

MICHIGAN TRADESMAN

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Volume XV.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 10, 1897.

Number 738

COFFEE

It is the general opinion of the trade that the prices on

COFFEE

have about, if not absolutely, reached bottom. We are sole agents in this territory for the celebrated bulk roast coffees of the

WOOLSON SPICE CO.

Ask our salesman to show you our line of samples.

MUSSELMAN GROCER CO., Grand Rapids.

COFFEE

Save your yeast labels and tin-foil wrappers

FREE! SILVERWARE! FREE!

These goods are extra-plated, of handsome design and are made by one of the largest manufacturers in the United States and will wear five years. 25 of Our Yellow Labels, attached to original tin-foil wrappers, will procure one Silver Plated Teaspoon, and 50 of same will procure one of either, Table Spoon, Fork, Butter Knife or Sugar Spoon. For 75 you will receive one Silver Plated Steel Table Knife, and for 10 a handsome Aluminum Thimble is given.

Present labels, attached to tin-foil wrappers, at our office in this city, and receive premiums free of any charge in return; or hand labels, attached to tin-foil wrappers, to your grocer, with your name and address, and premiums will be delivered through him the following day.

Premiums cannot be mailed under any circumstances.

FLEISCHMANN & CO.

Detroit Agency, 118 Bates St.
Grand Rapids Agency, 26 Fountain St.

WHY NOT TRY THEM NOW?

S.C.W.

50 CIGARS
SOLD BY ALL JOBBERS.

G. J. JOHNSON CIGAR CO., Mfrs.,
GRAND RAPIDS, MICH.

HAND SLEIGHS and CHILDREN'S DESKS . . .

Great Variety
New Styles . .
New Prices . .



Order Samples Now.
They will open your eyes.
Catalogue Free.

LEONARD MFG. CO., Grand Rapids, Mich.

HOLIDAY GOODS

Season 1897-98.

On account of moving to our New Building (50 x 125 feet—three floors and basement) we are a little late this year, but our New Line, especially adapted to the

Drug, Stationery and Bazaar Trades

will be on exhibition by Nov. 10th in our New Sample Room, (25 x 100 feet), comprising the most complete and attractive assortment of

POPULAR PRICED HOLIDAY ARTICLES

to be seen in Michigan. Give us a chance to prove this by a personal visit. **Railroad expenses allowed** up to 5 per cent. of your purchase of Holiday Goods. No catalogues. Correspondence invited.

Our travelers will soon be on their routes to solicit your orders as usual.

FRED BRUNDAGE,

WHOLESALE DRUGGIST,
32 and 34 Western Avenue, - Muskegon, Mich.

- Dolls, Toys and Games of every description.
- Christmas Cards, Booklets, Calendars, and Novelties.
- Albums, Books, Photo Frames, Medallions,
- Leather, Metal, and Celluloid Fancy Goods.
- Perfumery of all Leading Makers.
- Fancy China Bric-a-Brac.
- Druggists and Stationers' Sundries, School Supplies, etc., etc.

MERE ASSERTION

Does not carry the full force of conviction. But when a man has tested a thing for himself, and knows that it is true—that it pays—there is no longer any room for doubt. The

MICHIGAN TRADESMAN

pays its advertisers in a way that makes repeaters of them. When they once try it they come again, they stay. The circulation is not based on the papers printed and circulated helter-skelter, but on the number actually paid for yearly in advance. Sample, rates and the facts about it sent free on application.

TRADESMAN COMPANY, Grand Rapids.

"Tis not in nature to command success, but we'll do more. Sempronius, we'll deserve it."

MUSTARD versus SAUCE.

BAYLE'S HORSERADISH MUSTARD

Is the ORIGINAL and GENUINE Horseradish Mustard.

FOR centuries the English have been known as great mustard-eaters—the greatest in the world. They differ from the Southern races, such as the French, Spanish, Italian, etc., in that they rank condiments higher than sauces. True, they manufacture and export sauces, but they prefer for their own use condiments, and the greatest of all condiments is mustard. The average Englishman delights in having his mustard prepared for him fresh every day.

There seems to be a reason for this. Sauces, although appetizing, are made with drugs and are more or less disguised in their nature and artificial in their effects. Mustard, on the contrary, strengthens the natural tone of the stomach, increases the flow of the gastric juice, and thereby promotes the general bodily health. It is probably on account of this power of giving life to the system and enabling it to throw off unhealthy products that the English in former years used mustard as a medium of purifying the blood in skin diseases and similar ailments.

For some time past we have made quite a study of mustard, its proper preparation and the preservation of its qualities. Our line of mustards is quite complete, and each and all will be found to be so put up and packed as to last for years in perfect condition.

For Sale by
Wholesale and Retail Grocers
Throughout the United States.

SOLE MAKER...

GEO. A. BAYLE,
ST. LOUIS, U. S. A.

I. 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.

Personal service given all claims. Judgments obtained without expense to subscribers.

EDGAR'S

30 cents per gallon,
freight prepaid.

HOUSEHOLD

W. H. EDGAR & SON,
Detroit, Mich.

SYRUP

A Business Proposition

You have something to sell to the merchants. You are not at all particular where you sell it—where the orders come from so long as you get the money and freight rates do not interfere with the delivery of the goods. You only want to get before a prosperous people—those who have money with which to buy—in a direct and forcible way, with an argument that will turn their dollars into your pocket. Isn't that true? Well, just here is where the

Michigan
Tradesman

can help you. We are in the prosperous territory with a strong, well-conducted paper that reaches the majority of all those to whom you wish to sell within that territory. You make your business argument—we will lay it before our people. It pays others to do this—wouldn't it be strange if it didn't pay you also?

Grand Rapids, Mich.

Season Opened

Grocers who sell Oysters or
Oyster Crackers should
handle

Sears' Saltine Wafers

They are the finest Oyster
Crackers made. Are light,
slightly salted or plain. Cut
square.



Show them up and they
will sell themselves. Made
only by . . .

THE NEW YORK BISCUIT COMPANY,
GRAND RAPIDS.

Are You Dead---to reason? Is it reasonable, or just to yourself, to sell an unknown and untried stove polish instead of



Enameline

The Modern **STOVE POLISH**

on which more money is being expended than on any other stove polish on earth? Ninety per cent. of all the retail grocers in the United States sell Enameline. It pays them to do it.

MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 10, 1897.

Number 738

COMMERCIAL CREDIT CO., Ltd.

Commercial Reports. Prompt and vigorous attention to collections.

L. J. STEVENSON, Manager,
R. J. CLELAND, Attorney,
411-412-413 Widdicomb Building,
Grand Rapids, Mich.

The Preferred Bankers Life Assurance Co.

Incorporated by

**100 MICHIGAN
BANKERS**

Maintains a Guarantee Fund.
Write for details.

Home Office, Moffat Bldg.,
DETROIT, MICH.

FRANK E. ROBSON, PRES.
TRUMAN B. GOODSPEED, SEC'Y.

If You Hire Help

You should use our

**Perfect Time Book
and Pay Roll.**

Made to hold from 27 to 60 names
and sell for 75 cents to \$2.
Send for sample leaf.

BARLOW BROS.,
GRAND RAPIDS, MICH.

Grocers

Can reduce stocks at a good profit. Also increase sales by giving Street Car Tickets free for trade marks and coupons from B. T. Babbitt's several products.

Same will be redeemed at Spring & Company's, Monroe Street. Also by B. T. Babbitt's Agent, who will call for them.

5 Tickets for 50 "Best" Soap Wrappers.

5 Tickets for 50 "1776" Small Fronts (1 Large "1776" counts as 2 small).

1 Ticket for Coupons from B. T. Babbitt's Baking Powder equal to 1 pound.

Save Trouble
Save Losses
Save Dollars

TRADESMAN COUPONS

GENERAL TRADE SITUATION

The general conditions of industrial activity continue almost uniformly favorable, and local causes have operated to increase trade movement, as in the South on account of raising fever quarantine, greater demand in the Middle States and activity at Pacific ports, and yet the speculative outlook has been decidedly unfavorable. This is to be accounted for by occurrences of a temporary influence, such as the results of the New York election, the death of Pullman, the speculative causes in the Cuban situation, the illness of Havemeyer, etc. It is not strange that so many adverse influences, following the reaction which had already materialized, should have made a considerable decline in the average. And it is probably just as well that there should have been such a reaction to prevent too rapid and too great an inflation of values.

After the unprecedented rush of orders some time ago, the iron works have enough to do, most of them for the rest of the year or longer, although orders have of late been fewer. In most kinds of manufacture the works are still so far behind their orders that delays caused much complaint, and further orders have to be declined unless delivery can be deferred. Considerable orders have come for shipbuilding plates, for rails, cars and other railway material, and for thin sheets, but the demand for structural formed wire and wire nails is seasonably slacker. The cut nail manufacturers were unable to maintain fixed prices, which have dropped to 1.15 base at Pittsburg, and the increase of furnaces in blast makes Bessemer pig slightly lower, notwithstanding heavy purchases. The expectation of still lower pig iron is met, however, by the advance in coke, which is expected to go higher January 1, and by the evidence that even the increased output does not much, if at all, exceed the present consumption.

In the wheat situation there has come a considerable reaction, principally for the reason that there seems to have been no real cause for the preceding advance. Prices have declined about to the point before the advance, which seems to be near the normal. Movement at the West and for export continues to be very heavy.

In the textile and boot and shoe markets conservatism is the principal characteristic. There seems to be a fear that heavy stocks and overproduction may cause trouble again and this operates to check movement somewhat.

Bank clearings continue heavy. The amount—\$1,216,000,000—is 2 per cent. over the preceding week. Failures were 223, against 218 for last week.

Trading Stamps Not In Demand.
From the New York Butcher's Advocate.

Last week we compared the yellow fever to the trading stamp scheme. This week we can continue the comparison—and in a satisfactory way, too. News comes from the South that the yellow fever is dying out. The yellow signs which denote that a yellow fever victim is suffering in the house to which

the sign is attached are not so numerous as they were a few weeks ago. The same sort of news is coming in regarding the trading stamp signs. We who are observant know that the trading stamp signs are rapidly disappearing from the store windows in New York, Brooklyn and Jersey City, which is a certain indication that business is in a better condition, and that business men have realized that the stamp scheme is not a Klondike—for them, at least. Over in Jersey City the battle of the merchants was short, and has apparently landed the merchants victors. The stamp companies now have the goods in their stores marked with the number of stamps necessary to secure the different articles, and when one sees the number of dollars that must be spent to secure enough stamps to become owner of anything worth having, one resolves to give up trying to collect them. The stamp scheme was such a good thing for the companies who run them that too many of them got in the field. The butcher handled the stamps of one company, the grocer gave away stamps of another company, and the clothier gave his customers the stamps of still another concern. The purchaser, in nine cases out of ten, did not take the trouble to investigate, and thought he was getting the same stamps from every retailer. These he pasted in his book, and when full presented it for exchange, only to be told of his mistake. Then he gave it up altogether, and wouldn't take a stamp if it were given him without making a purchase. As a result, the demand for stamps has almost died out. Business at the stores of the stamp companies seems to be at a standstill. Young men with long yellow hair look out through the glass doors at the passing throng with sad and longing faces, and when persons with no other object than to see the sights stop and look in the windows at the "premiums" and at the stamps, the yellow-haired clerk's face brightens up at the attention being paid the company and in the hope that the gazer may be a customer. But when the eyes of the looker have devoured the entire contents of the window, and he has again joined the throng of hurrying pedestrians, the yellow-haired clerk sighs deeply and retreats behind the "premium" lamp and other things.

How He Got a Drink.

They are telling a good story about town of a tall, lank young man who stepped into a grocery store not a thousand miles from this city, where they keep something to drink as well as eat. Peering about the store a little, he spied some cakes. Said he to the grocer:

"Them's mighty fine cakes. What's the least you'll take for one of 'em."

"Ten cents," replied the grocer.

"Well, I believe I'll take one if you'll wrap it up right good."

The grocer wrapped up the cake and handed it to him. He looked thoughtfully at him a while and said:

"I don't believe I want this cake, after all. Won't you swap me a drink for it?"

"Yes," said the grocer, as he took back the cake and handed him a glass of something.

The young man swallowed the liquor and started off.

"Hold on," cried the grocer, "you haven't paid me for my drink."

"I swapped you the cake for the drink."

"But you haven't paid me for the cake."

"You've got the cake."

This last retort so nonplussed the grocer that he stood and scratched his puzzled head, while the young man made good his retreat.

Another Fraudulent Collection Agency.

To the long list of fraudulent collection agencies already exposed in these columns the Tradesman adds this week the name of the Michigan Mercantile Co., which purports to do business from South Bend, Ind. The nominal manager of the concern is J. F. Gay, who was formerly identified with a Grand Rapids collection agency, but proved to be so crooked that his services had to be dispensed with. Mr. Gay's last appearance in Michigan, so far as the Tradesman's information goes, was at Frankfort, where he made numerous collections which he failed to turn over to the proper parties, leaving suddenly on a boat for Menominee, apparently bound for St. Louis, Mo. Mr. Gay bails originally from New Jersey, where he claims to have conducted a collection agency with indifferent success. His relations with a local agency were exceedingly discreditable, including the jumping of board bills and other acts equally reprehensible. The Tradesman warns its readers against having anything to do with the Michigan Mercantile Co. or any other concern with which Gay is in any way identified, at least until he mends his ways and demonstrates his ability and disposition to deal fairly.

Complaints continue to reach the Tradesman of the failure of the Sprague agency (Chicago) to make returns on collections within a reasonable length of time. The Tradesman has repeatedly warned its patrons to give this concern a wide berth, but many merchants have been led into executing contracts with the wily solicitors of the agency by reason of the remarkable letters of recommendation written by Hon. S. M. Lemon, President of the Lemon & Wheeler Company. It appears to be the policy of the Sprague agency to treat one house in a town well, so as to have a place of reference. Mr. Lemon has evidently been selected by the Sprague agency as the headquarters for Grand Rapids references, and several people have found to their sorrow that the service accorded Mr. Lemon, as commended in the letters above referred to, is not the same as is given the average subscriber. Numerous instances of inexcusable delay in making returns on collections are on file in the Tradesman office and also several cases where no returns have ever been made and no attention whatever is paid to letters of enquiry. The methods adopted by some of the solicitors to secure paid memberships to the agency are disreputable and dishonest, giving ground for the belief that the entire concern is honeycombed with fraud and misrepresentation.

One Kind of Klondike.

Jack—That Miss Beverly, to whom I bowed just now, is a regular Klondike.

Tom—That so? Rich?

Jack—Yes; also cold and distant.

Judging from the number of "victories" the British forces are scoring against the fighting tribesmen in India, one would think they had secured a second edition of Weyler's talented typewriter.

Dry Goods

The Dry Goods Market.

Linens—Considerable talk is now heard in linen circles regarding the effect of the lately passed tariff on the price of goods generally. Manufacturers on the other side are devising every possible means to evade the law by making goods lighter and changing the counts. The revision of the schedule seems to be aimed especially at low end stuff, but on the other hand some of the higher grades are to be materially affected. One or two popular table damask lines that have been on the market for some time will not change much, if any, in price, as their weight is less than 4½ ounces to the square yard, and the count is above 100 to the square inch. If damasks of this kind exceed these specifications in the least the duty would be entirely different. To escape these higher rates it is necessary for foreign manufacturers to make a careful study of the present linen schedule and make goods accordingly. On union goods composed of cotton and linen trouble has also arisen. This difficulty is overcome by using a larger percentage of cotton, which brings such union materials under the provisions for cotton goods.

Ginghams—After struggling along near the end of the dress goods procession for several years, ginghams will be among the salable wash goods in the spring. In view of this reviving demand, manufacturers are preparing a more elaborate line than has been seen for a number of years. All the popular effects of former seasons, with many new creations, will be shown. The line of zephyr ginghams to retail at popular prices will be a triumph in the manufacture of cotton goods. Madras cloths printed in gingham patterns are among the new popular priced cloths.

Wash Goods—Several lines of wash goods for spring are now in the sample stage, and reveal the general character of sheer goods for next season. On printed diaphanous cloths no material change is noted. The lappet idea has been retained to a certain extent, and lappets of various weaves will enhance the beauty of many new floral designs. The popularity of all kinds of plaids will be a feature of the spring season, even in wash goods lines, and samples of elaborate plaid organdies for entire dresses and shirt waist purposes will be goods every retailer will have occasion to buy.

Hosiery—Salesmen out with fancy hosiery lines for spring are already making a good showing in point of orders. The position of the trade on the fancy hosiery question seems to indicate one of the best seasons on record during the spring of '98. The advance orders so far, among the large retail trade, show that fine grades will be especially good.

Underwear—A new underwear article, or at least an article for the underwear stock, is being placed on the market, and is meeting with considerable success. This new notion is a paper vest, intended to be worn over the underwear in cold weather. The paper utilized in the manufacture of these garments is made of spruce fiber, well known as a non-conductor of heat. These vests are obtainable both for men and women, and while they are very warm, do not add materially to the weight of the clothing.

Gloves—A decided glove novelty is

being shown this week for the holiday trade, which will doubtless prove very popular. The novelty of this line is seen in the high-colored back stitching. For instance, a dark glove will be garnished by bright red back stitching, with welts and buttons to match. Other desirable shades are treated in the same way.

Notions—Staple and fancy notions continue to hold attention, and a brisk business through the mails is coming to light again this week. The buying of holiday goods has made progress on all sides, and market buyers have been quite numerous all through the wholesale district. As the days go by it becomes evident that a marked scarcity of many notion and holiday lines will seriously handicap business during the latter part of the season. Some importers are prone to noise abroad the possible scarcity of certain lines every season. This has a tendency to cause the situation at the present time to be looked upon lightly by buyers, but it is well for all people, especially smaller dealers, who have not purchased lines of holiday goods to give the matter immediate attention. Purchases made now will be far more satisfactory than later when stocks are broken.

Japanese Novelties—Although many salable Japanese wares will eventually be much higher, owing to tariff changes, prices for the season at hand will show no material change from those of last year. The growing popularity of Japanese and other Oriental wares has made it possible for dealers to import large and varied lines of these goods with impunity. Fancy Japanese baskets at this season are great sellers in all retail fancy goods stocks. The line this season is worthy special attention. China and porcelain and wares of Japan origin are steadily gaining popularity, both in bargain goods and high-priced novelties. The season's best things in this line are now on exhibition in several Japanese departments about the market. Early inspection of these goods will insure the best results, as far as securing a good assortment is concerned.

Deplorable Condition of Shopping Manners.

Turn where we will, we find a want of manners in society; and that, too, in good society, not in the ranks of the confessedly uncultivated, or, at the best, of the only half-cultivated. You come upon these lapses of courtesy everywhere and in all circumstances. You write a friendly letter on a matter of business as the root work, and you get a brief business acknowledgment of the cheque you enclosed, without a word of reply—not even an allusion to the friendliness of your letter. This is from one whom else you know well in society and often meet. On the other hand—we will give all their due—you have charming letters from a perfect stranger with whom you have only a business correspondence—letters which go far to reconcile you to the boorishness of others, and make you reconsider your sweeping assertion as to the general and universal bad manner of us Americans—badness of manner which in no wise presupposes badness of heart, but is just the boorishness which comes from want of thought and want of imagination. For to be absolutely well-mannered we must have sympathy, keenness of perception, an imagination which can transport ourselves into another's position—see with his eyes, feel

with his heart, think with his brain—and thus enable us to realize all that he must feel and suffer by what we should feel and suffer were we in his place.

We show our bad manners in shops, in hotels, in crowds, as well as in the more usual circumstances of society. How few of us show any real courtesy to shop assistants, who yet have to maintain a smiling face and an unruffled demeanor, insulted as they may be half a dozen times a day. We march in with the air of conquerors annexing all that pleases their fancy. We make our desires known with short, sharp words of command, with never a "please" to soften the verbal asperity we affect. We toss things about the counter with a disdain that expresses itself as acrimoniously as if colors and patterns were moral offenses which gave us righteous cause for anger. We give all the trouble we can, without a thought as to the time to be employed in putting away the failures we so contemptuously discard; and then we stalk out of the

shop, where we have not expended a shilling, and we carry our heads as if we were the injured party, not they—those poor snubbed and badgered shop assistants. This is no fancy portrait. We can see it realized in good substantial flesh and blood any day we like to go into a large store and watch the throng passing to and fro. Whether it be from pride, or shyness, or downright boorishness, it is none the less reprehensible, and he would be a true benefactor to his country who should substitute for our present bearing something more gracious and more genial, more courteous and more considerate.

KATHARINE COLE.

Useful Adjunct.

"I always like to have at least one boarder who is a little slow about paying," Mrs. Hashcroft admitted to her dearest friend. "A man of that kind, especially a young man, is always so handy to use up all the chicken necks, the cold biscuits, and so on."



Mackintoshes

New Lot Specially Nice.

See them and you will have some of them. Prices lower than ever.

RUBBER GOODS OF ALL KINDS.

Studley & Barclay,

4 Monroe Street.

Grand Rapids, Mich.

Voigt, Herpolsheimer & Co.,

Wholesale
Dry Goods

Grand Rapids.

Great Line of Caps

for Children, Youths and Men, from

\$1.25 per dozen to \$12.00 per dozen.

All Shapes and Styles. New Arrivals.

P. Steketee & Sons, Grand Rapids

Woman's World

Carry Common Sense in the Matrimonial Cargo.

This is the season when people marry and are given away in marriage. Almost every mail brings me a handful of smart, crisp invitations to weddings, and I am reminded over again of the appropriateness of the simile that likens matrimony to a voyage over an unknown sea. It is a pretty idea, and we like to fancy the little fleet of white-winged boats setting sail in the golden dawn, and putting out across the harbor bar with all the happy winds of youth and hope blowing across their bow.

Of course, we wish them bon voyage, and predict that they will do nothing but cruise around the fortunate isles for the next forty years or so, but in our hearts we know that there is bound to come storm and stress and tempest, and when some of them are towed back into port again with lifeless sails and battered hulks, we are not surprised. Sometimes one thing brought about the disaster. Sometimes another. Oftenest it was caused by pure ignorance of navigation on the part of the skipper. A landlubber put out to sea and ran foul of the first obstacle in the way.

It is a safe thing to say that almost every American marriage is a love match; and, this being true, it is a curious and cynical commentary on it that we lead the world in the number of divorces. American women are the most sentimental creatures on earth, and when we marry it is because we are convinced—temporarily, at least—that we cannot exist without the adored one. We seldom take money into consideration in the matter; position rarer still, and suitability never. If we love Tom Jones, or John Smith, that settles the matter, and we marry him expecting to live happily ever after, as the fairy books say. "Love is enough," we cry, with the fatuous folly of inexperience, and then some day we wake up aghast to find out that love isn't enough, but that it requires to be ballasted with a lot of other things to meet the requirements of everyday life.

It is a hard saying, but worthy of all saying, that on women depends the happiness-making of the whole family, and I for one never go to a wedding without wishing it were my privilege to address a few words of advice to the bride. I should like to say to her: "My dear girl, I know you have been preached to until you are sick and tired of it all. They've talked to you about obedience and duty and respect until you could say it backwards in your sleep, but has anybody ever said a word to you about carrying along a little common sense in the cargo you are going to ship for this long voyage? No? I thought not, yet a little hard, practical, everyday sense will do more to insure domestic felicity than a square mile of illuminated mottoes of 'God Bless Our Home.'"

"In the first place, I suppose you realize what you are doing in getting married? Matrimony means, among other things, a few parties to which you drag a tired and unwilling man, instead of being joyfully escorted to innumerable balls. It means no more beaux; occasional theater tickets; buying your own candy and flowers; few compliments; a peck on the cheek for a kiss, and that, instead of daily rehearsals of undying devotion, you will be expected to take your husband's love on trust. But you will have lots of husband, and

sometimes he is worth paying this price for. If, however, you are not prepared to exchange a sweetheart for a husband, imitate the example of the Frenchman, who refused to marry the woman he loved because if he did he would have no agreeable place to visit."

Then I would recall to you the fact that the very highest ideal of matrimony is a perfect partnership in the duties, responsibilities and perquisites of life. No honest man has a right to marry a woman until he has told her fully and truly about his business affairs. If a girl is too frivolous and silly to understand a plain business proposition, she is certainly too idiotic to marry. We hear a great deal about extravagant women who ruin their husbands. If we could know the other side of the story, we should hear that, in ninety-nine times out of a hundred, the husband never confided in his wife, and she was in utter ignorance of what they could or couldn't afford. On the other hand, the terms of the partnership bind a woman to make a home—to keep a clean hearth and set well-cooked food before her husband and make him comfortable. If she shirks these duties, she fails in her part. Just remember that, won't you?

And don't board. I don't know anything sadder than to read in the papers, at the end of the account of a swell wedding, that the happy couple have "taken rooms" at Mrs. So and So's. Of course, you think that you and Tom, being the first couple that ever truly, unalterably loved each other, will lead an ideal existence, where bliss will rhyme forever with kiss, but when you come down to the common everyday facts, the inevitable adjustment of two different lives into a common life is bound to be accomplished with friction. If you were in the privacy of your own home you would have a cry and Tom would call himself a brute and no harm would be done. But some day you come down to dinner in your pretty wedding finery, with red and swollen eyes, and the handsome star boarder looks at you with worlds of unexpressed sympathy in his face, and you flirt a little with him just because your heart is so hurt and sore with Tom, and Tom, in anger, goes off for a night with the boys, and comes home reeking with tobacco smoke and sodden with liquor. Ah, little sister, that way is paved with coldness and sorrow and regret, and it leads to the divorce court. Don't take it. Have a home of your own, although you set up housekeeping in your big Saratoga trunk.

Insist from the very start on a definite allowance for yourself and the house-keeping; so shall you achieve peace and comfort and raise yourself from the position of a beggar to a paid employe. It always comes with a shock of surprise to a man to find that his wife has spent the money he gave her, and there's just thirty times less friction and aggravation in getting money once a month than there is in asking for it every morning at breakfast. And don't start a bad precedent by telling how every nickel of it went. There are women held to such strict account they have actually to steal and falsify their accounts to get the price of a matinee ticket. I have always rejoiced in the story of the young wife whose husband presented her with a nice morocco leather account book, in which she was to enter every cent of money on one page, and every single purchase on the other. At the end of the month he called on her to show her book. She proudly brought it forth, and on one page was written, "Received of John, \$100," and on the other, "Spent it all." That settled it. She had made him comfortable, and that was all he needed to know and all the details she proposed to give.

Attend to your own affairs. The American man, as a general thing, has just all he can do, and it is an outrage for his wife to afflict him with the burdens of the housekeeping. Manage your own servants, do your own errands. When your husband comes home, let him find it a piece of rest, and don't meet him at the door with an account of the cook burning the soup, or the housemaid breaking the best parlor vase. Keep the pinpricks to yourself. He has plenty of troubles and worries of his own.

Don't talk too much. Of course, being a good little girl, I take it for granted you have no serious secrets to conceal, but it isn't necessary to tell your husband everything you think, especially in regard to other people. Argument is the death of peace and harmony, and don't get into the way of discussing beforehand everything you do. Half the time it doesn't make a bit of difference one way or the other, but by talking it over you can get up a family squabble. As Davy Crockett says, "Be sure you are right, then go ahead," on your own responsibility. And for goodness' sake use a little discretion, and when you want to make a suggestion to your husband, don't preface it with, "Mamma says you ought to do this," or, "Papa thinks you ought to do that." "Saw wood and

say little," is a good motto for women as well as diplomats.

Because you are married gives you no right to wear wrappers to breakfast and tell your husband home truths. If he was worth catching, he is worth keeping. If he was worth entertaining before, he is worth fascinating now. If you love him, don't be afraid to show him that you do. A kiss may heal a broken heart and a caress give a man fresh courage to begin the battle with the world over again.

Finally, don't expect too much of your husband. Of course, it was a shock when you found out he was merely mortal and could be ruffled by dinner being late and swear a blue streak when his collar button rolled under the bureau. This was not the conduct you expected in a demi-god, but, my dear girl, there's nothing like the companionship of a cheerful sinner who makes mistakes and gets mad and knows how to make allowances for like frailties in you. Jane Carlyle set down her opinion of a man of genius as a husband, and I am told by a woman who is married to a saint that he is the most exasperating thing in the world. Take your husband as you find him and make the best of him, and with all his faults and whims, a husband is a handy thing to have around the house. For what does the good book say? "There must be hewers of wood and drawers of water and buyers of Easter bonnets." And may heaven bless you, my children!

DOROTHY DIX.

The human race is divided into two classes: those who go ahead and do something and those who sit down and enquire why it wasn't done the other way.—Oliver Wendell Holmes.



OUR book-keeping should not be neglected—and the simpler it is made the more

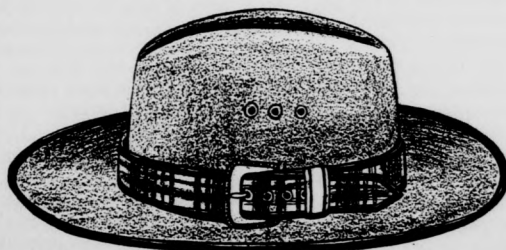
economical it is—a saving of time. Be up to date. All kinds of Blank Books, Invoice Books, Letter Files, Letter Copying Books and Stationery for your office are the goods we carry. We can save you money. Give us a chance. Mail orders promptly attended to.

Will M. Hine, 49 Pearl St., Grand Rapids

BARGAIN BEAUTIES

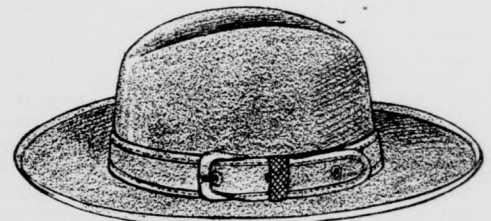
Dakota Pat. 122	} \$7.50
Cavalier " 129	
Montana " 657	
Idaho " 655	

PER DOZ.



