Volume XV.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 17, 1897.

Number 739

Buckwheat ****

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

We sell buckwheat that has the good oldfashioned 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."



less) for advertising. One pays his money to newspapers, etc.; the other invests his money in useful household articles and presents them to his customers. also offers them as an inducement for new ones. Each method costs the same, hence one merchant can make no lower prices than the other, unless one can increase the volume of his trade. Our system will do this more successfully than any other yet devised.

Two merchants spend, say \$300 a yealess) for advertising. One pays his mone papers, etc.; the other invests his mone household articles and presents them to his also offers them as an inducement for new or method costs the same, hence one memake no lower prices than the other, unless increase the volume of his trade. Our systhis more successfully than any other yet devise.

We have no contracts that require yeaway your rights, as under the "tradescheme." We have been building Advercialties, at our present location, for the years and our method of doing business should give good service, and has built up for us a customers, including a large number of readers, many of whom have patronized us years.

If you believe in Advertising and wan results for your money, write us.

Order sent on 60 days' trial subject approval. We want to send you our new of the send yo We have no contracts that require you to sign away your rights, as under the "trading stamp scheme." We have been building Advertising Specialties, at our present location, for the last eight years and our method of doing business shows that we give good service, and has built up for us a big list of customers, including a large number of Tradesman readers, many of whom have patronized us for several

If you believe in Advertising and want the best

Order sent on 60 days' trial subject to your approval. We want to send you our new catalogue.

STEBBINS MANUFACTURING CO.,

G. J. JOHNSON CIGAR CO., Mfrs.,

GRAND RAPIDS, MICH.

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

WOOLSON SPICE CO.

Ask our salesman to show you our line of samples.

MUSSELMAN GROCER CO., Grand Rapids.

Four Kinds of Coupon Books

TRADESMAN COMPANY, Grand Rapids.

THE ONLY WA

To learn the real value of a trade or class paper is to find out how the men in whose interest it is published value it. Ask the merchants of Michigan what they think of the . . .

MICHIGAN TRADESMAN

We are willing to abide by their decision.

EDGAR'S HOUSEHOLD

30 cents per gallon, freight prepaid.

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

I. A. MURPHY, General Manager

The Michigan Mercantile Agency

Special Reports.

Law and Collections.

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

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

DEAL PRS IN

ILLUMINATING AND LUBRICATING

NAPHTHA AND GASOLINES

9999999999999999999999999

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

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 Veilow 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.

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.

++++++++++++++++



Those who are familiar with Lakeside Peas fully appreciate them and know their value. We have made the canning of peas a scientific study and feel amply repaid by the results obtained. They are for sale by all grocers. Ask for them,

THE ALBERT LANDRETH CO., Manitowoc,

Worden Grocer Co., Wholesale Agents.



Volume XV.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 17, 1897.

Number 739

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.

Kolb & Sons

Wholesale Ready Made Clothing Manufacturers

Rochester, N. Y.

Write our Michigan representative, William Connor, Box 346, Marshall, Mich., and he will wait upon any retail merchant with his full line of samples.



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 Kapids, Mich.

The Leader of all Bond Papers

Made from New Rag Stock, Free from Adulteration, Perfectly Sized, Long Fiber

Magna Charta Bond

A paper that will withstand the ravages of Time.

Carried in stock in all the standard sizes and weights by

TRADESMAN COMPANY

Manufacturer's Agent,
GRAND RAPIDS.

GENERAL TRADE SITUATION.

The most notable characteristic of the week has been the continued demand which is lessening stocks in many lines notwithstanding the tremendous output. Perhaps this feature is more prominent in the iron trade than any other. Thus the output of over 213,000 tons weekly, the greatest ever known when prices were so low, is exceeded by the consumption, which amounts to 218,000 tons. Perhaps no single fact is more significant than this of the general improvement in the industrial conditions of the country. Then the same situation is reported in the woolen goods trade, boots and shoes and in other lines.

The advance in wheat noted last week met an early reaction of about three cents per bushel, to be again followed by a gain of about the same. It would seem as though the cereal were destined to fluctuate within a comparatively narrow range for some time to come. Movement in both Western markets and for export continues very heavy. Not withstanding the Government report of 1,900,000,000 bushels for the corn crop the price advanced 1½ cents.

In the cotton goods trade the most discouraging element is the continued low price of the white staple, which has been quoted as low as 5.87. The consequence of this is that sales are curtailed on account of the disparity between this price and the prices of manufactured goods, notwithstanding the latter are nearly as low as the lowest record. In July last when the lowest prices were quoted, the price of cotton was two cents higher than now.

In the iron trade, as noted, the encouraging feature is consumptive demand. This is accounted for by the increase in business, and especially by the increased earnings and traffic of the railroads. A single order for cars in Chicago comprised 1,000. Then, increased lake and sea transportation requires more steel for ship-building and structural forms are demanded for increasing city business. A significant feature of the situation is the fact that exports and imports-which in September, 1892, were about equal at \$2,500,-000-this year are \$4,935,464 for the former and only \$875,557 for the latter for the corresponding month.

The price of wool continues without change and the manufacturer is turning out more goods than at any time for years, with orders ahead extending into next year. The shipments of boots and shoes—162,623 cases in two weeks—are stated to be the largest ever reported, according to the Shoe and Leather Reporter, and exceeded the shipments for the corresponding weeks of 1892 by 27 per cent.

Since Monday of last week, prices of stocks have advanced slowly, but the strength shown is not at all commensurate with the general conditions, especially as to railroad earnings. Bank clearings for the week were heavy—1,347,000,000-10 per cent. more than for preceding week. Failures were unusually numerous, 273, against 223 for last week.

It is said that Spain is greatly in need of money. She has a large family to support, bills are coming in fast, and collection of money due is slow; and just now Cuba is costing more than she comes to in the way of revenue. Spain has been trying to spank her; but Cuba is getting to be a big girl now; has a new lover, named Liberty, and she rebels against her mother's tyranny.

The true inwardness of the trading stamp scheme is disclosed by a confidential circular sent out from the head-quarters of one of the organizations, in which it is stated that the business is enormously profitable because less than one-fifth of the stamps paid for by the merchant are ever presented for redemption at the trading stamp store.

'If at first you don't succeed, try, try again.' Luetgert, the waiting sausagemaker, says he has been tried enough, and he has no sympathy with the blood-thirsty district attorney who wants to try him again.

The flags to be hoisted simultaneously in signaling at sea never exceed four, but with eighteen various colored flags in combinations of fours or less, 78,642 signals can be given.

Hides, Pelis and Wool.

Hides are an uncertain product of the market—not enough to supply the demand—and prices are largely governed by the condition of the manufacturer and his disposition to anticipate the future by obtaining an advance on his product.

Pelts are in good demand at a full value as based on the wool market, with scarcity predominating.

Wools are unchanged. Holders are not free sellers, except as full quotations are obtained.

There are no weak spots in any of the above lines.

WM. T. HESS.

Put Their Feet on the Head of the Serpent.

Port Huron, Nov. 15—Yes, it is true that all Port Huron druggists have discarded trading stamps. I found them a continual annoyance. A number of my patrons, after having made a purchase, would say, "Don't you remember my being in here a couple of weeks ago? At that time I made a purchase of goods and received no stamps." This thing got to be a confounded nuisance. I found by enquiry that all the other druggists were bothered the same way. We merely got together and agreed to stop giving these checks to any one. Chas. F. Hueber.

The Potato Yield.

The Michigan crop report for November has the following to say about po-

Potatoes are estimated to yield in the State 64 per cent. of an average crop. The estimate for the southern counties is 60, central, 63, northern, 85, and Upper Peninsula, 96 per cent.

The Usual Result.

Plankington—I understand that you had to go to law about that property that was left you. Have you a smart lawyer?

Bloomfield—You bet I have. Hewns the property now.

Purely Personal.

Corwin F. Miller, of Wolcottville, Ind., who sold his drug stock a couple of years ago, has re-engaged in business at the same place.

Sidney F. Stevens (Foster, Stevens & Co.) left Monday night for Buffalo, whither he went as a delegate to the annual convention of the National Hardware Jobbers' Association. He was accompanied by his wife, who will improve the opportunity to visit friends at Rochester, which was her former home.

The recent death of Prof. Swensberg affords a striking example of the difference between preaching and practice. For nearly thirty years the deceased conducted a business college in this city and daily impressed upon his students the necessity of accuracy and system in every department of life; in tact, he came to be regarded as almost a monomaniac on the subject of system in all the ramifications of a commercial career. Yet when he passed away it was several weeks before any trace of his private papers could be found and the most diligent search has failed to disclose the existence of a will or any writing indicating the disposition he would like to have made of his estate. His stocks and chattels have gradually come to light in the most deplorable state of disorder, carelessly shoved in the pigeon holes of several desks located in different parts of the city, like so much waste paper or unpaid invoices, showing all too plainly that the deceased took no heed of his own counsel and instruction in the conduct of his own busi-

Wm. J. Murphy, junior member of

the firm of Amberg & Murphy, at Battle Creek, is about as slick a business man as there is in the State of Michigan, with the possible exception of Millionaire Voigt, the Grand Rapids miller. Some two or three years ago he purchased a brick block in the suburbs of Battle Creek, which did not prove as profitable an investment as he had hoped would be the case. Not being able to sell the property to advantage and rental to a good tenant being out of the question, he tendered the use of the premises to the city as a lodging house for tramps. As the block happened to be located in a residence district in which a large number of the houses were owned by one landlord, a violent reaction naturally occurred and Mr. Landlord received notice from several tenants that they would vacate the property forthwith, unless the objectionable neighbor was removed. It so happened that this same landlord had wanted the brick block owned by Mr. Murphy for several years, but had demurred paying the price demanded, in the expectation that he would be able to buy it at a price which would involve considerable loss to the owner. The notices from his tenants impelled him to make immediate overtures to Mr. Murphy, with the result that the latter found a purchaser for the block at a price \$500 in excess of the price he had been asking for it prior to its occupancy by the hobo wards of the city.

Dry Goods

The Dry Goods Market.

Cottons-Staple cottons show no sign of working into better shape as yet, as business in all lines continues pertunctory and transactions, including any volume of merchandise which has been reported, have usually been found to be at prices which have been clearly in tavor of buyers. In brown sheetings and drills purchases have been restricted to moderate proportions. There is little in the way of improvement in sight as yet, although seilers are basing some hopes upon the advent of cold weather, but as yet it has had little effect in toning down prevailing disappointments arising from the recent course business has taken. These conditions tend to make the market an easy one to operate in and buyers are not slow to avail themselves of the advantages which they afford.

Ginghams-These goods present tempting conditions with the low prices recorded. They are destrable merchandise and should be snatched up by the enterprising retail merchant. There have been fair sales for spring in this class of goods in the low and medium price ranges. Concerning the present stock in the hands of the retailer, mail orders from them have been very light, and there is absolutely but little dupli-

Printed Fabrics-Despite a wedging market, there has been no flinching on the jobbers' part, and they s mply await a better feeling coming from the retailer. Mail orders are so light that there is a chance of the lowering of prices in such staple lines as indigo blues and turkey reds. Glasgow reports a combination of three leading "turkey red" firms, which has naturally caused much comment. The gain is supposed to redound to both the manufacturers and their customers. Reduction of internal expense and curtailing competition are to be motive forces in producing bene-

Hosiery-Cotton hosiery knitters are fully engaged in turning out goods for quick delivery, although many of them have already shipped sample lines for spring. Medium grades in both full lengths and half hose have sold well, with some manufacturers reporting the receipt of all the orders that they can conveniently take care of for some time to come. Under these influences, advances naturally follow, and in several instances higher prices are being asked over those recorded earlier in the sea son. This feature is likely to be still more pronounced in the price situation on heavy-weight goods and manufacturers express their intention of following up their advantages. Some large buyers are already seeking to place contracts for spring goods at prices based on old quotations, but manufacturers display considerable caution as to how they accept such business, and it is doubtful if much success has attended the efforts of these buyers. however, tends to demonstrate that the better posted buyers realize that higher prices are among the probabilities and are making efforts to get under cover while the opportunity lasts.

Underwear-Worsted underwear manufacturers express themselves as well satisfied with the season's business so far as volume is concerned, but prices will have to show still greater improvement to put business on a profitable basis. The high prices of yarns, which

show considerable advance since the season opened, coulled with the unimproved condition in prices, have made the problem of realizing a profit all the more difficult, and in order to come out ahead some manufacturers have been compelled to lower the standard of their products, which has given rise to complications of various sorts between buyer

Men's Woolens-Manufacturers are perfectly content, as they have plenty of work to keep them busy for the next ninety days, and are not at all anxious to take any more business at present, even although it were offered them. There are no indications at all of early all openings. In fact, the leading manufacturers say that they will not even have their samples ready until late in December, as they are taking more pains than usual in getting out their patterns. Many manufacturers who, a couple of weeks ago, thought that they would open fail lines about the first of December, now say that they will not, under any circumstances, show any goods until January 15 or February 1.

Carpets-Most mills are at present nastening the completion of their samle lines, and during the next week or ten days full lines for the coming season will be ready for inspection. Lines so far completed show an unusually fine display in designs and they would generally indicate that unusual efforts have been put forth to make the new season a successful one both in design, quality a successful one both in design, quality and general demand. As regards prices, there still exists more or less uncertainty, but it is generally conceded that higher prices must prevail. This is made necessary by the increased cost of wool and yards. But just how much of an advance the market will stand is still a difficulty that confronts manufacturers and which is to be decided later. There are some manufacturers in every line of the various textile trades who are disposed to accept large contracts at the opening of the season at prices that are barely profitable, chiefly to enable them to start up their idle machinery, and this is now true idle machinery, and this is now true among carpet manufacturers. Buyers among carpet manufacturers. Buyers are not slow to take advantage of such opportunities when they occur and some business of this sort has already been placed, but as a rule these are found to ne small, unimportant mills that have little influence upon the general market. Some of the larger manufacturing concerns have announced advances on their products, warning from all form their products, varying from 2½ per yard, to take effect January 15.

Even the waterfalls of Switzerland seem to be run in the interest of the thrifty Switzer, as they flow during the tourist season and strike in the winter, when they are little needed, and when there are no rich strangers to view their

A Silk Manufacturer's Way of Creating a Demand.

The story is told of a manufacturer who when on the verge of ruin, was saved by the kindness of a great actress. This happened many years ago, and the manufacturer was one of those industrious inhabitants of the old city of Lyons whose life seems to have been devoted to the starting of new styles, and whose ambition was to keep ever on the move the kaleidoscope of fash-

It happened that the manufacturer had pinned his faith on a certain style and color and that fashion had played him false. The style on which be had calculated for success failed to find favor, and unless he could create a de-mand, a large stock which he had pre-pared would be left on his hands. Not being rich, and having made more of the goods than a wiser and more experienced merchant would have permitted himself to risk the non-success of, in-ability to sell meant financial ruin and a trooper.

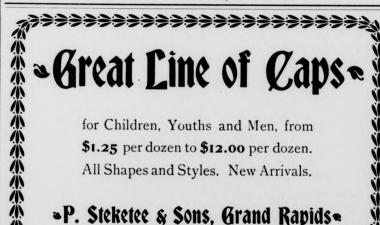
the shattering of the foundation of his

future career.

A bright thought occurred to the over-loaded merchant. Calling on one of the stars of the Paris stage, he explained his embarrassment and asked that, as a matter of charity, the lady would accept a dress made of his new material and wear it in the course of a new production in which she was soon to ap-

The actress agreed. Her indorsement of the goods made them fashionable at once, and the demand became so great that all of the stock was sold at a good price, not only saving the manufacturer from ruin, but giving him the nucleus of a large fortune.

Thirty cousins of a woman who died in New York and left \$600,000 to denominational charities appeared in court last week to break the will, and testified that their deceased relative had a "whisky breath" and swore like a trooper.



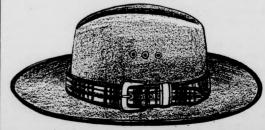
g>>>>>>>>> Voigt, Kerpolsheimer & Co.,



Grand Rapids.

BARGAIN BEAUTIES

Cavalier " 129 Montana " 657





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. d can assure prompt.

Soliciting your orders, we are,
Yours for business,

CORL, KNOTT & CO.

Woman's World

The Ungallant Question of a Woman's Age.

The very first thing that the women's clubs all over the country should do this fall, after they get reorganized and settle down to business, is to start a popular subscription to build a monument to the Georgia judge who has just fixed the legal boundary line of a woman's youth at 65 years. At first glance such a decision might not be thought to be of great importance. It might naturally be supposed that a woman's age was a three-cornered secret between herself, her mirror and the family Bible, and a matter of little interest to others, but so far from this being the case it is a question concerning which the world has always been frankly curious. Men have been permitted to be young or old, as they pleased. No one has expected them to hide their honest baldness, or cover up their grizzled locks under false frizzes, or heroically maintain the waist measure of their youth through increasing years and avoidupois. It has been felt that age could not wither or custom stale their infinite and indestructible charms. With women the case is entirely altered. We are still slaves to the theory that a woman's fascination depends altogether upon her vouth and that age is an offense for which she is personally responsible.

Of course, the precise time at which a woman becomes old has always been a matter of debate. Some have held that her youth vanished with the evanescent roses of girlhood. Others, more diplomatic, but not less cruel, have contented themselves with saying a woman was as old as she looked. rural and unsophisticated communities a girl who is not married when she is 25 is stigmatized as an old maid, and is thought to be old at 30-an age at which her city sister begins to feel that she has just found herself, so to speak, that she has thrown off the gaucheries of the schoolroom and has learned enough of the game of life to play it with pleasure and profit. There has, however, been no definite and unimpeachable authority to which a woman might appeal until this Georgia Daniel came to judgment and established the important fact that a woman is not old until after she is 65 years of age.

The lawsuit out of which this momentous decision grew was an odd one. in which two unmarried women, aged 42 and 43, whose little farm had been mortgaged, made application to the court for a homestead, on the ground that they were aged and poor. The lawyer for the opposition quoted the dictionary definition of aged-having lived out almost "the time allotted that species of being," and he held that if one's allotted time on earth was three score and ten she was not aged until she was at least 65. The judge decided in accordance with this plea. The women lost their case, but the first legal boundary was fixed for the conservation of youth for women.

It is the evangel of a new hope. No longer shall we approach the thirties with shuddering dread and feel that the forty mark is, as the good old hymn says, the boundary line between God's mercy and despair. On the contrary, we shall even go rejoicing into the fifties, secure that we have another fifteen years of irresponsible youth be- that belongs to middle age and that fore us in which we can wear sailor hats comes of the knowledge of life and a and baby blue ribbons if we want to.

As a matter of fact, this decision is only in line with the trend of modern civilization, which gives to women a continually lengthening span of life. Our grandmother felt that marriage and motherhood were the end of life. She accepted prematurely the privileges of A decent and precise black silk age. was her ideal of a married woman's best gown, a church sociable as high as her aspiration after amusement soared. For the rest, she was a looker-on in life while the young people monopolized its pleasures. The modern woman feels that marriage and motherhood are the real beginning of her life. She has no idea of being shelved, but intends to be her husband's best friend and her children's most fascinating companion, so must keep her interest fresh and her heart young in all that is going on in this big, busy world. She knows she can no longer lay claim to the freshness of girlhood, so it is a matter of extreme importance that she choose her frock with care and discretion. And she does it. She belongs to classes and feeds her mind on new thoughts continually. She takes physical culture for fat and has her wrinkles massaged out, and it seems probable that in another generation the woman who was contentedly and undisguisedly old and who struggled along at the end of the procession will become as extinct as the dodo.

After all, have we not always unnec essarily glorified youth? We exploit it as the charm of charms, yet do not immaturity and ignorance sometimes bore, even when set off by a complexion of roses and lilies? Do scarlet lips and dewy eyes always make up for lack of comprehension and sympathy? Could we exist upon a steady diet of yeal and baby chickens, or even of debutantes?

Perhaps our having made such a fetish of youth in women is a sin to be laid at the door of the poets and novelists. All heroines of romances are Every woman, in a book, who wildly, unalterably, unwaveringly adored is of such tender years we are forced to the conclusion that only bread and butter misses can inspire a hopeless passion. No novelist would dare come out and make the flat assertion that his heroine was 30 and beginning to turn a little gray. If he did we should reject her, and refuse to have her at any price, for we are joined unto our idols. Of course, these juvenile heroines never act or think or feel like any girls in real life. The kind of 16 and 18-year-old girls we know-our own Mamies, Nannies, Susies and Salliesare given to the most unromantic giggling and whispering over two-penny secrets, while they munch chocolate creams with their friends or exchange stick pins with equally callow youths. They are sure that their hearts are broken if another girl gets more favors than they at the german, and can conceive of no tragedy deeper and darker than a badly fitting gown. If there was ever any girl at 14 capable of the deep, passionate, self-abnegating love of Juliet, if there was ever one at 18 possessed of the courage, the keen insight, the wit of a Di Vernon, or the calm philosophy of a Dorothea Casaubon, she was a peach and a wonder, who has no success in these prosaic days.

The truth is the romancers have made combination in books that does not exist in real life. They have given to the beauty of youth the subtle charm sympathy that has sounded all the

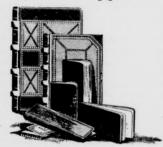
depths and shoals of the human heart. Many a woman has felt that her real life began long after the roses of youth had faded from her cheeks. Time and experience have ripened her character, as it takes not only the golden summer suns, but the first sharp frost of autumn to bring out all the pungent flavor of some fruit. She knows she is better worth loving than ever before and that the love she can give-that is the perfect flower of all the golden dreams of youth and the answer to the heart's deep needs and tenderness-is no more to be compared to the sentimentality of 18 than is the mighty roaring torrent to a babbling brook. Such a woman is not old, no matter what the amount of her years. She can never grow old as long as her affections, her interest, her intelligence keep the lamp of eternal youth burning on the altar of her soul.

The time at which a woman grows old and at which the world thinks she is old have been observed to greatly differ. Sometimes she carries the merry heart of a child with her to the very end, but if she is fond of gay colors and amusements, if she wants to take and amusements, it she wants to take up new studies or occupations after society has decided that she should be relegated to the chimney corner, she is the laughing stock of fools. To her

own consciousness she is still young. The world holds up a looking-glass and cries out, "See your wrinkles, observe your gray hair. A woman is as old as she looks." It is this cruel and harsh judgment the Georgia judge has set aside forever. It does away with the ungallant question of a woman's age and legalizes what she has always claimed, her right to perpetual youth. DOROTHY DIX.

My prices on all

Office Supplies





GRAND RAPIDS PAPER BOX CO.

A Superior Roll Top Office Desk 📭 🛭 For Business Men From Headquarters at \$9.85 Net Cash.



Regular retail price \$16.00. \$9.85 is our wholesale jobbing price to furniture dealers. If you are not a Furniture dealer the remittance (\$9.85) must accompany your order.

Description.

Made of selected Oak, nicely finished in Antique shade. Panels are made of built up stock to prevent warping and shrinkage.

Writing Bed is made of these ply Veneer, the same as our \$50 Desks.

Has a strong, easy running Roll Curtain, canvas lined, and guaranteed dust proof.

The 12 pigeon holes are nicely arranged for niling letters, memorandums, etc.

There are a drawers below the pigeon holes, for private papers, also memorandum hold-

Has long sliding arm rest; the three large drawers lock automatically, when the roll top is closed. Can be furnished with cupboard in place of drawers if desired.

Each desk has a set of private keys, so in case one key should be locked inside the desk, or lost, you can resort to the duplicate without sending to us.

to us.

Desk is 42 inches long, 30 inches deep and 50 inches high. Is fitted with bail bearing casters, and guaranteed in every particular.

We handle everything in the line of Office Furniture, also Household Furniture of every decepted.

Grand Rapids WHOLESALE Furniture Company,

General Offices, Pythian Temple, Grand Rapids

Around the State

Movements of Merchants.

Ann Arbor-Sam Blutach has opened a new cigar store.

Mason-Hoyt & Son succeed Hoyt Bros. in the grocery business.

Elsie-Harmon & Williams, merchant tailors, have removed to St. Johns.

Moddersville-R. W. Goodwin has en gaged in general trade at this place.

Midland-Matthews Bros. have pur-chased the meat market of W. H. Short. St. Johns-John Pflegharr has pur chased the meat market of Frank Wat-

Hudson-Kirkup & Kest will shortly dissolve partnership in the dry goods business.

Elwell-I. F. Hilsinger has sold his stock of general merchandise to Chas. Apple, of Ohio.

Goodrich-Frank Haskell and Emery Lyons have emparked in the meat busi ness at this place.

Ann Arbor-Aug. G. Kock has opened a grocery store at 206 East Washington street.

Sannac Center-Dr. J. S. Little, of Downington, has embarked in the drug business at this place.

Cedar Springs-E. M. Smith has

opened a meat market in connection with his grocery store.

Mears-W. I. Compton has purchased M. D. Girard's interest in the general stock of Compton & Girard.

Lansing - A. Manusas, of Jackson, will soon open a confectionery store at 220 Washington avenue south.

Jackson-John E. May, of Syracuse, N. Y., has purchased The When clothing stock of W. S. Peck & Co.

Jackson-Mrs. A. A. Jankowski has sold her grocery stock at 503 East Main street to Fountain & Higgins.

Alma-The Central Clothing Co. expects to take possession of the double store in the new block by Nov. 20.

Chelsea-Mitton Augustus and Ed. Hines, formerly of Ypsilanti, have opened a meat market at this place.

Grand Haven-Klaas Leuninga is reopening another meat market at the corner of Fourth and Fuiton streets.

Henderson-Wm. Palmer has purchased the hardware stock of Detwiler & Son, general dealers at this place.

Jackson-O. C. Leach & Co. have sold their grocery stock at 115 South Jackson street to E. J. Smith, formerly of Hillsdale.

Port Huron-John E. Wolfstyn & Co. have moved their clothing stock into the store building on Huron avenue formerly occupied by Chas. Ross.

Breckinridge-C. A. Zubler has purchased of his brother, H. J. Zubler, the bicycle and jewelry business and will continue the same at the old stand.

Ludington-Thos. Ford has purchased the meat market formerly owned by Archie Brown and will continue same in connection with his grocery business

Saugatuck-A. B. Bosman has purchased the interest of his partner, John A. Peters, in the clothing firm of Bosman & Peters, and will continue the business in his own name.

Lansing-George O. Young, who has been connected with Rouser's drug store for several years, has resigned his position there as pharmacist and purchased the M. A. Young pharmacy.

Flint-Fred E. Ferguson has purchased an interest in the East End grocery store. The firm name has heretofore been Stroh & Co., but will here after be known as Stroh & Ferguson.

Durand-Swigert & Mead have embarked in the grocery business at this place.

Petoskey-Barber & Son and Barber & Sams, druggists, have consolidated their drug stocks and will continue the business at the location of Barber & Son under the style of Barber's Pharmacv.

Traverse City-John J. Brezina, who has been located on the corner of Union and Seventh streets, has leased the east store in the Brosch block and will be ready for business in his new stand

about Dec. 1. Hudson-L. E. Carmichael, who recently retired from the firm of Carmichael & lotten, bakers at this place, has removed to Tecumseh, where he will embark in the bakery business on

his own account.
Port Huron-Wm. S. Harper and A. G. Smith have formed a copartnership and engaged in the wholesale and retail cigar business. They are located in the old Mascotte building, on the corner of Huron avenue and Butler street.

East Jordan-C. S. Dodge has closed out his stock of fruits and confectionery, closed up his tailoring establishment and will go on the road, taking orders for a city tailoring house. He will retain his residence at East lordan.

Ewen-Deer are very numerous about here and very few hunters are after them. Hunters from Wisconsin and Lower Michigan do not get so far away from home as this town, which accounts for the excellent sport obtainable by local hunters.

Port Huron-Moses Michaels has uttered four mortgages on his clothing stock, aggregating \$7,831.49, in favor of the following creditors: Moses I. Schloss, trustee, \$2,431.49; Mrs. Rosa Michaels, \$3,000; Abram Weil, \$1,800; Carrie Weil, \$600.

Eaton Rapids-Roscoe Smith has taken a position on the road with Burgunder Bros. & Co., of Cleveland, and will sever his connection with Amdursky's dry goods and clothing store about Dec. 1. His territory will be Southern Michigan.

Lansing-Chas. C. Longstreet, grocer at this place, has been sued for \$1,500 damages by the local emissary of the trading stamp scheme. He is putting up a strong defense and has every assurance that he will be able to knock the schemers out on the first round.

Charlotte-Lamb & Spencer have formed a copartnership with their head clerk, Chas. M. Powers, for the purpose of opening a general store at Brookfield. If the branch establishment is half as successful as the parent institution, Mr. Powers will never have occasion to regret his action in forming an alliance with two such royal gentlemen.

Port Huron-About two weeks ago Thomas Brophy, of the shoe firm of Brophy Brothers, lost the diamond setting from a handsome ring. He hunted it until he was weary, but without for avail. One night last week his brother Charlie had a realistic dream. thought that he was walking through the store and saw the stone imbedded in the tolds of a rug. He reached down to pick it up and awakened. The dream made an impression upon Mr. Brophy that he could not forget. In the morning he made a bee line for the store. On entering, he walked over to the rug, and there, where he had seen the little gem in his dream, he found the \$150 diamond.

Holland-The new store of W. C. Walsh has been leased by A. V. Loomis, who has moved to this city Mr. Oscoda and Au Sable. Loomis is a jeweler and will continue in the same business here.

Schoolcraft-On account of poor health F. J. Bauer has decided to retire from business, and the repair shop which he has conducted since selling his stock of boots and shoes to Hudson & Cairns. will be conducted by his father, Jacob Bauer, who will take charge at once. Mr. Bauer will leave next week for La Hunta, Colorado.

Manufacturing Matters.

Beaverton-Ross Bros. are cutting 40,000 shingles per day.

Coldwater-W. H. Scott, of Colon, has opened a new harness shop.

Coldwater-The Tappan shoe factors is now in operation, employing seventy hands.

Alto-Stone & Layer are erecting an elevator and will handle grain, beans and produce.

Port Huron-R. M. Campbell has em barked in the manufacture of carriage bodies on a large scale.

Grand Ledge—F. J. DeWitt has pur-chased B. W. Courts' shirtmaking outht and will continue the business.

Coldwater-W. A Coombs, who operates a flour mill at this place, recently received an order from Glasgow, Scotland, for sixteen carloads of flour.

Belding-J. W. Provonche, for a long time foreman at the Welch Casket factory, at this place, is perfecting plans to establish a similar enterprise at Gowen.

Montague-I. S. Calkin has purchased the interest of the Geo. E. Gardiner estate in the firm of Gardiner & Calkin and is now sole owner of the Montague roller mills.

Covington-This new station on the D., S. S. & A. Railway will be an important one this winter as a shipping point of wood. Thousands of cords are already contracted for.

Bay City-Green & Braman are running their mili 121/2 hours daily and have sold 11,000,000 feet of lumber during the last sixty days. They have no unsold lumber on their docks.

Charlotte-Wm. Brakel, of Kalamazoo, will embark in the cigar manufacturing business in the Jacob Jackle building, associating with him partner Junior Smith, of Bellevue.

Alpena-There have been shipped from Alpena this season 107 931,000 feet of lumber, 8 747,000 shingles, 2,869,000 lath, 658,830 cedar posts, 652,830 railway ties and 11,948 telegraph poles.

Traverse City-The mill of the Traverse City Lumber Co. has been started up to cut out a few hundred thousand feet of elm for Harrison Bros., lumber inspectors of this city, who have bought up considerable elm in the vicinity of Lake Ann.

Dundee-The old paper mill, which has been idle for the past five years, was purchased last week by Meader & Son, of Middleton, Ohio, and work commenced at once to refit it for the manufacture of straw board and flour sack paper.

Saginaw-The Welch & Carey Manufacturing Co., which last spring purchased the extensive plant formerly occupied by the Fiege Desk Co., has placed some new machinery in position City to this city during the holidays. It will manufacture hardwood flooring and box material and will employ seventy-five hands.

Manton-Truman Bros. have leased the Bentley sawmill, eight miles west of this place, and will operate the mill to its full capacity in connection with their shingle mill during the winter.

Cadillac-Paul Johnson & Co. have begun overhauling their mill at Putman's Siding, preparatory to renewing operations in sawing hardwood lumber. The lumber cut by the firm last season has nearly all been disposed of at satisjactory prices.

Montague-Emil Lehman has purchased Theodore Meir's interest in potato crate factory and will continue the business alone. Mr. Lehman will make some improvements in the mill the coming winter and saw hemlock lath for a time.

Coldwater-A. L. Harlow has sold a half-interest in his patent paper sack holder to Charles Ames, of Jackson, and the two have organized the Upto-date Sackholder Co., and will begin the manufacture of the holders at Jackson inside of a month.

Gaylord-David Ward, who is lumhering fifteen miles southwest of this place, has sixty-six men in camp. The timber will be cut on the line of his railroad, and he will operate moderately, as he is waiting for higher prices before cutting extensively.

Jackson-The Jackson Light & Power Co. reports net earnings for October of \$2,382, in comparison with \$2,260 for a similar period last year. For the eight months of its fiscal year the company earned net \$13,713, an increase of over 11 per cent. for the same period in 1896.

Alpena-When the sawmill of Albert Pack hnishes its work this season, it will be dismantled and in its place will be erected a large paper mill. Fletcher & Sons are also to erect a large wood pulp mill during the winter, which is to furnish material for the paper mill. Albert Pack will not quit lumbering at Alpena. He will take out the machinery in the mill to be dismantled and such of it as can be used will be put into the Huron mill, which has a supply of timber for six or eight years.

Detroit-It has been reported to the Commissioner of Internal Revenue that local manufacturers of tobacco are displaying for advertising purposes in their show windows "dummy packtheir show windows "dummy packages" resembling packages of smoking and fine-cut chewing tobacco. These packages contain caution labels as well as paper strips in semblance of internal revenue stamps denoting the payment of tax. The Commissioner has made a ruling on the matter in which he states that there is no specific law or regulation on this subject; therefore the display of these packages is not in contravention of the law, or prohibited by any regulation or decision of the department. He, however, doubts the propriety of using packages of this kind for the purpose of advertising goods. He adds: The appearance of such packages in show windows of dealers occasions enquiry and inspection of revenue officers on account of their resemblance to regular packages, and discontinuance of the practice is advised. Where caution labels have been used. which under the statute are especially applicable to each package containing tobacco or snuff, and hence by inference not applicable to shavings, sawdust, etc., manufacturers are advised to at and will remove its plant from Reed least omit the caution notice from such packages."

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

Grand Rapids Gossip

McIntyre Bros are succeeded by Mrs. Ellen A. McIntyre in the cigar business

J. P. Gleason has removed his jewelry stock from Holland to this city, locating at 223 South Division street.

Jos. Flanders has opened a grocery store at Charlevoix. The Clark-Jewell-Wells Co. furnished the stock.

Ulysses McCollum, grocer at Broadway, has sold his stock to Edwir S. Pew, formerly night clerk at the Morton House.

C. C. Stocking has opened a grocery store at the corner of Palmer and Coit avenues. The Worden Grocer Co. furnished the stock

A. Centilli and W. Clines have formed a copartnership under the style of Centilli & Clines and will open a meat mar ket about Nov. 23 at 69 Hovey street, corner of Gunnison street.

Sikkema & Mohrhardt, meat dealers at 561 Cherry street, have purchased the meat market of Chas Gildner, cor ner East Fulton and Lagrave streets. and will conduct both markets here after.

M. J. Vanderveen, formerly engaged in the grocery business on Madison avenue, has opened a new store on West Leonard street under the style of the Cheap Cash Grocery. The Olney & Judson Grocer Co. furnished the stock.

Geo. H Kirtland & Co. have sold their grocery, meat and provision stock at 1161 and 1163 South Division street to Hubbard & Co., who will continue the business at the same location. Kirtland & Co. will continue the dry goods and notion business at 1159 South Division street.

The Grand Rapids Gas Light Co. reports net earnings for October of \$12.017, in comparison with \$11.730 in 1866, an increase of over 10 per cent. For the ten months of the fiscal year a gain of over 61/2 per cent. is shown, the earnings amounting to \$99.817. against \$93,605 last year.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' Hall Tuesday evening, Nov. 16, President Dyk pre-

T. Newton, grocer at 290 Grandville avenue, applied for membership in the Association and was accepted. Secretary Klip presented a communi-cation from W. E. Godfrey, Secretary

cation from W. E. Godfrey, Secretary of the Cleveland Retail Grocers' Association, detailing the methods pursued by the grocers of Cleveland to secure the successful operation of the sugar as follows :

the first place the wholesalers must be interested. They must be made to it is to their interest to have their customers make money on the goods they sell, thereby increasing their chances of getting their own pay. If goods they sell, thereby increasing their chances of getting their own pay. If the matter is properly presented to the jobbers they will take such interest in a uniform sugar card that arbitrary growho refuse to abide by the same will be given to understand (as a last resort) that failure to comply with the requirements of this card price will mean that they cannot obtain further supplies of sugar. This ultimatum as a last resort will only have to be ap-pealed to in aggravated cases. Generally speaking, the jobbers and their salesmen have sufficient influence with their customers to cause them to desist line.

from the ruinous practice of cutting prices on a line of goods so staple as

The first step for grocers to take is to organize. When it can be shown that organization puts money into the grocers pockets the task of organization re than haif accomplished. social features of an association are not sufficient to bind business men together, but when it can be shown that if the grocers will adhere to one selling price sugar, such as is lived up to in city, it means a saving of, to the grocers of Cleveland, one hundred thou-Cleveland, one dollars a year, there ought to be little trouble in getting the trade

Once organized, have the President Association appoint a Sugar Committee, say of three members, whose duties it will be to at all times consider the situation carefully, to issue card by which the different grades sold, leaving the matter profit wholly to their judgment, and est in them absolute powers relative to be sale of sugar and the maintenance of the card price.

When it is reported that some dealer is deviating from the established price, he should be immediately visited either by some member, or all the members, of the Sugar Committee, or by the charman of the Grievance Committee, who will attempt, in conciliatory language, to show the offender the senselessness of pursuing a policy, which, if presisted in and remitted to the senselessness of pursuing a policy, which, if presisted in and permitted to go on unchecked, will result in a general demoralization of prices with no one being a gainer, but, on the con trary, everyone losing thereby. Re-tailers everywhere will have no difficulty in securing the co-operation of the jobbers in the abatement of abuses and the establishment of reform matters they will only get together and outline some definite plan of action; this done, they must then put aside petty jealous ies, bickerings and bad feelings, and all ies, bickerings and bad feelings, a work together like other business when an infinite amount of good can ccomplished.

The communication was accepted and the Secretary requested to thank writer for his courtesy in the matter.

The Committee on Cigar Franchise presented a draft of agreement between Association and J. Grebel & Son,

which was accepted.

On motion of J. Geo. Lehman, the label design presented by the Commit

was adopied.

L. Merrill presented the fellowing resolution, which was unanimousiy

Whereas-Proctor & Gamble and Fairbanks soaps are sold by the department stores below the regular wholesale prices; therefore

Resolved-That we show our disapproval of such methods by handling as ittle of the brands manufactured by the

above named houses as possible. .

It was decided to close the grocery Thanksgiving Day.

A considerable discussion followed

over the visitations of the several in-spectors sent out under the authority of the State Food Compression the State Food Commissioner. It was noted that the instruction received from each inspector varied and. in conflicted very seriously. thought best, however, to make the best of the situation and treat the inspectors courteously, in the belief that the general tendency is in the right direction toward the improvement of the character and wholesomeness of grocery stocks

generally.

There being no further business, the meeting adjourned

Sidnaw-The D. M. Fulmer Lumber Co, of Florence, Wis., w.ll erect a mil near this place and manufacture 13,000,-000 feet of lumber for the Kirby Dennis Co., of Marinette, and George McKinnev, of Menominee. The mill will be located in the timber a mile or more from Sidnaw, and the Chicago, Milwaukee & St. Paul Railway is putting in a spur connecting the plant with the main

The Grocery Market.

Sugar-The consumptive demand is quiet and the variations in prices are not significant. There is some expectation that the factor system of handling sugar from the trust to the jobbers will be done away with as soon as the competitive factories of the Arbuckles and others get into operation. It is also rumored that Claus Spreckles will pull out of the American Sugar Refineries combination, commonly known as the Sugar Trust, and that the result will be a more uneven market than has ruled under the hand of the trust.

Tea-Prices are steady and are at resent very satisfactory. There is no present very sati-factory isposition whatever to shade on anything, although declines would meet immediate takers. But little trade in tea is expected until after the first of Prices will probably remain steady for some time.

Coffee No changes in prices are to be noted in the general market, but values are exceedingly low, and the trade is consequenly very good. new looks as though values could go no lower, and that coffees purchased at present prices would be good enough property to hold. However, as the supply is so large, there is little expectation that advances will be enough to make speculation in a small way profitable.

Canned Goods-Tomatoes are easier and offerings are being made at 21/20 decline. There are no takers, how ever, and the trade appear to believe that the price will drop still lower. Corn is steady and the demand is fair, t unchanged prices. Peas are in very light demand. Stocks are not very heavy and the majority of the trade have sufficient stock to last until spring. Prices are unchanged. New California peaches are arriving at present, and the early buyers are taking them which takes them out of the market for the time being. The advanced freight rates have made prices a little firmer.

Crackers--Contrary to expectation and the prediction of the Chicago daily papers, the fight between the competing manufacturers is still on and the low prices which have prevailed for the past months continue. (Wm. Sears & Co) factory of the New York Biscuit Co. is in continuous operation from 7 o'clock Monday morning to 12 o'clock Saturday night, without intermission or stoppage of any kind. All reports of a consolidation of interests or an agreement on prices are evidently based on rumor alone, giving the unprejudiced observer ground for the belief that the war is one of extermination along the lines of the survival of the fittest.

Dried Fruits-The conditions affecting dried fruits indicate that prices will not generally be lower than present quotations during the present crop year The price of evaporated apples is amazingly high, and cannot be lower during the season, as but very limited amounts of apples are available for drying. The raisin crop is just at the harvest, greatly damaged by a general disastrous storm and prolonged cold weather. Reports from California say one third of the entire crop is damaged by this storm, and it will be six weeks before that saved can be shipped. The raisin product of California last year of this country during the year. The that is, by decorating tea chests.

average yearly consumption is about 6.500 carloads. The number of carloads of California raisins in sight this year is not more than 2,700, there being a loss of 1,000 carloads in the recent storm. Under these circumstances the holders of raisins are inclined to demand higher prices The currant season has been a good one for the Grecian peasants and current farmers. The impression has gone abroad that the crop is to be light, and this has sent the price up beyond last year's prices. This has cut off the trade to Russia for wine purposes, but Germany and Austria are buying heavily still for this purpose. Shipments to this country for this crop year to date are 6,250 tons as against 5,895 tons for the corresponding period last year The total shipments from Greece to date are 58, 142 tons as compared with 47,892 last year to the corresponding date.