DAKOTA.

Knowlton's Pat. 122. The best quality made



CAVALIER. Pat. 351.
\$6.00 per dozen, in all colors.

We have a complete line of these goods in stock, and can assure prompt delivery.

Soliciting your orders, we are,

Yours for business,

CORL, KNOTT & CO.
GRAND RAPIDS.

Around the State

Movements of Merchants.

Albion—John N. Flynn succeeds the Richter Grocery Co.

St. Charles—E. C. Jones has opened a grocery store at this place.

Ashley—Orlando Luce succeeds Myron H. Mills in general trade.

Hart—W. Stitt has embarked in the grocery business at this place.

Marshall—Ward & Tuwing succeed Ward Bros. in the clothing business.

Laingsburg—Lyman S. Reed has opened a grocery store at this place.

Hopkins Station—Rockwell Bros. & Wharton have opened a meat market.

Oak Grove—Guy B. Hosley succeeds M. J. Hosley & Son in general trade.

Brown City—Chas. Johnson, of Crosswell, has opened a meat market at this place.

Milford—Wm. C. Grier has sold his stock of hardware and stoves to F. B. Hatch.

Monroe—Reisig & Hoffman succeed Beyer & Reisig in the plumbing business.

Brookfield—Chas. Powers, of Charlotte, will shortly open a grocery store at this place.

Charlotte—Aaron Losey has taken the position of prescription clerk for Dr. Frank Merritt.

Dimondale—A new general store will shortly be opened at this place by Runsey & Shotwell.

Escanaba—Eugene Lavigne contemplates embarking in the grocery business in the near future.

Eaton Rapids—Amos McKinney has opened a meat market in connection with his grocery business.

Union City—Kinnell & Co. have purchased the book, stationery and millinery stock of D. P. White.

Lansing—Wilson & Jordan, dealers in carriages and harnesses, have opened a branch store at Laingsburg.

Ironwood—The Prescott Hardware Co. succeeds Fred M. Prescott in general trade at this place and also at Bessemer.

Brown City—W. Trevithick and J. Buchanan, of Glencoe, Ont., have opened a new merchant tailoring establishment.

Cheboygan—J. A. Ramlow has opened a meat market in his building on State street. Chas. Melancon is manager of the business.

Durand—L. C. Mead, who recently opened a grocery store here, is unable to find a vacant house in the town in which to locate his family.

Boyer City—Byron Lyke has sold a half interest in his meat market to John Lewis, of Detroit. The new firm will be known as Lyke & Lewis.

Thompsonville—C. O. Smith has commenced to build a large double store opposite the company store and will put in stocks of furniture and shoes.

Port Huron—F. A. Weyers has closed his grocery store on Military street. The stock is being moved into a vacant store in the Merchants' Exchange block.

Alma—Howard Willard and Fred Wright have purchased the Woodward grocery stock and bakery and will continue the business at the same location.

Grand Haven—David Wright has sold his confectionery stock to Neil McMillan and Herman Z. Nyland, who will continue the business at the same location.

Oshkemo—The grocery stock and store building belonging to the late Mrs. Emily E. Stevens has been purchased by Mr. Kinzie, who will continue the business.

Leslie—Mitchel Buckingham, formerly engaged in the bakery business at Ovid, has formed a copartnership with O. D. Clement and established a bakery at this place.

Coral—Soules & Skeach have just completed a two-story warehouse with stone basement, 40x80 feet in dimensions, and are storing potatoes and grain and will handle lime, brick, cement and seeds.

Jackson—The Parker & Fleming Co. has opened a meat department in connection with its grocery store. Of course, the fixtures and stock are first class—Parker & Fleming never do anything by halves.

Whitehall—L. G. Swennington, who has had charge of A. Mears' mercantile business for the past ten years, has purchased an interest in the general stock and the firm name will hereafter be Mears & Swennington.

Saginaw—King & Moore have discontinued their meat market and grocery store in South Saginaw. The fixtures will be removed to Potter street and used in the new store of King & Searles. The stock will be transferred to the old store on Jefferson avenue.

Manufacturing Matters.

Detroit—C. E. Turrell succeeds F. E. Turrell as proprietor of the Detroit Pop Corn Novelty Co.

Ithaca—B. H. Wells has sold the machinery and stock in the Ithaca foundry to Phillip Timlin, who will continue the business.

Midland—Anderson Bros., manufacturers of shingles, have merged their business into a corporation under the same style as heretofore.

Saginaw—The style of Randall & Boyd, planing mill operators and lumber dealers, has been changed to the Booth & Boyd Lumber Co.

Portland—The Michigan Cabinet and Commode Co. has closed a deal with L. E. Steinman & Co., of Chicago, to take the entire output of the factory for the next fifteen months.

Interlochen—C. F. Reid, of Traverse City, has leased the Hart shingle and sawmill plants and is preparing to run them both. When the mills start Mr. Reid will employ about forty men.

Port Huron—Dr. A. L. McLaren has invented a bicycle brace suspender and will immediately begin its manufacture. The doctor thought out his invention, applied for a patent and ordered his machinery, all within thirty-six hours.

Owosso—The Greer Spoke Works plant has been purchased by Joseph M. Story, who will make a number of changes and improvements in the plant, a larger boiler having already been put in, and an addition is being made to the building used.

Muskegon—The Lageland Manufacturing Co. has purchased the plant known as the Standard Box Shook factory, at North Muskegon, which has been operated by James Hudson for some time past, and will use it as a supply concern in connection with its present factory. Twenty-five men are furnished employment by the change.

Jackson—F. R. Bassett, manager of the Challenge Churn Manufacturing Co., at Paw Paw, has concluded negotiations with the Aspinwall Manufacturing Co. to make his churns in any quantity desired. The work will commence as soon as the machinery can be removed here and set up, and it is fully expected that by the end of the first year the output will be 300 churns per day.

Cheboygan—E. A. Vorce has leased the Langdon feed mill and will operate it to its full capacity.

Traverse City—Smith Bros., Scott Woodward and Noah Shattuck have formed a copartnership, to be known as the Smith Bros. Co. The purpose of the company is to manufacture lawn chairs and woodenware novelties at the plant of the Shattuck Manufacturing Co., which built a factory on the bay shore. Mr. Shattuck was a member of the company mentioned, which was forced to discontinue business on account of lack of capital.

Fraudulent Failure at Hancock.

Hancock, Nov. 6—Herman Stark, who has been engaged in the clothing and men's furnishing goods business at Hancock the past five years, failed to open his doors this morning and made an assignment for the "benefit" of his creditors. The assignment has the most beautiful appearance of being "a good thing" and should result in Mr. Stark re-engaging in business on a more extensive scale and with a larger capital than heretofore. The exact amount of Stark's liabilities is \$11,388 94, and it is stated on good authority that the goods representing this amount have nearly all been received the past few months. Mr. Stark inventoried his stock Thursday and the best value he could place on it, together with two old buildings—one at Chassell, the other at Portage Entry—was \$2,700. When Stark saw he was to face "the blow that all most killed father" he promptly deeded the property at Chassell to his better half, but the assignee, James Lamblyn, would have nothing to do with the affair under such circumstances and the deed was reverted to Stark and it will figure in the assets. The houses are next to valueless and the stock at the store is valued at \$1,500, and the question agitating the creditors is, what has become of the \$10,000 worth of goods received of late?

Houghton, Nov. 8—Herman Stark is now conceded to be a new star in the firmament of modern financiers. A search for Stark's only clerk failed to reveal him, and it is now learned he went to Lake Linden Friday, and left for Buffalo on a lumber barge. The young man displayed a roll of bills at Lake Linden. It is believed Stark didn't want his late employe to stay around Hancock, lest he should be asked to tell a few things he might happen to know, and accordingly arranged for a pleasure trip on the steam barge. One year ago Stark inventoried his worldly possessions, when they are said to have footed up \$10,500, free of any encumbrance. He has bought goods to fully this amount the past few months but to-day it is doubtful if the stock turned over to the assignee is worth \$1,000. Mr. Kahn, of Chicago, one of the creditors, arrived in Hancock today and, calling upon the assignee, asked if his firm's account was included in the statement of liabilities. He was told that it was, to the extent of \$1,300, which was for a bill of men's clothing sold Sept. 6. Mr. Kahn then proceeded to the store to see how much of the goods he shipped were still unsold, but imagine his surprise, when, as he stated, he could not find a button that had formerly belonged to him. Other creditors have also appeared on the scene and there is some talk of criminal proceedings being instituted against Stark, who is believed to be in Chicago. The impression prevails that Stark has the goods "planted," which idea is borne out by the fact that the dray business from his store is said to have been quite good of late.

Women's Shoes Like Men's.

The demand for women's shoes made over lasts shaped like men's, which sprung up a few seasons back, has not died out. On the contrary, manufacturers producing work of this character are kept busy. It is chiefly confined to the best grades.

"Cleverly Conceived and Skillfully Executed Swindle."

A manufacturing establishment in a neighboring city recently asked its Grand Rapids representative to prepare a brief on the trading stamp scheme. The opinion furnished in pursuance of such instructions was as follows:

My candid opinion of the trading stamp system is that it is one of the most cleverly conceived and skillfully executed swindles I have ever had brought to my attention. In every case the solicitor who secures the signature of the merchant attempts to obscure the real facts in the case, making it appear that he will have to pay but 5 per cent. on the new trade he secures as the result of his adopting the trading stamp system. Later on he finds, to his sorrow, that he is not only paying 5 per cent. on his new trade, but is compelled to pay the same amount on the old trade secured by reason of years of persistent effort. I have talked with a dozen or fifteen Grand Rapids merchants who went into the scheme when it first arrived in town and every one is heartily sick of it, but cannot get away from it because he is bound by an iron-clad annual contract. In no case has a dealer renewed his contract with the agency, which is pretty good proof, to my mind, that it is not a desirable thing for the merchant.

What a Blind Merchant Can Do.

Buchanan, Nov. 1—Del Jordan, dealer in groceries and confectioneries at this place, can weigh correctly on the scales any article, operate a typewriter as well as the average person, tell the time of day and give the correct name of any piece of money except bills. He selects and buys all his goods unaided, save by the hand of Providence. What makes everything so interesting is that Mr. Jordan is unable to distinguish a ray of light; having lost his eyesight about eleven years ago. While he was working in the Buchanan windmill works a piece of steel flew in Mr. Jordan's left eye, resulting in total blindness. He has made Buchanan his home since 1863, arriving here when about six months old. He was born in Charlotte in Nov., 1862. The first year after losing his sight he attended the State School for the Blind, remaining three years, during which time he pursued a literary course and learned the art of both hammock and broommaking. He returned here after his school work was finished and has ever since been engaged in business for himself. He enjoys a growing trade and is in every way deserving of it. Few are better read and able to converse more intelligently upon almost any topic than is Mr. Jordan, and he has the sympathy and respect of the whole community.

Result of the Lansing Session.

The State Board of Pharmacy held an examination session at Lansing last week. Out of fifty-eight candidates the following were granted certificates:

Registered Pharmacists—C. W. Blake and Robert W. Cockburn, of Kalamazoo; Anton Deisler, of Saginaw; Richard W. Evans, of Flushing; C. W. Fallas, of Cedar Springs; C. Earl Van Avery, of Middleville; L. D. Glassford, of Chalon, Ont.; Truman G. Hoyt, of Muskegon; Chas. Hagadorn, of Bay City; John A. Miller, of Caledonia; H. T. Markham, of Port Huron; H. D. Phelps, of West Bay City; J. F. Spinney, of Lansing; Agnes S. Rich, of Traverse City; S. L. Wyman, of Weston; G. A. Knoak, of St. Joseph.

Assistant Pharmacists—Harry L. Gibbs, of Greenville; Walter E. Turner, of Clifford.

All One Sided.

Mrs. Prye—Tell me, dear, do you ever quarrel with your husband?
Mrs. Lamb—Never. But he often quarrels with me, the hateful thing!

Phone Visner for Gillies N. Y. teas, all kinds, grades and prices.

Grand Rapids Gossip

G. W. Daud has opened a grocery store at Aetna. The Ball-Barnhart-Putman Co. furnished the stock.

Goossen Bros. have removed their grocery stock from 149 Monroe street to the Goossen building on Ottawa street.

Peter Veenstra has embarked in the grocery business at 19 Ohio street. The Ball-Barnhart-Putman Co. furnished the stock.

F. E. Prestel, general dealer at Sheridan, has opened a branch grocery store at McBride's. The Clark-Jewell-Wells Co. furnished the stock.

J. Frank Gaskill has purchased the grocery stock of John Odejewski, at 185 Fifth avenue, and removed it to his store, 202 East Bridge street.

Grand Rapids dealers are selling butterine which has the rich yellow color peculiar to factory creamery butter, but it is somewhat doubtful whether the Food Commissioner can secure any convictions for violation of the State law prohibiting the sale of colored butterine. The reason for this is that the coloring is put into the butter, which enters into the composition of butterine, so that the manufacturer of bogus butter will be able to exhibit his formula in court and swear that no butter color of any kind or character is used in his establishment. The subterfuge is a clever one and the Tradesman very much doubts whether a jury can be secured which can convict an apparent violator of the law on these grounds.

The Produce Market.

Apples—Northern Spvs are about the only variety of winter fruit in market, commanding \$2@2 25 per bbl. The stock is not strictly No. 1, but is fair in quality.

Bananas—The quotations are not changed, although the market has an easier feeling. The movement is fairly large.

Butter—Separator creamery has declined to 23c. Dairy is coming in more freely, commanding about 20c for fancy.

Cabbage—\$3 per 100.
Carrots—25c per bu.
Cauliflower—\$1 per doz.
Celery—15c per bunch.

Cranberries—Choice Cape Cods and Fancy Wisconsin are now sold on the same basis—\$7 50 per bbl.

Eggs—Local dealers pay 15c, case count, holding at 16c, case count, or 17c for fancy candled.

Grapes—New York Concord command 12c for 8 lb. baskets.

Honey—The market is steady and firm. White clover is held at 11c and dark buckwheat at 10c.

Lemons—The movement is light and prices are steady.

Lettuce—Hot house goods fetch 15c per lb.

Onions—White Globe and Red command 50c. Spanish, \$1.75 per crate.

Oranges—Mexicans are as yet the only fruit on the market. They are coming freely but the demand is good enough to hold the market steady.

Pears—Keepers command \$3 per bbl.

Potatoes—While many outside markets are still glutted with stock, conditions have materially improved and prices—40@50c—are well maintained at all the local buying points in this State; in fact, buyers appear to be banking on higher prices and their ability to secure cars, which is now the greatest obstacle in the way of moving the crop. The situation at St. Louis is thus described by the Miller-Teasdale Co.: "The movement is very good, with the arrivals this week heavy and mostly of very inferior quality, poorly-culled, small and dirty, which sell low. Fancy, bright, uniform potatoes, well-culled and matured, are wanted, and will sell

at full quotations, and a little more if really nice; but much of the stock coming in is not such. Shippers must know that such poor quality of potatoes as are being shipped is very hard to sell. Much of the stock is only suitable for peddlers, and they shake their heads often and will not buy. Shippers must cull their stock more closely if they expect to get good prices. Ship your fancy stock in a car by itself, and the poor stock by itself, but never mix it in the hope of getting a better price for the poor."

Poultry—Hens and spring chickens are rather scarce at 7@8c. Ducks are in fair supply at 8@10c. Turkeys are strong and in active demand at 8@10c. Geese are in moderate demand at 8@9c.

Quinces—The market is quiet, jobbers holding their stocks at 75c per bu., with few takers.

Squash—\$1 per 100 lbs. for Hubbard. Sweet Potatoes—Genuine Jerseys command \$4, while Virginias are held at \$2 75.

Game—Dealers pay 75c@\$1 per doz. for rabbits and \$1 per doz. for No. 1 squirrels.

Beans—Have advanced again and a good demand prevails. Prices may go higher, but the future is uncertain. The price is now 15c above the lowest price on new beans.

Concerted Effort to Smother Unfavorable Comment.

Grand Rapids, Nov. 8—There appears to be a disposition on the part of the city press to smother the opinions of all who are not in sympathy with the late street disgrace of the Valley City. I notice that the pulpit which endorses the show has from a halt to a whole column of carnival utterances published, while the ministers who dare defend the morals of society by condemning the affair get about two inches of sarcastic ridicule. The writer expressed his non-endorsement at the arrest of a certain "attraction" which was invited to participate in the late carnival, and which added to the committee's coffers, in about the following language, and dropped his communication into the editorial basket of the Evening Press, but, like other opinions of its ilk, it failed to get space:

"Where a city invites outside entertainments to add to the attractions and accepts blood money for privileges, and the police are so blind that they cannot discover any objectionable features until the very last hour of the exhibition, does it not appear farfetched to swoop down upon one particular dive which was no more obnoxious than many scenes upon the public streets? If the committee has run short of funds to defray the expenses of the demoralizing show it should levy a tax upon the entire city, inasmuch as it claims it was an education and of great financial worth to the Valley City."

The envelope should have been a warning from the start. No private citizen dare use such a design to advertise his business. Prison walls encircle those who have sent less obscenity through the mails, but the carnival committee must have had a "pull" with Uncle Samuel and, like many saloons and other variety shows, stood in with the fathers. G. D. BALL.

Gaius W. Perkins and Chas. F. Reed, President and Vice-President of the Grand Rapids School Furniture Co., are spending a fortnight in the New England States and in New York City, inspecting the branch offices of the corporation.

S. W. Peregrine formerly manager of the defunct Grand Rapids Seating Co., is undertaking to interest Detroit capital in a new corporation to engage in the manufacture of school desks and opera chairs.

P. Steketee & Sons offer Merrimac shirting prints at 3 3/4c and American shirting prints at 3 1/2c, less 2 per cent. to days.

The Grocery Market.

Sugar—The only change this week is an advance of a sixpence in Nos. 3, 4 and 5. The volume of business in sugars will be comparatively light from this time on for about four months. The period between this and the middle of February is the natural period of lowest depression in sugars. Reports from the cane growing sections of the United States say that the crop, although late, promises to be a good one.

Tea—The outlook is for a dull and quiet trade during November and December, with some activity after the turn of the year. Prices are unchanged, and holders are still refusing to make any concessions, which would seem to imply that the market is in good shape.

Coffee—Since the beginning of the crop year there has been received at Rio and Santos 5,343,000 bags of coffee, which means, if crop estimates are accurate, that five-eighths of the crop has been received in less than one-half of the crop year. Receipts, therefore, should materially decrease in the not very far future, and present prices would seem to be very safe for the buyer. Maracaibo quotations have been a trifle easier, due more, perhaps, to the undesirability of the supplies in first hands, as first-class stock will readily bring full prices and find prompt purchasers. Java and Mocha are unchanged.

Canned Goods—The supply of tomatoes is much larger than was expected and further declines are anticipated by some holders, although on this point all are not agreed. Very few tomatoes will be carried over. The corn market is dull and unchanged. Peas are in only small demand and prices are unchanged. Peaches are quiet, especially so far as the Eastern grades are concerned. A few pie and seconds are selling, but the trade has generally bought California standards and extra standards to arrive, and they are there fore out of the market for the present.

Dried Fruits—Reports from the Coast say that raisins have suffered considerably from rains and that there will be a great scarcity of three crown raisins. Rumor has it that some of the packers are mixing lower grade raisins with the three crown, and that still others are changing their screens so that a smaller raisin is being graded as three crown. Prunes are unchanged and the sale of these is reported to be considerably lighter this season in this market than usual. This is not due to a greater consignment of dried fruits to commission houses in this market, for this is not the case. It looks as though there would be little of this work done this season. There is an advance in currants of 1/2 cent. Low grade currants are reported to be very scarce in the European markets, and the currant market in Greece is made firmer by the better system of finances now instituted in that country.

Provisions—Lard is slightly weaker, although there has been no further actual decline. There is still a stronger universal tendency to sell. There has been no change in the jobbing price of provisions during the week, although in first hands everything except bellies has advanced.

Fish—The catch in Ireland is over, and the total catch is only one-third of last year. The quality of the new Irish mackerel this year is exceedingly fine. The week's receipts have been only moderate. Cod is in fair movement at unchanged prices. Salmon is in moderate demand, and prices are unchanged.

The Grain Market.

The wheat market has been of a drooping character during the past week. The exports were again nearly 6,000,000 bushels and the receipts were equally as large, increasing the visible 2,000,000 bushels, so that we now have 29,000,000 bushels in sight against 60,000,000 bushels at the same time last year, 57,000,000 bushels in 1895 and 81,000,000 bushels in 1894. The statistical position in wheat is as strong as ever, if not stronger; but, owing to the fact that cash wheat is fully as high as futures, stocks are being pressed to wheat centers and the interior elevators in the Northwest are being depleted. How long this can last is entirely problematical. There appear to be two strong cliques in Chicago, the long and short interests. It remains to be seen which will be victorious, owing to the uncertain price of wheat. Flour buyers are somewhat timid just at this moment. However, should the wheat market advance, there will be a good demand for flour at advanced prices, as dealers are not overstocked with flour by any means. We note a decline of 2c per bushel from last week.

Corn and oats, as is usual, remain quiet. Rye also does not show much animation.

The receipts during the week were 75 cars of wheat, 4 cars of corn and 13 cars of oats.

Local millers are paying 86c for wheat.
C. G. A. VOIGT.

Flour and Feed.

Flour markets for the past week have been somewhat demoralized on account of the condition of wheat markets. Buyers and sellers have been wide apart in their views, from the fact that on the one hand buyers can apparently see but one side, while the seller or manufacturer of flour, who comes in close touch with the movement of wheat from first hands naturally believes in higher prices and is unwilling to follow the trend of a purely speculative depression of wheat. The farmers of this country are wide awake and know full well that present supplies, together with the prospective demand and the outlook for the growing winter wheat crop, have brought about a condition such as has not existed for years, and they are determined, as far as possible, to profit by it. As a result, the movement throughout the winter wheat belt is very light and the price of flour is firm, as compared with wheat.

Grand Rapids mills are all running full time and are fairly supplied with orders.

Millstuffs are in good demand, with values well sustained. The movement of feed and meal is light, values tending somewhat lower.

Wm. N. ROWE.

Hides, Pelts and Wool.

The hide market is strong from scarcity. All markets are already sold up and no supply is in sight or to be had. The demand is good at an increased price.

Pelts remain firm from the same cause. Prices are fully above what the wool market will warrant and pullers bank on an advance in wool to make a profit.

There is some enquiry for wool, but it cannot be bought at the old prices to any extent, and manufacturers await the sale of spring goods before buying stock except for immediate wants. The situation is strong for higher prices, nearly to importing point.

WM. T. HESS.

The Meat Market

Venison at a Cent a Pound.

Norcross (Me.) Correspondence N. Y. Sun.

The first deer of the season offered for sale here came in on Oct. 2 and was purchased by a Bangor hotel man, who paid 12 cents a pound for the dressed carcass. To-day a man may buy all the deer he wants, or all he has money to pay for, at the rate of 1 cent a pound, or 500 pounds for \$4. The visitor who wants a deer has no need to go hunting. He can drop off here at night, buy a 175-pound buck, including antlers big enough to hold a dozen hats in the front hall, and a beautiful soft skin that may be tanned and converted into a \$10 mat, and get the whole lot for \$1 50.

The late dry spell has caused the fallen leaves to crackle under foot in the woods, so that the deer take alarm before the hunter gets within gunshot of his prey, and most of the deer that have been captured lately have been shot from canoes early in the morning or late at night, when the animals come down to drink. The deer's love-making season begins in November, at which time the bucks forget their shyness and come out into the clearing, where anybody may kill them at short range. Should the delayed autumn rains begin early in November, the chances are that 100 deer a day will be shipped from this station all through the month. In a few weeks now the weather will be so cold that carcasses hung up out of doors will keep for an indefinite period. The pot hunters will avail themselves of the opportunity and shoot and store away large quantities of venison for sale or winter consumption.

Although practically prohibited by law, the practice of shooting deer and selling them to visitors who are too busy or too lazy to hunt is increasing every year. After having secured a deer and disemboweled it, the only article necessary for its preservation is a "Frenchman's shotgun," which is the Yankee name for a sapling gray birch. An old legend says that the French would have conquered the whole of the North American continent if the gray birch had held out. With a piece of string and a stiff birch sapling the Frenchmen could rig snares and catch all the rabbits they wanted without the use of firearms. As far as the birches extended the French held domain. Where the birches stopped the English began. These "Frenchmen's shotguns," having served their purpose in colonization, are again doing service for the pot hunters. The gray birch is a catch crop between two growths of evergreens. When a pine wood has been cut away or burned by forest fires the birches come up and monopolize the land for a score of years. By the time they are big enough to afford shade during the summer the pine cones come skating along on the snowdrifts and find congenial seed beds among the birch woods. In ten years more the pines have overtopped the birches and begun to kill out the plants that protected them in fancy. As deer feed on birch sprouts the year around, preferring them to all other foods, the best place for deer shooting is in a birch and pine thicket, where the hardwood affords food and the evergreens give protection.

Here the man who shoots for profit makes his camp and catches his supply of fresh venison. As fast as he kills and dresses his deer he hitches the hind legs of each animal to a springy birch sapling and sends it aloft among the dark pine boughs, where it may remain frozen for months. Then he loafs around the railroad stations and hangs about the hotel piazzas, telling the visiting hunters mysterious stories about deer and how cheap they may be had. If the newcomer wants a deer regardless of how it is secured, a trade is made, and the resident visits his cold storage lot to get what is ordered. Should the visitor be old fashioned enough to want to kill his own game, the resident turns him over to a friendly guide and gets a liberal commission for his services. This is a practice which has gained

greatly of late, and is largely responsible for the slaughter that is annually recorded. The wardens have made many arrests, but the captured men have all been unable to pay fines and have run up so heavy board bills while confined in jail that the taxpayers are fighting mad, and several of the local justices have refused to commit men who could not settle in cash. Supported by local public opinion, the cold-storage hunter is becoming a leading factor in backwoods life. Ten years ago his calling was unknown. Now there are men who do nothing else. How many deer they kill in a year is hard to say. Last February a lumbering crew at work on the West Branch found forty-six deer carcasses hanging on a quarter section. All of these were left over and could not be sold prior to Jan. 1. How many were sold and shipped away before the beginning of close time nobody but the man who did the killing knows, and as there is a fine of \$40 a head for every deer thus killed hanging over him, he will not be likely to tell.

The Butcher Girl of San Francisco.

A sixteen-year-old girl in San Francisco has hit on a novel way of earning her living. She has gone into the butcher business and is making a great success of it. Her name is Lillie Kanitz, and her customers say that it is a real pleasure to have a steak or a roast cut off and served by a brown-eyed slip of a girl in a spotless print gown and apron instead of a man in a spotted jacket and apron.

Miss Kanitz's father, Otto Kanitz, conducts the Log Cabin Market in San Francisco. She is a full partner in the business and her father's only assistant. The father is as proud of his daughter as possible. The girl has so mastered her trade that when her father is away she is left in charge of the shop. She runs it like a veteran, too, filling orders from a quarter of beef to a tidbit for somebody's pet dog. A girl butcher might not be expected to be attractive in person and manner. This one is. She is said to be straight and lithe and active, and the arm that wields the cleaver instead of a golf club or tennis racquet is prettily rounded, with a supple little wrist and tapering fingers. Miss Kanitz has rosy cheeks, brown eyes and hair, and dresses becomingly. She has a gentle manner, and, while business life has made her alert and keen, it has not taken away her girlish modesty and simplicity. Her parents are industrious Germans, who, by years of steady labor and frugality, have acquired considerable property. The girl butcher and her mother own city real estate valued at several thousand dollars. This was deeded to them by Mr. Kanitz, but the possession of it has not been a check to the daughter's ambition to earn money for herself. She keeps the books of the firm, makes out, collects, and pays all bills, and delivers orders to customers in their own homes. Early any morning she is to be seen with her horse and cart whisking briskly from street to street.

Miss Kanitz was graduated at one of the grammar schools two years ago, and is a fine housekeeper. She bought and has paid for out of her own earnings a piano. The first payment she made on it was \$200, which she had saved out of commissions allowed by her father as a bill collector. Mr. Kanitz expects to go to Dawson City next spring, leaving his daughter to carry on their joint business.

A deposit of marble has been discovered near Hermosillo, Mexico, which is said not to be inferior to the best produced by the quarries of Carrara.



ABSOLUTE

PURE GROUND SPICES, BAKING POWDER
BUTCHERS' SUPPLIES, ETC.

FOR THE TRADE.

THE VINKEMULDER COMPANY,

PHONE 555.

418-420 S. Division St., Grand Rapids.

Who gets the . . .

Oyster Trade?

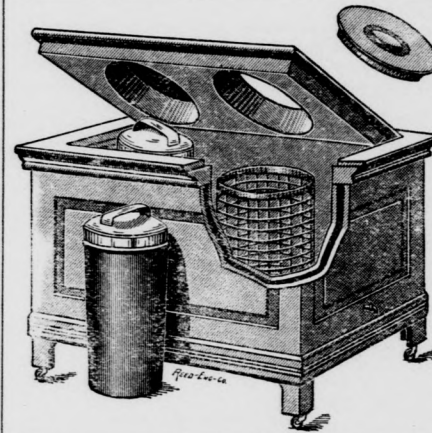
The man whose oysters are the freshest and best flavored.

Who loses other trade?

The man who sells fishy oysters diluted with ice to disgust his customers.

Avoid such a calamity by using our Oyster Cabinets. (See cut.) They are lined with copper so you can use salt with the ice. They have porcelain lined cans. Send for circular.

Grand Rapids Refrigerator Co.
Grand Rapids, Mich.



If You Sell Oysters

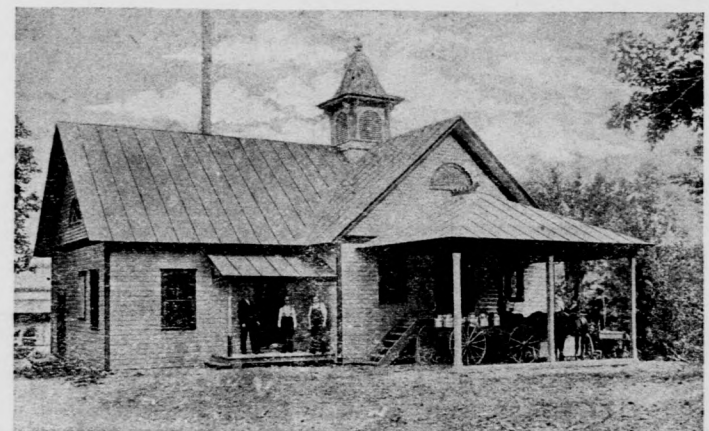
At a Profit

Something to keep them fresh in is a necessity. Our CABINETS are right in DURABILITY, CONVENIENCE and PRICE. Write for particulars. "How to Keep Oysters Fresh" sent to any address on request.

Chocolate Cooler Co.,
Grand Rapids.

Elgin System of Creameries

It will pay you to investigate our plans and visit our factories, if you are contemplating building a Creamery or Cheese Factory. All supplies furnished at lowest prices. Correspondence solicited.



A MODEL CREAMERY OF THE TRUE SYSTEM

True Dairy Supply Company,

303 to 309 Lock Street,

Syracuse, New York.

Contractors and Builders of Butter and Cheese Factories, Manufacturers and Dealers in Supplies. Or write

R. E. STURGIS, General Manager of Western Office, Allegan, Mich.

Use Tradesman Goupon Books

Hard Times and Margins.

Written for the TRADESMAN.

A natural consequence of the long depression in trade was the lowering of prices to the last limit possible, especially as to primary markets. It is claimed, and perhaps with reason, that the greatest pressure was brought upon the manufacturer and that there was a greater yielding on his part than either circumstances demanded or the cost of production warranted.

Undue competition and overanxiety for trade no doubt greatly reduced the margins on which goods were handled by many retailers; but this was not an universal condition of that division of the trading world as it seemed to be in manufacturing. In some localities the dealers persisted in demanding fair margins, and such got them. Indeed, in some cases there was taken into consideration the fact that lessened volume of trade made better margins in the distribution of goods a necessity, and so margins were kept up to a living basis. This, of course, was by no means the rule, yet such instances and localities were not uncommon.

But the pressure brought upon the manufacturer was such as to bring the selling prices in primary markets very commonly below the legitimate cost of production, and in all cases of standard products below the possibility of profit. The comparative narrowness of the field in these markets make it possible for the pressure to be more nearly universal. A retailer might lower his price below the fair margin and the effect was only local; but, when the prominent manufacturer of a standard article cut his price unduly, the effect might be as wide as the country in the line concerned.

Every manufacturer of standard articles is susceptible to pressure in this direction from many sources. In his anxiety to keep his enterprise in operation he is willing to submit to temporary loss, hoping for an early turn in the situation. Of course, he will ask his employes to share the loss with him, and so wages are brought down. Then, on account of the narrowness of the field already referred to, there is the opportunity for the greater pressure of competition.

While this competition is, much of it, natural and unavoidable, there is some which might be met by the exercise of more firmness and discretion on the part of the sales managers. For instance, a very common manifestation of the pressure for the lowering of prices is in the reports of salesmen as to the lower prices offered by others which are handicapping their operations. These salesmen are considered reliable and their representations are too frequently met by the undue reduction. Investigation will sometimes demonstrate that the salesman has exercised too much credulity—not a usual failing, however—and that it is a case of untruthfulness on the part of one not scrupulous as to the means employed to bring down the price of his purchase. This is only one of the many ways in which the producer is susceptible to the pressure which seems to have had the greatest effect in his part of the question.

And so, as the greatest depression is in the primary market, there, also, is the slowest recovery. As the purchasing power of consumers increases it is not difficult for the retailer to demand and get a fair margin on his goods. But it is human nature to be slow in the exercise of corresponding liberality by the dealers in purchasing. It is the

buyer's business to buy in the lowest market, and it is natural to continue the pressure on the poor producer as long as possible, thus lengthening, unnecessary, his struggle with adverse fortune. ROSENSTEIN.

The Merchant Need Not Be a Nonentity.

The determination of the Board of Police Commissioners to prevent Sunday theaters was under discussion and a South Division street merchant asserted that the advanced position taken by Wm Judson, as President of the Board, would cause him the loss of considerable trade. This opinion met with the hearty dissent of all who constituted the group of listeners, whereupon the Division street dealer continued: "Say what you may and think what you please, the city merchant cannot take and maintain advanced grounds on any economic subject without suffering the loss of trade. He must truckle to every class, clique and clan—be good lord and good devil to every committee which comes around and tells him how he must run his business, whether it emanates from the church, the saloon element or the trades union. The modern merchant cannot afford to entertain or express opinions which run counter to those of his customers; in fact, he must be a nonentity, without opinions of his own and without the courage of expressing them if he had them."

"Nonsense," exclaimed a listener who is himself a merchant whose everyday life is a standing rebuke to the statement that the merchant must be a nonentity. "I have always entered with zest into every movement which has for its object the betterment of the city and the elevation of mankind, and instead of causing me the loss of trade, such a course has actually increased my sales and augmented my profits. Moreover, I can cite the case of a man who has run counter to every cherished opinion and ignored and insulted every class in the city at intervals, yet at the same time his trade is constantly enlarging and his profits are constantly increasing. I refer to a leading merchant, who has repeatedly assured me that he got his start in his mercantile career by being boycotted by the trades unions and manages to keep the walking delegates in a state of constant agitation by handling every boycotted article he can pick up in the market. Nothing gives him greater delight than to turn down the committee of some union which calls on him to enter a silly protest of some kind. He insults every preacher who has the temerity to take him to task for some lapse of duty and horrifies well-meaning ladies who call to intercede in behalf of some half-starved girl clerk by suggesting that she augment her income by having a 'fellow.' He treats his clerks worse than the slave owner ever treated his black chattels and his policy toward his competitors and the houses from which he buys his goods is that of the guerilla and the cutthroat. Yet all classes crowd his establishment from morning until night, pay him spot cash for his goods and join in praising him as the 'poor man's friend.'"

Cruel Old Man.

He—Did you tell your father that I would kill myself if I couldn't have you?
She—Yes.
He—What did he say?
She—He said that settled it. You couldn't have me.

A Good Extension Table



Is Our No. 61.

Description—Made from selected Oak. Top 42x42 inches when closed. Extends 6, 8, 10 and 12 ft. Has double Center Legs, Ornamental Panels, Lyonic Feet, is richly hand carved and casted. Slides guaranteed to work easily. Price reduced to \$5.40. Orders received for this table during the month of November will be shipped freight prepaid.

Note—We have Dining Chairs and Sideboards to match above table. We handle everything known to the Furniture trade. Our goods may be found with all progressive Furniture Dealers throughout the United States. If not in your town, send five 2c stamps for Catalogue, containing the latest productions in high grade Furniture, for which we are Headquarters.

Grand Rapids WHOLESALE Furniture Co.,
Grand Rapids, Michigan.

General Offices Pythian Temple.



**Economy Feed Cooker
And Farmers' Boiler**

Most convenient, durable, effective, economical and cheapest Feed Cooker made. A ready seller the year around. A good dealer wanted in every town in Northern and Western Michigan. Write for prices.

ADAMS & HART,
12 WEST BRIDGE ST., GRAND RAPIDS.

Building Paper, Roofing Material

We are jobbers of these goods, among which are

- Rosin Sized Sheathing, W. C. Oiled Sheathing,
- Tarred Felt, Roofing Pitch, Coal Tar,
- Rosin, Asphalt Paints, Elastic Cement,
- Ready Roofing, Carpet Lining, Mineral Wool.

H. M. REYNOLDS & SON, Grand Rapids, Mich.
Detroit Office, Foot of 3d Street.

Grand Rapids Paper Box Co.

Plain and fancy shelf boxes; suit, pant and millinery boxes; plain and fancy candy boxes; druggists' slide boxes; pigeonhole file boxes; sample trays; sample cases; mailing tubes.

Folding Box and Printing Department.

Folding boxes, plain and printed, of all descriptions; tuck end folding bottle cartons a specialty; embossing; gold leaf printing; special envelope making; die cutting.

81 and 83 Campau St. ESTABLISHED 1866. Grand Rapids, Mich.

MICHIGAN TRADESMAN

Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,
Grand Rapids, by the

TRADESMAN COMPANY

ONE DOLLAR A YEAR, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men. Correspondents must give their full names and addresses, not necessarily for publication, but as a guarantee of good faith. Subscribers may have the mailing address of their papers changed as often as desired. No paper discontinued, except at the option of the proprietor, until all arrearages are paid. Sample copies sent free to any address.

Entered at the Grand Rapids Post Office as Second Class mail matter.

When writing to any of our Advertisers, please say that you saw the advertisement in the Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, - - - NOVEMBER 10, 1897.

PECULIAR VAGARIES OF WOMEN.

It has been said by psychologists that women are creatures of impulse rather than of principle. They act from the promptings of a mysterious interior force, or they are influenced by some powerful sympathy, rather than by reason and argument.

If this be true, it is certain that in a great majority of cases their impulses are noble and pure, and their sympathies are generous and worthily bestowed. Nevertheless there are exceptions. The admiration of women for all that is heroic, lofty and grand in human character is proverbial. No friends are so true, so devoted, so ready to encounter all dangers and all shame, to pass through fire and flood, for those they love as are women. Their constancy, fortitude and devotion in such cases have been the highest theme of the historian, the poet and the romancer in every age of the world.

God's best gift to man, women alone make life worth living to many. Nevertheless their extraordinary impulses and profound sympathies lead them sometimes into most remarkable and outrageous vagaries, and the world is from time to time astonished at the erratic behavior of some of the gentler sex in the wayward and outrageous freaks that lead respectable and well-raised females into voluntary association with and attachment for men of the most infamous character and surroundings.

A curious example of that sort of sentimental obliquity is seen in the interest that many women took in Adolph Luetgert, the man who was tried for the murder of his wife under circumstances of unusual atrocity. The following statement on the subject has been printed in the Chicago papers:

Women who called on him in jail.....	2,385
Parcels left him by women (food).....	32
Jewelry.....	17
Clothes.....	12
Flowers.....	101
Total.....	162
Women at the trial.....	232
Letters sent by women.....	1,202
Proposals of marriage.....	38

It is reported that these proposals began coming by mail almost as soon as Luetgert was arrested. One, from Vincennes, Ind., was written in very fair verse. Another, from Pocatello, Idaho, to Luetgert that the writer had dreamed of him every night since May 1.

A few of the communications are written in German, and one came from Bremen. It was from a female who

offered her hand and her fortune. She keeps a bake shop.

One was from Memphis, and proposed a scheme to rescue Luetgert on a certain day of the trial. If he favored the plan, he was to wear a white flower on his right lapel. He was to remain perfectly supine whatever happened, and to make no resistance or cry out. His unknown rescuer was to hypnotize the court, jury, bailiffs and spectators and convey Luetgert through the solid walls to "the free air and liberty and me." Luetgert got the white flower and wore it as he was told; but, although he waited "supinely," no rescue came.

It is not difficult to believe such statements, because they are but repetitions of what has happened in not a few other cases, and the only explanation is that there are female as well as male monsters. But there are the exceptions which prove the rule of the generally noble impulses and worthy sympathies of the softer sex.

WALKA AND TONKA.

On Oct. 30, John R. Walka, a Creek Indian, was executed in the Indian Territory by shooting. He and another member of the tribe, Jonas Deer, were rivals for the hand of an Indian maiden, and at a dance, where she was present, they fought it out. Walka killed Deer and married the girl. The murderer was convicted, sentenced to death, and, after the Indian fashion, released on promising to appear for the death penalty. Subsequently he went to Kansas City with an Indian ball team. He could have escaped, but returned to the Territory of his own accord, that his sentence might be carried out.

In this same ball club was another murderer, Walla Tonka, a Choctaw. He was convicted of killing his uncle, a deputy sheriff, and was also released on his word. He was to have been executed on Aug. 6, but that date conflicted with one on which his ball club was to play in Kansas City, and it was arranged, through an appeal to the supreme council, to have the execution stayed. Tonka was resented to be shot on Saturday last. Learning that his friends had appealed to Chief Isparhecher, the Choctaw authorities decided to carry out the sentence before a reprieve could be granted. Accordingly, the execution was ordered to take place Thursday. Tonka's friends, however, lost no time, and just before midnight Wednesday they were on hand with not only a reprieve, but also an order for a new trial. When the condemned man was aroused from a sound slumber and told the news, he simply said: "Maybe me play more ball now," and then, turning over, went to sleep again. He will be tried again next month, and it is believed that he will be acquitted.

Every trade journal in the country which has participated in the discussion of the trading stamp system has arrayed itself against the scheme. The trade journals, as a class, are fair minded and disposed to treat all questions bearing on business without prejudice. The fact that they are unanimous in condemning the scheme as unbusinesslike and unprofitable is suggestive to those who have not yet been inveigled by the wily solicitors of the various branches of the conspiracy.

Abyssinia's social code provides for a fair chance to young married couples by forbidding the bride's mother to visit her daughter until a year after the marriage.

PROPER NAVAL RESERVE.

Now that the navy of the United States is assuming something like the proportions it should reach, although much yet remains to be done before it can be claimed that it has attained perfection, the naval authorities are beginning to concern themselves seriously as to the reserve forces upon which the navy could draw in time of war. In order to make our naval establishment thoroughly efficient, there must be a reserve of fast-cruising vessels to supplement the regular cruisers of the fleet. There must also be a good supply of tonnage to be used as transports and troop ships. So much for the material reserve required. In the way of personnel, there should not only be a sufficient number of men to man all the available ships of the fleet, but a liberal reserve to recruit where casualties may occur.

In the way of providing a reserve of cruising ships, Congress has taken the proper steps by authorizing the enrollment of certain classes of large and fast merchant steamers. These vessels are of two classes, the first comprising those which have been built under Government supervision and receive a subsidy for carrying the mails, and the second those which have been accepted by the Navy Department since their construction as suitable for prompt conversion into auxiliary cruisers or transports. In these two classes have been enrolled nearly all the larger steamships of the American merchant marine. This fleet of fine merchant ships would be of great value to the navy in the event of war, did the proper facilities for arming them exist. The last Congress authorized the construction of a sufficient number of rapid-fire guns to arm half a dozen of the auxiliary cruisers. For the balance no guns nor ammunition are provided, which is a matter that should claim the prompt attention of Congress at its next session.

While Congress has made a beginning in the way of providing a material reserve for the fleet, nothing whatever has been done in the way of organizing a reserve of trained men and officers. The existing numerical strength of officers and men in the regular navy is far from sufficient to properly man the ships actually in commission. Many vessels have crews much smaller than their proper complement, while there are barely enough officers for the pressing work. Were all the ships of the fleet commissioned at once, there would not be enough men by many thousands nor sufficient officers by many hundreds to properly man the vessels. A reserve is, therefore, urgently needed, not only to ensure a supply of men to fill out the ranks during war, but actually to properly man the fleet should it be called suddenly into actual service.

Great Britain has a naval reserve force of about 2,000 officers and 25,000 men. The officers are chosen from the officers of the merchant marine, and are given a year's training on a regular warship, while the men are given from one to six months' training in the regular navy and then enrolled in the reserve, with a small annual grant from the government. France and Germany maintain a similar reserve system.

In the United States nothing has yet been done to form a naval reserve force, except the organization of the naval militia battalions of the various seaboard states. This force, considering the opportunities that have been extended to it for training, will furnish

excellent material in both officers and men in time of war, not only for coast defense, but also in the case of the older and better trained battalions for filling out the complement of the sea-going fleet. Something more comprehensive than this is required, however. It is understood that a bill will be presented to the next Congress providing for the creation of a naval reserve, to consist of the existing naval militia and the officers and men of the merchant marine. The bill will provide that such officers as are found properly equipped with professional knowledge are to be enrolled as reserve officers, and afforded a specified period of training on board ship. In the case of enlisted men there will also be a period of service provided.

Whether such a bill be passed by Congress or not, it is evident that something of the sort must be done, as the navy is clearly deficient in both officers and men to perform the duties that would devolve on it in time of war. The sooner this deficiency is removed the better.

IN POOR HANDS.

In order that the business men of Grand Rapids may note the character of the men into whose hands is placed the dispensing of funds now being raised all over the country for the relief of the striking miners of Spring Valley, the Tradesman herewith submits a clipping from a recent issue of the Spring Valley press showing the character of the men now holding the reins of office in that city:

The men who make up Spring Valley's city administration are engaged in the following business:

The Mayor—Saloon business.
City Clerk—Saloon business.
Six Aldermen—Saloon business, one of them being a highway robber.
One Policeman—Late ex-saloonkeeper in Ladd.
One Policeman—Agent for brewery.
One Policeman—Abductor of young men into questionable houses and a notorious liar.

The question is, can we expect much of such a set of officials?

Frank H. Gill, who has been a leading spirit in trades unionism in Grand Rapids for several years, having succeeded in living very comfortably on the sweat of his tongue and his ability to foment dissatisfaction between employer and employe, has decided to take up his residence at Los Angeles, Cal., nominally on account of his health, but really for the purpose of entering upon a crusade to unionize the town in the interest of the American Federation of Labor. The good people of Los Angeles—who have thus far managed to escape the evils of trade unionism by refusing to entertain the infamous doctrines of Debs and other men of his ilk—will find Mr. Gill an accommodating gentleman, ready at any time to act as walking delegate or strike manager and not at all averse to holding any office within the gift of the people, either appointive or elective.

Specimens of the white Adriatic fig, of good size and flavor, have been raised by George Giustin in Portland, Oregon. He has had to protect the fruit nights of late, but says as the trees become older they are more hardy, and if the tree was fully grown the fruit would ripen without protection. While it is practicable for one to sit under his own vine and fig tree in that highly favored region, it is scarcely probable that Oregon will ever become celebrated for the production of figs.

ADVANTAGE OF THE LINGUIST.

This is, above all, a practical age, and of the young men who are sent to college one in a thousand devotes himself either to literature as a career or as a means of living, while others go into business or the professions, which, although classed as liberal, are commonly studied for the exclusive purpose of making money.

Then, of each one thousand men who are educated in colleges and universities, but one goes into art and literature. One branch of learning which is too little attended to in this country is the study of the living languages. Clergymen and students working for scholarships devote themselves to the dead languages; but they seldom pay much attention to any of the living tongues save their own. Probably they learn enough to enable them to read French and German; but they are entirely unable to speak them, and they do not need to do so for their purposes of mere study.

It may be said that the purely literary person does not need the modern tongues, since he can get the best foreign thought in translations; but in this commercial age the business man and the traveler need to know the languages of the people with whom he deals.

The intimacy and complexity of international political relations, the enormous growth and universality of commerce, the vast numbers of people of all nations engaged in foreign travel, and the practical benefits under these conditions to be derived from a speaking knowledge of foreign languages make such an acquirement of special importance to business and professional men.

A writer in *Self-Culture*, speaking upon the desirableness of a knowledge of modern languages, says:

Those of most consequence to Americans are German, French and Spanish. Of these three the first is the most useful in this country, as the Germans greatly outnumber the foreign-born citizens of any other nationality, and in places have managed to keep their vernacular on an equal footing with English.

French is spoken or understood by all educated Europeans and, on the Continent, at least, is indispensable to all who have any social or literary pretensions. Thus it easily takes precedence of German for all the purposes of the American traveler and sight-seer through the continent of Europe.

Spanish, as the speech of nearly one-half of the Western Hemisphere, is bound to be some day the medium for the transaction of an immense volume of business in American manufactured products. No business man can afford to ignore it if he has any interest in South American trade.

The American people of British descent are extremely deficient in all knowledge of the modern languages. They seem to have imbibed the English contempt for both races and to have inherited or contracted a notion of the sufficiency of their own mother tongue for all purposes, and to consider the foreigner who does not speak English as one who does not appreciate his own unfortunate situation. Any such notion is extremely foolish and absurd. The man who can speak to all comers, to each in his own tongue, enjoys a great advantage. He who is forced to communicate by signs, or to converse with the aid of an interpreter, must be content with what he can get.

Probably there are physiological causes why persons of the English race have naturally a poor facility for speaking foreign languages, although there

have been notable exceptions. Possibly the facility for learning to speak foreign tongues is more distinctive and noticeable among people of the Slavic races than in others. Russians, Poles, Hungarians, Bulgarians and people of the other countries of Turkey have presented innumerable examples of polyglots, and even persons of moderate education readily learn to speak the tongues with which they come in association. Their position between the various nationalities of Europe and Asia brings them in frequent contact with all races; but they must possess some special natural facilities.

Lovers of those very treacherous affairs, historical parallels, will be disposed to see in Spain's latest policy of placating Cuba an analogy to the last desperate shift to which Philip II. resorted in order to retain his sovereignty over the Netherlands. After Alba's rule of blood and iron in the low countries had failed to break their spirit, he was recalled, as General Weyler is now, and Alexander of Parma was sent in his stead. He was to detach the Catholic nobles from the cause of the rebels, as Captain General Blanco is now to draw off the Cuban autonomists from the insurgents. Parma won much immediate success in the new policy of conciliation, only to fail miserably in the end. This does not, of course, prove that General Blanco will meet the same fate, but it does suggest that the same difficulties and dangers beset him. For him to come with an olive branch in one hand and a sword in the other, not as alternatives, but as the contradictory things to be put into play at one and the same time, is enough to make the Cubans look twice at their new captain general. They will be justified in asking whether it is peace or the sword, and in refusing to believe that it can be both.

A year ago last spring Dr. A. McPhall, Professor of Pathology in Bishop's College, Montreal, was commissioned by the Dominion Minister of Marine and Fisheries to investigate the causes of discoloration of canned lobster. The importance of the lobster canning industry—the export in 1896 amounting to \$2,500,000—warranted such an investigation; and in the report which has just been issued by the Superintendent of Marine and Fisheries the subject is thoroughly treated. Dr. McPhall found the discoloration to be due to bacteria, and, after elaborate experiments, proved that the bacteria could only be destroyed by the application of heat to the filled can, the use of germicidal fluids being out of the question. The process is simple enough, and when adopted will save hundreds of thousands of dollars yearly to the Canadian canners.

The Denver Republican says there is a man in Colorado who has invented a device whereby \$4 worth of gold per ton can be extracted from coal. If the dealer would deduct \$4 a ton from the price of coal to the consumer, the latter would be willing to permit him to keep all the gold he might find.

Those Klondikers who had to eat leather to keep from starving must have been reminded of some of the steaks they were wont to buy back home under the pseudonym of tenderloin.

The chainless bike is good as far as it goes, but what is most needed is a costless bicycle.

A TIMELY SUGGESTION.

With the return of business, every man in the world of trade has been gathering things together—himself among them—ready to take advantage of the first good chance that presents itself. Without doubt, for the next five years there will be the busiest set of business men that this country has ever seen. The days will be too short and too few and the nights will be cheated more and more of the needed relaxation and rest. To ask these eager men not to give themselves up to this excessive work will be labor lost; but, if a timely suggestion will prevent them from yielding to the tendency to be in a constant hurry, they ought to have it.

There, after all, in too many instances, the real danger lies. Not a man of them, when the hard day's work is over but believes that the weariness is due to his having done too much. It is rather the result of the hurry which has been driving him from the moment the day's work began. That is the real nerve-breaker. A man can endure almost any amount of labor without bad results if he will only work so as to save his nerves. Unsettle them, and the real trouble begins. He frets, he worries; and a year or two of that either kills him or, what is worse, starts him on that long, lingering, painful journey which is sure to land him in the graveyard. A minute's work with a minute to do it in never hurts anybody, while an over-anxiety to do the same work in half the time is sure to lead to an early purchase of crape for the front door.

There is such a thing, even in business, as deliberation and he who practices it will be as fresh after having done twice the work as the man who, in hurrying, sinks exhausted. "The method, I have followed," said a successful business man to a modern hustler, "has been to make up my mind, before I left my bed in the morning, what I was going to do during the day and then do it in the order in which I had planned. It may not be the best way for everybody, but it has proved so for me. It may leave me at night tired sometimes, but never worn out. 'Go slow and you will go far,' is an old proverb which I have tested and found to be true."

The conclusion of the whole matter is this: It is the haste in business life that kills. Let the business man work early and late if he must and will; but let him remember that, while the man who never hurries will be hale and hearty at seventy, the hurrier will be in his grave at fifty. "A word to the wise is sufficient."

THE TAKING OF CANADA.

Ever since Arnold's fateful expedition to the banks of the St. Lawrence, there has been a feeling on both sides of that river that some day that Dominion would be a part of the United States. In times of war, and especially in rumors of war, the invasion of Canada and its subsequent union with "the States" is a favorite topic; and in the piping times of peace, as surely as the year rolls around, the same old subject rides to the surface, floats its accustomed period and placidly sinks to appear again a twelvemonth later.

To judge from a single expression from "An English Visitor," in the *St. James' Gazette*, London, affairs between this country and Canada are rapidly approaching a crisis; for "the most popular thing, in the eyes of Canada,

which it is within the power of England to do would be to administer to the United States a good ringing box on the ears." For reasons which need not be here considered, it is safe to say that the box has not yet been administered. It will not be administered; and any attempt, now or later on, to do so will be parried by the business man on both sides of the St. Lawrence.

It may be true, in a general way, that there have been times when the box would have furnished infinite satisfaction on both sides of the stream; but the taking and the surrender of our northern neighbor will be accomplished by milder, surer and wiser measures. For years the importance of developing trade with Canada has been a matter of concern with the tradesmen of this country. There has been, and is now, an equal concern on the part of the Canadian merchant, and both have waited for some move to be made by the respective governments to forward these interests so momentous to both. They have waited in vain, and it remains for the business world to take the matter into its own hands—to meet, to get acquainted, to present plans concerning their common interests and discuss them, and, irrespective of political boundaries, to set up a realm of their own where trade is the Chief Executive and the obedience to whose laws will be followed by a prosperity hitherto unknown in both sections. That is the way, and the only way, by which Canada will ever be taken. Nor will it be the first instance recorded in the history of trade where the business man has fought and conquered on fields where scepters have been hopelessly lost.

As a means of getting the Turk out of Palestine, the Jewish plan of purchasing that country is to be commended. It is not likely that the Jews of America will emigrate to Palestine in any considerable numbers. It is doubtful, indeed, if the country would ever be populated largely by the Jewish race. The proposed purchase is largely a matter of sentiment, and it is a sentiment which Christians can share, for Palestine is the cradle of their religion as well as that of Judaism. Both Christians and Jews cannot but feel humiliated at the thought that this historic region is dominated by the Turk. It may be that the Jews may accomplish what the so-called Christian powers of Europe have been too indifferent to attempt, and redeem the Holy Land from the sway of the infidel.

A writer in an American journal devoted to milling says Siberia is too cold to compete with this country in the production of wheat, and that the opening of the Great Russian Railway across Northern Asia will not lessen the demand on this country for breadstuffs. Siberia is unsuited to a large production of wheat. Its winters last eight months, the area available for wheat is comparatively too small, and all that is produced will be needed for home consumption. The Russian Railway, for the most part, runs north of the 55th parallel of latitude.

There are fifty manufactories in Germany engaged in making imitation butter. A factory in Mannheim is said to produce 6,000 pounds of the stuff from cocoanuts.

The man who greatly admires himself is sure that he is a worthy object of admiration.

Shoes and Leather

How the Trading Stamp Scheme Works with the Shoe Trade.

I have
Been asked
How the "trading stamp scheme" works.

As I knew but little about it myself, I asked the shoe dealers to tell me about it.

Some of them have done so.

Not many,

But enough of them to give me some idea regarding the workings of the scheme,

And I judge from the few answers I have received

That it has to become very popular with shoe dealers.

The scheme is something after this wise:

A dealer is asked to buy stamps, which resemble postage stamps, to a certain amount.

The cost to him is 5 per cent. of the denomination of value printed upon them.

That is,

One hundred dollars' worth of stamps cost the dealer \$5.

Then these stamps are given to his customers,

To the amount of their cash purchases.

There is a good point there.

If a man wishes to give a premium he should give it only to cash customers.

But at once we strike a snag.

What is the definition of a cash customer?

If a man has a running account at your store,

And sends his wife and children in there every time they wish a pair of shoes,

And pays his bill once a month,

Or every Saturday night,

It is a question whether or not he is a cash customer.

Some people believe that nothing but cash on delivery of goods constitutes a cash customer.

But as this question has been debated before, we will let that pass.

The shoe dealer,

Having purchased \$100 worth of stamps for \$5,

Begins paying out these stamps to his customers.

These stamps are good to purchase articles at the stores of the stamp supply company.

At those stores,

According to all advices I have received,

There is a pretty large show of silverware,

Lamps, crockery and other tea store prize stuff.

They may be job lots,

But at any rate they make a good show.

When your customer has a lot of these stamps on hand,

He can go to this store and buy anything at the price marked upon it,

Using the stamps as payment.

Now this seems a good scheme, on the face of it,

But in almost every case which has come to my knowledge

There seems to be a lot of dissatisfaction.

The company manages to get a dealer to sign a contract,

And then, if he finds any reason for not carrying it out,

The company sues him.

A case is now on trial, I believe,

In Brooklyn, where the company is endeavoring to compel a dealer to continue to give stamps,

And the outcome is awaited with considerable interest.

The main disadvantage of this scheme is that the dealer,

While giving his customers 5 per cent. on all transactions,

Has no control over the goods which that 5 per cent. will buy.