Rice-Foreign styles are in light supply in this country. The arrivals of new domestic have been comparatively small and values are well maintained. The movement in this market is light.

Fish-John Pew & Son (Gloucester) write the Tradesman as follows: Up to date about 12,000 barrels salted mackerel have arrived from the American fleet, being the total catch for the year, excepting a few hundred barrels now on the way home from the Bay of St. Lawrence. The season opened well, but it closed a dismal failure. All the mackerel prophets are at loss and caunot formulate any reason for it. Some of the wise men say, "So many seines frighten the mackerel so much that they will not come to the surface so as to be seen and seined " Against this theory the old mackerel grounds and haunts have been visited by vessels which have not used seines but fished in the oldfashioned way (hooks and lines), throwing bait to toll them; and this method also proved a failure. Where have the mackerel gone, or where do they go? Who can tell? There ought to be many in our waters, especially after a period of twelve years' dearth, which has given opportunities for several generations to breed and increase. The price of mackerel rules high on account of the lack of supply and we do not expect lower prices until our catch of 1898 appears. Nine vessels have arrived on their second trip from the Grand Banks, bringing less than full fares; in all only 15,000 quintals. The heavy gale on the Banks Oct 17 and 18 interfered very much with the fleet and, in consequence, the vessels will bring home about two thirds of a fare. price has advanced somewhat and we do not look for any lower prices on Bank Cod for some time. After this month the bulk of the fresh fish caught in our North Atlantic waters will be landed at this port. Gloucester vessels easing their trips to Boston and ing Gloucester, which is the headquarters of the Atlantic fisheries, the point of distribution and the greatest fishing port of the world.

It is at present in the between seasons, and the demand is very limited, especially in smoked meats. Prices are easy but with no change in the provision list of any importance. All potted and smoked meats and lard, both pure and compound, and it is transfer to the provision of remain unchanged, and the man seems to be on a fairly steady basis.

Many stories are told relative was 3,400 carloads of ten tons each, all of which were sold. The importation into the United States during the crop year were 2,193 cars, making a total of 5,593 carloads consumed by the people of this country during the year. The that is, by decorating tea chests."

ACTUAL EXPERIENCE

Demonstrates the Undesirability of the Trading Stamp.

From the Pittsburg Mercantile Journal.

Some months have now elapsed since a number of trading stamp institutions started their scheme in operation in this vicinity, and there has been time to demonstrate the way the thing affects a merchant's business. To the mera merchant's business. To the merchants there is but one point to be considerered—does it pay? Any theory can be bolstered up by argument, good, bad and indifferent. Facts are only proven by facts. With this point in view a representative of this paper called upon a number of merchants who are giving or who are represented as giving stamps, and these views are here given for the benefit of those who are being solicited by these stamp sellers.

A well-known furniture house was

visited.

"I want to ask you how you like the trading stamps?"
"Don't know how we like them."
"But you use them, don't you?"

"You're advertised as giving them, aren't you?"
"Yes."
"How does that come?"

"Threw them out—wouldn't give them—no good."

"Will you explain?"
"Well, the fact is we made a contract with the company, or whatever it is, and they didn't live up to it, and we took advantage and quit. We found they went right out of our store and sold the stamps to a rival house which they the stamps to a rival house which they had specifically agreed not to sell to. That was the immediate reason for our stopping. Other reasons were even more serious. We found that a customer who had say \$10 worth of stamps could not go to the store of the stamp people and select what she wanted herself but the stamp people would grant self but the stamp people would grant. people and select what she wanted her-self, but the stamp people would give her something which they told her the stamps entitled her to. For \$5 worth of stamps we find they give an article which we know does not cost more than which we know does not cost more than a dollar at any retail store, and in very many cases they don't have to give anything. We would have to pay them for all the stamps taken by our customers and then our customers do not get the benefit of our loss. We are certain that there's nothing in the thing for the public, and even more certain there's nothing in it for us, but we must admit it is a good thing for the stamp company."

Another well-known merchant, this time a gr. cer, said:

"I was feeling bad and a smooth young fellow came in and I guess I

young fellow came in and I guess I signed his contract just to get rid of him. Then one day two little children him. Then one day two little children came in to get 5 cent's worth of something and when I had done up their packages they asked for trading stamps. I hunted up the book and gave them each a stamp. But I saw what a nuisance it was going to be right off, and I told my clerks not to give any more out to anythed. The next person that saked told my clerks not to give any more out to anybody. The next person that asked for stamps was a woman, and when we refused to give them to her she trotted off down to the stamp office and reported me. Next day Mr Stamp Man came out to raise a row. It didn't last long and he took his little book and went home. I don't believe in any such schemes. I have been in business more than thirty years and I don't intend to schemes. I have been in business more than thirty years and I don't intend to give a lot of slick young men 5 per cent. on all the business I have been able to build up in that long time, even if they can bring me 25 per cent. more business, which they can't. If they did, and I gave them 5 per cent. on all my business, as I would if I took up the scheme, for I wouldn't turn down my old customers who have given me my business, then I would be giving them 25 per cent. on the new business which they brought me, and really a them 25 per cent. on the new business which they brought me, and really a grocer can't give 25 per cent. of his business to get it, even when he sells his sugar below cost "

A hardware man was called upon.

"Yes, I give trading stamps. If I didn't some of my competitors would. That's what the solicitor said. And I

think it will be all right-for a while, at think it will be all right—for a while, at least. A short time after I started to give them a lady came to my store and bought something, and she said, 'Now I came away from such-and such a street, just because you give trading stamps. I wouldn't have come if you hadn t.' Well, that was right past several competitors. But lately I have heard that some of them have gotten the stamps, too, so my time is nearly up.''
"But didn't you contract for a year?''
"Indeed, I didn't."
"Well, some of the people do, don't they?"

they?"

Maybe they do, I didn't. Why, I knew it was only good, if good at all, for a little while. Only this morning I got a circular from another stamp coupon company, who will redeem of pons for less than 5 per cent., and there are no doubt lots of them, and it would only be a short time until everybody would have them, and we'd all be giv-ing a lot away and getting nothing back.''

The frankest man of all those interviewed, said:

"I contracted for the stamps, saw where I had made a mistake, sent for the stamp man, asked him how much he would take to let me out, paid the price and quit. That's my story."

Some of the arguments made against the stamps by those interviewed were

the stamps by those interviewed were incidentally repeated to one of the smaller merchants called upon and he said: "Well, well, that's just what I told the agent when he called upon me, but somehow he made me see it differently. No, I can't afford to give 5 per cent. on all my business in order to get a little more, and if I treat the same treatment. a little more, and if I treat my customers fairly I must do so, mustn't I? Well, to tell you the truth, I don't believe ir is a good thing, and I wish I was out of it."

Another merchant had used it, thrown it out, and didn't want any more such schemes. His reasons were substantially the same as those given by others, but he said a number of merchants had a meeting the night before and it had been hinted that the new company which is sending circulars around the cities is one and the same concern and that they are trying to work a double graft on the people before the explosion comes. He had no proofs of this but he said there were good reasons for believing the report was true. lieving the report was true.

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

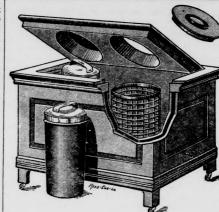
special Correspondence

New York, Nov. 13-There is a bet-er feeling this week among jobbers here. Trade is quite active and, while prices have shown no especial appreciprices have shown no especial appreciation, they are steady, and there is a confident feeling all around. The weather has been charming up to date and many visiting merchants are here. The fever situation has greatly improved and a large volume of trade is being done with the South to make up for lost time. Some of our large houses are working overtime.

The dullest thing on the entire list is coffee. There is no interest shown whatever. Invoice trading is almost at a standstill and in a smaller way dealers do not seem to care whether "school keeps or not." Supplies are so large

ers do not seem to care whether "school keeps or not." Supplies are so large that roasters are not taking any ahead of current wants and the price has hovered around 6c, closing at 6½c. In store and afloat there are of No. 7, 965,133 bags, against 674,977 bags at the same time last year. Mild coffees are in a state of repose. Fair Cucuta has been sold at 0½c East India is dull. with Padang Interior slow sale at 23½@25c. 231/2@25C.

The first three days of the week the sugar market was rather quiet, but later, orders came in in a very satisfactory manner from all parts. There has been



Who gets the . . .

Oyster Trade?

The man whose oysters are the freshest and best flavored.

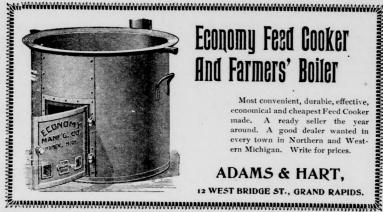
Who loses other trade?

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

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 Send for circular.

Grand Rapids Refrigerator Co. Grand Rapids, Mich.





Economy Feed Cooker And Farmers' Boiler

Grand Rapids.

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 West-ern Michigan. Write for prices.

ADAMS & HART,

12 WEST BRIDGE ST., GRAND RAPIDS.

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.

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the usual ones, and no enthusiasm has been shown. Prices have not shown any improvement.

Rice is quiet. Not for a long time has there been so little doing. But this is expected at this season. The demand has been so light at New Orleans, it is said, that milling operations have almost suspended. Foreign grades are

Trading in spices is a little more active, but no advance has taken place in quotations. Orders have been numerous, but for small lots. Stocks are now

where they can be easily controlled and dealers seem to be content.

In molasses, supplies of desirable new goods are not at all burdensome; in fact, the demand has been sufficient to keep the market well cleaned up and there is a firm tone all around. Sales have been made within the range of 30 @32c for open-kettle goods. yrups are

@32c for open-kettle goods. yrups are steady, with a fair enquiry from both local and out-of-town dealers.

The canned goods market is remarkably firm and, while we have no advances to chronicle, they are almost sure to come before the turn of the year. Corn and towntoes are constituted. Corn and tomatoes are especially in request and many packers are short in their contracts. N. Y. corn is held at 70c at the factory, and 70@75c here, as to brand. Maryland is held strongly at 55@85c—the latter for a fancy article. Unlabeled tomatoes of high grade

have been in excellent demand and have sold from \$1 up as high as \$1.20.

Evaporated apples have been in more liberal supply and the demand has slackened. For smaller fruits there is about the usual enquiry. Raisins, citron, figs, dates and goods of this character are going out at a great rate, There seems to be enough to go around, however, and prices are about as for-

however, and prices are about as formerly.

We are expecting some liberal receipts of California oranges in time for Thanksgiving. The market is firm and the few Florida oranges coming to hand are taken quickly. Lemons are selling well, if large in size. They are held at \$4,04,75 per box. Apples are worth from \$1.50 to \$5 per bbl., the latter for fancy Newtown Pippins, which have sold for even more.

Best grades of butter are in light supply and are quickly taken at 23c. The

ply and are quickly taken at 2 demand for other sorts is quiet. 23C.

Small, colored, fancy cheese command 9@9½c. The market is quiet. Exporters are doing very little.

Fresh Western eggs are held at 22c.

The market is very firm and the supply is not large enough.

He Put Them Down.

A nervous man, with a nervous way,
Stopped in at a crockery store;
He wished to purchase a wine glass tray,
A glass tray, and nothing more.
And when he d selected a gorgeous one,
All colored in gold and brown,
He asked the clerk, in his jerky tone,
If he wouldn't just "put it down."

The clerk then, being a business man,
Foreseeing a larger sale,
A beautiful vase to twirl began,
A beautiful vase and frail.
And as he discovered, the nervous chap
Thought he handled it like a clown,
And, fearing perhaps he'd drop it, cried:
"Put it down, my friend, put it down."

The clerk then took up some smaller ware, Some saucers and cups most slight, And flourished them recklessly in the air, To the nervous man's awful fright; And being worked up to a fearful state, From the soles of his feet to his crown, He danced around and he begged the clerk, "Put'em down," pray, put'em down."

And obligingly this the clerk but did,
As would any clerk in town;
He merely did as the other bid,
And he put that crockery down.
But the nervous man he funed and swore,
And he kicked with might and will;
But he had to pay, though he felt blamed sore,
For the clerk put them down - in the bill.

The Orchard of Stars.

Amid the orchard grass she stood
And watched with childish glee,
The big, bright, burning apples shower'd
Like star-falls from the tree;
So, when the autumn meteors fell,
She cried, with outspread gown,
"Oh my, papa, look! isn't God
Just shaking apples down."

The mills of justice not only grind slowly, but they frequently grind up the wrong people.

REPRESENTATIVE RETAILERS.

Dennis H. Bunbury, the Veteran Niles Grocer.

Fifty-five years ago Dennis Henry Bunbury made his advent on the world's stage, and Niles, Mich., was the stage. The exact date of this important event in the life of Mr. Bunbury was April 13, Subsequent events have proven 1842. that the old superstition regarding the misfortunes which attend children born upon the 13th of the month is a fallacy, or that Fate especially favored Mr. Bunbury, for, in his own language, "My life has been singularly uneventful and free of unusual or unhappy features-no very high ups and no very low downs."

Mr. Bunbury's father, John Bunbury, was born in Ireland. His mother. whose name was Mary Martin, was of



old Pennsylvania Dutch stock. From each he seems to have inherited the most admirable of their national characteristics, so that we have in Mr. Bunbury the ready wit and keen sense of humor. the generous and sunny nature of the Irishman, coupled with the sterling integrity, the strict ideas of justice and honor, the tendency to move surely if slowly of the Dutch. His education was obtained in the village school, supplemented by a few years at St. Mary's College at South Bend, Ind. At the age of 18 he was competent to become a schoolmaster himself, which vocation he pursued for four years. He then entered the grocery store of J. & E. Woodruff, in Niles, in the capacity of clerk, where he remained for seven years A desire to see a bit of the world tempted him to leave his employer and go to Des Moines, Iowa. A year there satisfied him that there was no place quite like Niles and no business quite equal to the grocery business, so in 1873 he returned and, forming a copartnership with James K. O'Brien, opened a grocery and crockery store under the firm name of Bunbury & O'Brien. Eight years of success made it possible for him to buy the interest of his partner and continue the busiress. This he did and the present house of D. H. Bunbury was established. Twenty-five years' continuous business in the same line and in exactly the same location is no usual thing, and even in Niles, which is notably a place of few changes, Mr. Bunbury stands second in the matter of stability, his early employer, J. E. Woodruff, alone excelling him, this gentleman having been in the grocery business for forty-

four years, occupying the same site in Niles the entire time. The unqualified success of these two veterans would surely prove that

"Not to the swift is the race, But to the true and faithful."

Mr. Bunbury was married in 1874 to Miss Mary Hohn, and has four children, two girls and two boys. One of the sons and his 18 year old daughter, Miss Mollie, assist him in the store. Mr. Bunbury has been confined to his house for eight weeks by reason of an old stomach trouble and, in the meantime, the daughter has assumed the reins at the store, buying the goods, paying the bills and directing the details like an old hand at the business.

Mr. Bunbury is a Roman Cathelic and his religion is of that practical sort which includes the Golden Rule among its dogmas. "Kindness personified" is how a lady customer describes him. The traveling men will surely endorse this description, for his treatment of all who call upon him to sell goods is courtesy itself, and when possible he always "hunts up an order." As a story teller, he has no superior, and his fund of bright and interesting tales of early days, and amusing anecdotes is inexhaustible.

The picture which accompanies this sketch falls short of doing justice to the original. In bare outline it is true to life, but to photograph the genial presence of the man or the spirit of gentle kindliness, the firm, friendly handclasp, and the hearty cordiality which pervades his personality is impossible. The real man is not what we see, but what he is.

Small Cigars Must Not Weigh Over Three Pounds.

Washington, Nov. 15—The Bureau of Internal Revenue sends out warning to the cigar trade that small cigars commonly known as all-tobacco cigarettes will not be permitted to be sold it found to weigh more than three pounds thousand, unless the full cigar tax of per thousand be paid thereon. The tax on these small cigars, under the new tariff law, is \$1 per thousand, and the Commissioner of Internal Revenue has found that in a number of cases manu found that in a number of cases manufacturers have placed on the market a tolerably acceptable cigar, paying thereon only the cigarette tax. In several instances where an investigation has been made manufacturers have claimed that the cigars were overweight because they were still damp, and in each of these cases the Commissioner has ordered the moots to be drued and has ordered the goods to be dried and re-weighed. Data on file in the Bureau show that such goods will not shrink more than four ounces per thousand in drying out, while in several instances the goods have been found to run at least eight ounces overweight. The Bureau announces that wherever over-weight is found to be excessive the full duty of \$3 per thousand will be levied and collected.

The Difference.

When the other fellow gets rich it's luck, Just blundering luck that brings him gains, But when we win it's a case of pluck With intelligent effort and lots of brains.

Salt and

Limburger cheese are enemies -you can't blame the salt! DIAMOND CRYSTAL SALT in boxes is impervious to all fcreign odors. That's one reason why so many people go where they can get it.

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



Guaranteed to comply with Pure Food Law in every respect.

O. A. TUPNEY, Ma-ufacturer, Detroit, Mich

Grocers

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

Same will be redeemed by B. T. Babbitt's Agent, who will call for them.



5 Tickets for 50 "Best" Soan 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.

H. M. REYNOLDS & SON,

GRAND RAPIDS, MICH.

PRACTICAL ROOFERS, ESTABLISHED 1868.



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E. A. STOWE, EDITOR.

WEDNESDAY. - - NOVEMBER 17, 1897.

THE FUTURE OF CRETE.

Although the difficulties growing out of the war between Turkey and Greece have been settled, the cause which led up to the war remains still a disturbing factor in European politics. The Cretan problem is still unsolved, and the powers of Europe are still burdened with the government of the island. Of course, Greece has entirely ceased to have any part in the future of Crete. but the discomfiture of Greece has served to strengthen Turkey's position.

According to the plan of settlement decided upon by the powers, Crete is to have an autonomous government under Turkish suzerainty, with a governor to be appointed by the powers. There is a foreign gendarmerie and the island is to pay an annual tribute to the Sultan. So far not a single portion of this plan of autonomy has been put in effect, and affairs remain in statu quo, with the representatives of the foreign powers still in control of affairs.

The first difficulty which confronts the powers is the selection of a governor. All the powers have candidates, so that there is a conflict of interests. In the next place, a foreign governor is certain to be unpopular with the Cretans, as his presence will be a constant reminder that their autonomy is a mere shadow of what it really ought to be in their opinion. Again, a foreign governor is by no means sure to be accepted by the Sultan of Tu key, who, at the best, can be counted on to put every possible obstacle in the way. The Turks, having defeated Greece, are now less disposed to vield up their rights in Crete than they formerly were.

Another obstacle in the way of the

powers is the refusal of Turkey to withdraw her troops from the island. She claims, and the powers are compelled to admit the truth of the claim, that were the Turkish troops to be withdrawn, the Moslem inhabitants of the island would be in imminent danger of massacre The powers have had practical possession of Crete for more than a year, but they have signally failed to preserve order; hence they would be unable to guarantee protection to the Mohammedan population were the Turkish garrisons withdrawn. This is a serious problem, which must receive a satisfactory solution before Turkey can be forced to relinquish Crete.

Still another obstacle to the putting in effect of the proposed autonomy is the tries to work the people.

impossibility of compelling the payment of the annual tribute to Turkey provided for. The Cretans will undoubtedly refuse to pay the indemnity as soon as they come in control, and. as the powers will be responsible for the inauguration of autonomy, they will also be in duty bound to compel the payment of the tribute. It will, therefore, be seen that ample reasons exist why the powers have not made more progress in reaching a final solution of the Cretan question.

THE CONDITION OF BRAZIL.

The recent drift of affairs in the great South American Republic, Brazil, has not been what the friends of republican government could wish. A few days ago there was an attempt made by soldiers to assassinate the President of the Republic, Senor Moraes, and the Minister of War, General Betancourt, was killed while shielding his chief. It is generally believed that the attempted killing was the result of a conspiracy in some way connected with the revolutionary movement which has been in progress in the province of Bahia and elsewhere for some time past. The attempted assassination of the President was speedily followed by a riot in which a number of Italians were killed. This act of violence will reopen the trouble with Italy, that country having experienced great difficulty in collecting an indemnity for the killing of some of her subjects on a former occasion.

These events serve to call attention to the condition of affairs in Brazil and to the fact that matters have been going from bad to worse in that country for some time past. Commerce and industry, which, under the old Emperor, Don Pedro, were in such a prosperous condition, have languished. The finances of the country have become hopelessly involved, and the currency, which at the fall of the Empire was at par, has now depreciated to an alarming extent. As a result of this state of things, Brazilian credit is at a very low ebb.

Added to the political ills from which Brazil is suffering is the great decline in the price of coffee. The production and export of the coffee bean is the country's chief industry and source of revenue, hence the enormous shrinkage in price has impoverished the cultivaors and diminished the government's revenues. The decline in coffee has very naturally added to the other causes of popular discontent, and has enabled the reactionary elements in Brazil, that are still a very important factor, to promote discord and disaffection.