If a customer goes to a trading stamp store

And purchases a lamp supposed to be worth five dollars,

And finds that he could go to a lamp store and buy it for a dollar and a half,

He is dissatisfied,

Not with the supply company,

But with the dealer who gave him the coupons.

That lamp has cost the shoe dealer in actual cash five dollars,

Yet the customer gets only the value of 30 per cent. of it.

The stamp supply company seems to be in the position

Of heads I win, tails you lose.

If a man wants to give such premiums,

It would be much better for him to purchase his presents,

And then he could decide for himself what he wants to give and how much he wants to pay for it.

He can display it in his own window,

And he won't have to pay for it six months or a year in advance.

This stamp business is now in a peculiar shape in some places.

The originator of the scheme has competitors and imitators,

And a merry war is going on between him and them.

This may work to the advantage of the scheme,

In compelling the stamp men to give better value for the money they receive.

But it is hardly likely that any man can do as well through the stamp company

As he would to order his premiums direct and know their value

Figure out your sales for a year.

You may sell twenty thousand dollars' worth of goods.

If you give 5 per cent. of that to the trading stamp company,

Their income from you will be one thousand dollars.

They are likely to make fully 100 per cent. on all their goods,

And if they pick them up at auction,

They make a still further profit.

Judging from the complaints which I have had,

It is probable that the stamp company could make about six hundred dollars out of you in a year.

A thousand dollars is quite a little money to spend in advertising,

But there are many who believe that presents given as premiums constitute a good form of advertising.

And a thousand dollars is not a large amount to spend to get rid of twenty thousand dollars' worth of goods.

Here is a good point which has been mentioned by a friend of mine,

A bright, wide-awake dealer.

He has been giving premiums,

But it suddenly occurred to him that premiums were not getting him enough new business to pay their cost.

The trouble is not in putting out money for premiums for new business.

He was willing to do that.

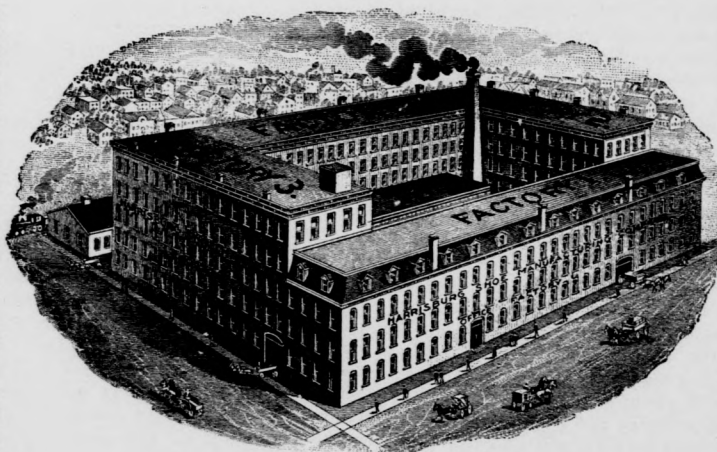
But he did not care to put out money to keep his old customers.

He felt that he was using them well,

Fit and Quality
Are the two essential
Features combined in the . . .



HARRISBURG LINE OF LADIES SHOES



HIRTH, KRAUSE & CO.,

MICHIGAN STATE AGENTS,

Correspondence solicited.

GRAND RAPIDS, MICH.

We Manufacture

Men's Oil Grain Creoles and Credmeres in 2 S. and T. and ½ D. S., also Men's Oil Grain and Satin Calf in lace and congress in 2 S. and T. and ½ D. S., all Solid—a good western shoe at popular prices.

We also handle Snedcor & Hathaway Co.'s shoes in Oil Grain and Satin. It will pay you to order sample cases as they are every one of them a money-getter. We still handle our line of specialties in Men's and Women's shoes.

We still handle the best rubbers—Lycoming and Keystone—and Felt Boots and Lumbermen's Socks.

Geo. H. Reeder & Co.,

19 South Ionia Street,
Grand Rapids, Mich.



Johnnie says our Felt Goods
ARE warm!

We believe the boy—and if you look over our line of Warm Goods, you will believe us, too.

Our general line of Footwear never was stronger in the history of our business, "and these are our busy days."

HEROLD-BERTSCH SHOE CO.,
5 & 7 PEARL STREET.

Giving them good value for their money,

And had no need to offer extra inducements to hold their trade.

If, however, he gave premiums to new people

To induce them to trade with him, His regular customers, he felt, Should be treated fully as liberally And, if anything, more so.

He would willingly pay a thousand dollars to get twenty-five thousand dollars' worth of new business.

He did not feel justified in putting out a thousand dollars to keep the twenty-five thousand dollars' worth of trade which he already had.

This view of the case decided him to give up the premium business entirely,

And he is doing his advertising in a way which he thinks will bring in new business,

While he continues to hold his old business by proper treatment of his customers,

And by making his prices sufficiently low.

The question of giving presents is one open to a good deal of argument on both sides,

But if one decides that he is willing to pay out money for presents to induce trade,

It certainly seems to be good policy To buy his own presents,

Rather than let a stamp company buy them for him.

And then charge outrageous prices to his customers when they redeem the stamps.—Geo. E. B. Putnam in Boot and Shoe Recorder.

Good Things Said by Up-to-Date Shoe Dealers.

In the schoolroom is where the ill-fitting shoe does its worst—while the child endeavors to do problems in arithmetic, the shoe pinches; while the little one stands before the blackboard, the shoe rubs; when he goes to or from his seat to "class," the shoe binds the instep or hurts the ball of the foot.—Johnson's Shoe Palace, Altoona, Pa. This has been shoe show week at Wanamaker's—an exposition of leather workmanship—the get-acquainted-days with the shoes for now and winter. On an average there are two hundred and twenty-five thousand pairs of shoes in stock here—need to be, that we may have fair selling stocks of the shoes we show. There is only one American shoe business that equals this in volume, while it would likely take the combined business of any half dozen home stores to equal it. That counts for something—it means an outlet for such lots of goods that the shoe chief doesn't hesitate to give orders that keep makers busy for months, that scare dull times away.—John Wanamaker, Phila.

Right on the heels of that big lot of men's fine hand-sewed shoes that turned all male Washington toward our stores follows a great agreeable surprise for the ladies. Through the failure of a Philadelphia shoe retailer, a Carlisle manufacturer had left on his hands the stitched-together uppers and linings of a lot of \$3 and \$4 shoes, going through the works. The upper leather being of the same quality as that which is used in our own regular shoes, we bought these uppers and had some made up on our own regular lasts—at a price which only about covered the cost of the soles and heels. We have not the room to hold this big lot of goods, and will therefore give you, from to-morrow morning on, a chance to buy—as long as they last—these famous.—William Hahn & Co., Washington, D. C.

Nuremberg, the great toymaking center, has had a banquet to celebrate the completion of the 300,000th model steam engine by a certain well-known maker. The same factory has turned out more than 325,000 magic lanterns.

Tendency Toward Simplicity in Styles of Women's Shoes.

Simplicity seems to be the word that best describes the tendency of the times in styles of shoes. From the highly ornate and much-perforated styles of late seasons we appear to be heading toward plainness and neatness.

At last it seems that retailers have become thoroughly tired of loading their shelves up with goods as variegated as women's millinery and are of one accord in buying fewer styles and those more staple ones.

It is time that such were the case.

A prominent retailer handling only women's and children's goods recently remarked, "I have bought only misses' and children's so far, but those I have selected are identically the same lines as last season. I will take on nothing new. I've had enough of novelties and will dodge all I can."

Few of the Eastern travelers selling to the best city trade are showing much that is ornate or new. About all of the women's samples there is a tone of plainness that is pleasing.

Perforations are missing. The fad that prevailed for so long of punching holes everywhere there was room for them in the trimmings has become oute or passe or lapsed into some other condition of French innocuous desuetude. Tips and trimmings are plain.

Patent leather trimmings are almost a novelty in the best lines of goods for the winter as well as for spring wear.

The day of patent leather lace stays on ladies' shoes, with fancy cutting, is not past so far as cheap goods are concerned, but on the best grades little of this sort of work is desired. It is the same way with tips. Instead of patent, stock tips are in favor. How long this will continue to be the case is a question. On the heavy calf shoes that the fashionable woman is sensibly adopting for winter wear the stock tip—that is, tip made of the same material as the shoe—is all right. On a kid shoe it looks well when new, but scuffs up badly with a little wear and on this account may not prove as popular as patent tips have done. It will not be surprising if patent tips supplant the stock tips again after a short time.

The best seller of the high-grade shoes of a city retailer whose trade includes many fashionable women is of Box calf on a broad Bull-dog last, set on a low, mannish heel, stitched with three rows of brown stitching and capped with a straight-across stock tip. It is, in fact, a man's shoe in a woman's size, severely plain, but neat and stylish.

In lines less mannish women who buy the higher-priced shoes are giving preference to a plain kid shoe, kid tipped with one point or plain foxing, military heel, Coin or Bull-dog toe, chaste and neat, but unornamented.

This tendency in the fine city trade is already having its effect on the country trade and less gingerbread is seen on many lines of spring samples.

Black cloth tops are in some demand for cold weather, but spring will develop the cloth top trade in its full measure, when the handsome designs shown in colored goods will attract the feminine customer. It is probable that the vesting top will work evil on many dealers, who will attempt to handle it in lines too cheap, with the result that the color will rub off and soon become a dingy, dirty hue that will mean trouble for the merchant. The better quality of vesting, queen's cloth, di-

agonal or other cloth topping, is not open to this objection, but is durable and neat, being easily cleaned, when soiled, by an application of gasoline.

In connection with cloth tops colored shoes will be more popular than ever the coming season. East the shade that is predicted to lead is very light brown—much lighter than will sell in the West and South. Out this way a light chocolate will be the favored color, a sort of golden brown that holds its color, is not obtrusive, but soft and pleasing to the eye. The extreme dark colors prevailing last season will not be called for to any extent, ox-blood being about out of it and green, purple, etc., in no demand whatever.

It will be observed that this tendency toward simplicity in shoe styles is noticeable chiefly in the grades sold to the better class of trade, not so much in cheap lines. In the less costly varieties there is still a call for gingerbread effects practically as strong as ever. But the influence of fashion leaders invariably makes itself felt all along the line. Where fashion leads the world follows and to-day fashion is headed toward plainer styles.

It is for every shoe man to help this movement along—to dispose of his lines that are overburdened with gingerbread and work toward plain goods that combine style with service. It is to his advantage to lend assistance to anything that will simplify his stock and reduce the proportion of profitless odds and ends that collect every season as a result of rapid and radical style changes.—Shoe and Leather Gazette.

A fit of temper has very often nothing to do with the thing which appears to give rise to it.

Patent Leather Slippers Fashionable.

Satin goods are taking a back seat among fashionable dames and damsels, yielding place to the patent leather slipper with French heel. The plain patent leather slipper sells well in the best stores; but the favorite is provided with a large pointed tongue piece and is known by a variety of names. Some are fur trimmed, but only a few.

A prominent city retailer says he is selling three times as many black patent leather slippers as he is colored and white satin. There is method in this freak of fashion. Patent leather doesn't soil like the dainty tinted goods.

BULLDOG, OPERA LAST



No. 151. Men's Fine Satin Calf. McKay Sewed. Cylinder fitted. Outside back-stay. Dome top. Bright raised eyelets, smooth inner sole, one piece sole leather counter, solid heel and bottom. Bulldog, Opera, Coin, English or Boston cap toe or Globe, Glaze or French plain toe lasts. Balls or Co. gress. Order sample case and prove our assertion that this is the BEST shoe made for \$1.50. Satisfaction guaranteed. New samples now ready. To insure an early call and secure exclusive agency address A. B. CLARK, Lawton, Mich.

E. H. STARK & CO., Worcester, Mass.

Rindge, Kalmbach & Co.,

12, 14, 16 Pearl Street,

Grand Rapids, Michigan.

Manufacturers and Jobbers of

Boots and Shoes

Our Lines and Prices for fall are right. We carry a full line of Warm Goods—Felt Boots and Socks; also, Boston and Bay State rubber goods. Your business is solicited.

Michigan Shoe Company

Detroit, Michigan.

A NEW JOBBING HOUSE with a line of goods that speak for themselves.

Spring Samples

Now ready, and our agents will call soon. Wait for them. Shoes and prices will please you and we want your trade.

Clerks' Corner

The Situation from the Employer's Standpoint.

Written for the TRADESMAN.

Just back of my dining room, out of sight and sound of the parlor, is an apartment which I have "fixed up" as a den, to which I repair when the spirit moves me—or when some other spirit moves me!—and I fain would enter the realm of rest and silence. I had thrown myself into my easy chair and was reading with considerable satisfaction my own contribution to the Tradesman in regard to the clerk "watched by a thousand eyes," and was wondering whether, on the whole, Bostwick had been benefited by anything which I had said, when with a preliminary tap the door opened and Mr. Bostwick came in. There is no ceremony in den-dom and the grocer was not long in finding an attitude as comfortable as mine, on the other side of my blazing fire. Of course, I knew what he had come for and I hastened through the necessary preliminaries with all dispatch. I passed him my box of Centaurs and a lighted match; and in due time, blowing away the blue, he began:

"I'm afraid you didn't understand me the other day in our talk about the clerks. I've no objection to the boys having all the fun they want after business is over; but I do think there is a limit beyond which they should not go—must not go. In the first place, fun that takes the strength of the young man and so unfits him for his day's work is not to be put up with. That's where I find fault with Morris. I have work enough to keep him busy from six in the morning until six at night. He's a stout, healthy young fellow who ought to stand any amount of work. Why, good thunder! when I was at that chap's age I did the work of two men and thought nothing of it and expected to do it; but the minute I say anything about coming down to the store after supper, he says it's all right; he just as lief, but of course he'll expect to be paid for such extra work!

"Well, that's neither here nor there. What I'm after now is the way he spends his time. You spoke about his playing billiards with you. He doesn't always play with you, I can tell you that, and he doesn't always stop a little after ten o'clock. I venture to say that fellow doesn't see the inside of his own room earlier than midnight oftener than once a week. I'm willing to bet ten dollars. Now I can't have that; the fellow knows it, and yet let me say a single word to him about it and he'll fly off the handle in a minute.

"That's a part of what I meant the other day when you were in there. You saw how red he got in the face, and I expected more than anything that he would flare up. That isn't the worst thing about him, though. He's a boy that's been brought up to go to church and Sunday school and have a wholesome respect for such things. I've an idea that he's a church member; but if he's seen the inside of a church in over a year I'll miss my guess. A man told me within a week—of course, you'll say he'd better be minding his own business—that he saw him the night before carousing around the bar down at that swell saloon on Curtis street with three others of the same clique; and another man has a story that I should be ashamed to repeat to you, to the effect that to his certain knowledge Morris

was seen in the most disreputable quarter of the town with one of the most disreputable characters in the city. How's that for a grocer's clerk with a salary of \$45 a month?

"Now, that's all wrong. The boy's bright as a dollar. He comes of a good family in the East—I know 'em well—and if that boy's mother knew what kind of a life he is living 't would kill her. What I want him to do, after he gets through with his day's work, is to go to his room after supper and stay there. He's tired enough after I get through with him to sit down and rest. When I get home I find something worth reading and read it. What's the reason Will can't do a little studying, now the evenings are getting longer? I asked him something about a sum in arithmetic the other day, not a hard one either, and he was dumb as an oyster—couldn't tell a blessed thing about it. I tell you that isn't right. Something ought to be done about it. If that fellow, smart and bright as he is, keeps on the way he's going, he'll land plump to the devil; and I'll give him less than five years to do it in! It's too bad; but I can't do anything about it. I've tried it and—well, it isn't satisfactory. We both of us get mad and that's the end of it. I've been on the point of shipping him; but at heart he's a good, likely fellow and I like him. He isn't lazy; he's got good, common sense; and if he'd only sober down and try to make something of himself, I'd do the nandsome thing by him.

"Somehow or other you've got on the right side of him, and I believe you can talk to him if anybody can. Just try it—I wish you would. That's why I've come over—to ask you. You and me have been together for something like six months now—yes, I'm willing to admit that I've been onto you!—and you've done him a world of good. You can do him more. I only wish I had your knack; I'd begin to-morrow morning. Here, take another cigar—it's a choice brand—and tell me just what you think about it. You like the boy—I saw that the other day. Now go ahead and tell me what you think about it."

I felt the time had come for a ten-strike and with the choice Cuban production fairly started, I turned towards my boy Will's "boss" and began. Next week I'll tell you "fellows" what I said. RICHARD MALCOLM STRONG.

Revival of an Old German Institution. From the Shoe and Leather Gazette.

Solomon's oft-quoted aphorism that there is nothing new under the sun stands as true to-day as when it was first uttered, centuries ago. No sooner do we evolve a novelty that we flatter ourselves is really new than some iconoclast shatters our idol and we find that our new idea was born before we knew the light of day.

The street fair, that novel institution that is creating enthusiasm throughout the North, is nothing new. It found its origin in Germany years and years ago and as the "Yahmarkt" has flourished for decades on decades in the Fatherland.

If the street fair is not new, it is a profitable novelty—and that is the main consideration.

The street fair is a great institution for drawing crowds to town and booming business for a few days. It is only temporary, but brings excitement and pleasant entertainment with it.

John Temple Graves, of Georgia, in a recent lecture on "The New Woman and the Old," said: "Woman is no longer a sentiment; she is a problem, and it is now our unhappy mission to grapple with her or surrender, as I have done."

A Barrel of Flour

Branded like this one



Is The Best

That money can buy.

It will make whiter bread and more of it than any other kind.

Clark-Jewell-Wells Co.,

Western Michigan Agents.



This brand has always taken first rank among the direct importations of Japan grades and the quality of this year's importation is fully up to the usual high standard of this brand, some of our customers who are expert judges of tea insisting that it grades higher than ever before. We are handling JEWELL CHOP on small margins, the same as heretofore, on the theory that the nimble sixpence is preferable to the idle shilling.

Clark-Jewell-Wells Co.,

Sole Owners.

"Old Man" Not Necessarily a Term of Disrespect.

Written for the TRADESMAN.

"Hard to Grow Old Gracefully," an article in a recent number of the Tradesman by H. H. T., appeals directly to my heart; but not exactly on the writer's side of the argument. The fact is simply this: The son said, "I'll see if the old man can spare me." Was that any intentional disrespect on the part of the young man? No. When the boy was born, the father was 30 years old, and through all these changing years the interval of time between their ages has remained unchanged. To the boy of 10 or 15, thirty years is a long time, and to him the man who is 30 years his senior is, to all intents and purposes, an old man. When the boy is 21, the father is 51; and I should like to know if a man who is over half a hundred isn't old! So, then, the boy didn't mean to imply that his father is superannuated and ready to be shelved; but simply that, since he, the boy, is a young man, his dad must be an old man—thirty years older (!)—that is all. Let anybody else speak of that same father as old in any disrespectful sense of the term and the young fellow would knock the offender down. So much for that.

Now, then, Mr. H. H. T. needn't undertake to tell me that the man he writes about never thought of being looked upon as old until the boy, John, called him "the old man." That thought has been agitating his gray matter off and on for years. Ever since he pulled the first ominous white hair from his whiskers, he has been haunted by the same dreadful idea; and it seems to me a significant fact that so many men in the neighborhood of 45 shave all but the moustache so long as that capillary ornament of the upper lip shows no sign of "the sere and yellow leaf;" and, when a man of that age makes a clean sweep with the razor, it may be put down as a fact which he had better not be questioned about that he does it—well, because!

The most trying trouble which most men encounter in fighting old age relates to the eyes. Spectacles? Perish the thought! They quarrel with the newspaper. Somehow there is no comfort reading it; and it is amusing as well as noticeable that about this time they are too busy to read anything but the headlines! Woe to the man, woman or child who hints at glasses; but when, some day, the knowing wife of his bosom wonders if eyeglasses wouldn't be becoming to him, "just to please her" he gets himself the most stylish pair he can find, and so makes a sacrifice of himself "just to satisfy a foolish whim of his wife!" One friend of mine who has passed "the Great Divide," when asked the other day why he wears the wide-toed shoe in place of the London peg, instead of saying that he is too old for that sort of nonsense, with an expression of wisdom on his sly old face insisted that the wide toe is the prevailing style in the East, and that that is his ground of preference; while another is indulging with all his might and main his fondness for red, and daily appears in a splendor of neckwear which many a younger man would not dare to put on.

The fault to be found in all this lies in the evident "make-believe." We are all growing old; but so many of us forget that the thing has been going on ever since we were born. The trouble seems to lie in the fact that we are not

quite ready to give up at our age what by common consent belongs to an earlier one.

After all, "old man" is a term not necessarily offensive. My 17-year-old Bob often calls me that; but, with his arm around my neck, it is so much music to my ears. Mac, with his wisdom and experience (!)—he is 25—would hardly be the dear fellow he is without his always hearty "Hello, old man!" And when Lawrence, 9 years his senior, puts his arm across my shoulders and says, in his earnestness, "Now see here, old man!" does anybody suppose, for a moment, that I would change it to commonplace "father?" Not I. The words mean much to them—much more to me; and nothing would so shock either of us as the thought that in them lurks anything unkind or anything that hints at disrespect.

RICHARD MALCOLM STRONG.

Why He Succeeded Where Others Failed.

Correspondence Trade Magazine.

I had a long and very interesting conversation with a candy man the other day—a nervous, energetic, thoroughly wideawake and therefore successful merchant. It was a private interview, but I can't help repeating some things he said to me:

"I was standing before a large candy store in Philadelphia some time ago, when two ladies paused at the door.

"Come in," said one of them, 'and let's get some candy.'

"No," replied the other, 'just come along to my store. Let us get the candy there.'

"I wanted to see what kind of a store had pleased the lady so much, and followed them to it. I looked it all over, bought some candy myself, and think I got some ideas for my own business.

"I get a great many ideas by standing on the pavement in front of my store, looking into the show window, and listening to what people say as they come out of the store. That is the time that they express an unbiased opinion. If they find fault with the goods or the store or their treatment, I am pretty sure to hear it, and thus ascertain what faults are to be corrected. When they are pleased, I discover just what is right.

"When I entered business I began using a certain brand of chocolate. It is a first-class article and commands a high price, but people like it, and I have continued to use it and shall do so. Not long ago a salesman tried to persuade me to use another brand. He said that it was just as good and far cheaper. Not selling me any, he offered to let me have a lot gratis as a sample, but I declined even that proposition.

"You won't even let me give it to you?" he asked.

"No," was my answer; 'the chocolate that I am using has carried me through from a very small beginning to the present, and I'm going to stand by it.'

"Whenever I go to the metropolis I try to take two or three of my clerks with me. We go into the retail candy stores, buy and ask prices, keep our ears and eyes wide open, and then talk our experiences over and compare notes. It is wonderful how much good it does them, and I find that it pays me richly in increasing their efficiency."

In speaking of the necessity of honest dealing, of reliable goods and thoroughly unbending integrity throughout all the transactions of a mercantile career, he uttered this sentence, which is worthy a place among the axioms of the day:

"I can afford to lose a sale, but not a customer."

How many merchants there are who have made a sale netting them, perhaps, a dime, and because of the poor quality of the goods have lost a customer that might have been worth hundreds, perhaps thousands, of dollars to them!

Association Matters

Michigan Retail Grocers' Association

President, J. WISLER, Mancelona; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.

Michigan Hardware Association

President, CHAS. F. BOCK, Battle Creek; Vice President, H. W. WEBBER, West Bay City; Treasurer, HENRY C. MINNIE, Eaton Rapids.

Detroit Retail Grocers' Association

President, JOSEPH KNIGHT; Secretary, E. MARKS, 221 Greenwood ave.; Treasurer, N. L. KOENIG.

Grand Rapids Retail Grocers' Association

President, FRANK J. DYK; Secretary, HOMER KLAP; Treasurer, J. GEO. LEHMAN.

Saginaw Mercantile Association

President, P. F. TREANOR; Vice-President, JOHN McBRATNIE; Secretary, W. H. LEWIS; Treasurer, LOUIE SCHWERMER.

Jackson Retail Grocers' Association

President, GEO. E. LEWIS; Secretary, W. H. PORTER; Treasurer, J. L. PETERMANN.

Lansing Retail Grocers' Association

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

Adrian Retail Grocers' Association

President, Martin Gafney; Secretary, E. F. Cleveland; Treasurer, Geo. M. Hoch.

Traverse City Business Men's Association

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

Owosso Business Men's Association

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

Alpena Business Men's Association

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

Grand Rapids Retail Meat Dealers' Association

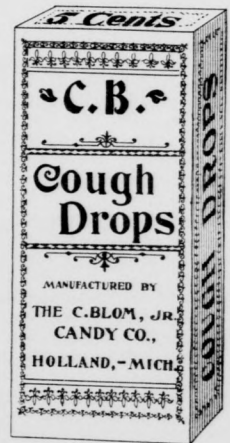
President, L. J. KATZ; Secretary, PHILIP HILBER; Treasurer, S. J. HUFFORD.



**Fallis' Pancake Flour
Fallis' Self-Rising Buckwheat**

20 5 lb. sacks to a case...\$3.50

FALLIS & CO., Toledo, O.
WM. R. TOMPKINS, Agent, Detroit, Mich.



For Sale by Leading Jobbers.

Buckwheat

That is PURE is the kind we offer you at prices that are reasonable.

We sell buckwheat that has the good old-fashioned buckwheat taste. We do not adulterate it in any way, shape or manner.

We believe that when people ask for buckwheat they want buckwheat, and it is for the class of people who know what they want that we make this buckwheat.

We believe it will please any lover of the genuine article.

We would like to have your order and shall take pleasure in quoting you close prices on any quantity.

**Valley City Milling Company,
Grand Rapids, Mich.**

Sole Manufacturers of "LILY WHITE."
"The flour the best cooks use."

Fruits and Produce.

Judge McMahon Holds the Oleomargarine Law Constitutional.

Detroit, Nov. 6—On October 15 a written complaint was laid before Police Justice Sellers, charging a dealer with selling an imitation of yellow butter in violation of the law. The justice refused to entertain the complaint on various grounds, and State Dairy and Food Commissioner Grosvenor applied to the Wayne Circuit Court for a mandamus to compel the police justices to receive such complaints. The case was argued several days ago before Judge McMahon, who delivered a decision yesterday, granting the mandamus prayed for. In a clear and thorough opinion, the court showed that the reasons given by the police justice for refusing to issue a warrant were untenable.

"This is a case of great public interest," said Judge McMahon in his opinion, "and I regret exceedingly that I lacked time and opportunity to spend several days upon it. In his answer to the petition for a mandamus, Justice Sellers gives several reasons for his refusal to entertain such complaints. One of these is that the complaint in question was not made by the commissioner himself, as required by law. Another is that the act is unconstitutional, because it embraces more than one object, and, still another, that the act is class legislation.

"The intent of the act was to prevent deception and fraud in the manufacture and sale of imitation butter. Justice Sellers holds that all such complaints must be made by the commissioner in person. This opinion is evidently derived from another legislative act, fixing the duties of the commissioner. The act we are considering nowhere indicates that complaints can be made by anyone else. Without express legislation to prevent it, every citizen can exercise the fundamental right to make complaints against public evils. It is doubtful if even the legislature can take away this right. It is not claimed that ordinary citizens cannot make complaints for violations of the liquor laws. The dairy and food commissioner has a very wide territory to look after, and it would be an impossibility for him personally to cover it all.

"As to the contention that the act is unconstitutional. I cannot appreciate the force of the objection, because I have been unable to find that it embraces more than one object. That object is plainly to prevent fraud and deception in the sale of imitation butter.

"The same is true as to the contention that the complaint did not charge that the article sold looked like imitation yellow butter. I have been unable to find that the act requires the insertion of any such charge in complaints.

"The contention that the act is class legislation is somewhat ambiguous. It is not the province of courts to criticize legislatures. Their occupation of their own field is exclusive. Courts cannot legislate. If they pass acts that are regarded as oppressive, courts have nothing whatever to do with it. There is no doubt that legislatures should not oppress any legitimate business, that they should not pass acts to help butter producers to the injury of the manufacturers of other pure foods, but the act we are considering does not do that. It was framed for the sole purpose of preventing deception and fraud. This the State has a perfect right to do. It has been so decided many times by the courts, and is so well established as to be beyond controversy.

"The Supreme Courts of Massachusetts and the United States have passed on an act precisely like the one under consideration, even to punctuation, declaring it to be constitutional. Their opinions should carry more weight than those of a police justice, or of this court. There is no question that the State has a perfect right to prevent deception in food products, even though they may be wholesome. There are many people who would not buy or use oleomargarine, or imitation butter, un-

der any circumstances, if they knew it, and they have a right to protection. If some one is incidentally injured in enforcing this act for the general good, there is no redress. Some burdens may be imposed, but it is in the exercise of a large State policy, and they must be borne."

High Price for Ditto.

From the Lewiston Evening Journal.

What is the power of a ditto mark? A nice housekeeper in this city knows more about it than she did once.

This is the time of year when mustard, cloves, cassia, bell peppers, vinegar, and the other fixings that go with cucumbers, celery, etc., are seething in the pot and the pickle jar is yawning with open mouth to receive them. A good recipe for mixed pickles or chowchow is at a premium just now.

The lady referred to above had a recipe for chowchow which ran something like this: Cauliflower, 3 heads; button onions, 2 quarts; small cucumbers, 2 quarts; bell peppers, 6; celery seed, 1 ounce; white mustard seed, 1 ounce; curcuma seed, 1 ounce, and so on.

Now everything went well until she asked her grocery man to bring these materials to her. He said he got everything all right until he struck curcuma seed. The druggist, when he got the rest of the things, said he didn't keep curcuma seeds. "Never mind," said she, "I'll get those myself the next time I go uptown."