Although the government has succeeded in making headway against the fanatics in Bahia after the waste of considerable blood and money, the rebellion is by no means quelled, while it is known that the disaffection is not confined to that one province, but is spread broadcast over the country, the leaders merely waiting for a proper opportunity to inaugurate a general uprising.

All of this is cause for sincere regret in this country, as it indicates that the most populous, and naturally the richest of the South American States enjoys hut a very meager share of the benefits of constitutional government. In fact, it is apparent that popular government is but poorly understood in that part of the world, and is probably not suited to the needs of the country. This is not an agreeable fact, but it seems to be incontestable.

A political party worker is one who

THE PUBLIC LIGHTING SCHEME.

The natural consequence of our city's making a success of the public prosecution of municipal enterprises would be that many others would make attempts in the same direction. So, when the extensive advertising of the remarkable success of Glasgow began to have effect, very many of the cities and towns of England especially manifested an ambition to do likewise. There are in all towns those who stand ready to undertake almost any enterprise of which the public can be induced to take the responsibility, and such made diligent use of the glowing accounts of the one city which had demonstrated that the city industries could be profitably carried on by the public. Of course, this was done that pleasant and remunerative employment without risk could be secured by such promoters.

In many of these towns the experiments have been carried on long enough to demonstrate that the conditions which made success possible in the one Scottish town are not universal. In nearly every important instance it has been found that, where the private enterprise had been fairly profitable, the change caused a deficit instead. In some cases the experiment is continued under the persistence of the projectors with their promises of better showings, while in others the enterprises are being turned over to private hands again.

In this country the results of such experiments have been similar, until it would seem as though there had been sufficient data obtained to prevent further sacrifice of public funds in this direction. But there are some cities which seem to be unable to learn by the example of others when that example does not accord with the ideas of the self-seeking politicians who find their employment and profit in these enter-

A notable experiment in public lighting in this country was the one carried on by Philadelphia. For a time glowing accounts of the success of this enterprise in the reduction of rates and addition to the public revenues, which were mostly prospective and theoretical, however, afforded strong arguments for the political hangers-on and promoters in other towns, in many cases enabling them to secure popular approval, through the ballot, for many similar undertakings. Now the fact that Philadelphia has abandoned the system and turned the franchise over to a private corporation does not seem to have a corresponding influence in the opposite direction.

In Grand Rapids there have been the usual number of the class of promoters referred to to keep the movement for municipal lighting in progress. Several years ago, a vote was taken in which a small minority participated, which, as would be natural, showed a majority of those whose interest had been gained in favor of the project. On account of informality it was found that legal action could not be taken under this vote, and so another was taken, with a similar representation and result, and under this the City Council has sold bonds preparatory to taking up the work.

As the matter is canvassed more and more, the sentiment is growing that the undertaking is a serious one and will prove a costly mistake. Those who have watched the expression of public sentiment have seen that there is an increase in the disapproval of the project. able proportion of the city press, if not the angels in heaven.

in the taking a stand against it, in an increased indifference and loss of enthusiasm. But whether this sentiment will take a form to secure any result in hindering the experiment before it has gone so far as to prove a serious injury and loss is a question.

THE CASE OF MRS. MAYBRICK.

The case of Mrs. Maybrick, the unfortunate American woman who for eight years has been confined in Woking prison, England, for the alleged murder of her husband, appears to have gotten into British politics, and at last there seems to be some hope for her release.

Extraordinary efforts have been made by people of nearly all lands to have her sentence of life imprisonment canceled, but up to the present her jailers have been deaf to all appeals. Victoria has not manifested even a spasm of sympathy, and, in spite of the general conviction that the woman is innocent of the crime for which she is suffering, she is still a convict.

Mrs. Maybrick was originally condemned to death, but her sentence was commuted, for no other reason than that the authorities-impressed by public sentiment, aroused by the palpably unfair rulings of the trial judge, and the evidence showing that the dead man had been a confirmed user of arsenicbecame convinced that she did not deserve the death penalty, and that there was at least a reasonable element of doubt as to her guilt. British unwillingness to confess that British justice can miscarry seems to be more responsible than anything else for the continued detention of this unfortunate prisoner. There was no question that her husband had for years been addicted to the eating of arsenic, consequently it was only natural that the autopsy disclosed the presence of the poison. sides, her trial was almost a legal farce, the presiding judge being not only prejudiced and unfair, but outrageously bitter and severe toward her in his charge to the jury. Indeed, there is reason to believe that the man was not in his right mind at the time, for he died soon afterwards in a lunatic asylum. Under all the circumstances of the case it seems strange that the English authorities have held out against the appeals for justice made in behalf of Mrs. Maybrick. One petition alone, addressed to the Queen, bore the signatures of 100,000 women, but it failed to move Her Majesty to pity. Even the United States Ambassador has personally, but vainly, interceded for the unhappy prisoner, but now that her case has come a semi-political issue, it is believed and hoped that expediency will soon effect what justice and humanity have heretofore failed to bring about.

Warriors who die on the sanguinary field of battle in a good cause win laurels imperishable; the engineer who stands by his post and goes down to death with his hand on the throttle is honored as a brave man deserves; but Miss Miskel, of Frankfort, Ind., who gave up her young life of fourteen sunny summers that her little friend, Eva Toney, might be saved from death beneath the wheels of a locomotive, shewell, she will be given a few brief newspaper paragraphs and live only in the heart of her widowed mother. Yet she died as the gallant die. She gave her life to succor her friend from death, and grander sacrifice than this does not There has been a change in a consider- brighten the golden records, even of

IMPOTENCY OF GREECE.

There never was, perhaps, a more extraordinary exhibition of national folly than was the provocation of the war with Turkey by Greece. Owing to Greece's smaller resources in money and men than those possessed by Turkey, there never existed a chance of success for the former. An even more extraordinary fact was the utter lack of preparation for war which the developments that followed the opening acts of hostility revealed. The Grecian army was hopelessly deficient in armament, in commissariat, in transportation, and in medical and surgical supplies. Immediately after the first battle it was found that the medical department was without chloroform, and that amputations had to be performed without anaesthetics.

Everybody is familiar with the inglorious conduct of the campaign on the part of the Greek commanders and the hopeless rout of the Greek army at Tirnova. The whole story is a pitiable exhibition of national impotence, quickly following a show of overweening pride and arrogance. And now comes another chapter in the story which is thoroughly in keeping with the whole serio-comic agglomeration of events wich make up the Greco-Turkish war. According to recent advices from Athens, it has been discovered that the torpedoes issued to the torpedoboat flotilla were without percussion caps or fulminating powder to explode the charges with which the missiles were provided. This argues a degree of incompetency and neglect on the part of the naval authorities which is inexcusable. It will be remembered that the torpedo-boat flotilla, while commanded by Prince George, of Greece, made a grand display in Cretan water, threatening to sink any Turkish fleet that might attempt to land troops or supplies there, and even disregarding the wishes of the commanders of the international fleet there assembled. And all this time these torpedo boats would have been utterly helpless had they been attacked, as the weapons with which they were provided were worse than useless.

After this exhibition, Greece had better turn her sword into a plowshare, throw herself on the mercy of the powers, and abandon forever all pretense of absorbing Crete or any other outlying territory. That she still remains a nation is due solely to the firm intervention of the great powers. Without that intervention Grecian autonomy would be now but a memory.

SOUTH AMERICAN DREIBUND.

A report, purporting to emanate from Valparaiso, Chili, has been published, to the effect that Chili, Peru and Argentina have formed a compact for the purpose of making war on Bolivia and dividing up the territory of that republic among them. So purely piratical a scheme would seem highly improbable were is not for the fact that highly improbable things are constantly happening in South America, and that the hostility existing between the countries of the West coast of South America is proverbial.

There has existed a dispute between Bolivia and Chili for some time, based upon matters which more or less involve Peru. Bolivia claims that the revolutionary party in Chili which overthrew the Balmacedist government in 1891 promised, in consideration of certain assistance rendered by Bolivia, to give

to that country, should the revolution prove successful, the provinces of l'acua and Arica, conquered from Peru during the Chili-Peruvian war. After the success of the revolution, the Chilian government refused to turn the conquered provinces over to Bolivia, claiming that it would be a violation of the treaty existing with Peru, whereby the latter power has the privilege of redeeming the conquered provinces by the payment of a fixed indemnity. dispute over this matter has engendered bad blood between Chili and Bolivia, and, as Peru is vitally interested in the future of the conquered provinces, she is naturally not pleased with the desire of Bolivia to possess the territory in question.

Not being able to quiet Bolivia in any other way, Chili now coolly proposses to conquer that republic and divide up its territory, at least such is the project which is said to be hatching. Should, however, the report prove true, and Bolivia call upon the United States for protection against the rapaciousness of her neighbors, would it be the duty of the United States to interfere? Under a strict interpretation of the Monroe doctrine, the United States would have no right to interfere between two American Republics should they see fit to engage in a quarrel and the intervention of a European power not be sought. As the preponderating power in this hemisphere, however, is not this country morally bound to prevent the destruction of the autonomy of an American state by means of a conspiracy entered into by other neighboring states? This is a problem which may well claim the attention of our statesmen in Washington should the reported South American coalition prove true.

If we desire to exert a preponderating influence in the affairs of South America, we would be obliged to prevent the dividing up of Bolivia, or the destruction of the autonomy of that country should we be appealed to by the Bolivians. A proper foreign policy would dictate that we take an active interest in all important political happenings in this hemisphere, and that we exert our power and influence to enforce respect for our wishes. The great powers of Europe would not permit the annihilation of a small government by another, a fact which was abundantly shown in the recent war between Turkey and Greece; hence there is no good reason why we should not adopt a similar course.

What with the killing of German missionaries in China, the imprisonment of a German subject in Hayti, and the levying on a German vessel by Sheriff Tamsen of New York without observing the usual international formalities, Emperor William's diplomatic representatives in various portions of the globe are kept fairly busy these days.

State monopoly of matchmaking does not seem to lead to good results in France. The Echo Francais prints a letter from a man who bought a box supposed to contain 500 matches. There were, however, only 434, and 94 of these were "fireproof."

A successful experiment has been made in Paris with refuse molasses and sand as material for a pavement. The composition is said to dry quickly, and, unlike pitch or asphalt, is not affected by the sun.

Many smart ones mistake abuse for sarcasm; abuse lands you away below your opponent.

THE AUSTRIAN MUDDLE.

For some time past the sittings of the Austrian Reichsrath or Legislative Assembly have been of such a riotous character that it has become necessary, on a number of occasions, to suspend the sitting, and the obstructionists have been able on one or two dates to keep the chamber in session throughout the night. Owing to the very meager reports of the character of the debates, but a very imperfect idea of the cause of the trouble has reached the outside world, but that something very serious is in progress, which may threaten the stability of the Austrian government, is very apparent.

The opposition to the government, not content with the ordinary forms of parliamentary agitation, have resorted to abuse and riotous conduct. Their animosity appears to be aimed in particular against the Premier, Count Badeni. The Emperor and the government have so far maintained a firm front and have even threatened to suspend the constitution unless the malcontents are more amenable to reason.

Race antagonisms appear to have as much to do with the trouble as anything else. The Germans have hitherto wielded a controlling influence in the affairs of the Kingdom, but the other races have constantly increased their aggressiveness until the German supremacy is now threatened. So serious has the feud become that it is reported that the Germans are threatening to seek union with Germany.

In a monarchy so loosely knit together as is Austria, with its population composed of a dozen different races of widely differing opinions and past history, so serious a disturbance as that which has taken place in its Legislative Assembly must be regarded as threatening to the national existence. The personal popularity of the Emperor and King can be counted on to do much in the way of tiding over the emergency, but as the Monarch is now old, his influence may be found waning at any time. It is very doubtful if the empire in its present shape would survive his death.

THE TRAMP CRIMINALS.

The tramp nuisance, which is the social monstrosity of the present age, is constantly being used to point false standards of morals and to adorn imaginary tales about the rich getting richer and the poor poorer.

The St. Paul Globe has a right estimate of the tramp. It characterizes that miserable creature as, in ninetynine cases out of a hundred, not a work ing man out of employment. He is not a laborer, he has not been a laborer for years, and labor is the thing that his soul recoils from with almost as abject shrinking as his body knows at the approach of a bath. The tramp is a man with whom idleness has become a chronic and incurable disease. That is all there is to it. It is a disease as well marked and as deadly as dipsomania or the morphine habit. The fellow who has sunk to genuine trampdom will do anything and suffer anything as long as he is not made to work. Dirt and idleness and a fair living from the hand of charity are dear to him.

The tramp is not merely an idle beggar. He is in almost every case a thief, and is capable of any and every crime should it suit his purpose to commit them. The remedy for this criminal class is not in charitable asylums, but in laws in every state requiring them to work at sawing wood, breaking stone gratifying successful gratifying gratifying successful gratifying successful gratifying successful gratifying successful gratifying successful gratifying grati

or laboring on the public highways. Set every man who applies for assistance at these jobs. You will give him all that he has any right to ask. claims is that he is out of work, hungry and thirsty. Give him employment as a means of satisfying his natural wants. If he refuses it, he is a fraud, a loafer and probably a thief. If he accepts it, a good act has been performed in succoring a worthy man in misfortune, and if he rejects it a chain gang is the proper place for him. No man in any state of society who is able to labor and will not should be permitted to live at the expense of those who work. It is the duty of society to care for all its helpless members, but the able-bodied loafers make up a criminal class that should be stamped out by the simple measure of forcing them all to work.

THE PART OF PRUDENCE.

It has always been deemed the part of prudence to prepare for war during time of peace, but in the case of this country this old adage has fallen into disuse. During the two decades immediately following the Civil War it did look as if there was likely to be no danger of trouble with foreign countries, but during recent years complications have multiplied at a rate which makes foreign war a possiblity with which people have commenced to be familiar. While, however, it is generally admitted that foreign war is possible, but little is being done in the way of preparation.

It is true that we have been gradually accumulating a fairly good fleet, and it is also true that Congress has made provision for the mounting of a number of heavy guns to defend the leading ports, but the fleet is by no means as large as the country needs and not a third of the guns required have been authorized for the coast defenses. The Government has no reserve supply of arms, ammunition or equipments, and it would be a practical impossibility to mobilize a hundred thousand men in case of emergency.

These are conditions which should not be permitted to continue. Congress, when it meets next month, should promptly take up the consideration of the problems which the proper defense of our borders and coast presents. The navy should be further increased, our seacoast defenses should be added to, and above all the manufacture of a surplus stock of arms and equipments should be authorized. The matter of providing the proper reserve for both army and navy should also be considered. All these problems cannot be solved in a single session, but a beginning must be made some time, hence, the sooner the work is taken in hand the better.

It has been reported that in the hospitals for insane women in the city of Mexico so many deaths were occasioned by the administration of narcotics to keep the patients quiet that efforts have been made by the physicians to discover some new and safe narcotic which would produce sleep without evil after effects. As a result a simple remedy prepared from the seeds of the white zapote is now being used in the hospitals, with gratifying success. It produces a tranquil sleep, and since its use was begun no deaths from cerebral congestion have occurred.

Chicago aldermen cannot be accused of being reformers, but one of them has introduced an ordinance to prohibit football playing.

Shoes and Leather

The New Woman a Figment of the Newspaper Brain.

Written for the TRADESMAN

Having a leisure afternoon, the Seeker after Truth dropped into a shoestore. The proprietor was an old friend and a genial companion and, moreover, the Seeker had found this store one of his richest fields of exploration into the mysteries of human nature. Mr. Mc-Gregor himself, for this was his friend's name, having conducted this same business ever since the now flourishing little city was a small village, was an able guide and instructor.

It was a rather busy afternoon and both the proprietor and his assistants were occupied for some time. customers were mainly women and girls The Seeker regarded with silent admi ration the masterful skill with which Mr. McGregor met the varied wants of his patrons, or, what is far more diffi cult, when the want was vague and indefinite, gently and imperceptibly to the buyer, guided the purchase into channels of his own direction.

There were some old customers to whom he had sold footwear season after season. One called for a pair of shoes "exactly like the last ones." He knew the size and quality as well as she. They were wrapped up without trying on at all, and the whole deal finished in less time than it takes to tell it. After she was gone, Mr. McGregor remarked: "That woman never wants any fussing. Sooner the thing is done, the better it suits her.'

In marked contrast was another old patron. After trying on some dozen different styles and being for a long time seemingly unable to come to any decision at all, she finally went on her way rejoicing, having purchased the very pair of shoes that this skillful salesman would have selected for her had the matter been left to his judgment at the outset. He was far too wise to hasten the selection of covering for those small and shapely feet or to jeopardize his prospects of future patronage by too obvious and officious suggestions.

The Seeker did not fail to note the cordial greeting, the tact and courtesy extended to each in turn, the ready adaptation of manner, the gentle, easy chitchat of conversation by which each customer was kept in good humor and spirits.

After all customers had gone, the Seeker after Truth and the shoe dealer fell into conversation upon the ways of

"Do you find the New Woman hard

to please?' enquired the Seeker.
''The New Woman?'' murmured the
merchant; ''um-m-m-m-I never have been able to see that there is any New Woman. I regard her as a mere figment of the newspaper brain. Ever since I first read of her, I have looked for her, wishing to make a regular customer of her, if possible. Having waited long and patiently and not having seen her, I am ready to declare that there really is no New Woman. I do not deny that there are women pursuing new fads, but they are at heart the same Old Woman, after all. The newspaper writers were in sore need of a new topic and they sprung upon us the New Woman. Because women can now go anywhere that men can go, and do anything that men can do—and a lot that men can't and don't want to do—it

Five dollars is considered a large weekly salary in Japan, and will insure more comfort than twice that sum in more enlightened lands.

doesn't follow that they are the same kind of beings. There seems to be a widely accepted theory that there has been a mighty evolution of womankind, the result being the so-called New Woman and that she is a creature altogether unlike her feminine predecessors, and but slightly differentiated trom a man. But you can't handle her case like a man's, neither can you use any methods except those which have availed with her old-time sisters. If you attempt any experiments your belief in the theory is soon shattered.

"Find two tiny pines in their native woods. Leave one to grow where Nature placed it and transplant the other to field or lawn. When fifty years have added their successive circles of growth to the trunk of each, you find the forestgrown one tall and slender, with but a tuft of branches at the top, the opengrown tree low-branching and symmetrical-the one more valuable for tim ber, the other for shade or ornament, but neither having lost in the least the essential characteristics of a pine tree as distinguished from all other kinds of woodland growth. Both have the same resinous wood, both spread the same carpet of brown needles at their feet, and both give to the wind swishing through their branches the same mournful soughing cadence.

"Such is woman. Superficial traits may vary from time to time, but the essential quality remains unchanged. So far as I have been able to learn from historical research, she has been much the same ever since mankind inhabited this earth-or at least since he left any record of his sojourn here. When the Pharaohs ruled in Egypt she was not different from what she is to-day. And he who could please her in the days of Confucius, or when the Greeks made war against Troy, could, if present in the flesh, cater successfully to her modern sisters; and, reversing matters, he who can fit a bicycle boot to the most athletic and advanced of them all, had he lived in the Augustan Age, could with equal facility have adjusted jeweled sandals to the feet of Cleo-

Can't Fool a Woman About a Shoe. From the Boston Traveler.

A nice young man resolved the other day to present his beloved girl with a nice pair of shoes. He accordingly procured her measure and purchased a \$2 50 pair. In order to make the present appear more valuable, he marked \$6 upon the soles of the shoes, and at his request, the shoe man, who was a friend of his, put a receipted bill for \$6 into one of them. The presentation was made and the lovers were happy, as lovers should be. as lovers should be.

was made and the lovers were nappy, as lovers should be.

But mark the sequel: The dear girl examined the shoes in the daylight at d was not satisfied. She was convinced that her lover had been cheated in the purchase of such a pair of shoes at that price. She decided to go and change the shoes and obtain a better bargain.

The next day she appeared in the shop and selected a pair of shoes, price \$4, and politely requested the clerk to take back the shoes, for which she said her husband had paid \$6. The receipted bill was produced in proof and the boot man found it impossible to go "behind the returns." The smart girl took her \$4 pair of shoes and obtained \$2 in money and went home bappy and satisfied. The bootseller sent a bill for \$3.50 to the young man, who promptly paid the difference, but he thinks that girl a little too smart for him. tle too smart for him.



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.

MARKET STREET STREET

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 Snedicor & 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

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

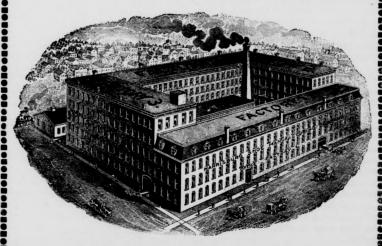
Geo. H. Reeder & Co.,

19 South Ionia Street,

Tit 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.

TENDENCY OF TRADE.

Is It Toward a Lower Standard of Morality?

A shoe manufacturer who owns a large factory, does a good business and is accounted successful, sat in an armchair in his office, looked me square in the eye and said in all seriousness and with deliberation:

Business is coming to that pass where its devotees, to hold their own, must lie and steal, cheat and rob, and the bigger robbers they are the more successful—God save the mark—will they be.'