Accordingly, she soon called on a leading druggist for curcuma seeds, one ounce, holding the recipe in her hand and reading from it. He blandly said he never had a call for them before, but would order some and have them in a day or two. She waited a proper length of time and then called again. The druggist referred to his bill and read a footnote which said: "None in this city. Will try Boston." Boston could not furnish them, but would try New York. New York responded. "Can't find. Would probably cost \$1 or more an ounce, if obtainable."

Not long after, her husband dropped into another drug store one evening, and the conversation was running on the expensiveness of some kinds of drugs, and he joined in with a bit of his wife's experience on curcuma seeds. The druggist listened intently to the yarn and said quietly, "There must be some mistake about this—it is not curcuma seeds that you want—it is curcuma, ground curcuma. I sell lots of it every day for coloring chowchow yellow."

"I don't care," said he, "the recipe reads:

Celery seed, one ounce.
Curcuma "

"I've read it a dozen times, and if those ditto marks don't call for curcuma seed, then I don't know how to read English."

So the pursuit of curcuma seed was dropped, and he carried home some ground curcuma, and his wife made the chowchow and it was lovely.

Now the point of this is that the curcuma root is the part used. It grows in China, Japan, Ceylon and East India countries in general, and is an ingredient in the famous "curry powder" of the Orient. When it is dried it has a taste like ginger root, and is consumed in great quantities by the natives of the countries where it grows, as a condiment. It is perfectly harmless and is used entirely in this country to give the bright yellow color to chowchow and pickles in general.

It is a tuberous plant and is wholly propagated from the root, which makes it unnecessary to save the seed, which are few and entirely useless. This is why they would cost \$1 an ounce if they could be obtained!

Armour & Co. are heavy buyers of butter on South Water street at present, and on this account little opposition to them is heard from that quarter. The time may come, however, when the butter merchants of Chicago will not look with so much favor upon this great monopoly, whose success depends largely on its ability to cut out middlemen and crush individual enterprise.

SEEDS

BEST GRADES. AND
PRICES ALWAYS RIGHT.

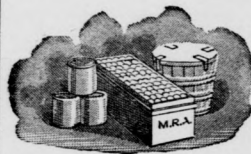
Full line of light Grass Seeds, etc. Will buy or sell Beans, Clover Seed, Alsylke, Popcorn car lots or less. Write us . . .

24 and 26 North Division St.,
Grand Rapids, Michigan.

**ALFRED J. BROWN
SEED CO.**



**CLOVER
TIMOTHY
ALSYLKE**



BUTTER

Handled only on Commission.

EGGS

On Commission or bought on track.

M. R. ALDEN, 98 S. Division St., Grand Rapids.

Mail Us Your Orders

For Peaches, Pears, Grapes, and all kinds of Vegetables. Correspond with us before placing your order for your winter supply of Onions, Potatoes, Cabbage, Apples, etc. We can furnish them in carlots, or less, and shall be pleased to quote you prices.

**The Vinkemulder Company,
Grand Rapids, Mich.**

MILLER & TEASDALE CO.

FRUIT AND PRODUCE BROKERS

**BEANS
ONIONS**

**OUR
SPECIALTIES**

**POTATOES
CABBAGE**

601 NORTH THIRD ST.,

ST. LOUIS, MO.

Consignments solicited. Advances made.

Reference: American Exchange Bank, St. Louis.

Harris & Frutchey

are the only exclusive dealers in BUTTER and EGGS in Detroit. They can handle your shipments to the best advantage and will pay cash for eggs on track at your station.

60 Woodbridge St., W.

350 High St.

Telephone 2524.

Potatoes -- Beans -- Onions

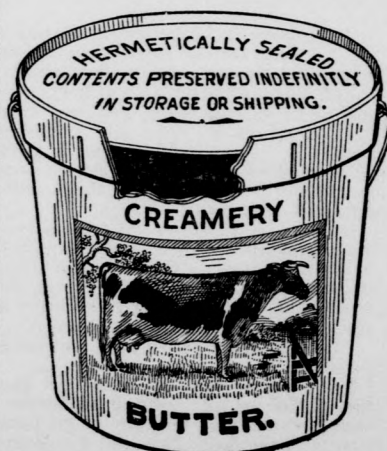
We are in the market daily; buy and Sell Potatoes and Beans, carlots; if any to offer, write or wire, stating what you have, how soon can ship.

MOSELEY BROS.,

26-28-30-32 Ottawa St.,
Grand Rapids, Mich.

Established 1876.

Wholesale Seeds, Potatoes, Beans, Fruits.



Antiseptic Fibre Package Co.

Manufacturer of
Packages for marketing
Lard, Butter, Jelly,
Mince meat, etc.

Pay for themselves in securing higher prices. Always clean and attractive. Furnished with your advertisement printed upon them. Cheaper than packages now used.

187-189 Canal St.
Grand Rapids, Mich.

ON THE OTHER SIDE.

How American Butter Is Regarded in Europe.

Boston, Mass., Nov. 5.—The foreign butter markets are not altogether satisfactory, with little or no prospects of further business with them, especially so in our better grades. For a while, say during July, August and part of September, business was very satisfactory and profitable to exporters. As long as prices this side kept below 18 cents for finest goods, foreign markets stood up under rather liberal shipments from America and Canada, but above this price all English markets cried "a halt." During June and July, when price was 15 cents as top in New York, prices in all the principal English markets ranged from eighty-three to eighty-five per cwt., (equal to 18½ cents American money per pound). These prices were for boxes of the very finest description of creamery. Tubs, of corresponding quality, sold, on an average, fully a cent a pound below boxes and were very difficult of sale. The prejudice against the tub with jobbers is becoming, if anything, more pronounced than ever. However, it must be borne in mind that this prejudice does not exist on the part of consumers and it is safe to say that a great many pounds of our finest butter that has been sent across this season in tubs has been consumed by Her Majesty's subjects under the delusion that they were relishing a first or second grade of Danish, as the stripped condition of our fifty or sixty pound tub, on the slab, presents the exact appearance (in shape) of that of the Danish cask after it has been cut down from sales below its center. The plunder in American butter this season has been great to the jobbers and retailers in England, and what makes it so annoying is to know that our butter is consumed with the consumers perfectly ignorant of the deception and cupidity of the purveyors.

A large proportion of this year's shipments to Great Britain has been sold at several cents below its intrinsic value in comparison with butters from other countries. It is true, this is owing to so much of the lower grades of American butter having been shipped in years past, which gave our butter a bad reputation. In time this will wear off, but I am commencing to think, seriously, if it will not be better for us to revive the old firkin, made to the same dimensions as the Kiel cask (firkin), and enter the field as direct competitors with the Danes; for I am satisfied we make just as fine butter as is made in Denmark, Sweden, or any other country in the world. True, the percentage of our make of such is very small compared to the Danish. I, as well as other shippers, have sent, this season, several lots of butter that, on the trier (with the box and its contents out of sight), no judge in England could tell what country the butter came from, and were equal to any Danish, Australian or Canadian, but sold as job lots because they were American product.

I have often thought what a field there is for a man like Phil Armour to open up American provision shops in the larger cities of England, selling only American produce, butter, cheese, canned goods and hog products. There would be barrels of money in it, because, as I have said, there is no prejudice on the part of British consumers. They are always willing to pay a good price for a good article.

For the past month, all markets the other side (Great Britain as well as Continental) have ruled very dull and lifeless. Prices were forced up on Danish until it passed the retail shilling cut, which was one step towards restricting the free sale of that butter, and then finest American was forced up to 94 to 96 per cent., or say 20½ and 21 cents per pound, our money, which made American butter out of joint for the shilling (24½ cents) cut, thus causing the first step in the restriction of its sale. The consequence was that free shipments from here and Canada, amounting some weeks to as high as 42,000 packages, caused large accumulations in their current arrivals. This, coupled with rather liberal supplies (?) of cold storage stocks of summer-made Irish, Continental good and old Australian, gave all markets over to buyers entirely, so that prices have almost been nominal for the last two weeks. Danish has fallen 10 to 12 per cent. from its highest point, but American has not suffered so severely; the decline has only been a matter of about 4 to 6 per cent. from top price and latest cable advices would indicate that American butter could be sold quite freely at 90 to 94 per cent. (equal to 19½ to 20¼ cents per pound), for finest fresh in boxes, with tubs at about a cent a pound less. These prices, it will be seen, bring their present stocks of finest descriptions of American butter into line for the shilling cut and there is no doubt but what the sale would be quite liberal at these prices. However, it will be seen at once that prices in our home markets are so much above these that it precludes the possibility of any further shipments, at the moment, of our finest grades, and I very much doubt, with the conditions prevailing this side and the heavy shrinkage in the make, that we will ship any more of our better descriptions of butter the balance of the season. Medium grades of butter have been the most difficult of sale in all foreign markets and this condition has been practically the same in all our markets here. There is also exactly the same condition in Europe as on this side in the lower grades. They are very scarce and latest cable advices give a good demand for finest June ladles at prices netting 13 to 13½ cents in New York or Boston.

To my way of looking at foreign markets, I am of the opinion that they are on the eve of a better condition of things and while it is hardly probable there will be much, if any, advance in price, it is quite probable they will have an improved demand, and this in consequence of the stoppage of shipments from this side. It must not be forgot-

ten that the first arrivals of the new make of Australian will reach the London market in the course of the next fortnight. True, the first shipments are very light and it is hardly likely they will have any arrivals in London during November that will average above 3,000 or 4,000 packages a week. English advices claim their latest news from Australia would indicate perfect conditions for the make, and that country expects to ship fully as much as she did last season. My private advices from Australia would indicate like conditions to what English advices claim, so far as weather is concerned, but there is a difference of opinion as to the amount of shipments this season. They lost a great many of their cattle, as they did of their sheep, through the severe drought during March, April and May, and from having to replenish these lost cows, there will not be as many cows giving their milk to creameries as last year.

Prices now are moderate in Great

Britain for all grades of butter; in fact, the English markets to-day are the lowest markets in the world.

In closing, I would like to call the attention of creamerymen to the fact that American creamery butter, this summer, has had its reputation somewhat injured by the appearance of mold through improperly treated packages, so many having packed their butter in the boxes as well as tubs without soaking them, relying upon the parchment paper alone. This is a serious mistake, as well as using so many inferior tubs as have been used this season. The very best packages only should be used and, box or tub, should be thoroughly soaked in brine and well rubbed with salt before putting in the paper lining. What is better still is to paraffine the boxes or tubs, not only the inside of the packages, but the lids as well, so that no portion of the wood that comes in contact with the butter can give off a woody flavor.

GEO. A. COCHRANE.

ANCHOR BRAND
OYSTERS

Will please your customers and make you money.
Popular prices prevail. Ask for quotations.

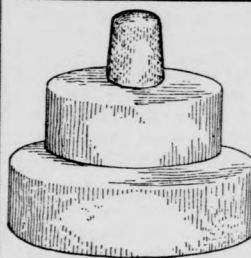
F. J. DETTENTHALER,
117-119 MONROE STREET, GRAND RAPIDS, MICH.

Cape Cod Cranberries

Very bright; good sellers; crop short.
Will probably advance in price.

Hubbard Squash, Sweet Potatoes, Red and Yellow Onions, Spanish Onions, Quinces, Kiefer Pears, Honey, Lemons, Oranges, Bananas.

BUNTING & CO, Grand Rapids.



R. HIRT, Jr.,
Market St., Detroit.

✿ Butter and Eggs wanted ✿

Will buy same at point of shipment,
or delivered, in small or large lots.
Write for particulars.

BARNETT BROTHERS

Are still at their old location, 159 South Water Street, Chicago, in the center of the largest fruit market in the United States, with ample room occupying the entire building. Well equipped for business, they are still in the front in handling all kinds of

FRUITS

DEPOSITS AT PRINCIPAL POINTS.

Stencils furnished on application.

W. R. BRICE. Established 1852. C. M. DRAKE.

BRICE BUSIEST BEST

Commission House in Philadelphia.

Do you want to know all about us?

Write to

Corn Exchange National Bank,
Philadelphia, Pa.

Fourth National Bank,
Grand Rapids.

W. D. Hayes, Cashier,
Hastings National Bank,
Hastings, Mich.

D. C. Oakes, Banker,
Coopersville, Mich.

Butter

Eggs

Poultry

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Nov. 6—There seems to be a little lull in trading among the jobbing grocers of this city, with the exception of certain lines which might properly be classed as holiday staples. Perhaps this is natural as the year draws to a close and merchants seek to reduce stocks as closely as possible without crippling themselves. The serious illness of H. O. Havemeyer has had its effect on the sugar market, but only so far as the sale of stock is concerned. The staple itself probably would not be influenced, one way or the other, by the death of any officer of the Trust.

The coffee market has had another slump and No. 7 Rio is now quotable at $5\frac{3}{4}$ @6c, invoice, and $6\frac{1}{2}$ c in a smaller way. It is cabled that receipts at Rio and Santos during this month will be over 1,000,000 bags, while in store and float there are now about 930,000 bags, against 666,945 bags last year. Some fine Mocha coffee has been put on the market here—the real simon-pure article from Arabia—which will make friends among those who love a mild coffee. It is worth, in such quantities as retailers generally buy, 20@22c, and can be sold at a good profit. Other mild coffees can be said to be rather inactive and the demand is light. Prices have held their own and this is one favorable sign.

In sugar, quite a good many orders have come to hand, but mostly for small quantities, indicating a disposition to buy for only present wants. Foreign refined is dull and seems to have lost something of its popularity. The visible supply of raw sugar is 1,070,000 tons, which is an increase of about 250,000 tons over the same time last year.

There is no animation to the tea market. A few desultory orders have come to hand for small quantities and interior dealers seem to have sufficient supplies to carry them over the year.

Rice prices are very firm. The Japan crop is reported short a million tons, which is fifteen times as much as the entire crop of this country and this will have some influence on the future. Burmah has a huge crop. Domestic is fairly steady, with offerings not excessive.

Spices are dull and inactive. There is, perhaps, a little more enquiry for one or two articles, but, as a whole, the condition of affairs is not one that is full of encouragement. Orders are for the smallest quantities and out-of-town dealers seem to have stopped buying almost altogether.

The molasses market is steady and quotations are quite firmly adhered to, especially for the better sorts. Good to prime centrifugal is quotable at 17@21c. Good to prime open kettle, 26@28c.

In syrups, both sellers and buyers are apparently waiting for something to turn up. No interest is shown and sales have been of very moderate proportion.

In canned goods, the general run of prices remains unchanged. The market is comparatively quiet and brokers have been more busily engaged in making deliveries than worrying about new sales. Competent judges have expressed the opinion that we have seen about the "top of the market" and that until the close of the year the situation will be pretty much unchanged. Tomatoes are steady and New Jersey brands are firm at \$1; Maryland, $82\frac{1}{2}$ @85c.

Domestic dried fruits are steady. Evaporated apples have been in light request and are worth $8\frac{1}{2}$ @9c. Raspberries, $13\frac{1}{2}$ @14c. Raisins, dates, prunes, figs, citron and that class of goods are steady and there has been a very satisfactory trade all the week. Of course, Thanksgiving accounts for this "spurt" but it makes "things lively" and that's good.

The butter market is almost exactly where it was a week ago, with best Western at $23\frac{1}{2}$ c. The demand is rather light and the supply ample, seemingly.

Cheese is dull, decidedly so. Enquiry is almost nil and dealers are sim-

ply waiting. Large size full cream, fancy Sept., $8\frac{1}{2}$ c.

Supplies of eggs are running light and, with a good demand, the market has hardened. For best Western 20@22c is quoted. Eggs are eggs, now.

Peas are steady. Marrows are held in a jobbing way at $1.32\frac{1}{2}$ @1.35.

Offerings of honey are liberal and the demand is rather quiet. Fancy white clover is worth 12c for comb; buckwheat, 8@9c.

Potatoes are worth from 1.75 @ 2.40 per bbl.—180 lbs.

Apples bring high prices and many are going into storage for still further appreciation. The range is from \$2 to \$4.

Progress of the War Against Chicago Department Stores.

Chicago, Nov. 8—War has been declared against Chicago's great department stores by the smaller traders of the city. The department stores, they say, threaten to ruin every small merchant in Chicago by a system of selling at cut rates, the concentration of many lines of business under one roof, and the reduction thereby of the cost of operating the stores. Some of the larger stores in Chicago have from sixty to 150 departments, and customers may buy in them almost anything from a diamond necklace to a ton of coal. They operate groceries, meat markets, banks, barber shops, dental offices, and sell dogs, birds, bicycles, horses and harness; they make photographs, give music lessons and run employment agencies where domestic and other help may be obtained. In fact, there is no industry unknown to the Chicago department stores. Their "bargain days" have caused the small retailers countless heartaches, and as the "uptown" merchants have watched their customers go by for the bargain counters, they decided that something must be done.

With this end in view they formed the Cook County Business Men's Protective Association, and branches were organized in the three large divisions of the city. The membership swelled to about 6,000. The Association tried to stop the department store evil by legislation. A bill was prepared, the provisions of which were that no man, or firm, should conduct more than one line of business under one roof and within four walls. It graded the art of merchandising into about sixty groups. Grocers were to be allowed to sell some articles which did not strictly come under the head of groceries. Butchers were to have similar small privileges, but they were not to go beyond certain limits.

Under the provisions of this bill such firms as Siegel, Cooper & Co., the Fair, and A. M. Rothschild & Co. would have to pay about \$150,000 to \$160,000 annually in license fees, besides going to the enormous expense of erecting partition walls to enclose each branch of their business. A mass meeting was held by the small merchants and a committee of 300 was appointed, which made a trip to Springfield, headed by a brass band. At Springfield the committee was left in the cold, for the Legislature refused to pass the bill.

Two ordinances were then prepared and presented to the City Council, which passed them. The ordinances prohibit the sale of meats and provisions and wines and liquors in the same establishment in which dry goods and kindred articles are sold. Warrants for the offending department store proprietors will be forthcoming shortly, the traders say. It is intended to push the matter to the Supreme Court. Committees will be appointed who will go about among the establishments of alleged transgressors of the recently enacted ordinance and gather evidence against them. These same committees will then appear in the courts as prosecuting witnesses. The fine for the non-observance of the measures has been set at from \$25 to \$200. In case of conviction the Association will lay claim to half the amount of the fine, the other part reverting to the city treasury.

The Association already has a sponsor in the office of the Corporation Counsel,

and it is the intention to engage the services of a lawyer to work in co-operation with him. No suits have been begun as yet against the department store proprietors, although the ordinances are violated in every department store daily.

It is intended to organize in wards and make the branches of the Cook County Business Men's Protective Association a powerful factor in politics and in shaping legislation. The Executive Council will appoint one member of the Association to serve as the director for each of the following purposes: Organization, publicity, adulterations, child labor, trade and labor relations, relations to the professions, taxation, restrictive legislation, enforcement of laws, and political action. Members of the organization will cooperate in competition with the big stores; they will have "bargain days" and advertise in the newspapers, and will make war against food adulteration, and will try to secure the enforcement of statutes and ordinances designed to "protect the lives and health of the public against the monopolies and misrepresentations of the department stores."

Meantime the department stores continue in their violations of the ordinances, which they declare "won't hold water."

A man in Paris finds a profitable business in collecting bad debts by stopping at the debtor's with a wagon, around the top of which are these words: "This buggy only stops in front of houses of people who will not pay their debts." Everybody, and particularly business people, dread this man's buggy so much that they pay promptly.

One of the important officials of the German court is said to be the "imperial pants stretcher." As the emperor has over 100 pairs of trousers, and changes them with considerable regularity, the position is far from being an honorary one.

Found at Last

Gongdon's Cider Saver and Fruit Preservative Compound

Guaranteed to keep your cider and fruits pure and sweet without changing their flavor or color. No salicylic acid or ingredients injurious to the health. Send for circulars to manufacturers.

J. L. Gongdon & Co.
PENTWATER, MICHIGAN.

WHOLE WHEAT FLOUR

contains the entire grain of wheat with only the fibrous covering removed. Every pound of this flour represents 16 ounces of food value.



It contains all the elements required to build up the daily wastes of the human system. Bread made from it is easily assimilated; is highly nutritious and is most palatable. Every grocer should have it in stock. Manufactured by....

GUARD, FAIRFIELD & CO., Allegan, Mich.
Michigan trade supplied by the
Olney & Judson Grocer Co., Grand Rapids.

COYNE BROTHERS

WHOLESALE COMMISSION MERCHANTS

161 S. Water St., Chicago.

BUTTER, EGGS, POULTRY, FRUITS AND VEGETABLES

Car Lots: POTATOES, APPLES, BEANS, ONIONS

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Write for Tags and Stencils. Mention this Paper when Writing.



N. WOHLFELDER & CO.,

WHOLESALE GROCERS and COMMISSION MERCHANTS

399-401-403 HIGH ST. EAST,

DETROIT, MICHIGAN.

CHEESE, BUTTER and EGGS.

Long Distance Telephone 4772.

Consignments wanted.

HERMANN C. NAUMANN & Co.

ARE AT ALL TIMES IN THE MARKET FOR

FRESH EGGS, BUTTER BEANS,
APPLES, ONIONS, POTATOES,
BAGAS, POULTRY, GAME, ETC.

Write for Particulars. 33 Woodbridge Street W., DETROIT, MICH.



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MFRS. OF THE

SCIENTIFIC BEAN PICKER

ROCHESTER, MICH.

Commercial Travelers

Michigan Knights of the Grip.

President, JAS. F. HAMMELL, Lansing; Secretary, D. C. SLAUGHT, 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.

Grand Counselor, F. L. DAY, Jackson; Grand Secretary, G. S. VALMORE, Detroit; Grand 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.

Plea for Better Hotel Service by a Traveler's Wife.

Written for the TRADESMAN.

Though I am not a commercial traveler, I am the wife of one—and am therefore interested in whatever tends to promote the happiness and comfort of the men who spend their days, and often the nights (or the best part of them) traveling about the country, not for pleasure, ah no! although I hope they are all wise enough to gather all the pleasure (honorable) possible along the rough and well-beaten track their weary feet travel daily. So I have been interested in all that has been written in the Tradesman, which I always read, about "those mileage books," and do not wonder at the objections to them. I know one man who bought one a few days ago because he could not get any other mileage book, and word came back the first day out that it took thirty minutes for the station agent to make out four tickets for as many men, who took the seven o'clock train Monday morning—and expect to hear more about it Saturday.

There are other things to make life miserable for the traveler which cannot be avoided, but must be endured patiently, or otherwise, according to the disposition of the sufferer, chief of which are cold hotels and poor coffee. You are all familiar with the hotel proprietor who, for reasons best known to himself, takes down every stove in the house, or lets all the fires go out the first pleasant days in the spring, and no matter how cold and gloomy the days that come after (and they are sure to come), no fire is kindled to warm and cheer the weary travelers far from home, and dependent on the hotels, to whom they pay a good price for whatever comfort they have as they go about the country. And let me remind them that, to be comfortable, a man must be warmed as well as fed. How they endure it themselves is a question never answered. Not only are the fires allowed to go out in the spring, but some hotel-keepers pursue the same course in the fall, put off building fires as long as possible, until a man has to wear his overcoat while he eats, I am told, and often, when they have a fire in the office, the dining room will have a zero temperature. I wonder some of them (the hotel men) do not get pneumonia themselves; if they do, let us hope it will prove a dreadful warning to the rest of the fraternity. They certainly need something to awaken them to a sense of their duty to the men who are their best customers.

Another grievance, and a serious one, is the poor, yes, vile, coffee that so

many of the hotels and restaurants serve their guests. To call it coffee is really an insult to the genuine article. I cannot understand why, when all the rest of the menu is at most hotels excellent, well cooked, of good variety, the coffee (?) should be the only thing lacking strength and goodness. I have tried it myself and know just how wretched they make it at some places. Surely good coffee is easy to make if you buy a good article in the first place—much easier to make than good pies, and a hotel that would not think of giving a man bad meat or potatoes should be just as particular about the coffee.

From the bottom of my heart I felt sorry for my husband when, seated at his own table, he said, "How I wish the hotels would give us coffee like this." Think of having delicious coffee served with cream at home one or two days in the week, and the rest of the days the dreadful stuff called coffee, above mentioned. Is it not enough to make a man homesick and indignant! I believe, if the traveling men would join forces and demand a reform in this respect, they would get it. It is worth trying any way. And here is hoping they will be successful. S.

And Still They Come.

Marquette, Nov. 8—The following are the most recent additions to the membership list of the Lake Superior Commercial Travelers' Club:

- Samuel Swenson, Marquette, with Wm. Larsen & Co., Green Bay, Wis.
- Willis Peak, Mt. Pleasant, with Gray, Toynton & Fox, Detroit.
- Albert Sternfeld, Chicago, with Reiss Bros. & Co., Chicago.
- W. W. Hargrave, Seney, with Hargrave Bros. & Co., Seney.
- J. E. Kelso, Grand Marais, with Eddy Land Co., Toledo.
- L. D. Packer, Saginaw, E. S., with C. Elliott & Co., Detroit.
- Wm. Rennie, Detroit, with Boydell Bros., Detroit.
- T. L. Hilton, Detroit, with Forman-Bassett-Hatch Co., Cleveland.
- Lewis Cass Bradford, Holland, with E. B. Millar & Co., Chicago.
- Arthur McMillan, Soo, with Ferguson Hardware Co., Soo.
- M. S. Brown, Saginaw, E. S., with Hazeltine & Perkins Drug Co., Grand Rapids.
- W. J. Dillon, Detroit, with Standart Bros., Detroit.
- C. J. Byrns, Ishpeming, with Wisconsin Land & Lumber Co., Hermansville.
- Judge J. H. Steere, Soo.
- F. C. Comstock, Escanaba, with Roundy, Peckham & Co., Milwaukee.
- C. E. Riddle, Gladstone, with Bradley, Watkins & Co., Minneapolis.
- P. A. Jacobson, Soo, with Armour Packing Co., St. Paul.
- A. F. Underwood, Menominee.
- M. J. Brooks, Ishpeming, with Swift & Co., Chicago.
- W. R. Jenkins, Madison, with Hubbard Milling Co., Mankato, Minn.
- S. P. McIntyre, Chicago, with Richardson & Norcross Co., Janesville, Wis.
- Claude V. Seeber, Houghton, with Roack, Seeber & Co., Houghton.
- A. F. WIXSON, Sec'y.

Important Meeting of Post E.

Grand Rapids, Nov. 8—All members of Post E are requested to meet at Sweet's Hotel, Saturday evening, Nov. 13, for the purpose of making arrangements to attend the annual convention of the State organization at Kalamazoo; also to decide on the dates for our monthly social parties during the winter months. Let there be a full attendance! B. S. DAVENPORT, Chairman.

H. M. Harrington, of St. Clair, has taken a position on the road for the wholesale grocery house of J. W. Benedict, of Port Huron. He has been for some years associated with the Diamond Crystal Salt Co.

SUCCESSFUL SALESMEN.

Fred G. Hooper, Representing J. H. Copas & Sons.

Frederick G. Hooper was born within the sound of Bowbells, London, Oct. 24, 1853. His mother was of German birth, being a native of Frankfort-on-the-Main. His father was a graduate of Oxford University and was ordained as a minister, but subsequently, on his emigration to America in 1859, practiced medicine instead of following the career originally selected for him. The family resided two years at Owen Sound, Ont., when they removed to Cleveland, where they remained until the close of the war, when they removed to Bay City. Frederick attended the public schools of the latter city until he had finished the eleventh grade, when he entered his father's office and studied medicine for a couple of years. Forming a dislike to the practice of medicine, he concluded to embrace the following of the commercial traveler, and for eight years he covered Northern Michigan for F. H. Blackman & Co., merchant tailors of Bay City. His friends then prevailed upon him to retire from the road and he purchased a stock of cows and embarked in the dairy business at Bay City on his own account. Two years' experience was sufficient to satisfy his ambition in this direction, when he engaged to travel in Northern Michigan for the confectionery house of Jas. S. Smart, Jr., of Saginaw. On the failure of that house, two and one-half years later, he engaged with the Wells-Stone Mercantile Co. as city salesman, which position he occupied for two years. For the next five years he covered Northern and Western Michigan for the Jas. Stewart Co., and eighteen months ago he signed with J. H. Copas & Sons, of Owosso, to cover the retail trade of Northern and Western Michigan.

Mr. Hooper was married in 1883 to Miss Linnie Sinclair, who was a daughter of the first white child born in Bay county. Mrs. Hooper died February 18, 1895, leaving four daughters, who now range from 5 to 13 years of age. The family reside in Owosso.

Mr. Hooper is a member of the Michigan Knights of the Grip, K. P. Lodge No. 23, of Bay City, and F. & A. M., No. 129, of the same city. He is also a member of the Baptist church of Saginaw.

Few men have met more discouragements than Mr. Hooper and fewer still have proven themselves equal to the emergency. Twice within three years Mr. Hooper was burned out of house and home at Saginaw, the second loss occurring at the time of the great conflagration at that place. The excitement incident to the conflagration resulted in his wife's decline and death about a year afterward. Being left with four small children and with no immediate relatives available to take the mother's place, he faced the situation in man fashion and has not only kept the family together, but has provided for them in a manner that has won for him the respect and admiration of his associates and acquaintances.

Mr. Hooper is an aggressive worker, having the natural bull-dog tenacity of the typical Englishman. To this fact he attributes his success on the road and his ability to stay up under the trying situations in which he has been placed by fire and death.

Our children will remember our deeds long after they have forgotten our advice.

Clock Ticks for Insomnia.
From the Washington Star.

"For several years," said a commercial traveler, "I had never been away from home over night, when I got my present position, and was compelled to travel about a great deal. At first I found it extremely difficult to go to sleep nights. I stopped at the best hotels and usually had fine rooms and good beds, but there seemed to be something the matter.

"One day I mentioned the fact to a friend, who said, 'Get a clock.' I always have a clock in my room at home, and I am accustomed to the sound of its ticking. It is curious how silent and strange a room may seem without it. That was what I wanted, a clock, and I bought one. Now, when I go to my room in a hotel, usually the first thing I do is to put my clock on the mantel-piece or table. It ticks away bravely, a friendly and familiar sound, and I go to sleep without any trouble whatever."

He who wants to cheat and can't is no better than he who wants to cheat and can.

Hotel Normandie of Detroit Reduces Rates.

Determined to continue catering to popular demand for good hotel accommodations at low prices, we reduce the rates on fifty rooms from \$2.50 to \$2 per day, and rooms with bath from \$3.50 to \$3.

The popular rate of 50 cents per meal, established when the Normandie was first opened, continues.

Change of rates will in no way affect the quality, and our constant aim in the future will be, as in the past, to furnish the BEST accommodations for the rates charged.

Carr & Reeve.

The New Griswold House

Has NOT reduced its rates but has 100 of them

Newest Rooms in Detroit

- at \$2.00 per day. Meals
- Fifty cents. Rooms with
- bath and parlor \$2.50 to \$3.
- Most popular moderate
- priced hotel in Michigan.

Postal & Morey, Detroit, Mich.

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A Times
PHONE: 490. 3 CANAL ST.

THE GRAND RAPIDS FIRE INS. CO.
Prompt, Conservative, Safe.
J. V. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

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.

HOTEL WHITCOMB
ST. JOSEPH, MICH.
A. VINCENT, Prop.

Cutler House at Grand Haven.
Steam Heat. Excellent Table. Comfortable Rooms. H. D. and F. H. IRISH, Props.

THE WHITNEY HOUSE
Rates \$1.00 to \$1.25 per day. Complete Sanitary Improvements. Electric Lights. Good Livery in connection. State Line Telephone.
Chas. E. Whitney, Prop., Plainwell, Mich.

Drugs==Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

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A. C. SCHUMACHER, Ann Arbor - Dec. 31, 1899
GEO. GUNDRUM, Ionia - Dec. 31, 1900
L. E. REYNOLDS, St. Joseph - Dec. 31, 1901

President, F. W. R. PERRY, Detroit.
Secretary, GEO. GUNDRUM, Ionia.
Treasurer, A. C. SCHUMACHER, Ann Arbor.
Coming Examination Session—Lansing, Nov. 2 and 3.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President—A. H. WEBBER, Cadillac.
Secretary—CHAS. MANN, Detroit.
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The Esthetics of Packages.

He must be a slovenly dispenser indeed who does not have some appreciation of neatness as exhibited in the parcel, box, or bottle made ready for his shelves or for the hands of his customers. One of the things which the "apprentice" is early taught to do in a well-regulated drug store is to fold, tie, label, and wrap properly; to use paper of the right size and texture; to avoid a too plentiful amount of string; to put only enough paste on the label; to put the label in the proper position and have it "straight;" to do all and singular those things which will produce a handsome package.

As the package which goes out to the customer is one of the pharmacist's best advertisements, it is worthy of more care as to appearance than it sometimes receives. One who is in the habit of taking what comes to him in the way of box, bottle, or label may find it to his profit as well as satisfaction to turn over well in his mind the question whether he is having those which may produce the best general impression as to neatness and tastefulness on the public mind; to consider whether the styles and methods of his boyhood days met those of the present time. When this mental operation begins, let him, if he is in doubt as to his esthetic ability, seek aid in arriving at a conclusion.

The form of a bottle or box does not admit of successful variation outside of limited lines. Years ago we had a cologne bottle supposed to represent a "cathedral," another in the shape of a shoe, another faintly representing an old-time musical instrument, and so on; but these have gradually gone out of fashion, and we have in general use but few bottles which depart from simple and graceful outlines.

But we still have to choose between the oval, the round, and the square, and between variations in the proportions exhibited in these forms. These variations are often important from an esthetic standpoint and should be considered in the choice of a bottle. The bottle itself may be too long or too short, and the same may be said of the neck; the finish of the lip is also a matter for consideration.

The box, while coming under the same limitations of form as the bottle, is manifestly susceptible of some variety as to material and much as to color, so we have here a wider field for choice.

The label is usually the weakest point in the esthetics of the drug package. There is opportunity here for more art and more originality than in either the bottle or the box, but it unfortunately often goes unimproved.

Many, perhaps most, printers have very indefinite ideas as to what constitutes an appropriate and artistic

label. The lithographers are the worst offenders in this respect, as their work is usually, if not always, overloaded with misplaced ornaments. Plainness, almost to severity, gives far better esthetic results, and restriction to plainness does not imply a limit as to originality of design.

Keeping in mind the value of the package as an advertising medium, it is evident that it should have as much individuality as can be given it. The chief field for this is the label, and, of course, this means that its various sizes should be of uniform design, the firm name printed in a uniform type, and it is a decided advantage that it should bear a device or trade-mark which will readily identify it as having been sent out by So-and-So. To avoid crowding the label this device may be printed as a background in an ink of lighter color—a pale blue or a carmine, for instance—the remainder of the print being in black.

With these hints we must leave the matter, with renewed urgency that the pharmacist look to his package. It should afford him gratification to have it neat and attractive; and when so it will help to put money in his purse.

The Drug Market.

Staples are all firm but unchanged. Opium—While the price is unchanged, the market may be called strong.

Morphine—This article is in good demand at unchanged prices.

Quinine—At the bark sale in Amsterdam, higher prices were paid, but this has not yet affected the price of quinine.

Balsam Copaiba—Is advancing and is very firm, stocks being concentrated.

Roots—Blood root is getting scarce again and prices are higher. This may be said of gentian and mandrake.

Balm of Gilead Buds—These are very scarce and the price has advanced.

Essential Oils—Anise is again declining, on account of full stocks. Bergamot is weak and lower. Cassia has declined. Lavender will be much higher later on, owing to short crop. Oil lemon is declining. The crop is said to be very large.

Rubber Goods and Iniquity.

A Danish missionary has been making some startling revelations concerning the rubber trade of the Upper Congo. He says that the white man wants India rubber, and is in a hurry to be rich, and to terrify the black into rendering the utmost possible amount of labor, the rubber gatherers whose quantity falls below a certain weight are either shot or deprived of their hands. Rows of hands stuck on trees, or heaps of them forwarded in baskets to European officers, or to native sergeants under their command, serve as an object lesson to all. Rubber gathering is a slow and difficult task, and whole villages are depopulated in order that their inhabitants, men, women and children, may be sent on the search. Companies of black troops, organized by white officers, impress the villagers into this new species of slavery, and the reverend gentleman declares he has seen forty-five villages burnt down and two abandoned through the rubber trouble. If these statements are reliable, the amount of iniquity represented by a stock of rubber goods must be alarming.

Aunt Milly Smith, a negro woman of Georgia, not long since went to hear Sam Jones preach. Soon afterwards she met the evangelist, and said: "Marse Jones, I shorely love to hear you preach. I certainly do, for you're everybody's preacher. An' I'll tell yer, honey, you preach more like a nigger den any white man I eber seen."

Happy Outcome of a Meeting at the State Association.

The very nature of our calling is one calculated to make us narrow-minded, from the smallness of our transactions. We find here a man who has been in business for the past twenty-five years. A block above, on the same street, is one who has been in the same location for the past fifteen years, and one block below is another who has been there for ten years. Our friend of twenty odd years did not call upon his new neighbors when they opened. He is not acquainted with them, and for all these years he has scowled when either has been mentioned. He has to himself (and, in fact, mentioned it to others) felt all the time that both were interlopers, whose only object was to make life one constant drudge for him, forgetting that the population of their town had increased in the time mentioned at the rate of about 500 per year, and that there was plenty of room for them all, also forgetting that each of these parties had as much capital invested as he, and was, perhaps, just as good a pharmacist and man in the community. There was no fellowship between them; each kept to himself. The time came when our friend was induced to attend a meeting of the State Association. He was astonished at the number of druggists who assembled, and could hardly believe that there were so many in the State. His friend, the popular salesman for the enterprising firm of Ketchum & Cheatem, took particular pains to introduce him to many of the members. He stayed through the meeting, enjoyed his outing, and went home the better for his contact with something besides the four walls of his old store.

His friend, the salesman, was asked to make him acquainted with a fine-looking man who was standing at the opposite side of the room. He smiled, and did so, introducing him as Mr. Jones. In the course of conversation he learned that his new friend was from Lonelyville (his own town). His surprise can be imagined. Further conversation developed that his new friend was the man who had done business

within a block of him for fifteen years. He apologized for his past neglect, and they decided to begin life anew on the friendly basis. They called on Mr. Brown (the neighbor of ten years' standing) when they returned home, and before the time for the next meeting came around they had his application for membership, also one from each of the other three druggists doing business in the same place. From that time on they were as one family.

EDWARD A. SAYRE.

Deplorable Lack of Confidence.

"I'll never buy candy at that store again! Never!"

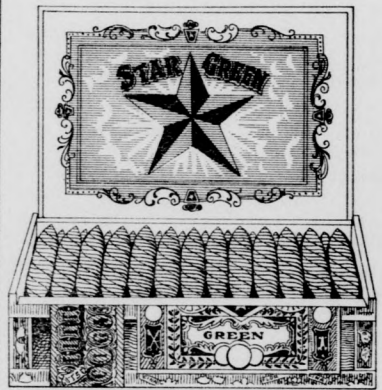
"Why, what's the matter?"

"You know they have the candies on the counter in front and the scales on the shelf back of the counter?"

"Yes."

"Well, they have looking glasses back of the scales, so that when the girl turns around to weigh five cents' worth of candy she can watch you to see whether you take anything off the counter or not."

THUM BROS. & SCHMIDT,
Analytical and Consulting Chemists,
84 CANAL ST.,
GRAND RAPIDS, MICH.
Special attention given to Water, Bark and Urine Analysis.



Manufactured by
H. VAN TONGEREN, Holland, Mich.
For Sale by All Jobbers.

"MASTER" "YUMA"

The best 5 cent cigars ever made. Sold by
BEST & RUSSELL CO., CHICAGO.
Represented in Michigan by J. A. GONZALEZ, Grand Rapids.



MILTON KERNS,

Manufacturer,

No. 52 9th Street, Pittsburgh, Pa.

El Puritano

Finest 10c Cigar on Earth

Couchas	1-20	\$55.00
Bouquets	1-40	\$58.00
Perfectos	1-20	\$60.00
Cabinets	1-40 (5½ in.)	\$70.00

B. J. REYNOLDS,

Grand Rapids.

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JOHNSON & FOSTER,

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Distributors for Michigan.

WHOLESALE PRICE CURRENT.

Advanced—
Declined—Oil Anise, Oil Cassia.

Acetium 6 1/2 8	Conium Mac 35 50	Scilla Co @ 50
Benzoicum, German 70 75	Copaiba 1 10 1 20	Tolutan @ 50
Boracic @ 15	Cubeba 90 1 00	Prunus virg @ 50
Carbolicum 20 41	Exechthitos 1 00 1 10	
Citricum 40 42	Erigeron 1 00 1 10	Tinctures
Hydrochlor 3 5	Gaultheria 1 50 1 60	Aconitum Napellis R 80
Nitrosum 10 10	Geranium, ounce @ 75	Aconitum Napellis F 50
Oxalicum 12 14	Goesippii, Sem. gal. 50 60	Aloes 60
Phosphorium, dil. @ 15	Hedoma 1 00 1 10	Aloes and Myrrh 60
Salicylicum 60 65	Junipera 1 50 2 00	Arnica 50
Sulphuricum 14 5	Lavendula 90 2 00	Assafetida 50
Tannicum 1 25 1 40	Limonis 1 20 1 40	Atrope Belladonna 60
Tartaricum 38 40	Mentha Piper 1 60 2 20	Auranti Cortex 60
	Mentha Verid 1 90 2 00	Benzoil 50
	Morrhua, gal 1 00 1 10	Benzoil Co 50
	Myrica 4 00 4 50	Barosma 50
Aqua, 16 deg. 4 6	Olive 75 3 00	Cantharides 75
Aqua, 20 deg. 6 8	Pisces Liquida 10 12	Capicum 75
Carbonas 12 14	Pisces Liquida, gal @ 35	Cardamon 75
Chloridum 12 14	Ricini 1 03 1 08	Cardamon Co 75
	Rosmarinl @ 1 00	Castor 1 00
Aniline	Rose, ounce 6 50 8 50	Catechu 50
Black 2 00 2 25	Succini 40 45	Cinchona 50
Brown 80 1 00	Sabina 40 45	Cinchona Co 50
Red 45 50	Santal 2 50 7 00	Columba 50
Yellow 2 50 3 00	Sassafras 55 60	Cubeba 50
	Sinapis, ess., ounce @ 65	Cassia Acutifol 50
Bacca	Tiglii 1 40 1 50	Cassia Acutifol Co 50
Cubese, po. 18 13 15	Thyme 40 50	Digitalis 50
Juniperus 6 8	Thyme, opt @ 1 60	Ergot 50
Xanthoxylum 25 30	Theobromas 15 20	Ferri Chloridum 35
		Gentian Co 50
Balsamum	Potassium	Guilaca 50
Copaiba 50 55	Bi-Carb. 15 18	Guilaca ammon 50
Peru @ 2 40	Bichromate 13 15	Hyoscyamus 75
Terabin, Canada 40 45	Bromide 48 51	Iodine 50
Tolutan 75 80	Carb. 12 15	Iodine, colorless 75
	Chlorate, po. 17@19c 16 18	Kino 50
Cortex	Cyanide 40 45	Lobelia 50
Abies, Canadian 18	Iodide 2 50 2 65	Myrrh 50
Cassia 12	Potassa, Bitart, pure 28 30	Nux Vomica 50
Cinchona Flava 18	Potassa, Bitart, com @ 15	Opil 75
Enonymus atropurp 30	Potassa Nitras, opt. 8 10	Opil, camphorated 75
Myrica Cerifera, po. 20	Potassa Nitras 7 9	Opil, deodorized 1 50
Prunus Virgini 12	Prussiate 20 25	Quassia 50
Quillaia, gr'd 14	Sulphate po 15 18	Rhatany 50
Sassafras, po. 18 12		Rhei 50
Ulmus, po. 15, gr'd 15	Radix	Sanguinaria 50
	Aconitum 20 25	Serpentaria 50
Extractum	Althae 22 25	Stromonium 60
Glycyrrhiza Glabra 24 25	Anchusa 10 12	Tolutan 60
Glycyrrhiza, po. 28 30	Arum po. @ 25	Valerian 50
Haematox, 15 lb box 11 12	Calamus 20 40	Veratrum Veride 50
Haematox, 1s 13 14	Gentiana, po. 15 12 15	Zingiber 20
Haematox, 1/2s 14 15	Glycyrrhiza, pv. 15 16 18	
Haematox, 1/4s 16 17	Hydrastis Canaden @ 70	Miscellaneous
Ferru	Hydrastis Can., po. @ 15	Ether, Spts. Nit. 3 F 30 35
Carbonate Precip. 15	Hellebore, Alba, po. 15 20	Ether, Spts. Nit. 4 F 34 38
Citrate and Quinia 2 25	Inula, po. 15 20	Alumen 24 28
Citrate Soluble 75	Ipecac, po. 2 00 2 10	Alumen, gro'd, po. 7 3 4
Ferrocyanidum Sol. 40	Iris plox, po. 35@38 35 40	Annatto 40 5
Solut. Chloride 15	Jalapra, pr. 25 30	Antimoni, po. 4 5
Sulphate, com'l. 2	Maranta, 1/2s @ 25	Antimoni et PotassT 40 50
Sulphate, com'l, by 50	Podophyllum, po. 22 25	Antipyrin @ 1 40
bbl, per cwt. 7	Rhei 75 1 00	Antifebrin @ 15
Sulphate, pure 7	Rhei, cut. @ 1 25	Argenti Nitras, oz @ 50
	Rhei, pv. 75 1 35	Arsenicum 10 12
Flora	Spigelia 35 38	Balm Gilead Bud 38 40
Arnica 12 14	Sanguinaria, po. 15 @ 13	Bismuth S. N. 1 40 1 50
Anthemis 15 25	Serpentaria 30 35	Calcium Chlor, 1s @ 9
Matricaria 30 35	Senega 40 45	Calcium Chlor, 1/2s @ 10
	Similax, officinalis II @ 45	Calcium Chlor, 1/4s @ 12
Folia	Smilax, M. @ 25	Cantharides, Rus. po @ 75
Barosma 28 30	Scilla, po. 35 10 12	Cantharides, Rus. po @ 75
Cassia Acutifol, Tin- 18 25	Symplocarpus, Foeti- @ 25	Capici Fructus, af. @ 15
nevelly 18 25	cus, po. @ 25	Capici Fructus, B, po @ 15
Cassia Acutifol, Alx. 25 30	Valeriana, Eng. po. 30 @ 25	Caryophyllus, po. 15 10 12
Salvia officinalis, 1/2s 12 20	Valeriana, German. 15 20	Carminc, No. 40 @ 3 00
and 1/4s 12 20	Zingiber a. 12 16	Cera Alba, S. & F 50 55
Ura Ursi @ 10	Zingiber j. 25 27	Cera Flava 40 42
		Coccus @ 40
Gummi	Semen	Cassia Fructus @ 33
Acacia, 1st picked @ 65	Anisum, po. 15 @ 12	Centraria @ 10
Acacia, 2d picked @ 45	Apium (graveleons) 13 15	Cetaceum @ 45
Acacia, 3d picked @ 35	Bird, Is. 4 6	Chloroform 60 68
Acacia, sifted sorts @ 28	Carul, po. 18 10 12	Chloroform, squibbs @ 1 25
Acacia, po. 60 80	Cardamon 1 25 1 75	Chloral Hyd Crst. 1 50 1 60
Aloe, Barb. po. 18@20 12 14	Coriandrum 8 10	Chondrus 20 25
Aloe, Cape, po. 15 @ 12	Cannabis Sativa 4 4 1/2	Cinchonidine, P. & W 25 35
Aloe, Socotri, po. 40 @ 30	Cydonium 75 1 00	Cinchonidine, Germ 22 30
Ammoniac 55 60	Chenopodium 10 12	Cocaine 3 05 3 25
Assafetida, po. 30 25 28	Dipterix Odorate 2 00 2 20	Corks, list, dis. pr. ct. @ 70
Benzoinum 50 55	Foeniculum @ 10	Croosotum @ 35
Catechu, 1s @ 13	Foenugreek, po. 7 9	Creta, bbl. 75 @ 2
Catechu, 1/2s @ 14	Lini 3 2 4	Creta, prep. @ 11
Catechu, 1/4s @ 16	Lini, gr'd, bbl. 3 4 4 1/2	Creta, Rubra @ 8
Camphora 48 55	Lobelia 35 40	Crocus 18 20
Euphorbium, po. 35 @ 10	Pharlaris Canarian. 4 4 1/2	Cubear @ 24
Galbanum @ 1 00	Rapa 4 1/2 5	Cupri Sulph. 5 6
Gamboge po. 65 70	Sinapis Albu 7 8	Dextrine 10 12
Guaiacum, po. 35 @ 35	Sinapis Nigra 11 12	Ether Sulph. 75 90
Kino, po. 3.00 @ 3 00		Emery, all numbers @ 8
Mastic @ 60	Spiritus	Emery, po. @ 6
Myrrh @ 40	Frumenti, W. D. Co. 2 00 2 50	Ergota, po. 40 30 35
Opil, po. 4.00@4.20 2 85 2 95	Frumenti, D. F. R. 2 00 2 25	Flake White 12 15
Shellac 25 35	Frumenti 1 25 1 50	Galla @ 23
Shellac, bleached 40 45	Juniperis Co. O. T. 1 65 2 00	Gambier @ 9
Tragacanth 50 60	Juniperis Co. 1 90 2 30	Gelatin, Cooper @ 60
	Juniperis N. E. 1 75 2 10	Gelatin, French 35 60
Herba	Sacharum N. E. 1 25 2 00	Glassware, flint, box 60
Absinthium, oz. pkg 25	Spt. Vini Galli 1 75 2 10	Less than box 70
Eupatorium, oz. pkg 25	Vini Oporto 1 25 2 00	Glue, brown 9 12
Lobelia, oz. pkg 25	Vini Alba 1 25 2 00	Glue, white 13 25
Majorum, oz. pkg 28		Glycerina 14 20
Mentha Pip. oz. pkg 23	Sponges	Grana Paradisi @ 15
Mentha Vir. oz. pkg 23	Florida sheeps' wool 2 50 2 75	Humulus 25 55
Rue, oz. pkg 39	Nassau sheeps' wool @ 2 00	Hydrag Chlor Mite @ 80
Tanacetum V oz. pkg 22	Velvet extra sheeps' wool, carriage @ 1 25	Hydrag Chlor Cor. @ 90
Thymus, V. oz. pkg 25	Extra yellow sheeps' wool, carriage @ 1 00	Hydrag Ox Rub'm @ 1 00
	Hard, for slate use @ 75	Hydrag Unguentum 45 55
Magnesia	Yellow Reef, for slate use @ 1 40	Hydragyrum @ 65
Calcined, Pat. 55 60		Ichthyobolla, Am. 65 75
Carbonate, Pat. 20 22	Syrups	Indigo 75 1 00
Carbonate, K. & M. 20 25	Acacia @ 50	Iodine, Resubi 2 60 3 70
Carbonate, Jennings 35 36	Auranti Cortes @ 50	Iodoform @ 4 20
	Zingiber @ 50	Lupulin @ 2 25
Oleum	Ipecac @ 60	Lycopodium 40 45
Absinthium 3 25 3 50	Ferri Iod. @ 50	Liquor Arsen. et Hy- @ 75
Amygdale, Dulc. 8 00 8 25	Rhei Arom. @ 50	drarg Iod. @ 25
Amygdale, Amare 8 00 8 25	Smilax Officinalis 50 60	Liquor PotassArsinit 10 12
Anisi 2 25 2 3	Senega @ 50	Magnesia, Sulph. 2 3
Auranti Cortex 2 00 2 20	Scilla @ 50	Magnesia, Sulph, bbl @ 1 1/2
Bergamli 2 40 2 50		Mannia, S. F. 50 60
Cajiputi 85 90		Menthol @ 2 75
Caryophylli 65 70		
Cedar 35 65		
Chenopadii @ 2 75		
Cinnamoni 1 80 1 90		
Citronella 45 50		

Morphia, S.P. & W. 2 05 2 30	Snapis @ 18	Linseed, pure raw 35 38
Morphia, S.N.Y.Q. & C. Co. 2 05 2 30	Sinapis, opt. @ 30	Linseed, boiled 37 40
Moschus Canton @ 40	Snuff, Maccaboy, De Voes @ 34	Neatsfoot, winter str 65 70
Myristica, No. 1 65 80	Snuff, Scotch, DeVo's @ 34	Spirits Turpentine 35 40
Nux Vomica, po. 20 15 18	Soda Boras 7 9	
Os Sepia @ 18	Soda Boras, po 7 9	Paints BBL. LB
Pepsin Saac, H. & F. @ 1 00	Soda et Potass Tart. 20 28	Red Venetian 1 1/2 2 00
Pisces Liq. N.N. 1/2 gal. doz. @ 2 00	Soda, Carb. 1 1/2 2	Ochre, yellow Mars 1 1/2 2 00
Pisces Liq., quarts @ 1 00	Soda, Bi-Carb. 3 1/2 4	Ochre, yellow Ber. 1 1/2 2 00
Piper Nigra, po. 22 @ 18	Soda, Sulphas @ 2 60	Putty, commercial 2 1/2 2 1/2 00
Piper Alba, po. 35 @ 30	Spts. Cologne @ 2 60	Putty, strictly pure 2 1/2 2 1/2 00
Plix Burgun @ 70	Spts. Ether Co. 50 55	Vermilion, Prime 13 15
Plumbi Acet. 10 12	Spt Myrcia Dom. @ 9 00	American 13 15
Pulvis Ipecac et Opil 1 10 1 20	Spts. Vini Rect. bbl. @ 2 40	Vermilion, English 70 75
Pyrethrum, boxes H. & P. D. Co., doz. @ 1 25	Spts. Vini Rect. 1/2 bbl. @ 2 45	Green, Peninsular 13 16
Pyrethrum, pv. 30 33	Spts. Vini Rect. 10 gal. @ 2 48	Lead, Red 5 1/2 6
Quassia 8 10	Spts. Vini Rect. 5 gal. @ 2 50	Lead, white 5 1/2 6
Quinia, S. P. & W. 37 42	Less 5c gal. cash 10 da's. @ 1 45	Whiting, white Span @ 70
Quinia, S. German. 37 42	Strychnia, Crystal 1 40 1 45	Whiting, gliders @ 30
Quinia, N. Y. 37 42	Sulphur, Subl. 2 1/2 3	White, Paris Amer. @ 1 00
Rubia Tinctorum 12 14	Sulphur, Roll 2 1/2	Whiting, Paris Eng. @ 1 40
Saccharum Lactis pv 18 20	Tamarinds 8 10	Universal Prepared 1 00 1 15
Salacin 3 00 3 10	Terebenth Venice 28 30	
Sanguis Draconis 40 50	Theobromae 42 45	Varnishes
Sapo, W. 12 14	Vanilla 9 00 16 00	No. 1 Turp Coach 1 10 1 20
Sapo, M. 10 12	Zinc Sulph. 7 8	Extra Turp 1 60 1 70
Sapo, G. @ 15		Coach Body 2 75 3 00
Siedlitz Mixture 20 22		No. 1 Turp Furn 1 00 1 10
		Extra Turk Damar 1 55 1 80
		Jap. Dryer, No. 1 Turp 70 75

Quotations

Chicago Style

For quantities you do not buy. Price charged for your usual wants.

Epsom Salts, 10 barrels 1 1/2 c	2 to 3c
Arnica Flowers, bale 8c	12 to 15c
Boracic Acid, bbl 10c	14 to 15c
Chlorate Potash, keg 10 1/2 c	14 to 15c
German Chamomile, bale 19c	25 to 28c
Tin. Senna Leaves (ordinary), bales 8c	12 to 15c
Sulphite Soda, bbl 3 1/2 c	5 to 7c
Glycerine, 28 deg., 500 lbs 11 1/2 c	12

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.