This manufacturer is generally re-ferred to as the soul of honor and uprightness. He is not a pessimist, but a genial, pleasant gentleman with few complaints His goods have a reputation for honesty

If he were alone in this belief that business men must lie and steal to make money, the remark would hardly merit attention, but he isn't. Hardly a week passes that similar comment is not heard in some quarter.

Is it true? Does it correctly indicate the condition? Is business coming to mean robbery and must the business man of the future be a liar and a thief?

In Japan caste has for centuries classed a merchant as the lowest in the social scale. Is this caste to be sanctioned by tradesmen in enlightened America?

I don't believe it.

The other day I visited a furniture store with a friend. A smooth salesman showed us an elegantly finished bed room suit. He swore it was solid mahogany and offered it for \$45! Marveling at this extraordinary bargain, I pulled open a drawer and inspected it. Across the front of the drawer a narrow dark line proved the fellow a liar. The mahogany was the thinnest of veneers.

Now, according to the theory of my friend the shoe manufacturer, this clerk should be a gleaming success. Within an hour he was convicted of fully a dozen lies of the first magnitude-and lies that he stuck to manfully.

But do you suppose I would buy a dollar's worth from that clerk unless I was dead sure from my own knowledge that I was getting good goods at a fair

Do you suppose, if I had bought that suit believing it to be solid mahogany and had afterward discovered it to be simply veneer, that I would have had any faith in that store in future?

That store is tabooed so far as I am concerned-and there are thousands like

Does this mean that the liar and the thief is going to be the successful mer-

Without a doubt the craze for cheapness and an insane competition have transformed many a shoe man into a liar almost against his will.

He has imitated the furniture man and put a thin veneer on a cheap sole, or painted it to represent oak. He has put in leatherboard counters and innersoles and guaranteed them solid leather. He has substituted sheepskin that is smooth and plump for kid in quarters and vamps, with a reinforcement perhaps of cheap lining cemented to it. His linings are flimsy stuff stiffened with starch. He has used the cheapest thread and the shoe throughout is a

robber would take a poor woman's money for such a cheat.

And how long will that merchant exist -outside of a city, where he has a wide field to work for victims? How long could you hold your own trade with shoddy of this character?

You buy and sell a man's shoe as a welt. It has a cheap, flimsy sole attached to the shoe by a strip of leather sewed all the way around. Or maybe the sole is actually nailed on after a channel is raised. Paper or leatherboard counters, shoddy heels and a rotten upper complete a shoe that in a couple of weeks falls all to pieces.

What is the consumer going to do about it? Will he remember that he only paid a dollar and a quarter for it and that he should expect nothing bet-

You know what he will do. You know how many hours will elapse before an angry customer rushes in with maledictions on the head of the manufacturer and on your own head and with a demand for another pair. If he fails to get them his future shoe purchases are likely to be made somewhere else. If he does get them he is pretty sure to be sore on that particular make and to condemn it for years to come.

Is lying profitable?

Is it going to pay a manufacturer to turn out goods whose chief feature is shoddy?

A friend told me some time ago that when he came to St. Louis in 1891 he was attracted by the advertising of a certain store on a special line of shoes of a good fair price, the strength of the advertisements centering on the durability and wear of the same.

He purchased a pair of the shoes ad vertised. They were praised lavishly by the salesman.

They gave no satisfaction whatever.

That was six years ago, yet this triend of mine remembers it as if it were only last month. He should have permitted the merchant to make the loss good, but he didn't.

He was disgusted, and you couldn't drive him into that store to-day. He says be was cheated. Is this the sort of thing that proves the necessity of lying and stealing in business?

St. Louis there is a shoe store that is probably making faster progress than any other. Not ten days ago two manufacturers complained to me that this store demanded and obtained too much for its money. One said he could scarcely make a profit. The other said he couldn't build a better shoe for the money than the retailer bought.

That store isn't building trade by a deceptive policy, but by giving good values at reasonable prices.

On any other basis I thoroughly believe that store will fall behind.

There is an old and trite saving, accredited to Abraham Lincoln, to the effect that you can't fool all of the people all of the time-and I believe it is true.

If you are dependent on steady trade and transient trade is of small proportions you cannot afford to deceive.

My friend, the manufacturer first quoted, may believe differently, but I doubt if he does. The numerous people who tell you that a man must steal to make money are usually getting along pretty well and living honest, as the world goes.

I refuse to believe that merchants are To sell such rubbish a man must lie becoming a gang of swindlers, thieves, like a trooper. He couldn't sell it and robbers and liars. There is one thing,

tell the truth about it. No one but a however, of which I am firmly convinced, and that is that the more merchants there are who turn thieves and liars, the better it will be for the honest dealer who is progressive and shrewd.—Shoe and Leather Gazette.

New Trick to Draw Trade.

On a street off one of the main thoroughfares a plainly clad young man stood gazing into the window of a shoe stood gazing into the window of a shoe store. A messenger boy, thinking the object of the young man's attention must be something worth seeing, stopped and gazed, too. The pair were joined by a clerk on his way to lunch, and presently quite a little crowd had swarmed up. There was nothing special to see, after all; just tiers of very commonplace shoes, with labels announcing their prices. As fast as the people in the crowd found that it wasn't one of those idiotic mechanical wasn't one of those idiotic mechanical toy monkeys, or a live sparrow—the latthey passed on. One or two, perhaps, went into the shop for further inspection of some pair of shoes that had caught their fancy.

The young man waited until The young man waited until the crowd had quite melted away. Then he strolled on to the next corner. A straggling group of men turned past him and toward the shoe shop. He overtook them and walked briskly ahead until he reached the window that seemed to attract him. There he stopped short, and began to grant the characteristics. seemed to attract him. There he stopped short and began to gaze at the shoes with an earnestness that was conspicuous. Every one of the crowd following paused to investigate the attraction. One of them went into the store to look turther. The rest went on, the young man with them as far as the corner.

A deep times an hour all through

A dozen times an hour, all through that afternoon, was the performance repeated. At 6 o'clock the youth himself entered the store.

"Everything satisfactory, I hope?" he said to the well-dressed man near the door.

"Quite so. Come again to-morrow," was the answer. And the well-dressed individual handed the youth a large white coin.

Why They Were There.

Miss Goodwell-How de do, Mr. Howland? By the way, I saw you at church Sunday.

Mr. Howland-Yes, I punctured my tire Saturday. What was the matter with your wheel?

The things that we are positively certain of are few, and very seldom in our

BULLDOG, OPERA LAST



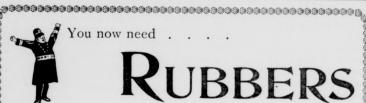
No. 151. Men's Fine Satin Calf. McKay Sewed. Cylinder fitted. Outside backstay. Dongoia top Bright raised cyclets, smooth inner sole, one piece sole ieather counter, solid heel and bottom. Bull-dog, Opera, Coin, English or Boston cap toe of Globe, Glaze or French plain toe lasts, Bails of Co gress. Order sample case and prove our assertion that this is the BEST shoe made for \$1.50 Satisfaction guaranteed. New samples now ready. Satisfaction guaranteed.

To insure an early call and secure exclusive address

A. B. CLARK Lawton, Mich.

E. H. STARK & CO.,

Worcester, Mass.



You now need .

KUBBERS

Order them of

W. A. McGraw & Co., Detroit,

Whose stock of Boston and Bay State goods is the Largest and Freshest of any house in the country.

Try us on Mail Orders.

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.

Clerks' Corner

My Neighbor Who Knows It All. Written for the TRADESMAN

There is an old fellow just around the corner who has been having, so he thinks, no end of fun at my expense; but I have lived in the hope that my time would come and I could "laugh

Usually, at about 7.30 in the evening, just as I am settling myself for a quiet, restful time, there is a knock on the door and the old chap waltzes in. Now, in deference to his hoary head, I, being a young fellow, feel in duty bound to give him my one easy chair. He takes it as if it were his due and, assuming an aggravatingly comfortable attitude, proceeds to fill the room with cigar smoke plus a great deal of what he calls wisdom. The old fellow has a cure for all the ills of the clerking fraternity and is always ready to tell me what he would have done in this or that trying situation. Some of his theories are particularly amusing, especially as I know that the old codger never goes into a dry goods store unless he sees some very "special bargain" advertised.

Not a great while ago, in the store where I earn my daily crust there were offered two pairs of suspenders for 25c. The old fellow, passing the store, was attracted by a window display of these suspenders. He came in and bought a quarter's worth and went on his way exulting in the thought that he had secured a bargain. When he came to try them on, however, he found that one pair had no stretch; and, if there is one thing that his suspenders must have, it is "stretch." The next day he took the rubberless suspenders back and mildly asked the clerk to exchange them. That clerk is one of these around whom there is an atmosphere of thirty degrees, and he merely pointed to a large sign which read: "No goods ex-changed." Next to suspenders that don't stretch there is nothing like that kind of treatment for making the old chap mad, and the combination was altogether more than he could stand. As the clerk said, in relating the incident to me, when in pity for the old fellow's chagrin I got the suspenders exchanged for him, "The old man hopped around here like a hen on a hot griddle.'

Strange as it may seem, since the suspender episode, the old chap has no more balm for the wounded pride of the clerking fraternity. Last evening, as he luxuriated in my easy chair, he tried to convince me that the professional shopper is "an angel in disguise."

Ever since I purchased my wheel early last spring and in the secrecy of a retired neighborhood took my first lesson, this old chap has been dropping occasional, although unsuccessful hints about forrowing it and learning to ride. Now, while I have never refused, I have faithfully recommended to him a friend of mine who makes a business of renting wheels. I have also maintained

ment and then quickly to seek the friendly shadow of an adjacent doorway. The old chap from around the corner was taking his first lesson a la wheel. Who his instructor was, or how long the lesson had been going on, I knew not; but that instructor's breath was coming in short pants. As the old fellow careened first to one side and then the other, I fancied that I heard an ejaculation that sounded very like the last part of that old Scriptural quotation, "Him that doubteth, etc., etc.," and it wasn't the old chap's voice either. Presently, as if to measure the strength of the wheel, the old man steered his mount full tilt into the curb, himself dismounting with a speed and grace far from the natural. At this juncture there was some more of the above mentioned scripture quoted, and this time it wasn't the instructor's voice. As the old chap limped painfully off in a homeward direction, there was an unwonted look of humility in his mein, due, I think, to the fact that he had at last discovered that there is at least one thing about which he knows nothing.

As in the case of the suspenders, I again volunteered to help the old fellow out of his troubles, and the following evening found me, in a lather of perspiration, prancing up and down Eighteenth street in a vain endeavor to keep the old man from smashing my whee and his other kneecap. I once thought that there is nothing more aggravating than a "sample fiend;" but I had not then undertaken to teach my old friend to ride a wheel. I never before knew what wonderful ability I had in the art of swearing. I would here say, so that "all who run may read," if you value your good Christian reputation, never undertake to teach any one who is over 60 how to ride a wheel.

After many and oft-repeated efforts the old chap succeeded in learning to ride, and is now the proud possessor of a wheel of his own. For some unexplained reason, when he drops in now of an evening to occupy my easy chair, he no longer wears that air of calm superiority, but treats me with due defer-MAC ALLAN.

Light Up the Store.

From the Chicago Apparel Gazette

A dingy store makes dingy trade.
A wide awake merchant can scarcely be extravagant of light. If necessary, cut expenses in other directions and use all the light your facilities will permit—both in the windows and inside the

Nothing is more attractive at night than a brilliantly lighted store -it will

than a brilliantly lighted stole-it windraw trade.

Have your porter light up the whole store when it becomes necessary to use light in any part of it. Do not light a burner here and after a while light another there until you have finally completed the operation of illuminating the store.

Economy in this direction is false economy—light the entire store at once and turn all out at once, not part at a time—''outshine any other store in the block,'' if you can, is good policy.

Forged a Check to Buy a Bible. From the Cincinnati Commercial Tribune

that a man's bicycle is one of his earthly possessions that is not, under any consideration, to be loaned. Well, my reluctance to lend my wheel seemed only to increase the old codger's desire to learn.

One evening early in October, I chanced to walk down Eighteenth street, which is one of our beautiful asphalt paved thoroughfares and in the evening always free from traffic, when lo! I saw a sight that caused me to stop in amaze-

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.

The Meat Market

Maine's Fresh Pork Clubs.

There are more than 1,000 fresh pork

There are more than 1,000 fresh pork clubs in active operation in Maine today, and some of them have been in existence for over a century. Although the State Assessors and census enumerators furnish no statistics bearing on the subject, it is probable that the total membership of the Maine fresh pork clubs exceeds 10,000 persons.

A fresh pork club is organized and maintained to distribute fresh pork, every member coming in for as much sparerib, chop, or shoulder as he is willing to distribute. For obvious and anatomical reasons the membership of any individual fresh pork club is limited to the amount of lean pork which an average pig is able to furnish. As the best fed pig is not all fat, and as one family is unable to consume the one family is unable to consume the lean meat of a killing before it spoils, the fresh pork club comes in and eats the unsalted meat, thus saving the expense of putting up ice and buying refrigerators.

The workings of a fresh pork club are easy to understand.

The workings of a fresh pork club are easy to understand. An average Maine pig, when fat enough to kill, weighs about 300 pounds, and of this perhaps fifty pounds is in spareribs, chops, and other lean parts that are unfit to salt and unsuited for the smokehouse. In the absence of ice houses and refrigerators much of this pork would spoil before the family could eat it, so the fifty pounds is divided into ten parcels of five pounds each, and nine of these are sent to as many members of the fresh pork club, while the tenth is kept to be eaten at home. It is seldom that a club contains more than ten families, because every additional member divides the pork into smaller parcels. Applications for membership to the different clubs often are filed years in advance, and whenever a vacancy occurs the new member; is not. bership to the different clubs often are filed years in advance, and whenever a vacancy occurs the new member is notified of his election by receiving a portion of the first pig that is killed by a member of the club. When the number of waiting applicants reaches nine or ten they are notified of the fact, and they organize as a new club, with full powers to distribute pork, choose new members or discharge old ones.

The advantages to be gained from

members or discharge old ones.

The advantages to be gained from active membership in a fresh pork club are obvious. The pig killing begins in September and continues at intervals until Christmas. The family which is not a member of a club can have more fresh pork than it needs for perhaps a week, and must salt all the rest. By joining a club the same family can prolong the fresh pork season from the time the first member kills a pig until the last porker in the club is salted down for winter. Instead of eating fresh pork once a year, the club members can have it ten times a year, and keep up the revels from Labor Day to New Year's. So important have the fresh pork clubs become in many communities that weddings, parties, and many social events are arranged so they may come off in pig-killing time. In case of birthday or wedding anniversaries one of the club members kills his pig a few days before the festival in order to supply the guests.

Mutton Sheep.

Sometimes a very fair article of mutton can be obtained in our markets, but it does not often compare with the product of England and Canada. Plenty product of England and Canada. Plenty of sheep are marketed for mutton, but they are mostly of breeds used for producing wool, as but few farmers take any interest in breeding for meat. G. W. Franklin, in an address before the Iowa Stock Breeders' Association, goes so far as to say that consumers of mutton, by being accustomed to the meat. so far as to say that consumers of mut-ton, by being accustomed to the meat from wool sheep, have not learned to demand quality. He claims that the most profitable sheep is the one that will lay on the most meat in the shortest time, and says farmers "should breed for mutton and let the wool take care of itself."

Southdown, while not large, is common one, too,

one of the hardiest breeds, but the large one of the hardiest breeds, but the large mutton breeds require more careful attention than most of our farmers are willing to give. This is the only objection to them, and it is not an objection that reflects credit on the farmers. In England, where the climate is soggy with moisture, and in Canada much colder than ours, the big mutton breeds are grown in large numbers. Indeed, little England has within ten million as many sheep as the big United States, and, dogs excepted, the conditions for producing them are much the better here. better here.

· The Man, the Wife, the Dress.

A man stood in the middle of an aisle A man stood in the middle of an aisle in a Broadway dry goods store one day last week. He looked disconsolate. At a nearby counter his wife was making purchases. Suddenly the man's face lighted up and he took a step forward and extended his hand to another man who had appeared around a counter. "Hello!" he exclaimed, "has your wife beaught you to this too?"

and extended his hand to another man who had appeared around a counter.

"Hello!" he exclaimed, "has your wife brought you to this, too?"

"Yes," said the other man. "I told her she could have a new dress, and nothing would do but I must come and pick out all the materials. She's done all the selecting so far and the only time I made an objection I got sat on."

"Say," said the first man, assuming a confidential air, "you've been married five years and I've been married only one. Now just tell me if anything like this ever happened to you. My wife wanted a dress, a kind of potato sack stuff which is transparent enough to make it worth while to put expensive silk under it. She bought all the material and a lot of ribbon. Then she hired a dressmaker and for two days they've been at it. This morning my wife said to me: 'You must come down to the store with me this morning. We underestimated a little on my dress and must get some more ribbon.' I came, and the first thing she did was to buy eighty yards of black, white and green ribbon! I took my breath away. When I recovered I said: 'Did you underestimate that much?' Oh, that's not all,' she said. 'We must get twelve yards more of black braid and three yards of taffeta,' that's silk, you know. Well, I got into an argument with her, maintaining that it was impossible for anybody to underestimate eighty yards on ribbon, let alone the other things. She won't speak to me now. She just gave me a look, and said, 'Oh, you needn't pay for it; mother will.' Now, isn't it absurd for anybody to say that she underestimated eighty yards of ribbon?"

"It does seem foolish," said the other man. "but for heaven's sake when the

"'It does seem foolish,' said the other man, 'but for heaven's sake when the dress is done don't say you can't imagine where all the ribbon is. You can bet it's all there."

A Barnacle on Legitimate Trade. From the St. Louis Gro

the inception of the trading since the inception of the trading stamp scheme in St. Louis, a great deal has been said about it pro and con. We have advised the retail trade to fight shy of the scheme, for the reason that it will reduce their net profits without a corresponding increase in trade. If the retailer makes a contract with the trading stamp company it will hold good, as the issuance of the stamps is not in violation of the United States law. Profits in the retail business are small enough in all conscience, without giving away a handsome percentage of their profits to a concern that 'reaps where it does not sow," and is purely and simply a barnacle on the body pol-itic. Avoid the trading stamp scheme.

Capacity Gets There.

"What is business capacity, Uncle

"Business capacity is having sense enough to go to the back door when people won't answer a ring at the front door."

Envy is not only the meanest passion the human heart, but is the most

Hullo!

Written for the TRADESMAN.

When you see a man in woe
Walk right up and say Hullo!
Say "hullo," and "how d'ye do,
How's the world a-using you?"
Bring your hand down with a whack,
Let it haught of friendship lack;
Waltz right up and don't be slow,
Grin, and shake and say "hullo!"

Is he clothed in rags, oh, sho!
Walk straight up and say "hullo!"
Rags is but a cotton roll
Just for wrapping up a soul,
And a soul is worth a true
Hale and hearty "how d'ye do?"
Don't wait for the crowd to go;
Walk right up and say "hullo!"

When big vessels meet, they say,
They salute and sail away.
Just the same are you and me—
Lonesome ships upon a sea;
Each one sailing his own jog
For a port beyond the fog.
Let your speaking trumpet blow;
Lift your horn and say "hullo!"

Say "hullo" and "how d'ye do"—
Other folks are good as you.
W'en you leave your house of clay
Wandering in the far away,
W'en you travel through the strange
Country t'other side the range,
Then the soul you've cheered will know
Who you be, and say "hullo!"
E. W. ROWELL.

Spurt Advertising.

Spurt advertising, like a short-winded race horse, never wins the race. Just as well move your store every three months as to do spurt advertising. Peomonths as to do spurt advertising. People may not need what you sell just now, but they will sooner or later, and if when they do want it they don't find your advertisement where they first saw it, they will naturally conclude you have quit business. What a salesman is to your business just such is your advertisement. Each sells your goods, and you cannot prosper without both.

The Point of View.

What is interest?"

"Interest is what a man pays you when he borrows your money."
"What is usury?"

"Usury is what you have to pay a man when you borrow his money."

Association Matters

Michigan Retail Grocers' Association

resident, J. Wisler, Mancelona; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. Tatman, Clare.

Michigan Hardware Association

resident, 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

resident, Frank J. Dyk; Secretary, Homen Klap; Treasurer, J. Geo. Lehman.

Saginaw Mercantile Association

President, P. F. Treanor; Vice-President, John McBratnie; Secretary, W. H. Lewis; Treas urer, Louie Schwermer

Jackson Retail Grocers' Association

President, Geo. E. Lewis; Secretary, W. H. Por-Ter; Treasurer, J. L. Petermann

Lansing Retail Grocers' Association

resident, F. B. Johnson; Secretary, A. M. Darling; Treasurer, L. A. Gilkey.

Adrian Retail Grocers' Association

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

Traverse City Business Men's Association

resident, Thos. T. Bates; Secretary, M. B. Holly; Treasurer, C. A. Hammond.

Owosso Business Men's Association

resident, A. D. Whipple; Secretary, G. T. Camp-Bell; 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.



ABSOLUTE

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

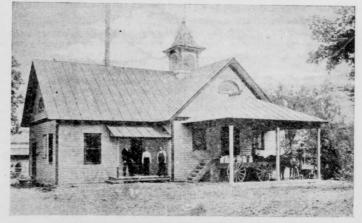
FOR THE TRADE.

THE VINKEMULDER COMPANY,

PHONE 555.

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

Elgin System of Creameries



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.

Fruits and Produce.

Reform Begins at Home.

The Chicago Grocers' Criterion is terribly exercised over the fact that some Michigan fruit growers practice deception in preparing their fruit for market and actually place the large apples and peaches on the top of the package. "I'm not denyin' the women's foolish," remarked Mrs. Poyser. "God Almighty made 'em so to match the men.' The Tradesman is not inclined to deny the truth of the charge against Michigan fruit growers, but insists that it is hardly consistent for a Chicago journal to file a complaint of this kind, when it is remembered that a large part of the Michigan fruit which finds an outlet through the Chicago market is picked and packed under the personal direction and supervision of Chicago men. If the observant growers happen to remember some of the tricks taught them by their Chicago customers and practice the same tactics on purchasers of subsequent shipments, it ill becomes Chicago men to complain over the existence of a custom which they themselves inaugurated and profited by.

The Tradesman recently had its attention called to a complaint of this character, registered by a Chicago house, investigation disclosing the fact that the fruit had been originally shipped by the grower in bushel baskets and repacked in fifth bushel bas-kets—six to the bushel—by the enterprising Chicago dealer, who, when accused of selling fruit irregularly packed, attributed the presence of the large fruit at the top of the package to the craftiness of the farmer instead of to the chicanery of the dealer himself.

If the Criterion will pardon the suggestion, the Tradesman admonishes its Chicago contemporary to inaugurate a crusade against the dozens of fraudulent and dishonest commission houses in the Windy City which are continually soliciting consignments from Michigan shippers by offering to pay 10 per cent. more than the goods are actually worth -a practice which is quite as reprehensible, by the way, as the awful sin of placing the big fruit on the top of the True reform begins at home, and if the time ever comes when the Criterion shall have done for Chicago what the Tradesman has done for Grand Rapids-exposed and driven out of business the dishonest produce dealers
—the Tradesman will cheerfully join the Criterion in a crusade to put an end to the represensible practice-introduced in Michigan by Chicago dealers of skillfully exploiting the choice apples at the top of the basket.

Farmers as Cheese Exporters. From the Montreal Trade Bulletin

After the many failures that have been experienced by farmers attempting to run the whole business of the Granger societies about eighteen or twenty years ago down to the present time, one would naturally suppose that the re-peated adverse results arising therepeated adverse results arising therefrom in pecuniary sense would have deterred them from going beyond their legitimate sphere by trying to do the middleman's business as well as their own. The latest instance of farmers talking about starting in the export trade, refers to some of the members of the Frontenac Cheese Board, who, maddened at the chance they lost by refusing the good prices offered them some time ago, have determined to ship the cheese on their own account to the English market, and it is understood that their representative was in the city last week making financial arrangements to

have them shipped past the regular commission houses in order to get the benefit of that part of the business. If farmers had experienced a poor season and were driven to their wits' ends in order to realize a profit on their cheese industry, we could have better understood their present efforts as a desperate resort to enter into the business of the middlemen and shippers; but the the middlemen and shippers; but the fact is that farmers never had a more prosperous year for marketing their cheese than during the present one, prices from the beginning of the season having been exceptionally good, and when in addition it is considered that when in addition it is considered that the production this year has increased about 33 per cent., producers should be the last to grumble at the recent reduction in prices, which still show them a fair profit. Regarding the cheese which the Frontenac farmers intend shipping, we hope they will do well, and show good returns; but we think we are not exaggerating in saying that it will be about the first consignment of cheese on exaggerating in saying that it will be about the first consignment of cheese on grangers' account that ever paid; while on the other hand, the fact of farmers' shipping cheese on their own account outside of the regular channels, will be apt to give a false impression of the situation on this side, as it will naturally be inferred by English buyers that if Canadian farmers are commencing to ship cheese on their own account, it is because they cannot find a market at any price, and the inference will be that stocks here are much heavier than they actually are. It is to be ier than they actually are. It is to be hoped, however, that the reported shipment of about 1,600 boxes on factorymen's account will not have the bad effect on the other side which some fear will be produced when it gets to its destination and is known generally throughout the trade there

Largest Apple Orchard in the World. Geo. M. Noble, Vice-President of the

largest financial institution in Topeka, recently remarked to a reporter:

"The largest apple orchard in the world is in Kansas. It comprises 1, 300 acres, and in a single season the crop of apples has brought the owner \$40,000. Kansas people are beginning to get a large revenue from such by products of the land. A few years ago there was little or no money made from a source that now brings in millions—the dairy and poultry business. These industries are now conducted on scientific principles, and are being taken hold of by college-bred men with special training. college-bred men with special training. The State is enjoving an era of wonderful prosperity. The stories in the press of the rush of farmers to pay off mortgages have not been exaggerated. The farmers have money to cancel their debts and are getting free of incumbrances on their property."

Microbes Used in Making Butter.

The culture of the micrococus for use in creameries is now commercially propagated in bouillon in specially-constructed flasks. When ready for shipment the culture is transferred to sterilized bottles under aseptic conditions and hermetically sealed by means of sterilized conke and malled parefine. of sterilized corks and melted paraffine.
Put up in this way, the culture may be kept for an indefinite time without dareer of infection by any other organism.
Experiments made on a commercial Experiments made on a commercial scale show that cream ripened with the aid of fresh, pure cultures of these organisms produces generally better butter than the same cream ripened in the usual way. The new species has the name of micrococus butyri-aromafaciens, and its extensive use is predicted in the near future.



BUTTER

Handled only on Commission.

EGGS

On Commission or bought on track.

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

Cranberries Grapes Celery Onions Apples

All kinds of

VEGETABLES

Ask for prices upon carlots or less.

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.

Potatoes -- Beans -- Onions

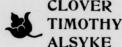
We are in the market daily; buy and Sell Potatoes and Beans, carlots; if any to offer, write or wire, stating what you have, how soon can ship.

MOSELEY BROS..

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

Established 1876.

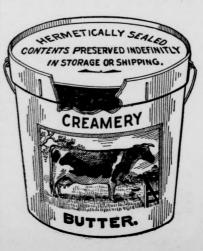
Wholesale Seeds, Potatoes, Beans, Fruits.



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

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

ALFRED J. BROWN SEED CO.



Antiseptic Fibre Package Go.

Manufacturer of Packages for marketing Lard, Butter, Jelly, Mincemeat, etc.

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

> 187-189 Canal St. Grand Rapids, Mich.

THE BANANA

How and Where It Is Grown and Gathered.

From the Grocery World.

From the Grocery World.

Prior to the Cuban war nearly all of the bananas which came to the United States were the product of Cuba. In days of peace Cuba alone sent us 2,000,000 bunches of bananas yearly. So extensive was the industry of that island, indeed, that Cuba was becoming practically given over to banana-growing, and hundreds of thousands of dollars of American money went there every year in return for the fruit. Cuban bananas continued to come during 1895, but after that the trade had to be abandoned because of the revolutionary complications.

At present absolutely no bananas come to this country from Cuba. The

ary complications.

At present absolutely no bananas come to this country from Cuba. The industry has been taken up where Cuba left off by others of the West India group, notably Jamaica and Porto Rico. The business paid the Cuban planters so well that nearly everybody went into it in the other islands named, as well as in Mexico and Central America, and this increase in the supply has seemed to cause a corresponding increase in to cause a corresponding increase in the American demand. It is probable that the consumption of bananas in the

United States for 1897 will be between 15,000,000 and 20,000,000 bunches, of which Jamaica alone sent 4,000,000.

The banana is a very healthful fruit, and is recommended by physicians everywhere. Where several years ago it was only eaten in the natural state, to day it is cooked and variously meaned. day it is cooked and variously prepared in several ways, and has come to be one of the standard foods for the table.

A visit to the banana-growing and shipping districts of Jamaica is a very interesting experience. The boats engaged in the industry are coasting vessels which can anchor immediately alongside the wharves of the island, and the fruit is loaded directly upon them alongside the wharves of the island, and the fruit is loaded directly upon them. Most of them carry from 20,000 to 30,000 bunches every trip, which means probably from 2,000,000 to 4,000,000 bananas. The boats are both loaded and unloaded with the greatest possible quickness, as there is no more perishable fruit than the banana, and a few hours lost may mean the destruction of hours lost may mean the destruction of

hours lost may mean the destruction of an entire cargo.

On the days when the ships are being loaded the bananas pour into the wharf in comparatively small quantities from all of the surrounding sections. They are brought by the natives in carts of unique construction, often hauled by cattle. The few bunches which each cart brings are hustled over the vessel's side into the hold, and are packed away there in compact rows. When a vessel secures an insufficient quantity of there in compact rows. When a vessel secures an insufficient quantity of bananas at any one wharf, she sails along the coast until sufficient fruit is obtained. When this is done the fruit is loaded by rafts, which pole from the shore to the ship.

This process is continued until the vessels are loaded to the hatches. When the storage space is exhausted the ship gets under way and makes the very best

possible time to her American destination. The boats, considering their primitive character, can make very fair time, and can unload at either Phila-delphia or New York within six days after the fruit is cut, making the actual trip in three or four days. Several American firms also run a line of steamers, and these bring bananas directly to Philadelphia and New York.

Philadelphia and New York.

The actual loading of the regular banana vessels is a very systematic business. As each string of the fruit is brought on deck it is classed and counted and assorted with the particular lot to which its quality entitles it. The counters sit beside the rail and operate little automatic machines which register the exact number of bunches put into each load, so that an accurate tally is constantly kept of the contents of the ship.

ship.
As a rule, bananas from these islands are picked green, and many of them reach the Philadelphia and New York reach the Philadelphia and New York markets in that condition, being allowed to ripen in the storing rooms of the job-bers. If the fruit were picked ripe it would be past hope by the time it reached the markets. The artificial ripening affects the flavor to some ex-

ripening affects the flavor to some extent.

In the banana's own country this fruit is of great importance besides its uses as a fruit. The dried leaves are used as packing material, and the fresh leaves are used to shade young coffee seedlings in the nursery beds. The young leaves have a medical use also, being used for dressing blisters, for which their soft smoothness admirably adapts them. The ash of the leaves, when burned, makes a very good soap substitute, and a solution of the ash makes a very good salt, at a pinch. Cigarette wrappers are often made from the leaves and the juice is rich in tannin.

Some bananas, chiefly of the red variety, are grown in Lower California, but not at a profit to the grower.

An Attack of the Entire Line.

A man who had read advertisements of a gas attachment guaranteed to save of a gas attachment guaranteed to save 50 per cent. and make no dirt went to the office of the gas company and bought the thing. The man who took the money said the article would go up the next day. The purchaser waited four days. Then he wrote something on a postal card and mailed it. Then he waited two days. After this he wrote a letter. No answer. Then he wrote another and this is the way the envelope was addressed: was addressed:

For the President,
Vice President,
Secretary,
Treasurer,
Book keeper,
Cashier or
Clerk of the

Gas Company.

The next day the article was delivered. An hour after an inspector called to see if the article had been properly placed. The same day another employe called to ask if the inspector had been there. The next day the company sent a letter asking if the work was satisfactory.

Convicted and Fined for Using Trading Stamps.

Washington Correspondence Chicago Record.

Washington Correspondence Chicago Record.

For several months a new system of trading has been in vogue in Washington, known as "the stamp plan." A customer going into a store which belongs to the association is given a locent stamp with every dollar's worth of merchandise purchased. That stamp is accepted in payment for other merchandise purchased at a central agency conducted by the manager of the association. This system has become quite popular, but has been complained of by merchants who have not adopted it, and at their instigation the authorities arrested the manager and one of the most prominent merchants in town on the rested the manager and one of the most prominent merchants in town on the charge of conducting a gift enterprise in violation of an act of Congress. The defendants were convicted and fined \$100 each, but their attorney gave notice of an appeal, and they were released upon bonds of \$500 until a test case may be carried to the upper courts. case may be carried to the upper courts

to determine the constitutionality of the

law.

The counsel for the stamp company argued that the offering of a premium equally to all customers is not a violation of the law, because the element of chance does not enter into the transequally to all customers is not a violation of the law, because the element of chance does not enter into the transaction—the merchant simply gives the customer a discount or a rebate upon the purchase price. He holds that if the stamp system is unlawful, the Rochdale system and all other co-operative enterprises are equally so, and that tea merchants and others who give away china and glassware and chromos are guilty of a violation of the law. Several soap companies and cigar dealers offer premiums for patronage in the same manner. The stamp system is in use in several other cities, and the manager claims its legality has never before been questioned. It will be several months before the Court of Appeals can hear the case, but the decision will be a matter of general incision will be a matter of general in-

BARNETT BROTHERS

still at their old location, 150 South Water Street, Chicago, in the center of argest fruit market in the United States, with ample room occupying the building. Well equipped for business, they are still in the front in

FRUITS

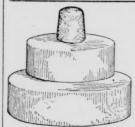
DEPOSITS AT PRINCIPAL POINTS.

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.

ANCHOR BRAND

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

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

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.

W. R. BRICE.

Established 1852.

C. M. DRAKE.

RICE USIEST. EST.

Commission House in Philadelphia.

Butter

Poultry

MERCHANDISING IN JAPAN.

Trade Carried on Under Control of Guilds or Associations.

Clay MacCauley in Commercial Bulletin.

For trade organizations in their perfected form Americans may look to Japan. All trades are ruled by guilds. The origin of these guilds is of such ancient date that one cannot fix the time. For many centuries it has been the practice in Japan to pass a trade from father to son. Whatever trade the gather followed the son naturally took from father to son. Whatever trade the father followed the son naturally took up. So it came about that that particular line of work became the particular privilege of that family. This was the custom when the nation was under the privilege of that family. This was inccustom when the nation was under the old feudal system and each province or feudal dependency was a nation of itself. If, for example, a family in a province were potters, any man in that province not of that family and wishing to be a potter would have to be adopted by that family, taking the family name and dropping his own. There is now a noted family of artists, the Kanos, who for generations have been at the top in Japanese art. But it must not be understood that these are a succession of fathers and sons. It is, rather, that the elder Kano artists have cession of fathers and sons. It is, rather, that the elder Kano artists have adopted favorite pupils and so not blood, but skill has determined the make-up of the family; and no one not familiar with their customs has any idea of the extent to which this matter of adoption is carried nor yet the effect

of adoption is carried nor yet the effect it has upon trade.

The guild, arising from this ancient custom, has come to be a close corpora-tion of such power as to control all busi-ness. For example, if a man wishes to start in the drug business independent-ty without joining the druggists, wild ly, without joining the druggists' guild, he will find himself unable in the first place to buy goods with which to stock his store. If any concern is so reckless as to sell him, whether that concern be a native or a foreign house, it will be most rigorously boycotted. Foreign a native or a foreign nouse, it will be most rigorously boycotted. Foreign merchants have come to exercise great care about this matter. Two or three such concerns have been made examples of by these native guilds. One, a concern backed by the Rothschilds, attempted to fight the guilds, but it made no headway. At last it had to compromise and submit to the demands of the native organizations. The effect the native organizations. The effect of these guilds on trade is not such as to hamper trade disastrously. The kingdom is so shut up that the guilds conserve trade and keep it within old channels and at an even gait.

conserve trade and keep it within old channels and at an even gait.

Manufacturing, wholesaling and retail ing there differ much from ours. There are no great factories as here, except that in recent years the demand for white cotton cloth has led to the establishment of some cotton factories. But the manufacture of silk, for example, is carried on throughout a whole village. Every house in the village is an integral part of the factory, the family living and spinning or weaving in its own little house. Goods are not sold from manufacturers through jobbers, but direct to retailers or, in some cases, through small wholesale distributers.

The Japanese have peculiar ideas about prices. One can often buy at retail for less than at wholesale. The merchant who is willing to sell a single article for a certain sum argues that if you want them more than you do the one and therefore he can get more more

if you want a half dozen or a hundred you want them more than you do the one, and, therefore, he can get more out of you. In the ordinary retail shops, or in the night fairs, the merchants always ask you a higher price than they expect to get. The difference they settle by dickering. At the night fairs the merchant will ask about ten times the amount he will finally take.

The merchant of Old Japan was a peddler and carried his wares about to his customers. Old Japan still comprises almost all the kingdom outside the larger cities. One will still see the traveling merchant in all country places. Yet even in Old Japan shops for the sale of vegetables, rice, fish and such foods are common.

bazaars, which are in a way the equivalent of the department store. These are large buildings in which are numerous stalls, each rented by a man handling one line of goods. This stall may be only a sample room, the merchant who rents it having his stock of goods in a warehouse at a distance from the bazaar. In these bazaars prices are fixed by agreement and they do not vary. Some the larger stores also have the "oneprice' system.

Caste has cut much figure with trade a Japan. Up to twenty-five or thirty years ago the castes in the country ran like this:

(1) The imperial family; (2) nobles of imperial blood; (3) the feudal barons; (4) soldiers; (5) farmers; (6) artisans; (7) merchants; (8) skin dealers and scavengers. This latter class were not considered a social class, being counted outside the pale of society. This class is called the "eta," meaning outcasts or pariahs. Merchants, then, were the lowest class recognized in society. This graduation is being broken ciety. This graduation is being broken by the New Japan, but it must be re-membered that New Japan is but a small fraction of the total population of the kingdom.

There is no such thing as a credit system in the general business in Japan. The merchant may trust you for an hour or two, or until to-morrow; but when you come you must come with the coin. They do not want a bank check nor any kind of paper. Hard cash is what they want to see in exchange for their goods. want to see in exchange for their goods. One may have to carry a cumbersome bag of money about with him if he wants to do much shopping. Out in the country the old brass coins are still used to some extent, but silver currency on a decimal system is the national currency. The first of this month the nation went upon a gold basis. They will now use gold and government bank notes, while silver will be used only as token money. Bank checks are coming into use in a very limited way in the into use in a very limited way in the larger cities.

Got the Wrong Number.

A young woman who lives at No. 17 Blank street left an order at a downtown grocery and when the time for the de-livery wagon to appear had passed she grew anxious and hastened to the near-est telephone.

Perhaps in her nervousness she spoke indistinctly to the exchange girl. Any-way this is the conversation which en-

sued:
"Hello! Why didn't you send your wagon to No. 17 Blank street?"
"Wait a moment—Hello! I don't find any such street on our order book. What's the name of the party?"
"The name is Wigglesworth. I gave the order myself."
"That's funny. Old person or young."

That's funny. Old person or young

"Young person."
"What style did you order?"
"What style? Why, I ordered a lot of things and you promised they'd come up on the first wagon."
"Say. I guess you've produce or in the first wagon."

Say, I guess you've made a mis-

take."
"No, I haven't. The mistake is yours." "Who do you think you're talking

"Why, to Simpson—the grocer."
"No, you're not. You're talking to Thompson, the undertaker."
Br-r-r-rand the bell rang off.

The Widow Was All Right.

"I want you to take a couple o' chances on a poor widow's cookstove—
50 cents a ticket."
"But what's the poor widow going to do without her cookstove?"
"Oh, she's moved into a house where they have a gas range."

they have a gas range.'

He Got a Fit.

Customer--You guaranteed a fit,

of vegetables, rice, fish and such foods are common.

In New Japan, which is but about a quarter of a century old and exists side by side with the old, will be found when she saw 'em.

Words Whose Meanings Vary.

Words Whose Meanings Vary.

Of special interest to the exporting merchants of the United States is the compilation recently issued by the State Department of the weights and measures of foreign countries. All the information given is valuable and some of it is decidedly curious. Thus, the word "barrel" in Spain, used alone, means 100 pounds of raisins; but in Malta it is the official customs term for 11.4 gallons.

The word "candy" in India means 500 pounds in Madras and 529 pounds in Bombay. In the Spanish language "pie" means a measure equal to ninetenths of the English foot. On the other

"pie" means a measure equal to nine-tenths of the English foot. On the other hand, a person calling for a "sho," pronounced "shoe," in Japan receives one and six-tenths quarts of something. In Germany the word "last" refers to two metric tons or 4,400 pounds Eng-lish; but in England it stands for 2½ bushels of dry malt. "Dun" is Japan-ese for one inch and "li" Chinese for 2,115 feet. In Palestine "rottle" means 6 pounds.

2,115 feet.
In Palestine "rottle" means 6 pounds, but only 5¼ pounds in the neighboring country, Syria. "Seer" is Indian for 1 pound and 13 ounces. "Salm" is Maltese for 490 pounds and "poud" Russian for 36 pounds.

A "catty" in China, Japan and Java means 1½ pounds but in Sumatra it means nearly twice that weight. The word "coyau" is Sarawak for 3 pounds and Siamese for 2½ pounds.

The Spanish word "fanega" has probably the most diversified meaning

The Spanish word "fanega" has probably the most diversified meaning of any in the list. Standard Spanish dictionaries describe it as a common unit of dry measure, nearly equivalent to the English bushel, and so in truth it is in Spain, but in Chili it means 2½ bushels, in Uruguay 3.88 bushels, in Venezuela and Central America 1½ bushels. In Colombia the word has, for the most part, retained its original meaning, but locally the usage varies; thus, on the West Coast, a fanega of salt is 110 pounds and in El Choco a fanega of corn is only 32 pounds. Here it may be parenthetically remarked that the

Spanish language abounds in words of a metaphorical meaning. Thus from "fanega" a bushel is derived "fanegada" a small farm and "a fanegadas" abundance or plenty. A farmer asked about his crops would reply, in case the yield was abundant, "a fanegadas," and it would be equally proper to say of a man who had money to burn, "plata a fanegadas," meaning that he had bushels of money.

of money.
"Arroba" is a measure of weight "Arroba" is a measure of weight meaning 32½ pounds in Brazil and 25½ pounds throughout the rest of South America. "Arshure" is a Russian yard of 28 English inches. Most European countries have adopted the metric system and metres; kilos and litres are in common use, but some queer names of widely different meanings still linger. common use, but some queer names of widely different meanings still linger in Denmark and Sweden. For example, "tonde" in Denmark means 3.94 bushels, while "tunna" in Sweden means 4½ bushels. Again, "tondland" in Denmark means 1.36 acres, while "tunnland" in Sweden means 1.22 acres.