<p>AXLE GREASE.</p> <p>doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 4 00 Frazer's.....75 9 00 IXL Golden, tin boxes 75 9 00 Tica, tin boxes.....75 9 00 Paragon.....55 6 00</p> <p>BAKING POWDER.</p> <p>Absolute.</p> <p>1/4 lb cans doz.....45 1/2 lb cans doz.....85 1 lb cans doz.....1 50</p> <p>Acme.</p> <p>1/4 lb cans 3 doz.....45 1/2 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 Bulk.....10</p> <p>El Purity.</p> <p>1/4 lb cans per doz.....75 1/2 lb cans per doz.....1 20 1 lb cans per doz.....2 00</p> <p>Home.</p> <p>1/4 lb cans 4 doz case.....35 1/2 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90</p>	<p>CHOCOLATE.</p> <p>Walter Baker & Co.'s.</p> <p>German Sweet.....23 Premium.....34 Breakfast Cocoa.....45</p> <p>CLOTHES LINES.</p> <p>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</p> <p>Chicory.</p> <p>Bulk.....5 Red.....7</p> <p>COCOA SHELLS.</p> <p>20 lb bags.....2 1/4 Less quantity.....3 Pound packages.....4</p> <p>CREAM TARTAR.</p> <p>5 and 10 lb. wooden boxes.....30-35</p> <p>COFFEE.</p> <p>Green.</p> <p>Rio.</p> <p>Fair.....10 Good.....12 Prime.....13 Golden.....14 Peaberry.....15</p> <p>Santos.</p> <p>Fair.....1 Good.....15 Prime.....16 Peaberry.....17</p> <p>Mexican and Guatamala.</p> <p>Fair.....16 Good.....17 Fancy.....17</p> <p>Maracaibo.</p> <p>Prime.....27 Milled.....21</p> <p>Java.</p> <p>Interior.....70 Private Growth.....72 Mandehling.....24</p> <p>Mocha.</p> <p>Imitation.....72 Arabian.....24</p> <p>Roasted.</p> <p>Clark-Jewell-Wells Co.'s Brands</p> <p>Fifth Avenue.....98 Jewell's Arabian Mocha.....28 Wells' Mocha and Java.....74 Wells' Perfection Java.....74 Sanneth.....98 Breakfast Blend.....20 Valley City Maracaibo.....18 1/4 Ideal Blend.....13 Leader Blend.....12</p> <p>Package.</p> <p>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.</p> <p>A rucklee.....11 00 Jersey.....11 00 McLaughlin's XXXX.....11 00</p>	<p>CONDENSED MILK.</p> <p>4 doz in case.</p> <p>Gail Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....3 35 Dime.....3 35</p> <p>COUPON BOOKS.</p> <p>Trademan Grade.</p> <p>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</p> <p>Economic Grade.</p> <p>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</p> <p>Universal Grade.</p> <p>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</p> <p>Superior Grade.</p> <p>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</p> <p>Coupon Pass Books.</p> <p>Can be made to represent any denomination from \$10 down.</p> <p>20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1000 books.....17 50</p> <p>Credit Checks.</p> <p>500, any one denom'n.....3 00 1000, any one denom'n.....5 00 5000, any one denom'n.....8 00 Steel punch.....75</p> <p>DRIED FRUITS—DOMESTIC Apples.</p> <p>Sundried.....@ 5 1/4 Evaporated 50 lb boxes.....@ 8</p> <p>California Fruits.</p> <p>Apricots.....@ 8 Blackberries.....@ 8 Nectarines.....@ 8 Peaches.....@ 8 2/9 Pears.....@ 8 Pitted Cherries.....@ 12 Prunelles.....@ 12 Raspberries.....@ 12</p> <p>California Prunes.</p> <p>100-120 25 lb boxes.....@ 3 1/4 100-100 25 lb boxes.....@ 4 1/4 80-90 25 lb boxes.....@ 5 1/4 70-80 25 lb boxes.....@ 5 1/4 60-70 25 lb boxes.....@ 6 1/4 50-60 25 lb boxes.....@ 6 1/4 40-50 25 lb boxes.....@ 7 1/4 30-40 25 lb boxes.....@ 7 1/4 1/4 cent less in 50 lb cases</p> <p>Raisins.</p> <p>London Layers 3 Crown.....1 50 London Layers 4 Crown.....2 00 Dehesias</p> <p>Loose Muscatels 2 Crown.....6 Loose Muscatels 3 Crown.....6 Loose Muscatels 4 Crown.....7</p> <p>FOREIGN Currants.</p> <p>Patras bbls.....@ 6 1/4 Vostizza 50 lb cases.....@ 6 1/4 Cleaned, bulk.....@ 8 Cleaned, packages.....@ 8 1/2</p> <p>Peel.</p> <p>Citron American 10 lb bx @14 Lemon American 10 lb bx @12 Orange American 10 lb bx @12</p> <p>Raisins.</p> <p>Ondura 28 lb boxes.....8 @ 8 1/2 Sultana 1 Crown.....@ 2 Sultana 2 Crown.....@ 2 Sultana 3 Crown.....@ 11 Sultana 4 Crown.....@ 2 Sultana 5 Crown.....@ 2 Sultana 6 Crown.....@ 12 Sultana package.....@ 14</p>	<p>FARINACEOUS GOODS.</p> <p>Farina.</p> <p>24 1 lb. packages.....1 75 Bulk, per 100 lbs.....3 50</p> <p>Grits.</p> <p>Walsh-DeRoo Co.'s.....2 40 Bulk in 100 lb. bags.....3 40</p> <p>Hominy.</p> <p>Barrels.....2 25 Flake, 50 lb. drums.....1 00</p> <p>Beans.</p> <p>Dried Lima.....3 1/4 Medium Hand Picked.....1 00 Monarch, 1/2 bbl.....1 75 Maccaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50</p> <p>Pearl Barley.</p> <p>Common.....2 40 Chester.....2 50 Empire.....2 75</p> <p>Peas.</p> <p>Green, bu.....90 Split, per lb.....2</p> <p>Rolled Oats.</p> <p>Rolled Avena, bbl.....3 60 Monarch, 1/2 bbl.....1 75 Private brands, bbl.....3 15 Private brands, 1/2 bbl.....1 70 Quaker, cases, 1/2 bbl.....3 20 Huron, cases.....1 75</p> <p>Sago.</p> <p>German.....3 1/4 East India.....3</p> <p>Wheat.</p> <p>Cracked, bulk.....3 1/4 24 2 lb packages.....2 50</p> <p>Fish.</p> <p>Cod.</p> <p>Georges cured.....@ 4 1/4 Georges genuine.....@ 5 1/4 Georges selected.....@ 6 1/4 Strips or bricks.....5 @ 7 1/4</p> <p>Halibut.</p> <p>Chunks.....10 Strips.....9</p> <p>Herring.</p> <p>Holland white hoops, bbl.....0 25 Holland white hoop 1/2 bbl.....5 50 Holland white hoop, keg.....72 Holland white hoop mchs.....80 Norwegian.....11 00 Round 100 lbs.....3 40 Round 40 lbs.....1 60 Sealed.....18</p> <p>Flackerel.</p> <p>Mess 100 lbs.....16 00 Mess 40 lbs.....6 70 Mess 10 lbs.....1 75 Mess 8 lbs.....1 43 No. 1 100 lbs.....14 50 No. 1 40 lbs.....6 1 1/2 No. 1 10 lbs.....1 60 No. 1 8 lbs.....1 30 No. 2 100 lbs.....1 10 No. 2 40 lbs.....4 31 No. 2 10 lbs.....1 15 No. 2 8 lbs.....95</p> <p>Sardines.</p> <p>Russian kegs.....55</p> <p>Trout.</p> <p>No. 1 100 lbs.....4 00 No. 1 40 lbs.....1 9 No. 1 10 lbs.....55 No. 1 8 lbs.....47</p> <p>Whitefish.</p> <p>No. 1 No. 2 Fam</p> <p>100 lbs.....6 00 5 00 1 80 40 lbs.....2 70 2 30 1 06 10 lbs.....75 65 34 8 lbs.....63 55 31</p>	<p>Souder's.</p> <p>Oval bottle, with corkscrew. Best in the world for the money.</p> <p>Regular Grade Lemon.</p> <p>doz.....75 2 oz.....1 50 4 oz.....2 40</p> <p>Regular Vanilla.</p> <p>doz.....1 20 2 oz.....2 40</p> <p>XX Grade Lemon.</p> <p>doz.....1 50 2 oz.....3 00</p> <p>XX Grade Vanilla.</p> <p>doz.....1 75 2 oz.....3 50</p> <p>GUNPOWDER.</p> <p>Rifle—Dupont's.</p> <p>Keys.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb. c-hs.....30 1/2 lb cans.....18</p> <p>Choke Bore—Dupont's.</p> <p>Keys.....4 25 Half Kegs.....2 40 Quarter Kegs.....1 35 1 lb. cans.....34</p> <p>Eagle Duck—Dupont's.</p> <p>Keys.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb. cans.....45</p> <p>HERBS.</p> <p>Sage.....15 Hops.....15</p> <p>INDIGO.</p> <p>Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50</p> <p>JELLY.</p> <p>15 lb palls.....40 30 lb palls.....73</p> <p>LYE.</p> <p>Condensed, 2 doz.....1 20 Condensed 4 doz.....2 25</p> <p>LICORICE.</p> <p>Pure.....30 Calabria.....25 Sicily.....14 Root.....10</p> <p>MINCE MEAT.</p> <p>Ideal, 3 doz. in case.....2 25</p> <p>MATCHES.</p> <p>Diamond Match Co.'s brands.</p> <p>No. 3 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00</p> <p>MOLASSES.</p> <p>New Orleans.</p> <p>Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 @ 35 Half-barrels 2c extra.</p> <p>PIPES.</p> <p>Clay, No. 216.....1 7 Clay, T. D. full count.....6 Cob, No. 3.....85</p>	<p>SALERATUS.</p> <p>Packed 60 lbs. in box.</p> <p>Church's.....3 30 Deiland's.....3 15 Dwight's.....3 30 Taylor's.....3 00</p> <p>SAL SODA.</p> <p>Granulated, bbls.....75 Granulated, 100 lb cases.....9 Lump, bbls.....75 Lump, 145 lb kegs.....65</p> <p>SALT.</p> <p>Diamond Crystal.</p> <p>Cases, 24 3-lb boxes.....1 50 Barrels, 100 3 lb bags.....2 75 Barrels, 40 7 lb bags.....2 40 Butter, 28 lb. bags.....30 Butter, 56 lb. bags.....30 Butter, 20 14 lb bags.....3 00 Butter, 280 lb bbls.....2 50</p> <p>Common Grades.</p> <p>100 3 lb sacks.....1 70 60 5-lb sacks.....1 55 28 10-lb sacks.....1 45</p> <p>Worcester.</p> <p>50 4 lb. cartons.....3 25 115 2 1/2 lb. sacks.....4 00 60 5 lb. sacks.....3 75 22 14 lb. sacks.....3 50 30 10 lb. sacks.....3 50 28 lb. linen sacks.....32 56 lb. linen sacks.....60 Bulk in barrels.....2 50</p> <p>Warsaw.</p> <p>56-lb dairy in drill bags.....30 28-lb dairy in drill bags.....15</p> <p>Ashton.</p> <p>56-lb dairy in linen sacks.....60</p> <p>Higgins.</p> <p>56-lb dairy in linen sacks.....60</p> <p>Solar Rock.</p> <p>56-lb sacks.....21</p> <p>Common.</p> <p>Granulated Fine.....77 Medium Fine.....83</p> <p>SEEDS.</p> <p>Anise.....9 Canary, Smyrna.....3 Caraway.....8 Cardamom, Malabar.....6 Celery.....11 Hemp, Russian.....3 1/4 Mixed Bird.....3 1/4 Mustard, white.....5 1/4 Poppy.....5 1/4 Rape.....4 1/4 Cuttle Bone.....20</p> <p>SNUFF.</p> <p>Scotch, in bladders.....37 Maccaboy, in jars.....35 French Rappee, in jars.....43</p> <p>SPICES.</p> <p>Whole Sifted.</p> <p>Allspice.....10 Cassia, China in mats.....12 Cassia, Batavia in bund.....25 Cassia, Saigon in rolls.....32 Cloves, Amboyna.....10 Cloves, Zanzibar.....9 Mace, Batavia.....55 Nutmegs, fancy.....60 Nutmegs, No. 1.....50 Nutmegs, No. 2.....45 Pepper, Singapore, black.....10 Pepper, Singapore, white.....12 Pepper, shot.....10</p> <p>Pure Ground in Bulk.</p> <p>Allspice.....12 Cassia, Batavia.....22 Cassia, Saigon.....35 Cloves, Amboyna.....20 Cloves, Zanzibar.....15 Mace, African.....15 Ginger, Cochin.....20 Ginger, Jamaica.....22 Mace, Batavia.....70 Mustard, Eng. and Trieste.....20 Mustard, Trieste.....25 Nutmegs.....40 @ 20 Pepper, Sing., black.....10 @ 14 Pepper, Sing., white.....15 @ 18 Pepper, Cayenne.....17 @ 20 Sage.....18</p>
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JAXON

1/4 lb cans, 4 doz case.....45
1/2 lb cans, 4 doz case.....85
1 lb cans, 2 doz case.....1 60

Jersey Cream.

1 lb. cans, per doz.....2 00
9 oz. cans, per doz.....1 25
6 oz. cans, per doz.....85

Our Leader.

1/4 lb cans.....45
1/2 lb cans.....75
1 lb cans.....1 50

Peerless.

1 lb. cans.....85

BATH BRICK.

American.....70
English.....80

BLUING.

CONDENSED PEARL BLUING

1 doz. pasteboard Boxes.....40
3 doz. wooden boxes.....1 20

BROOMS.

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

CANDLES.

8s.....7
16s.....8
Paraffine.....8

CANNED GOODS.

Planitowoc Peas.

Lakeside Marrowfat.....95
Lakeside E. J.....1 15
Lakeside, Cham. of Eng.....1 2
Lakeside Gem, Ex. Sifted.....1 4
Extra Sifted Early June.....1 75

CHEESE.

Acme.....@ 11 1/4
Amboy.....@ 11 1/4
Byron.....@ 11
Elsie.....@ 11 1/4
Gem.....@ 12
Gold Medal.....@ 11
Herkimer.....@ 11
Ideal.....@ 11 1/2
Jersey.....@ 12
Lenawee.....@ 11
Riverside.....@ 11 1/2
Sparta.....@ 11
Brick.....@ 10
Edam.....@ 75
Leiden.....@ 18
Limburger.....@ 10
Pineapple.....@ 43
Sap Sago.....@ 18

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
5000, any one denom'n.....8 00
Steel punch.....75

DRIED FRUITS—DOMESTIC Apples.

Sundried.....@ 5 1/4
Evaporated 50 lb boxes.....@ 8

California Fruits.

Apricots.....@ 8
Blackberries.....@ 8
Nectarines.....@ 8
Peaches.....@ 8 2/9
Pears.....@ 8
Pitted Cherries.....@ 12
Prunelles.....@ 12
Raspberries.....@ 12

California Prunes.

100-120 25 lb boxes.....@ 3 1/4
100-100 25 lb boxes.....@ 4 1/4
80-90 25 lb boxes.....@ 5 1/4
70-80 25 lb boxes.....@ 5 1/4
60-70 25 lb boxes.....@ 6 1/4
50-60 25 lb boxes.....@ 6 1/4
40-50 25 lb boxes.....@ 7 1/4
30-40 25 lb boxes.....@ 7 1/4
1/4 cent less in 50 lb cases

Raisins.

London Layers 3 Crown.....1 50
London Layers 4 Crown.....2 00
Dehesias

Loose Muscatels 2 Crown.....6
Loose Muscatels 3 Crown.....6
Loose Muscatels 4 Crown.....7

FOREIGN Currants.

Patras bbls.....@ 6 1/4
Vostizza 50 lb cases.....@ 6 1/4
Cleaned, bulk.....@ 8
Cleaned, packages.....@ 8 1/2

Peel.

Citron American 10 lb bx @14
Lemon American 10 lb bx @12
Orange American 10 lb bx @12

Raisins.

Ondura 28 lb boxes.....8 @ 8 1/2
Sultana 1 Crown.....@ 2
Sultana 2 Crown.....@ 2
Sultana 3 Crown.....@ 11
Sultana 4 Crown.....@ 2
Sultana 5 Crown.....@ 2
Sultana 6 Crown.....@ 12
Sultana package.....@ 14

CATSUP.

Columbia, pints.....2 00
Columbia, 1/2 pints.....1 10

CLOTHES PINS.

5 gross boxes.....40

COUGH DROPS.

C. B. Brand.

40 5 cent packages.....1 00

COUPON BOOKS.

Trademan Grade.

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

Economic Grade.

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

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
5000, any one denom'n.....8 00
Steel punch.....75

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Sultana 3 Crown.....@ 11
Sultana 4 Crown.....@ 2
Sultana 5 Crown.....@ 2
Sultana 6 Crown.....@ 12
Sultana package.....@ 14

Fish.

Cod.

Georges cured.....@ 4 1/4
Georges genuine.....@ 5 1/4
Georges selected.....@ 6 1/4
Strips or bricks.....5 @ 7 1/4

Halibut.

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

Herring.

Holland white hoops, bbl.....0 25
Holland white hoop 1/2 bbl.....5 50
Holland white hoop, keg.....72
Holland white hoop mchs.....80
Norwegian.....11 00
Round 100 lbs.....3 40
Round 40 lbs.....1 60
Sealed.....18

Flackerel.

Mess 100 lbs.....16 00
Mess 40 lbs.....6 70
Mess 10 lbs.....1 75
Mess 8 lbs.....1 43
No. 1 100 lbs.....14 50
No. 1 40 lbs.....6 1 1/2
No. 1 10 lbs.....1 60
No. 1 8 lbs.....1 30
No. 2 100 lbs.....1 10
No. 2 40 lbs.....4 31
No. 2 10 lbs.....1 15
No. 2 8 lbs.....95

Sardines.

Russian kegs.....55

Trout.

No. 1 100 lbs.....4 00
No. 1 40 lbs.....1 9
No. 1 10 lbs.....55
No. 1 8 lbs.....47

Whitefish.

No. 1 No. 2 Fam

100 lbs.....6 00 5 00 1 80
40 lbs.....2 70 2 30 1 06
10 lbs.....75 65 34
8 lbs.....63 55 31

JENNINGS' FLAVORING EXTRACTS.

Jennings'.

D. C. Vanilla.....D. C. Lemon

2 oz.....1 20 2 oz.....75
3 oz.....1 50 3 oz.....1 00
4 oz.....2 00 4 oz.....1 40
6 oz.....3 00 6 oz.....2 00
No. 8 4 00 No. 8.....2 40
No. 10 6 00 No. 10.....4 00
No. 2 T. 1 25 No. 2 T.....80
No. 3 T. 2 00 No. 3 T.....85
No. 4 T. 2 40 No. 4 T.....50

GUNPOWDER.

Rifle—Dupont's.

Keys.....4 00
Half Kegs.....2 25
Quarter Kegs.....1 25
1 lb. c-hs.....30
1/2 lb cans.....18

Choke Bore—Dupont's.

Keys.....4 25
Half Kegs.....2 40
Quarter Kegs.....1 35
1 lb. cans.....34

Eagle Duck—Dupont's.

Keys.....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 palls.....40
30 lb palls.....73

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. 3 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.

PIPES.

Clay, No. 216.....1 7
Clay, T. D. full count.....6
Cob, No. 3.....85

POTASH.

48 cans in case.

Babbitt's.....4 00
Penna Salt Co.'s.....3 00

PICKLES.

Medium.

Barrels, 1,200 count.....5 50
Half bbls, 600 count.....3 25

Small.

Barrels, 2,400 count.....6 70
Half bbls, 1,200 count.....3 75

RICE.

Domestic.

Carolina head.....6 1/4
Carolina No. 1.....5
Carolina No. 2.....4 1/4
Broken.....3 1/2

Imported.

Japan, No. 1.....5 1/2
Japan, No. 2.....5 1/4
Java, fancy head.....5
Java, No. 1.....5
Table.....5 1/4

SALERATUS.

Packed 60 lbs. in box.

Church's.....3 30
Deiland's.....3 15
Dwight's.....3 30
Taylor's.....3 00

SAL SODA.

Granulated, bbls.....75
Granulated, 100 lb cases.....9
Lump, bbls.....75
Lump, 145 lb kegs.....65

SALT.

Diamond Crystal.

Cases, 24 3-lb boxes.....1 50
Barrels, 100 3 lb bags.....2 75
Barrels, 40 7 lb bags.....2 40
Butter, 28 lb. bags.....30
Butter, 56 lb. bags.....30
Butter, 20 14 lb bags.....3 00
Butter, 280 lb bbls.....2 50

Common Grades.

100 3 lb sacks.....1 70
60 5-lb sacks.....1 55
28 10-lb sacks.....1 45

Worcester.

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

Warsaw.

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

Ashton.

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

Higgins.

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

Solar Rock.

56-lb sacks.....21

Common.

Granulated Fine.....77
Medium Fine.....83

SEEDS.

Anise.....9
Canary, Smyrna.....3
Caraway.....8
Cardamom, Malabar.....6
Celery.....11
Hemp, Russian.....3 1/4
Mixed Bird.....3 1/4
Mustard, white.....5 1/4
Poppy.....5 1/4
Rape.....4 1/4
Cuttle Bone.....20

SNUFF.

Scotch, in bladders.....37
Maccaboy, in jars.....35
French Rappee, in jars.....43

SPICES.

Whole Sifted.

Allspice.....10
Cassia, China in mats.....12
Cassia, Batavia in bund.....25
Cassia, Saigon in rolls.....32
Cloves, Amboyna.....10
Cloves, Zanzibar.....9
Mace, Batavia.....55
Nutmegs, fancy.....60
Nutmegs, No. 1.....50
Nutmegs, No. 2.....45
Pepper, Singapore, black.....10
Pepper, Singapore, white.....12
Pepper, shot.....10

Pure Ground in Bulk.

Allspice.....12
Cassia, Batavia.....22
Cassia, Saigon.....35
Cloves, Amboyna.....20
Cloves, Zanzibar.....15
Mace, African.....15
Ginger, Cochin.....20
Ginger, Jamaica.....22
Mace, Batavia.....70
Mustard, Eng. and Trieste.....20
Mustard, Trieste.....25
Nutmegs.....40 @ 20
Pepper, Sing., black.....10 @ 14
Pepper, Sing., white.....15 @ 18
Pepper, Cayenne.....17 @ 20
Sage.....18

JAXON

Single box..... 2 75
5 box lots, delivered..... 2 70
10 box lots, delivered..... 2 65

JAS. S. KIRK & CO.'S BRANDS.

American Family, wrp'd..... 3 33
American Family, unwrp'd..... 3 27
Dome..... 3 33
Cabinet..... 2 20
Savon..... 2 50
Dusky Diamond, 50 6 oz..... 2 10
Dusky Diamond, 50 8 oz..... 3 00
Blue India, 100 1/2 lb..... 3 00
Kirkline..... 3 75
Eos..... 3 75
One box American Family free with five.

Schulte Soap Co.'s Brand.



100 cakes, 75 lbs..... 2 80
5 box lots..... 2 75
10 box lots..... 2 70
25 box lots..... 2 60

Wolverine Soap Co.'s Brands.



Single box..... 2 65
5 box lots, delivered..... 2 60
10 box lots, delivered..... 2 50

Allen B. Wrisley's Brands.

Old Country, 80 1-lb bars..... 2 75
Good Cheer, 60 1-lb bars..... 3 75
Uno, 100 3/4-lb bars..... 2 50
Doll, 100 10-oz. bars..... 2 65

Scouring.

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

Washing Powder.



100 12 oz pkgs..... 3 50

STARCH.



40 1-lb packages..... 6
30 1-lb packages..... 6 1/4

Kingsford's Silver Gloss.

40 1-lb packages..... 6 1/4
6-lb boxes..... 7

Diamond.

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

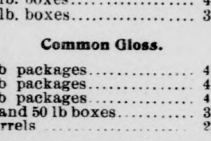
Common Corn.

20 1-lb packages..... 4 1/4
40 1-lb packages..... 4 1/4
20 1-lb boxes..... 4
40 1-lb boxes..... 3 3/4

Common Gloss.

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

STOVE POLISH.



No. 1 3 doz in case, gross..... 4 50
No. 6 3 doz in case, gross..... 7 20

SUGAR.

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

Cut Leaf.....	5 63
Domino.....	5 50
Cubes.....	5 13
Powdered.....	5 19
XXX Powdered.....	5 25
Mould A.....	5 25
Granulated in bbls.....	5 00
Granulated in bags.....	5 00
Fine Granulated.....	5 00
Extra Fine Granulated.....	5 10
Extra Coarse Granulated.....	5 10
Diamond Confec. A.....	4 85
Confec. Standard A.....	4 85
No. 1.....	4 65
No. 2.....	4 65
No. 3.....	4 63
No. 4.....	4 56
No. 5.....	4 50
No. 6.....	4 38
No. 7.....	4 30
No. 8.....	4 25
No. 9.....	4 19
No. 10.....	4 13
No. 11.....	4 06
No. 12.....	4 00
No. 13.....	3 94
No. 14.....	4 88
No. 15.....	3 81
No. 16.....	3 75

TABLE SAUCES.

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

TOBACCO'S.

Cigars.
Clark-Jewell-Wells Co.'s brand.
New Brick..... 35 00

H. & P. Drug Co.'s brand.
Quintette..... 35 00

G. J. Johnson Cigar Co.'s brand.
S. C. W..... 35 00

H. Van Tongeren's Brand.
Star Green..... 35 00

VINEGAR.

Malt White Wine..... 7
Pure Cider..... 8

WICKING.

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

Fish and Oysters

Fresh Fish.

Whitefish.....	Per lb.
Trout.....	8
Black Bass.....	10
Halibut.....	15
Ciscoes or Herring.....	4
Bluefish.....	10
Live Lobster.....	16
Boiled Lobster.....	18
Cod.....	10
Haddock.....	8
No. 1 Pickerel.....	9
Pike.....	7
Smoked White.....	9
Red Snapper.....	12
Col River Salmon.....	15
Mackerel.....	18

Oysters in Cans.

F. H. Counts.....	@ 35
F. J. D. Selects.....	@ 27
Selects.....	@ 23
F. J. D. Standards.....	@ 22
A. Chorus.....	@ 20
Standards.....	@ 18
Favorites.....	@ 16

Oysters in Bulk

F. H. Counts.....	@ 1 75
Extra Selects.....	@ 60
Selects.....	@ 30
Standard Standards.....	@ 10
Standards.....	@ 10
Clams.....	@ 25

Shell Goods.

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

Candies.

Stick Candy.

Standard.....	bbls, pails
Standard H. H.....	6 1/2 @ 7 1/2
Standard Twist.....	6 @ 8
Cut Leaf.....	@ 8 1/2
Extra H. H.....	@ 6 1/2
Boston Cream.....	@ 8 1/2

Mixed Candv.

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

Fancy-In Bulk.

Lozenges, plain.....	@ 9
Lozenges, printed.....	@ 9
Choc. Drops.....	@ 11
Choc. Monumentals.....	@ 12
Gum Drops.....	@ 6
Moss Drops.....	@ 8
Sour Drops.....	@ 8 1/2
Imperial.....	@ 8 1/2

Fancy-In 5 lb. Boxes.

Lemon Drops.....	@ 50
Sour Drops.....	@ 50
Peppermint Drops.....	@ 50
Chocolate Drops.....	@ 50
H. M. Choc. Drops.....	@ 50
Gum Drops.....	@ 50
Licorice Drops.....	@ 50
Lozenges, plain.....	@ 50
Lozenges, printed.....	@ 50
Imperial.....	@ 50
Motives.....	@ 55
Cream Bar.....	@ 60
Molasses Bar.....	@ 50
Hand Made Creams.....	80 @ 1 00
Plain Creams.....	60 @ 90
Decorated Creams.....	@ 90
String Rock.....	@ 90
Burnt Almonds.....	1 25 @ 60
Wintergreen Berries.....	@ 60

Caramels.

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

Fruits.

Oranges.

Fancy Mexican.....	@ 4 50
176s.....	@ 4 50
200s.....	@ 5 00
Rodis.....	@ 5 00
200 Fancy.....	@ 5 00

Lemons.

Strictly choice 300s.....	@ 3 50
Strictly choice 300s.....	@ 3 50
Fancy 300s.....	@ 4 00
Ex. Fancy 300s.....	@ 4 50
Ex. Rodi 300s.....	@ 5 00

Bananas.

Medium bunches.....	1 25 @ 1 50
Large bunches.....	1 75 @ 2 00

Foreign Dried Fruits.

Figs.	
Choice, 10 lb boxes.....	@ 10
Extra choice, 14 lb boxes.....	@ 12
Fancy, 12 lb boxes.....	@ 13
Fancy, 50 lb boxes.....	@ 14
Imperial Mikados, 18 lb boxes.....	@ 14
Puled, 6 lb boxes.....	@ 15
Naturals, in bags.....	@ 6
Dates.	
Fards in 10 lb boxes.....	@ 8
Fards in 60 lb cases.....	@ 6
Persians, H. M. B., 60 lb cases, new.....	@
Saifs, 60 lb cases.....	@

Nuts.

Almonds, Tarragona.....	@ 13
Almonds, Ivaca.....	@ 11
Almonds, California, soft shelled.....	@ 15
Brazil new.....	@ 8 1/2
Filberts.....	@ 10
Walnuts, Grenobles.....	@ 13
Walnuts, Calif No. 1.....	@ 10
Walnuts, soft shelled.....	@ 13
Calif.....	@ 12
Pretzels, hand made.....	@ 12
Table Nuts, choice.....	@ 10
Table Nuts, choice.....	@ 9
Pecans, Med.....	@ 10
Pecans, Ex. Large.....	@ 10
Pecans, Jumbos.....	@ 12
Hickory Nuts per bu., Ohio, new.....	@ 1 75
Cocoanuts, full sacks.....	@ 4 00
Peanuts.	
Fancy, H. P., Suns.....	@ 6 1/2
Fancy, H. P., Flags.....	@ 6 1/2
Roasted.....	@ 6 1/2
Choice, H. P., Extras.....	@ 4
Choice, H. P., Extras, Roasted.....	@ 5 1/2

Grains and Feedstuffs

Wheat.

Wheat..... 86

Winter Wheat Flour.

Local Brands.	
Patents.....	5 50
Second Patent.....	5 00
Straight.....	4 20
Clear.....	4 40
Graham.....	4 75
Buckwheat.....	4 5
Rye.....	3 50
Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	
Worden Grocer Co.'s Brand.	
Quaker, 1/2s.....	4 60
Quaker, 3/4s.....	4 60
Quaker, 1s.....	4 60
Guard, Fairfield & Co.'s Brand.	
Whole Wheat 1-lbs.....	5 20

Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.	
Pillsbury's Best 1/2s.....	5 45
Pillsbury's Best 3/4s.....	5 35
Pillsbury's Best 1s.....	5 2
Pillsbury's Best 3/4s paper.....	5 25
Pillsbury's Best 1s paper.....	5 25
Ball-Barnhart-Putman's Brand.	
Grand Republic, 1/2s.....	5 05
Grand Republic, 3/4s.....	5 55
Grand Republic, 1s.....	5 45

Lemon & Wheeler Co.'s Brand.

Gold Medal 1/2s.....	5 65
Gold Medal 3/4s.....	5 30
Gold Medal 1s.....	5 45
Parisian, 1/2s.....	5 65
Parisian, 3/4s.....	5 55
Parisian, 1s.....	5 45

Olney & Judson's Brand.

Ceresota, 1/2s.....	5 65
Ceresota, 3/4s.....	5 55
Ceresota, 1s.....	5 45

Worden Grocer Co.'s Brand.

Laurel, 1/2s.....	5 65
Laurel, 3/4s.....	5 55
Laurel, 1s.....	5 45

Meal.

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

Feed and Millstuffs.

St. Car Feed, screened.....	14 00
No. 1 Corn and Oats.....	13 00
Unbolted Corn Meal.....	12 50
Winter Wheat Middlings.....	11 00
Winter Wheat Middlings.....	11 00
Screenings.....	10 00

The O. E. Brown Mill Co. quotes as follows:

New Corn.

Car lots.....	27 1/2
Less than car lots.....	30

Oats.

Car lots.....	22 1/2
Carlots, clipped.....	24
Less than car lots.....	27

Hay.

No. 1 Timothy carlots.....	9 00
No. 1 Timothy, ton lots.....	10 00

Crackers.

The N. Y. Biscuit Co. quotes as follows:

Butter.	
Seymour XXX.....	4
Seymour XXX, 3 lb. carton.....	4 1/2
Family XXX.....	4
Family XXX, 3 lb. carton.....	4 1/2
Salted XXX.....	4
Salted XXX, 3 lb. carton.....	4 1/2
Soda.	
Soda XXX.....	4
Soda XXX, 3 lb. carton.....	4 1/2
Soda, City.....	5
Zephyrette.....	9
Long Island Wafers.....	9
L. I. Wafers, 1 lb. carton.....	10
Oyster.	
Square Oyster, XXX.....	4 1/2
Sq. Oys. XXX, 1 lb. carton.....	5 1/2
Farina Oyster, XXX.....	4

SWEET GOODS-Boxes.