A Berlin genius has asked a concession from the municipality for a novel automatic machine. His idea is to ession from the municipanty to a nove, automatic machine. His idea is to establish at various points penny-in-the-slot machines by which bicycles may be attached to a chain, so that they cannot be lost or stolen when left for a few

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Gongdon's Gider Saver and Fruit Preservative Gompound

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

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Bankers: Merchants Nantional Bank, Chicago.

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

Michigan Knights of the Grip, President, Jas. F. Hammell, Lansing; Secretary, D. C. Slaght, Flint; Treasurer, Chas. McNolty, Legheout.

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 Treas urer, Geo. A. Reynolds, Saginaw.

Michigan Commercial Travelers' Mutual Acci-

dent Association.

President, A. F. Peare, Jackson; Secretary and Treasurer, Geo. F. Owen, Grand Rapids.

Board of Directors—F. M. Tyler, H. B. Fair-child, Jas. N. Bradpord, J. Heinzelman, Chas. S. Rodinson.

Lake Superior Commercial Travelers' Club. President, W. C. Brown, Marquette; Secretary and Treasurer, A. F. Wixson, Marquette.

They Asked for Bread-and Got a Stone.

The Central Passenger Association has modified the conditions governing the use of the 1,000 mile interchangeable ticket so as to simplify the ticket considerably. Commissioner Donald has sent out notices to that effect of which the following is an extract:

The contracts of the mileage and change tickets have been so amended as not to require the user's signature in the presence of the ticket agent thereby enabling the holder to affix his signature to the mileage strip at such time and under such circumstances as best meets his convenience to arrange through the services of a messenger or hotel porter to procure tickets and bag-gage checks in advance of arrival at station.

The condition limiting exchange dispensed tickets to a specified term is dispensed with. The amended form will be valid to begin a continuous passage to destination by any train on date issued as indicated by office stamps on reverse of ticket or by any train up to and in-cluding midnight of the day following

The concessions above granted were never asked for by the traveling men and are in the nature of an insult instead of a concession. All the boys have asked for is a book which shall be good on the trains and anything short of this will never be satisfactory to the rank and file of the traveling frater-nity. As repeatedly stated by the Tradesman, the traveling men are willing that the railroads should protect themselves in every possible mannerby the use of a photograph on the covers; by adding \$10 to the price of the book to keep it out of the hands of the scalpers; by scrutinizing the signature as rigidly as desirable-anything except the condition of the present book which necessitates a busy man taking the time to get the necessary ticket of the ticket agent.

Under existing conditions, a very small percentage of the traveling men are using the new book where they cannot possibly avoid it, as they prefer to carry separate mileage books, the same as before. Of course, the arbitrary action of the Michigan Central and Lake Shore roads, in withdrawing the old books from sale, compels many of the boys to carry the new mileage book when they travel over either of these roads.

It is intimated that the railroads realize that something must be done to mol-

Commercial Travelers stead thereof a book will be sold for either \$20 or \$30, with the photograph of the purchaser on the cover, good on the trains, but good only on the railroads of Michigan. This book would meet with the hearty approval of the traveling fraternity, and the Tradesman sincerely hopes that the Michigan roads will see their way clear to adopt this expedient with as little delay as possible. Unless they do so, they will be compelled to face the misfortune of a special session of the Legislature, called by the Governor for the purpose of inaugurating a flat 2 cent rate on all lines in the Lower Panisula. lines in the Lower Peninsula.

Movements of Lake Superior Travelers.

Thos. L. Hilton (Forman-Bassett-Hatch Co.) is again with us. Tom brought his bass voice along with him. H. E. Biel (Jno. Pretzlaff Hardware Co.) worked east of Marquette last

Selden White (Henry W. King & Co.) will become a benedict this week—another example of the wiles of the trav-

eler and how he catches the belles.
This time it is an Ishpeming lady.
J. W. Richards (Wm. Bingham Co.)
is at work in the copper country.
Will C. Brown, President of the Lake

Superior Commercial Travelers' Club, been circulating stories detrimental to the honesty of the Treasurer, telling how the Treasurer used the Club's funds to purchase last winter's coal, get married last April, and, again, to take a summer's vacation. The Treasurer confesses to all this, but swears that the President, in his official capacity as auditor of accounts, has agreed to O. K. and the charged against the Club, provided the Treasurer "divvys" the balance. "What could the poor Treasbalance. urer do?"

Lake Superior has one traveler who is spoken of very often, but not in flat-tering terms. He was never known to buy a newspaper—always borrows or asks a neighbor for half; carries more asks a neighbor for half; carries more pocket lunches and buys more cheese and crackers than any forty other men on the road. At one time he was selling a special brand of canned peaches to a Marquette grocer. The can was opened and sampled and, when the order was written down, the can was offered to the grocer for 15 cents. Another time he offered a bagful of assorted dried fruit that had been carried as samples to his landlady at 5 cents a as samples to his landlady at 5 cents a pound. Still he holds his job, does business and makes money; or, rather, saves money by his miserly ways.

Detroit Travelers Suggest Another Form of Mileage Book.

Detroit, Nov. 15—At the last regular meeting of Post C, Michigan Knights of the Grip, the following resolution was unanimously adopted:

Resolved—That while we give credit to the good intentions of the Central Passenger Association to give to the traveling public a convenient and satisfraveling public a convenient and satisfactory interchangeable mileage book, yet we, members of this Association, composed of active traveling men, respectfully beg to point out to the Central Passenger Association, that from their point of view, there are many evident shortcomings to the conditions under which the present interchangeable mileage book is sold and which this Association sincerely trusts that the Central Passenger of the Centra sociation sincerely trusts that the Central Passenger Association will find that it is to their, as well as to our, interests to have modified; and to that end we respectfully suggest that the following modifications would meet with the hearty approval of this Association, believing such modifications would conserve the interests of the railway companies as well as protect our own:
The absolute withdrawal of the

interchangeable mileage book and substitution therefor of a mileage lify the Michigan traveling men and that, rather than submit to a special session of the Legislature, they will make an arrangement with the Central Passenger Association by which the use of the present book will be abolished, so far as Michigan is concerned, and inGripsack Brigade.

John Cooper, formerly Western Michigan salesman for the Schulte Soap Co., of Detroit, has engaged to cover Northern Wisconsin for the Wolverine Soap Co., of Portland.

The next meeting of the Board of Directors of the Michigan Knights of the Grip will be held at Lansing, Nov. 29. It was originally intended to hold this meeting at St. Johns, but President Hammell has deemed it desirable to change the location of the meeting.

At a meeting of Post E, held at Sweet's Hotel Saturday evening, Chairman Davenport appointed Geo. F. Owen, E. A. Stowe, J. Henry Dawley, Manley Jones and Jas. N. Bradford as a committee to undertake the work of preparation for the Kalamazoo convention. It was decided to hold a series of social parties during the winter, probably in Imperial hall, the first event of the series to occur on the evening of Nov. 27.

The Kalamazoo traveling men are actively engaged in completing preparations for the annual convention of the Michigan Knights of the Grip, which is to be held at that place on Tuesday and Wednesday, Dec. 28 and 29. meetings of the Association will be held in the City Hall, the banquet on Tuesday evening and the ball on Wednesday evening being held in the Academy of Music, which will be especially equipped for the purpose by means of temporary floor put in at large expense over the chairs. Business meetings will be held at 2 o'clock Tuesday afternoon and 9 o'clock Wednesday morning, the election of officers occurring at 2 o'clock Wednesday afternoon. It is intended to provide special entertainment for the ladies accompanying those who attend the convention, in the shape of a musical or literary entertainment Wednesday afternoon. A Reception Committee of twenty-five ladies and gentlemen has been appointed to undertake the work of entertainment. Unless all signs fail, the Kalamazoo meeting will be one of the largest, in point of attendance, ever held by the organization.

The Grain Market.

The wheat market was very narrow during the past week and trading in wheat centers was very light. Both spring and winter cash wheat was strong and held very firm, owing to the small amount of contract wheat held in Chicago and the large short contracts which are out. The short interests are making great efforts to increase the amount of wheat in Chicago elevators and have done so to the extent of about 800,000 bushels during the past week.

It is reported that all the wheat held in Duluth has been sold to go to Chicago and for export. Another peculiar thing that attracts the attention of the dealers is the high prices in the West. The St. Louis price on No. 2 red is 96c, the Kansas City is about the same, while the New York price is only 96% c. The world's shipments were large, being 9,222,000 bushels, of which America furnished 5,446,000 bushels-about the same as she furnished the previous week. The receipts were heavy and our visible increased 3,000,000 bushels. It is not surprising that our receipts are large when we stop to consider that cash wheat is above futures, thus keeping the Northwestern elevators drained. The farmers are also fairly free sellers. It is our opinion that the situation is as strong as ever; and, if the exports con-

tinue large, it will not be many weeks before the shortage will be felt. receipts in this market were light, which is probably due to the poor roads, more than to the price.

Coarse grains, as is usual, remain stationary. Owing to the large amount of corn on hand, it cannot be brought out of its low rut. The same is true of

The flour trade holds up on account of the small stocks and dealers must buy at least for their present wants.

The receipts were light during the past week, being 49 cars of wheat, 2 cars of corn and 8 cars of oats.

Millers are paying 85c for wheat. C. G. A. VOIGT.

Lansing-The D., G. R. & W. grain elevator, which has stood idle for a number of years, except an occasional opening for a short time, will soon be operated permanently. Robert Langenbacker, who has had two years' experience in the management of the North Lansing elevator, which employs about thirty hands, will be the proprietor of the new institution, which will bear the name of the Michigan Grain Co., with ample financial backing.

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.

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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.



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 Normandie of Detroit Reduces Rates.

Determined to continue catering to popular de nand 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 accom odations for the

Carr & Reeve.

The New Griswold House

Has NOT reduced its rates

Newest Rooms in Detroit

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

Postal & Morey, Detroit, Mich.

Drugs=-Chemicals lieve it is especially useful in those

MICHIGAN STATE BOARD OF PHARMACY

the state of the s			Term expires
S. E. PARKILL, OWOSSO -		-	Dec. 31, 1897
F. W. R. PERRY. Detroit -	-		Dec. 31, 1898
A. C. SCHUMACHER, Ann Arbor		-	Dec. 31, 1899
GEO. GUNDRUM. Ionia	-		Dec. 31, 1900
L. E. REYNOLDS, St. Joseph -			Dec. 31, 1901

President, F. W. R. Perry, Detroit. Secretary, Geo. Gundrum, Ionia. Treasurer, A. C. Schumacher. Ann Arbor.

Examination Syssions.

Detroit—Tuesday, Jan. 4 and Grand Rapids—March 1 and 2 Star I-land—June 27 and 28.

Marquette—About Sept. 1.

Lansing—Nov. 1 and 2.

All meetings will begin at 9 o'clock a.m. exept the Star Island meeting, which begins at

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President—A. H. Webber, Cadillac. Secretary—Chas. Mann, Detroit Treasurer—John D. Muir, Grand Rapids.

Medical Treatment of Toothache.

Very few toothaches are incapable of permanent relief without extraction of the tooth. That operation is often the most desirable way of procuring relief, but it is very rarely the only way. and, on the other hand, it is only too common to find that neuralgic pain persists after the extraction of tooth after tooth. A toothache which is "scotched" by appropriate means often ceases permanently. To attack a pain of this kind by a mere narcotic, such as opium or morphine, seems to me rather clumsy therapeutics, and we can usually find much more suitable methods. Alcohol in any form is still more objectionable.

The pain of a hollow tooth may generally be entirely removed by inserting in it a pledget of cotton wool soaked in a mixture of equal parts of carbolic acid and water. A pledget of dry wool should be placed over the carbolized wool to retain the acid. The aching usually ceases in a few minutes, but may recur after a few hours, to be again relieved on a reapplication of the carbolic acid. A very few repetitions commonly suffice to make the cure permanent. But the hollow tooth should be stopped if possible afterwards.

Persons who have been for some time deprived of a proper allowance of sleep. from any cause, are very liable to be painfully reminded of the existence of any bad teeth which they may happen to possess by an attack of dental neuralgia. If this is not soon relieved by appropriate means it tends to aggravate and perpetuate itself by still further depriving the patient of sleep. I have found the following prescription very useful in such cases:

Quinine sulphate. 2 grains
Hydrobromic acid. 15 minims
Tincture gelsemium. 15 minims
1½ drachms
1 ounce

I have seen a raging toothache completely relieved in a few minutes by a single dose of two grains of exalgin in solution, but it is a somewhat uncertain remedy.

There is a kind of toothache which comes on a while after taking food, when the contents of the stomach are naturally acid. This is often relieved with quite astonishing rapidity by the administration of an alkali. The best way is to give a Seidlitz powder, minus about a quarter of the acid, so leaving an excess of alkali. In a typical case of this kind the pain ceases instantaneously -almost as soon as the effervescing draught is swallowed.

But of all medical remedies for tooth ache I know of none which is so successful as salicylate of sodium. I becases where the pain is started by "taking cold." Even in the condition which is called by dentists "perios-titis," where the carious tooth becomes slightly loosened, and projects beyond its neighbors, and is exquisitely tender when eating is attempted, I have often known sodium salicylate to be completely and permanently successful. A dose of fifteen grains will usually relieve the pain very promptly, and if this is repeated every four hours the inflammation may entirely subside, leaving, of course, a carious tooth to be disposed of according to circumstances. The addition of belladonna is often advantageous. Fifteen grains of sodium salicylate with fifteen minims of tincture of belladonna will often procure refreshing sleep instead of a night of FREDERICK C. COLEY, M. D.

A Preventable Leak.

Prof. D. M. R. Culbreth is compelled to believe that the majority of his neighbors prepare Seidlitz powers by measure, and that either their measures are slightly out of true or the making is entrusted to novices, or to the careless, indifferent individual with mind preoccupied when applying pressure.

It is possible that the heads of stores consider such work trivial, but I am convinced that if it only received more of our attention it would be to us time well spent and money well saved. If we are to adhere to the measure, let us see that it is accurate, and that those who use it understand the amount of pressure for the requisite weight, an apt ness easily acquired by weighing different portions from time to time. It is well, also, to keep an account of the vield, in number, from each batch, as this is always a check to the work, and a satisfaction to any business man. must not lose sight of the fact that atmospheric conditions affect, to some slight degree, the yield by measure, even although the pressure be the same. Thus in dry or hot weather the chemicals pack more loosely, giving more powders from a specified weight; on damp, murky, or cold days the mate rials admit of closer packing, yielding a less number. Therefore, to obtain the hest results make powders when the air is dry and temperature high; but, better yet, accommodate the pressure to the weather so that the correct uniform number will always be procured from an original given weight.

None of twelve druggists whose powders Professor Culbreth examined used exactly the same style of wrapper exactly the same style of wrapper. Most of them were in envelopes, all differing in size, and some wrapped and sealed in white Seidlitz paper having on the face the requisite printed matter. I am convinced that the envelope is best, and that it should be abundantly large, to avoid cramping or pressure, hence caking of contents; also that the blue and white papers should be of good size, and that very little pressure be applied with the spatula to give flatness, inas-Most with the spatula to give flatness, inas-much as these only serve to cause cak-ing, and consequently, in the mind of the purchaser, an idea of age, staleness, and deterioration.

Five Meetings During 1898.

Jonia, Nov. 12—Examination sessions of the Michigan Board of Pharmacy will be held during 1898 as follows: will be held during 1808 as follows:

Detroit—Tuesday, Jan. 4 and 5.

Grand Rapids—March 1 and 2.

Star Island—June 27 and 28.

Marquette—About Sept. 1.

Lansing—Nov. 1 and 2.

All meetings will begin at 9 o'clock a. m. except the Star Island meeting, which begins at 8 o'clock p. m.

GEO. GUNDRUM, Sec'y. Bogus Barbadoes Aloes.

A perusal of the lists of nearly all the wholesale drug houses shows that they still quote Barbadoes aloes. It is well known, however, that no Barbadoes aloes has been brought into England or into this country for a number of years We have received a letter from this country's representative at Barbadoes, which reads as follows:

"At one period a considerable export trade was done in this colony in aloes, but eventually that product, like every other minor industry here, was compelled to give way to the sugar cane. For many years the exportation has ceased, and only in very rare instances are aloes now collected here."

Would it not be well to stop this practice of selling Curacoa aloes under the name of Barbadoes, and sell them for what they really are; that is, Curacoa aloes, especially as the price of the Curacoa aloes is about one-third of the price asked for the spurious, so-called Barbadoes? This practice of selling Curacoa aloes for Barbadoes aloes is of the same character as selling St. Vincent arrowroot for genuine Bermuda, and obtaining, in this way, three times the cost of the article. These practices seem to become so fixed by long habit For Sale by Leading Jobbers. that many of the trade do not consider them dishonest, but a little consideration shows them to be so.

HOWARD B. FRENCH.

The Drug Market.

The changes are few and unimportant. Acids-Carbolic is firm and the prices of 1897 will be about the same in 1898.

Balsams-The market is strong and importations are small. The price is advancing.

Cocaine-This article has advanced Agreed prices with the manufac turer are \$3.30 in ounces, with the usual advance for smaller packages.

Essential Oils-Anise and cassia are ending lower.

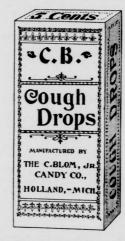
Opium, Morphine-Both are firm but inchanged.

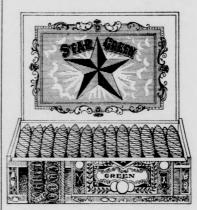
Quinine-N. Y. has been reduced 2c, making it the same price as foreign.

Golden Seal-As supplies come into market, the price is lower.

Vanilla Beans-Have been advanced 10 per cent., as the Government claims 10 per cent. duty, on account of being "improved by manufacturer." This duty is being paid under protest.

What a man gets of this world's goods by accident he is very apt to lose in the





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

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



MILTON KERNS.

No. 52 oth Street. Pittsburgh, Pa.

Finest 10c Cigar on Earth

Couchas Bouquetts 1-40 Perfectos 1-20 \$58.00 1-40 (5½ in.) \$70.00

B. J. REYNOLDS, Grand Rapids. BATEMAN & FOX,

Bay City. JOHNSON & FOSTER, Detroit.

Distributers for Michigan.

WHOLESALE PRICE CURRENT.

Advanced—Balsam Copaiba, Cocaine.