Animals.....	9
Beut's Cold Water.....	13
Belle Rose.....	13
Cocoanut Taffy.....	8
Coffee Cakes.....	8
Frosted Honey.....	10
Graham Crackers.....	6
Ginger Snaps, XXX round.....	5
Ginger Snaps, XXX city.....	5
Gin. Snaps, XXX home made.....	5

Hardware

Mutual Relations of Retailer and Customer—Prison Goods.

Ante-Lucem in American Artisan.

The strong relationship that actually exists between the country retail merchant and his patron, particularly the farmer, is a far more important factor to the commercial life and well-being of our country than the casual observer realizes or is willing to admit. The existing attachment and the utter impossibility of their divorcement are things that force themselves stronger and stronger upon the mind of the earnest advocate of trade reform, as he studies more and more into the questions involved.

The one factor (farmer) is the producer, the provider for the whole country, the world. He tills the soil, he ploughs, he sows, he reaps, and from God's earth (given to man) he raises the essentials to support life, the food-giving products. While he farms for a livelihood, he expects also a profit. As he toils by day he forgets or does not realize the God-given mission he is performing. Let all the farmers cease to be producers and there would come destitution, starvation and ruin.

While the farmer is hard at work performing the intended labor of his Creator, the country retail merchant stands hard by as the strong reserve factor, supporting the producer from his accumulated stock of stores, gathered for his (the producer's) wants as necessities may require. These the producer gets largely upon the promise-to-pay plan, the merchant having full faith in a possible growing crop and the farmer's honesty. There is but one man to whom the farmer can go for credits. There is but one man who can grant those favors of credit, that is the retail merchant.

Crush out the retail merchant or let him cease to perform his part of the great work, and down would go the store-houses of supplies, and half the producer's time would be lost in an endless chase for the things so needful for the every-day prosecution of his work and living, things he cannot manufacture nor produce. With the retail merchant gone, where is the one to grant the credits from month to month, and year to year? Surely he is not among the wholesalers, manufacturers or cataloguers. The loss from the field of merchandising of the retail merchant would be a grievous one, entailing loss to every industrial enterprise of the world.

The retail merchant is the foundation of all the commercial superstructures; upon him rests all the prosperity of the wholesaler, the manufacturer. Pull down or undermine the foundation wall, and the superstructure falls. The clientele of the retail merchant is but the footing stones of the supporting wall. You cannot remove him, or down come in a crash all the dependencies.

That the patron of the retail merchant must go to him (the retail merchant) to sell his few pounds of butter or dozen eggs, that the producer must go to his country village for his mail, to get his horses shod, to consult his doctor, and a hundred other little things, to say that these are all the reasons, the essential reasons, why the producer should patronize his home dealer is to shut one's eyes to the important facts and turn a deaf ear to the mighty appeal of a country's cause. To say that the retail merchant is satisfied when he has secured control of his customers' patronage, to say that protection must be granted the retail merchant for the attainment of that purpose, is but to champion an ignoble, selfish cause.

It is not the forwarding of the selfish interest, it is not the specific betterment of either the retail merchant or his client's cause, as it is the serving the best interests of all the people of our common country and the upbuilding of a country alike unto none other known. That is the prime object, and we must begin at the root of the evil, the foundation of the superstructure, strengthen the walls, cut off the leeches sapping

and mining its strength. He who has an ambition no greater than his own selfish interests can be measured in two words, selfish ingrate.

There is absolutely no dissolution, no possible divorcement of the commercial interests of the retail merchant and his patrons. The confederation of interests must become stronger and more thoroughly cemented. The correction of the little things will aid in a just settlement of the larger and more important measures demanding changes if our general commercial prosperity shall advance. The real issue is our country, not individuals. I have at all times studiously avoided mention of names, individuals or firms (1), because I have no quarrel with anyone; (2), because I do not seek to in any wise antagonize anyone's position or business; (3), because only those who are violators will feel the thrust; (4), because those who feel the lash may give to the questions involved that serious thought commensurate with the subject, and upon calm reflection do those things they ought to do and so essential to advance our internal commercial interests.

There has been no further action, so far as I know, relative to the sale of stoves to exclusive furniture houses and installment dealers. There is, however, a movement on foot to bring before the Minnesota Hardware Association at its first annual meeting the subject of commissioning stoves, prison-made goods, and the sale of new stoves to second-hand dealers.

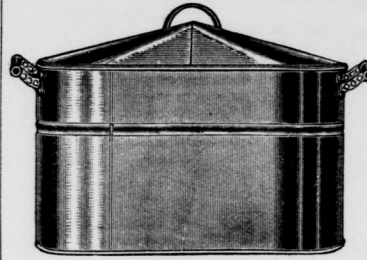
The sale of stoves on the consignment plan (stock orders) and its introduction to the trade is liable to prove one of the most disastrous features of the stove business ever introduced, at least ten times worse than sales to exclusive furniture dealers and easy-payment houses, for the only injury resulting from the latter class of sales is in a cutting of prices. The commission or consignment plan is the equivalent of furnishing capital for another to do business upon without interest or risk, and puts a dealer selling the same line of goods in an adjoining town hors de combat at once. This is a most proper question for the consideration of the National Association of Stove Manufacturers. Once you open the door to consignment business and soon the entire field will be covered, resulting in the most demoralizing condition imaginable.

There is nothing more vicious or repulsive to an honest American than the sale of prison-made goods, falling most heavily upon free labor and dealing a menacing blow to all free American industries. Some states have prohibited the employment of convict labor as a most injurious thing to honest toil. There are, however, a few grasping, greedy manufacturers who still buy convict labor to make goods to sell to honest people. It is simply impossible to describe the wrong, the injury, the damnable nefariousness of the sale of prison goods.

Second-hand dealers are largely the buyers of prison goods, and largely through ignorance of where made. Other sales of new goods that go to the second-hand dealers are from the small manufacturer or jobber. No representative stove house will sell new goods to these second-hand dealers, and it will be quite an easy matter to work reforms in that direction. The organized dealers of Ohio, Indiana, Michigan and Wisconsin, as well as states where the retail hardware trade have organized, should take cognizance of these things and prepare for drastic measures.

Chainless Bicycles.

Eleven of the leading bicycle houses have decided to manufacture chainless bicycles for next season, so that the prospects of a large turn-out of this type of bicycle are encouraging. The advent of the chainless in 1898 will mark the reduction in price of chain wheels. There is considerable speculation regarding the price at which the chainless wheel will be listed. It is thought that firms will sell chainless bicycles next season at either \$100 or \$125. These figures indicate the highest figures now in contemplation.



Wm. Brummeler & Sons,

Manufacturers and Jobbers of

TINWARE,
ENAMELED WARE and
NICKEL PLATED WARE.

Factory and Salesrooms, 260 South Ionia Street,
GRAND RAPIDS, MICH.

ELECTRIC OIL HEATING STOVES

They are built like a stove; have perfect combustion; hot air flues; water reservoir in burner; removable reservoir; and have all the improvements that make the only perfect Oil Heating Stove made. We guarantee them to work perfectly. They are no experiment; this is the fifth year we have sold them.



No. 5 Electric Oil Heating Stoves,	- - -	\$4.20
No. 35 Electric Oil Heating Stoves,	- - -	4.80
No. 16 Electric Oil Heating Stoves,	- - -	5.40
No. 17 Electric Oil Heating Stoves,	- - -	6.00
No. 32 Electric Oil Heating Stoves,	- - -	7.20
No. 34 Electric Oil Heating Stoves,	- - -	7.80

OUR SPECIAL OFFER: We will allow a Cash Discount of 5 per cent. on all orders for Electric Oil Stoves before Dec. 1.

Write for Catalogue.

H. LEONARD & SONS,
GRAND RAPIDS, MICH.

Wood Heaters



This handsome Heater, diameter body 11 inches,

Only \$8.00

Delivered any R. R. Station in Michigan.

Less 5 per cent., cash with order.

We have other sizes. Send for descriptive circular.

Foster, Stevens & Co.
Grand Rapids, Mich.

Effect of Department Stores on the Hardware Trade.

From the Hardware Dealers' Magazine.

Charles W. Bullard, President of the Bullard & Gormully Co., of Chicago, is a gentleman who has been identified with the hardware trade of the Western metropolis for the past thirty-two years, and has been for twelve years connected with the Bullard & Gormully Co. By reason of such a long and continuous association Mr. Bullard is naturally in a position to speak as one with authority on many subjects of interest to the retail hardware trade.

In a recent interview he was asked: "What is your opinion regarding the effect of department store competition upon retail merchants?"

He replied: "I consider department stores not only disturbing factors but disastrous ones as well. While they seldom, if ever, succeed in drawing away from regular hardware dealers any appreciable amount of custom, still their false and misleading advertisements are used by purchasers to hammer down prices. It is easy enough to explain away the claims the department stores make in the daily papers, but their quotations, although not redounding to their own benefit, serve to depress market prices."

"Have dealers tried to meet department store competition by advertising in newspapers?"

"Not generally—some spasmodic attempts have been made but I think they yielded small results. Hardware is essentially a catalogue line and requires little publicity of that sort. Quality and price are the main considerations."

"Are the competitive attacks of department stores along the lines of fine hardware or upon cheaper grades?"

"Most emphatically upon the cheaper grades. This is the point of danger, because they advertise to sell the best and nine times out of ten deliver an inferior quality or a cleverly disguised imitation. From personal experience I can say that they handle very few standard trade-marked goods and these few are uniformly quoted much higher than the prices asked by regular dealers."

"Wherein does the remedy lie?" "Partly in the dealer himself and partly in legislation. We very frequently have people come to us who are not disposed to trade with department stores, but who seem to think that we are robbing them when we ask a reasonable price for a first-class article. A little explanation generally convinces them that we are fair and just; or, if they are not amenable to reason and do join the department store army we often find them returning to us later on and paying our prices without quibble."

"In what manner can legislation regulate department stores?"

"I can best illustrate that by an example in point. Some weeks ago one of these establishments advertised wire nails—all sizes—at a cent a pound. Builders, contractors, mechanics, and men of family elbowed each other in the crowd which gathered to take advantage of this exceptional offer. Their surprise and disgust may be imagined when they discovered that only five pounds of nails would be sold to any one person. Now, that was deception pure and simple. Laws can and should be enacted to compel these stores to make good their assertions and punish them severely for deceiving the public through false and misleading statements. I believe that department stores are legitimate enterprises. I do not entertain anarchistic ideas regarding them, as do many merchants; but I maintain that in competition they should act honorably, or, if they will not, the power of the law should be invoked to enforce square dealing."

The Chainless Bicycle.

Every since the first safety bicycle was built manufacturers and inventors have been trying to do away with the link belt, commonly called the "chain," used to transmit motion to the driving wheel. It seemed to be taken for granted from the very first that the chain was a mere makeshift, to be used only

until something better was invented to take its place. While bicycle makers were experimenting with other driving devices, hundreds of thousands of bicycles with chains were made, sold and used. Occasionally some make of wheel with a substitute for the chain was brought out, but the "makeshift" held its own. The chain was a nuisance, in that it collected dust and gravel, required constant attention and frequently broke. Nevertheless, it was the best method of transmitting motion or power, and wheel people accepted it as the only practical device.

Now the chainless bicycle has appeared as a competitor of the common wheel. Recently two bicycles, with bevel gears, were brought to Chicago, and in a few hours the bicyclers of the city were divided into two factions, one standing for the chain, and the other for the "coffee-mill" gear. The advocates of the bevel gear, accepting the claims of the manufacturer as authoritative, hailed it as the long-looked-for improvement which is to do away with chains altogether. The friends of the old favorite regarded the bevel gear with suspicion, called it a fad, and refused to concede that the "coffee mill" was an improvement. It will be well for both factions to withhold judgment until the new gear has been fairly tested.

The bevel gear uses beveled cog-wheels, with a shaft, to transmit motion from the crank to the driving wheel of the bicycle. The gearing must be placed in the machine with perfect exactness. The front and rear axles with their gear attachments should lie precisely in the same plane and exactly parallel with each other. Any failure to do this will result in strain and unsatisfactory work. The frame construction must be so rigid that there will be no spring or yield under the strain. These are the conditions, admitted to be such by the makers of the chainless wheel, which must be secured and maintained in order that the bevel gear will be a success. The makers say that all these conditions and requirements have been met, although the weight of the wheel had to be increased.

The claim is made that with the bevel gear there is no "back-lash," no dirt, no fear of broken driving mechanism, perfect lubrication and positive and instantaneous action at all times. But it is still a question whether the rough-and-ready riding of the ordinary bicyclist will not so strain the frame as to disturb the exactness of position which seems to be essential to the easy operation of the bevel gear. However, the bevel gear at last is here, and the verdict of approval or disapproval will show whether the sanguine manufacturers made a paying investment when they put \$150,000 into experiments and machinery. The bevel gear wheel will cost \$125; according to wheelmakers, twenty-four out of twenty-five chain wheels next year will sell for \$50 or less. This difference will have the effect of giving the intangible attribute familiarly known as "swellness" to the chainless wheel, at any rate.

The Rascal Won.

"What's the price of these gloves?" she asked. "A dollar and seventy-five cents," said the clerk; "but I'm afraid we haven't any small enough for you. We can order an extra small size, however." "Oh, these will do. I'll take three pairs."

The postmaster general of Paris has, according to recent advices, prepared a bill for the gradual adoption of motor cars and omnibuses by the postoffice for the use of carriers in the delivery of the mail.

Write for prices. Phone 1357.
THOMAS DUNN & SONS,
WHOLESALE
HARDWARE SPECIALTIES, BELTING,
Engineers, Machinists and
Factory Supplies.
93 PEARL STREET. GRAND RAPIDS.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&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 1 0
Corrugated.....	1 25
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$25.....	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 to 75-10.....	17
GAUGES	
Stanley Rule and Level Co.'s.....	60&10
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
NAILS	
Advance over base, on both Steel and Wire.....	
Steel nails, base.....	1 05
Wire nails, base.....	1 75
30 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.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 3/4 advance.....	85
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
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20.....	
"B" Wood's patent planished, Nos. 25 to 27 9 20.....	
Broken packages 1/4c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 35 75
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 10&10
Mason's Solid Cast Steel.....	30c lvs. 70
Blacksmith's Solid Cast Steel Hand 30c 1/4.....	40&10

HOUSE FURNISHING GOODS	
Stamped Tin Ware.....	new list 75&10
Japanese 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.....	5 1/2
Manilla.....	8
SQUARES	
Steel and Iron.....	
Try and Bevels.....	
Mitre.....	
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com. \$2 70 \$2 40
Nos. 15 to 17.....	2 70 2 40
Nos. 18 to 21.....	2 60 2 45
Nos. 22 to 24.....	3 00 2 55
Nos. 25 to 26.....	3 10 2 75
No. 27.....	3 20 2 75
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SAND PAPER	
List acct. 19, '88.....	dis
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	60&10
Oneida Community, Newhouse's.....	15
Oneida Community, Hawley & Norton's.....	70&10
Mouse, choker.....	per doz 50
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 10
Barbed Fence, painted.....	1 80
HORSE NAILS	
An Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Cast-iron.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	6 1/4
Per pound.....	6 3/4
SOLDER	
1/2@1/2.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, (per pound.....	9
14x56 IX, for No. 9 Boilers, (per pound.....	9

TRADESMAN
ITEMIZED
LEDGERS



Size 8 1-2x14—Three Columns.

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

Invoice Record or Bill Book.

80 Double Pages, Registers 2,880 invoices..... \$2 00

TRADESMAN COMPANY
GRAND RAPIDS.

Telephone Situation in Lansing, Saginaw and Flint.

Lansing, Nov. 9.—The State line service between this city and Grand Rapids is steadily improving, and many users have pronounced it better than the Bell company. An incident related by Manager F. B. Johnson, of the Lansing Telephone Co., will please Grand Rapids jobbers. A druggist here went to the Bell office to call up a Detroit wholesale house to order some goods in a hurry. The rate to Detroit was 55 cents. He considered it too much, went back to his store, called up a Grand Rapids jobber, much cheaper rate, got excellent service, goods came at once, quality and prices "more than satisfactory," and now he buys in Grand Rapids rather than Detroit—difference in telephone rates helps.

Another "independent" phone has been put in the Capitol, in the Auditor General's office. Manager Johnson of the new exchange here says business is growing steadily and nicely. He is preparing to enlarge his switchboard, and paint, paper and generally improve his office. His company is paying 2 per cent. quarterly dividends. He expects the new State line from Detroit in a very short time, which will connect the independent in Grand Rapids and Detroit.

Saginaw, Nov. 9.—The Valley Telephone Co. is making very satisfactory progress in the cities in this region. In West Bay City the external work is practically done and all the inside wiring. Switchboard and phones for this town will go to place soon. Central office will be over Babo & Edinborough's store. In Bay City the conduits are finished. Most of the inside wiring is completed. Some cables are "drawn in" and work goes well. The Central here will be in the Phoenix block. In Saginaw, E. S., the conduits will soon be finished, when setting of poles will follow. Here, too, inside wiring is well begun. In this city the Central will be in the Eddy building. Hon. Orren Bump, President of the Old Second National Bank of Bay City, Treasurer of the company, states that several quite large blocks of stock, several thousands of dollars lots, have recently been taken. The company already has some 300 stockholders, the general plan and purpose being almost precisely like the Citizens Co. of Grand Rapids. This company has franchises also in Flint, Midland, Mt. Pleasant and smaller towns, and is plainly a general State line or toll line system of connections. It will connect with the "thumb"—as Tuscola, Huron and Sanilac counties are called—system, and with Alpena. The company and its patrons are anxious for a speedy completion of the link from St. Louis, Gratiot county, here, so as to connect with Grand Rapids. It's coming soon.

Flint Nov. 9.—At last Flint is to have a new telephone company with lower rates and better service is promised. Toll line service to "all the rest of the world" is said to be close at hand, too, via Detroit, Lansing and Grand Rapids, with full metallic systems at much lower rates. There was something of a struggle over the situation, two weeks ago, the Detroit State Line Co. securing a franchise of the Common Council, but the Valley Telephone Co., of Saginaw, Bay City, etc., appeared promptly on the scene with men and material and began to build under the terms of a prior ordinance granted to J. H. McFarlan, of this city, and others, and now seems likely to have no interference in this field. Last night the resolution which was presented to affect the Valley Co.'s ordinance was unanimously rescinded, and the city arranged for a full supply of phones with the Valley Co. The work of setting poles, putting in inside wiring, etc., is well advanced, and it is hoped to open the Exchange here by Jan. 1. The Bell Co. attempted to save some of its business by reducing rates to \$24 and \$18—the new company's rates—and getting signatures on a "petition" asking for the reduction and indicating a probable continuance of service if reduction be granted, all next year. It was a shrewd move, and was

quite numerously signed—the Bell Co. has had a few more than 200 phones here. Many detected what they called a "scheme" in it and refused to sign, saying frankly they wanted to go to a new company as soon as possible—they "had no love for the Bell." Others declare the document was distinctly declared not to be binding, and they will ignore it. Others have ordered their signatures erased. It was intended to cripple the new company, but prompt action of the Valley Co.'s friends defeated its plan, for Flint's business men are shrewd and loyal to home interests. The new Exchange here is to be over the First National Bank. Flint is anxious for a connection with the new exchanges in Detroit and Grand Rapids, for that means all the balance of the country pretty soon.

The Purchasing Power of Money.

Written for the TRADESMAN.

The less the amount of money in circulation among the masses of people the more valuable it becomes. Its purchasing power increases in a direct ratio to its scarcity. Thus, if crops of all kinds are abundant and money is scarce, every producer in want of a little money is willing to pay more for it, and relatively the price of produce falls. If money is plenty in everyone's pocket the community consume more goods of every description, and also of the better qualities produced, while prices then tend upward and money is said to be cheap, or, rather, its purchasing power is less.

During the first quarter of this century money was scarce and food was cheap. Very little gold or silver was then produced on this continent and the price of food on the whole remained nearly stationary from year to year, wheat and potatoes—the two great staples—bringing \$1 per bushel for the first and twenty-five cents per bushel for the second, if produced anywhere in the Eastern and a few of the Middle States, and these were the standard by which other farm products were valued. Nearly every person is better satisfied to pay high prices, if labor and its products are equal, than otherwise.

The late discoveries of gold in various places on the globe will have a tendency to cheapen that metal, and will do more toward giving the world a gold standard than all essays, lectures, or legislation upon that subject. It will be remembered that, during the late discussion of a bimetallic standard for the world, one of the strongest arguments was that there was not sufficient gold in existence to admit of any other. Possibly that difficulty is to be overcome in the near future, and the writer hopes it may. Certain it is that the great number of tons of that precious metal which is sure to be placed upon the world's markets must tend toward cheapening it, and therefore make it possible for a single standard of value for the world. Both the natural and artificial wants of mankind have really increased beyond the ability of persons in ordinary circumstances to supply. But a compensating balance is found in the inventive genius of the age to cheapen those wants, making it possible for the day laborer to procure more and better food and clothing for even less money than formerly. Agricultural products are quadrupled by the aid of machinery and science has apparently perfected their quality and beauty. In some parts of the world the purchasing power of money is still greater than ours and one may live comfortably on a sum which would seem trifling in America. In the present age it is not our real necessities which cost us the greatest amount of effort or cash,

but, disguise it as we may, it is our cultivated or artificial wants. These cost us fully double the amount of the real, and if they tend to our happiness—which is doubtful—they also cause us much suffering. There seems only one way to rid ourselves of this expense, and that is a fraternal co-operative society of both sexes. This would strangle the hydra-headed monster—artificial want—forever. Who will immortalize themselves by taking the initial steps in this organization? The present may properly be called a highly intellectual age, in which improvements in all fabrics, in every art and every mechanical and agricultural device, are rapidly being made. Automatic machinery not only accomplishes the labor of hundreds of men, but produces every article as nearly like as is possible. Even the propelling power is cheapened as never before. The pound of nails we paid to cents for, half a century ago, are in no way comparable to the stronger, better, and really beautiful, round steel nails we pay 2½ or 3 cents a pound for to-day. A friend said to me, "There are actually more and better nails wasted to-day than were then used." Saving is now almost an obsolete word and the definition of extravagance has doubled in power. Many articles in daily use have seemingly attained the very acme of perfection; and yet time may refute the assertion, for there are no bounds to improvement.

FRANK A. HOWIG.

The Show Case and the Window.

Correspondence Hardware Dealers' Magazine.

The most attractive store is the one where all the goods are in show cases on the counter or behind glass doors. The druggist and confectioner fully appreciate this and the arrangement of their wares therein is usually very attractive. If the hardware dealer considers a show case necessary at all, he usually covers the bottom of it with green baize and promiscuously scatters over it most of his stock of pocket knives, razors and carving sets. But even in the hardware store the show case may be made a "thing of beauty." Halfway between the top and the bottom of the show case suspend a glass shelf. Cover the bottom of the case and the top of the shelf with yellow crepe paper or cotton crepe. Procure some glass dishes, not less than five inches in length, and of any convenient shape, but have them all alike. Polish the glass until every particle of it shines. Place these on the bottom of the case in uniform order and fill each one neatly with some class of goods carried in stock.

Have neatly printed price tags on each article. On the shelf place the cutlery. Put it in so as to form a diamond or heart, or some other fancy figure, or put light handled knives in one group and dark handled in another, or better still put those of a price together. Whatever you put in the case put it in in anything but a haphazard manner.

A good advertising show window may be made by building back a platform from the lower part of the window. This platform should be raised several inches at the rear, so as to give a good slant toward the street. Cover the boards neatly with red crepe tissue paper. On this ground work of tissue paper use tacks, nails or any similar small articles carried in stock to form letters. Let the words thus worked out tell some story to the passerby. It may be winter season and the tacks might be made to tell that the advertiser had skates from 50 cents to \$2 per pair, or that sleds are from 50 cents upward. The advertisement should be changed at least weekly, so that people would come to look in at the window to see what bargains are offered. The bright steel of the tacks against the background of red paper makes a charming contrast.

WANTS COLUMN.

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

BUSINESS CHANCES.

PHYSICIAN WANTED—GOOD LOCATION; first-class farming community. For particulars address Box A, Burnip's Corners, Mich. 424

FOR SALE OR EXCHANGE—STORE AND dwelling combined, at McCord Station, on D., G. R. & W. R. R.; good well in house; cistern, new horse barn, etc. Store finished ready for goods. An excellent point for business. Price, \$700—a bargain. Address Dr. L. E. Haskin, McCord, Mich. 421

WANTED—STOCK OF DRY GOODS OR general merchandise for Northern Indiana, Illinois and Iowa improved farms. Have buyers for general stores, and stores for sale. Address No. 419, care Michigan Tradesman. 419

FOR SALE—CLEAN STOCK OF HARDWARE in A1 shape and full set tinner's tools; best town in Michigan and best farming country in the State. Excellent chance to engage in the hardware business; reason for selling, other business. Address No. 417, care Michigan Tradesman. 417

FOR RENT—OWING TO DEATH, THE BEST equipped hardware store in Michigan; old established stand; good location in one of the best farming and manufacturing towns; low rent. Address No. 418, care Michigan Tradesman. 418

WANTED—GOOD DRY BEECH AND MAPLE 16-inch block wood, not less than two-thirds hard maple. Price on cars at shipping point. A. Hyde, 860 Madison Ave., Grand Rapids, Mich. 411

WANTED—BUTTER AND EGGS. IF YOU want good prices and quick returns write us. Lunn & Strong, Toledo, Ohio. 402

WANTED—FIRST-CLASS BUTTER FOR retail trade. Cash paid. Correspond with Caulkett & Co., Traverse City, Mich. 381

FOR EXCHANGE—A WELL ASSORTED drug stock that will inventory \$1,200 for a stock of groceries. Address John Cooper, 310 Woodworth avenue, Grand Rapids Mich. 366

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

WANTED—1,000 CASES FRESH EGGS, daily. Write for prices. F. W. Brown, Ithaca, Mich. 249

PATENT SOLICITORS.

FREE—OUR NEW HANDBOOK ON PATENTS. Cibley & Algier, Patent Attorneys, Grand Rapids, Mich. 339

MISCELLANEOUS.

WANTED—POSITION BY REGISTERED pharmacist. Best of references furnished. Address No. 427, care Michigan Tradesman. 427

WANTED—AFTER DECEMBER 1 POSI- tion by experienced shoe salesman in retail store. Have had twelve years' experience. Can furnish best of references. Address No. 428, care Michigan Tradesman. 428

WANTED—SALESMEN WHO VISIT GROCERS and creameries to handle good side line on liberal commission. Address No. 425, care Michigan Tradesman. 425

WANTED—REGISTERED ASSISTANT pharmacist. Address Lock Box 50, Lake Odessa, Mich. 426

WANTED—SITUATION AS SALESMAN IN dry goods or general store; five years' experience; A1 references. Address No. 422, care Michigan Tradesman. 422

William Connor will be at

Hotel, Grand Rapids, Mich., Thursday and Friday, November 11 and 12 for the last time with winter samples from KOLB & SONS, of Rochester, N. Y., Wholesale Ready Made Clothing Manufacturers. All jobs will be closed at a sacrifice.

Customers' expenses allowed, or Mr. Connor will wait upon any retail merchant with his samples if you write him at his permanent address, Box 346, Marshall, Mich.



THE ORIGINAL
THE BEST
THE ONLY

PETTIJOHNS' BREAKFAST FOOD

Has the "Bear" trade-mark on every package. All Grand Rapids jobbers have fresh-made stock.

STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

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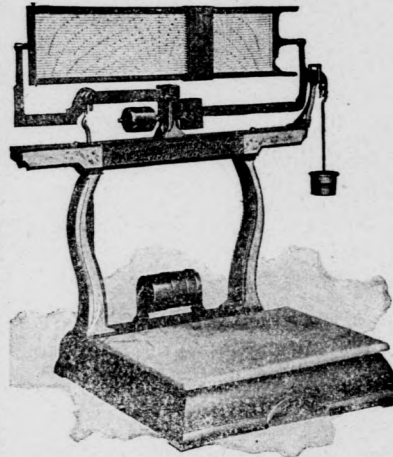
NAPHTHA AND GASOLINES

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, Reed City, Fremont, Hart, Whitehall, Holland and Fennville

Highest Price Paid for Empty Carbon and Gasoline Barrels.

The Stimpson Computing Scale



Simplicity, accuracy, weight and Value shown by the movement of one poise.

It is the acme of perfection and not excelled in beauty and finish.

We have no trolley or tramway to handle.

We have no cylinder to turn for each price per pound.

We do not follow, but lead all competitors.

We do not have a substitute to meet competition.

We do not indulge in undignified and unbusinesslike methods to make sales—we sell Stimpson scales on their merits.

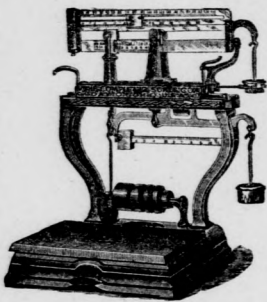
Agents of other companies would not have to spend most all of their time trying to convince the trade that our scale was no good if the Stimpson did not possess the most points of merit.

All we ask is an opportunity to show you the Scale and a chance to convince you that our claims are facts. Write us and give us the opportunity.

The Stimpson Computing Scale Co.,
ELKHART, IND.

Represented in Eastern Michigan by
R. P. BIGELOW,
Owosso.

Represented in Western Michigan by
C. L. SENSENEY,
Grand Rapids, Telephone No. 266.



Have Confidence

In knowing you are not purchasing cheap and inferior imitations.

These curves are on all original platform Computing and Money Weight scales made by us, and you well know that all the scales we make are leaders in fineness, sensitiveness, durability and profit saving powers.

Sixteen different sizes and kinds for all uses, and all are of our celebrated Computing and Money Weight kinds.

Recommended by over 35,000 merchants in this country alone. We were first to make and sell practical Computing scales, and have established the market and demand for said scales.

THE COMPUTING SCALE CO., Dayton, Ohio.