Acidum		Conium Mac 35@ 50	Scillæ Co	Ø 50
Aceticum	6@8 70 70@ 7	Coparoa 1 10@ 1 20	Tolutan	@ 50 @ 50
Boracic	29@ 41	Executintos 1 00@ 1 10	Tinctures	
Citricum	4000 42		Aconitum Napellis R Aconitum Napellis F	60 50
Hydrochlor Nitrocum	3@ E	I Gossinnii Sam gal 500 an	Aloes and Myrrh	60 60
Oxalicum Phosphorium, dil	12@ 14 @ 15	nedeoma 1 00@ 1 10	Arnica	50
Salicylicum.	6000 65	Lavendula 90@ 2 00 Limonis 1 20@ 1 40	Atrope Belladonna. Auranti Cortex	50 60
Sulphuricum	1 25@ 1 40	Mentha Piper 1 60@ 2 20	Benzoin	50 60
Tartaricum	380 40	1 Mentina veriu 1 90(0 2 00)	Benzoin Co Barosma	50 50
Aqua, 16 deg Aqua, 20 deg	4@ 6	Olive 4 00@ 4 50	Cantharides	75 50
Carbonas	6@ 8 12@ 14	Picis Liquida gal	Cardamon	75
Chloridum	12@ 14	Ricina 1 03@ 1 08 Rosmarini @ 1 00 Rosæ, ounce 6 50@ 8 50	Cardamon Co	1 00
Black	2 00% 2 25	Rosæ, ounce 6 50@ 8 50	Catechu	50 50
Brown	80@ 1 00	Sabina 4000 45	Cinchona Co	60
Red			Cubeba	50 50 50
Baccæ.		I Siliabis, ess., onnee @ 65	Cassia Acutifol Co	50 50
Cubeæepo. 18 Juniperus	13@ 15 6@ 8	Tiglii 1 40@ 1 50 Thyme	Ergot	50 50
Xanthoxylum Balsamum	25@ 30	Thyme, opt	Ferri Chloridum Gentian	35
Copaiba	55@ 60	rotassium	Gentian Co	50 60
Peru Terabin, Canada	@ 2 40 40@ 45	Bichromate 1200 15	Guiaca	50 60
Tolutan	75@ 80	Bromide 4800 51	Hyoscyamus	50 60 50 75 75
Cortex		Chloratepo. 17@19c 16@ 18	lodine, colorless	75
Abies, Canadian	18 12	Cyanide	Kino Lobelia	50 50
Cinchona Flava Euonymus atropurp	18 30	Potassa, Bitart, pure 28@ 30	Nux Vomica	50
Myrica Cerifera, po. Prunus Virgini	20 12	Potass Nitras, opt 8@ 10	Opii, camphorated	50 75 50
Quillaia, gr'd	14		Opii, deodorized	1 50
Sassafraspo. 18 Ulmuspo. 15, gr'd	12 15	Sulphate po 15@ 18	Quassia	50 50
Extractum	246	Aconitym 200 25	Sanguinaria	50 50
Glycyrrhiza Glabra. Glycyrrhiza, po	24@ 25 28@ 30	Althæ 22@ 25	Stromonium	50
Glycyrrhiza, po Hæmatox, 15 lb box.	11@ 12 13@ 14	Arum po @ 95	Tolutan	60 60
Hæmatox, ½s Hæmatox, ½s	14@ 15		Valerian Veratrum Veride	50 50
Hæmatox, ¼s Ferru	16@ 17		Zingiber	20
Carbonate Precip	15	Hydrastis Can., po @ 70	Æther, Spts. Nit. 3 F	300 35
Citrate and Quinia Citrate Soluble	2 25 75	Inula, po 15@ 20	Atther, Spts. Nit. 4 F	34@ 38
Ferrocyanidum Sol. Solut. Chloride	40			3@ 4
Sulphate, com'l	15 2	Jalapa, pr 25@ 30	Annatto Antimoni, po	40@ 50 4@ 5
Sulphate, com'l, by bbl, per cwt	50	Podophyllum, po 22@ 25	Antimoni et PotassT Antipyrin Antifebrin	40@ 50 @ 1 40
Sulphate, pure	7	Rhei, cut	Argenti Nitras, oz	@ 15
Arnica	12@ 14	Rhei	Arsenicum	10@ 12 38@ 40
Anthemis	18@ 25 30@ 35	Serpentaria 300 35	ArsenicumBalm Gilead BudBismuth S. N	40@ 1 50 @ 9
Folia		Similax officinalis H @ 40	Calcium Chlor., 1/2s. Calcium Chlor., 1/4s.	
Barosma	28@ 30	Smilax, M @ 25	'anthoridae Duane	@ 12 @ 75
nevelly Cassia Acutifol,Alx.	18@ 25	Sympiocarpus, Fœti-	Capsici Fructus, af. Capsici Fructus, po. Capsici FructusB,po	@ 15 @ 15
Salvia officinalis, ks	25@ 30			@ 15 @ 15 10@ 12
ura Ursi	12@ 20 8@ 10	Zingibers 190 10	Carmine, No. 40 Cera Alba, S. & F	@ 3 00
Gummi		Zingiber J 25@ 27	cera riava	50@ 55 40@ 42
Acacia, 1st picked Acacia, 2d picked Acacia, 3d picked Acacia, sifted sorts.	@ 65 @ 45	Anisum	Cassia Fruetus	@ 40 @ 33
Acacia, 3d picked	@ 35 @ 28	Apium (graveleons) 13@ 15	Cetaceum	@ 10 @ 45
ACacla, DO	60@ 80			
Aloe, Barb. po.18@20 Aloe, Cape po. 15 Aloe, Socotri po. 40	12@ 14 @ 12	Cardamon 1 25@ 1 75 Coriandrum 8@ 10	Chloroform, squibbs Chloral Hyd Crst 1	50@ 1 60
Aloe, Socotripo. 40 Ammoniac	@ 30 55@ 60		Cinchonidine.P.&W	20@ 25 25@ 35
Assaicetidapo. 30	25@ 28	Chenopodium 10@ 12	Cocaine 3	2200 30
Benzolnum Catechu, 1s	50@ 55 @ 13	Frenienlum	JOTKS, list, dis prot	70
Catechu, 1/28	@ 14	Frenngreek no	Cretabbl. 75	Ø 35 Ø 2 Ø 5
Camphoræ	486 55			@ 5 9@ 11
Euphorbiumpo. 35 Galbanum	@ 10 @ 100 65@ 70	Pharlaris Canarian. 35@ 40 Rape	Creta, precip	@ 8 18@ 20
Guaiacumpo. 35	@ 35	Sinapis Albu 70 8	Punri Sulph	@ 24
Kinopo. \$3.00 Mastic	@ 3 00 @ 60	Spiritus	Dextrine	5@ 6 10@ 12 75@ 90
Myrrhpo. 45 Opiipo. \$4.00@4.20 2 Shellac Shellac, bleached	@ 40 85@ 2 95	Frumenti, W. D. Co. 2 00@ 2 50 II Frumenti, D. F. R. 2 00@ 2 25 IF	Dextrine	75@ 90 @ 8
Shellac, bleached	25@ 35 40@ 45	Frumenti 1 25@ 1 50 1	Greata no 40	300 35
Tragacanth	50@ 80		Flake White	12@ 15 @ 23
Absinthium oz pkg	05	Juniperis Co. 1 75@ 3 50 (Saacharum N. E. 1 90@ 2 10 (Spt. Vini Galli 1 75@ 6 50 (Vini Oporto 1 25@ 2 00 (Vini Alba 1 25@ 2 00 (Sambier	8@ 9
Absinthiumoz. pkg Eupatorium.oz. pkg	25 20	Vini Oporto 1 75@ 6 50 Vini Oporto 1 25@ 2 00		Ø 60 35Ø 60
Majorumoz. pkg	25 28	Vini Alba 1 25@ 2 00 Sponges	Hassware, flint, box Less than box	70 60
Majorumoz. pkg Mentha Pip. oz. pkg Mentha Vir. oz. pkg	23 25	Fiorida sheeps wool	Less than box	9@ 12 13@ 25
Rueoz. pkg TanacetumV oz. pkg	39	Carriage 2 50@ 2 75	lycerina	14@ 20
Thymus, Voz. pkg	22 25	carriage @ 2 00 H	Iumulus	Ø 15 25@ 55
Magnesia.	===	wool, carriage @ 1 25 I	Humulus	@ 80 @ 70
Carbonate, Pat	55@ 60 20@ 22	Extra yellow sheeps' @ 1 00 H	Iydraag Ox Rub'm. Iydraag Ammoniati	@ 90 @ 100
Carbonate, K. & M Carbonate, Jennings	20@ 25 35@ 36	Grass sheeps' wool,	IydraagUnguentum	45@ 55
Oleum	00	Hard, for slate use @ 75 I	lydrargyrum ehthyobolla, Am	6500 75
Absinthium 3	25@ 3 50	slate use @ 1 40 I	odine. Resubi	75@ 1 00 60@ 3 70
	30@ 50 00@ 8 25			@ 4 20 @ 2 25
Anisi 2	25@ 2 3	Acacia @ 50 I	ycopodium	4000 451
Bergamii 2	40% 2 50	Adiano Cortes (4 50)	iquor Arsen et hy-	65% 75
Amygdalæ, Dule Amygdalæ, Dule Amygdalæ, Dule Anisi	65@ 70	Ferri Iod @ 50 I	drarg 10d	@ 25 10@ 12
Chenopadii	35@ 65 @ 2 75	Ferri Iod	lagnesia, Sulph lagnesia, Sulph,bbl lannia, S. F	200 -3
Cinnamonii 1 8	80@ 1 90	Senega 600 50 N	fannia, S. F	500 60
		Sellise 2 50 N	and street	@ 2 75

	Morphia, S.P.& W 2 05@ 2 30	Sinapis 2 18	Linseed, pure raw 35 38
_	Morphia, S.N.Y.Q.&	Sinapis, opt @ 30	
-	C. Co 2 05@ 2 30	Snuff, Maccaboy, De	
	Moschus Canton @ 40	Voes @ 34	Neatsfoot, winter str 65 70 Spirits Turpentine 35 40
	Myristica, No. 1 65@ 80	Snuff,Scotch,DeVo's @ 34	Spirits Turpentine 35 40
-	Nux Vomicapo.20 @ 10	Soda Boras 7 @ 9	
	Os Sepia 15@ 18	Soda Boras, po 7 @ 9	Paints BBL. LB
50	Pepsin Saac, H. & P.		
50	D. Co @ 1 00		Red Venetian 1% 2 @8
60	Picis Liq. N.N. 1/2 gal.	Soda, Carb 11/2 2	Ochre, yellow Mars. 13 2 @4
		Soda, Bi-Carb 3@ 5	Ochre vellow Rer 13/9 69
80		Soda, Ash 31/2@ 4	
0		Soda, Sulphas @ 2	
	Picis Liq., pints @ 85	Spts. Cologne @ 2 60	Putty, strictly pure. 2½ 2%@3
0	Pil Hydrargpo. 80 @ 50	Spts. Ether Co 500 55	verminon, Frime
0	Piper Nigrapo. 22 @ 18	Spt Myrcia Dom @ 9 00	American 13@ 15
0	Pil Hydrargpo. 80 @ 50 Piper Nigrapo. 22 @ 18 Piper Albapo. 35 @ 30	Spts. Vini Rect. bbl. @ 2 40	Vermillon, English. 700 75
0	riix burgun (a) 7	Spts. Vini Rect. 1/2 bbl @ 2 45	Green, Paris 131/2@ 19
0	Plumbi Acet 10@ 12	Spts. Vini Rect. 1/2 bbl @ 2 45 Spts. Vini Rect. 10gal @ 2 48	Green, Peninsular 13@ 16
0	Pulvis Ipecac et Opii 1 10@ 1 20	Spts. Vini Rect. 5gal @ 2 50	Lead, Red 51/200 6
0	Pyrethrum, boxes H.	Less 5c gal. cash 10 days.	Dead, white Dooth
0	& P. D. Co., doz @ 1 25	Strychnia, Crystal 1 40@ 1 45	Whiting, white Span @ 70
0	Pyrethrum, pv 30@ 33	2 1 100 1 10	Whiting gildere' @ 30
5	Quassiæ 8@ 10	Sulphur, Subl 2½@ 3	White Paris Amer @ 100
ŏ	Quinia, S. P. & W. 378 42	m 1 , 100	Whiting, Paris Eng.
5	Quinia, S. German. 30@ 40	Tamarinds 8@ 10	cliff 60 1 40
5	Quinia, N.Y 35@ 40		Universal Prepared 1 000 1 15
ňΙ			
ŏΙ		Vanilla 9 00@16 00	(Wannishan)
16	Sale cir 18@ 20	Zinci Sulph 7@ 8	[Varnishes]
۲I	Salacin 3 00@ 3 10		No. 1 Turp Coach 1 10@ 1 20
۷I	Sanguis Draconis 40@ 50	Oils	Estro Turp Coach 1 100 1 20
υĮ	Sapo, W 12@ 14	nnr	Extra Turp 1 60@ 1 70
U	Sapo, M 10@ 12	Whale, winter 70 70	
0	Sapo, G @ 15	Whale, winter 70 70	No. 1 Turp Furn 1 00@ 1 10
0	Siedlitz Mixture 20 @ 22	Lard, extra 40 45	
0		Lard, No. 1 35 40	Jap. Dryer, No.1Turp 70@ 75
0 1			
- 1			

Quintette

The

Best

Five

Cent

Cigar

In the World

Quintette

One thousand \$31.00 per M. Five hundred \$32.00 per M. Less quantity \$33.00 per M.

Include a sample hundred in your next order.

Quintette

Sales.

First Year 200,000.
Second Year 250,000.
Third Year 350,000.

Manufactured for and sold only by

Hazeltine & Perkins Drug Co.,

Grand Rapids, Mich.

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross	CHOCOLATE. Walter Baker & Co.'s.	CONDENSED MILK.	FARINACEOUS GOODS.	Souders'. Oval bottle, with corkscrew.	SALERATUS.
arora	German Sweet	Gail Borden Eagle 6 75	24 1 lb. packages 1 75	Best in the world for the money.	Packed 60 lbs. in box. Church's
amoud50 4 00	Premium	Crown	Bulk, per 100 lbs 3 50	Regular	Deiand's
razer's	CLOTHES LINES.	Champion 4 50 Magnoita 4 %	Walsh-DeRoo Co.'s2 40 Bulk in 10) lb. bags3 40	Grade Lemon.	1aylor 83 (
aragon	Cotton, 40 ft. per doz 1 00	Challenge	Hominy.	2 oz 75	SAL SODA. Granulated. bbls
BAKING POWDER. Absolute.	Cotton, 50 ft, per dcz 1 20 Cotton, 60 ft, per dcz 1 40 Cotton, 70 ft, per dcz 1 60	COUPON BOOKS.	Barrels	4 oz1 50 Regular	Granulated, 100 lb cases. 91 Lump, bbls
(lb cans doz	Cotton, 80 ft. per doz 1 80 Inte, 60 ft. per dox 80 Inte, 72 ft. per dox 98	TRADESMAN TRADESMAN	Medium Hand Picked1 00	Vanilla.	SALT.
1b cans doz	Chicory.	1	Maccaroni and Vermicelli. Domestic, 10 lb. box 60 Imported, 25 lb. box 2 50	SOUDERS 2 oz1 20 4 oz2 40 FLAVORING XX Grade	Diamond Crystel. Cases, 24 3-lb boxes
	Bulk 5 Red 7		Pearl Barley.	Lemon.	Barrels. 40 7 lb bags2 8 Butter. 28 lb. bags
1b cans 3 doz.	COCOA SHELLS.	Tradesman Grade.	Chester	ROYAL A RICHARD STREET OF THE PROPERTY OF THE	Butter, 56 lb bags Butter, 20 14 lb bags. 3 (Butter, 280 lb bbls 2
El Purity.	20 lb bags	50 books, any denom 1 50 100 books. any denom 2 50	Green, bu \$0 Split, per lb 2	REMEDYAEXTRACT XX Grade Vanilla.	Common Grades.
1b cans per doz 75 1b cans per doz 1 20	Pound packages 4	500 books, any denom11 50 1,000 books, any denom20 00	Rolled Oats. Rolled Avena, bbl3 60	DAYTON.0. 2 oz 1 75	100 3 lb sacks
Ih cans per doz 2 00 1	CREATI TARTAR. 5 and 10 lb. wooden boxes30-35	Economic Grade.	Monarch hhl 3 3	4 oz 3 50	28 10 10 Sacks
Home.		50 books, any denom 1 50 100 books, any denom 2 50	Monarch. ½ bbl	GUNPOWDER.	Worcester. 50 4 lb. cartons3
lb cans 4 doz case 35 lb cans 4 doz case 55	COFFEE.	500 books any denom11 50 1,000 books any denom20 00	Ousker, cases	Rifle - Dupont's. Kegs4 00	115 2% D. 880 K8 41
lb cans 2 doz case 90	Green.		Sago.	Half Kegs 2 25	99 14 1h sacks 9
JAXON	Rio.	ONECENT	German 34 East India 3	1 lb. c hs	30 10 lb. sacks
	Good	COUPON	Wheat.	½ lb cans	56 lb. linen sacks
lb cans, 4 doz case 45 lb cans, 4 doz case 85	Golden14	Universal Grade. 50 books, any denom 1 50	Cracked, bulk 24 2 lb packages 2 50	Kegs 4 25	Warsaw.
lb cans, 2 doz case 1 60	Peaberry	100 books, any denom 2 50 500 books, any denom11 50		H+lf Kegs	56-lb dairy in drill bags 8 28-lb dairy in drill bags 1
Jersey Cream.	Fair 1'	1,000 books, any denom20 00	Fish.	1 lb. cans 34	Ashton.
b. cans, per doz	Good	Superior Grade. 50 books, any denom 1 50	Cod.	Eagle Duck-Dupont's	56-lb dairy in iinen sacks
z. cans, per doz 85	Peaberry 17	100 books, any denom 2 50 500 books, any denom11 50	Georges cured @ 41/2 Georges genuine @ 51/2	Kegs 8 00 Half Kegs 4 25 Quarter Kegs 2 25	Higgins. 56-lb dairy in linen sacks
Our Leader.	Mexican and Guatamala.	1,000 books, any denom20 00	Georges selected 6 14 Strips or bricks 5 @ 7%	1 1b. cans 45	Solar Rock.
1b cans. 45 1b cans. 75	Fair	Coupon Pass Books,	Halibut.	Sage 15	56-lb sacks
1b cans 1 50	Fancy 14	Can be made to represent any denomination from \$10 down.	Chunks 10 Strips 9	Hops	Common. Granulated Fine
Peerless.	Maracalbo.	20 books	Herring.	Madras, 5 lb boxes 55 S. F., 2, 3 and 5 lb boxes 50	Medium Fine 8
BATH BRICK.	Milled. 21	100 books	Holland white hoons, bhl. '0 25 Holland white hoop 1/4 bhl. 5 50	15 lb pails	SEEDS.
glish80	Java.	500 books	Holland white hoop, beg. 72 Holland white hoop mehs 80	30 lb pails 73	Canary, Smyrna 3
BLUING.	Interior	Credit Checks.	Norwegian	Condensed, 2 doz	Caraway 8 Cardamon, Malabar 6
ONDENCED	Mandehling24	500, any one denom'n 3 00 1000, any one denom'n 5 00	Round 40 lbs 1 60 Scaled	LICORICE.	Ce ery 11 Hemp, Russian 3
וושבוושנו	Mocha.	2000, any one denom'n 8 00 Steel punch 75	Mackerel.	Pure	Mixed Bird
OFARI De-	Imitation	DRIED FRUITS-DOMESTIC	Mess 100 lbs	Sicily	Rape
LAIL	Roasted.	Apples. Sundried @ 54	Mess 10 lbs	MINCE MEAT.	Cuttle Bone 20
BLUING	Clark-Jewell-Wells Co.'s Brands	Evaporated 50 lb boxes. @ 8	No. 1 100 lbs	Ideal, 3 doz. in case 2 25	Scotch, in bladders
doz. pasteboard Boxes 40	Fifth Avenue 29 Jewell's Arabian Mocha 29	Apricots	No. 1 10 lbs	Diamond Match Co.'s brands.	Maccaboy, in jars French Rappee, in jars
loz. wooden boxes 1 20	Wells' Wochs and Java94 Wells' Perfection Java94	Blackberries	No. 2 100 lbs 1 10		SPICES.
BROOMS.	Connotho 92	Peaches	No. 2 40 lbs 4 31 No. 2 10 lbs 1 15	No. 2 Home 1 10	Whole Sifted.
0.0	Valley City Maracatho 1814	Pitted Cherries 12	No. 2 8 lbs 95	Export Parlor4 00	Allspice
0. 3 Carpet	Ideal Blend 13 Leader Blend 12	Raspberries	Russian kegs 55	New Orleans.	Cassia, Batavia in bund
rlor Gem	Package.	California Prunes.	No. 1 100 lbs 4 50	Black	Cloves, Amboyna. 10 Cloves, Zanzibar. 9 Mace, Batavia 55
ncy Whisk	Relow are given New York prices on package coffees, to	100-120 25 lb boxes.	No. 1 40 lbs 2 1 No. 1 10 lbs 61	Good	Nutmegs, fancy
CANDLES.	which the wholesale dealer adds the local freight from	60 - 70 25 lb boxes	No. 1 8 lbs 51	Open Kettle25@35 Half-barrels 2c extra.	Nutmegs, No. 1
	New York to your shipping point, giving you credit on the	50 - 60 25 lb boxes @ 6% 40 - 50 25 lb boxes @ 7%	Whitefish. No. 1 No. 2 Fam 100 lbs 6 00 5 00 2 0	PIPES.	Pepper, Singapore, black10 Pepper, Singapore, white12
raffine8	invoice for the amount of freight huver pays from the	30 - 40 25 lb boxes @	40 lbs 2 70 2 30 1 3)		Pepper, shot10
CANNED GOODS. Tanitowoc Peas.	market in which he purchases to his shipping point, including	Raisins.	10 lbs 75 65 35 8 lbs 63 55 31	Cob, No. 3 85	Allspice
keside Marrowfat 05	weight of package. In 60 1h.	London Layers 3 Crown. 1 50 London Layers 4 Crown. 2 00	FLAVORING EXTRACTS.	POTASH. 48 cans in case.	Cassia, Saigon
keside E. J	shove the price in full cases.	Dehesias Loose Muscatels 2 Crown 5	A LATRICIO	Babbitt's	Cloves, Amboyna
tra Sifted Early June 1 75	Arbuckle 11 00	Loose Muscatels 3 Crown 6 Loose Muscatels 4 Crown 7		PICKLES.	Ginger, African
CHEESE.	TcLaughlin's XXXX11 00	FOREIGN.	100	Medium.	Mace Ratevia 70
me @ 1114	Extract.	Currents.	AS A EA	Barrels, 1,200 count 5 50 Half bbls, 600 count 3 30	Mustard, Eng. and Trieste20 Mustard, Trieste
ron @ 11	Valley City 14 gross 75	Patras bbls	S 10 6	Small.	Nutmegs
m @ 12%	Wellx 14 gross	Cleaned, bulk	STATE OF THE	Barrels, 2,400 count 6 75 Half bbls, 1,200 count 4 00	Pepper, Sing., white15@18 Pepper, Cayenne17@20
rtford	CATSUP.	Peel. Citron American 10 lb bx @14	EXTRACTS.	RICE.	Sage18
rkimer @	Columbia, pints2 00	Lemon American 10 lb bx @12	Jennings'.	Domestic.	SYRUPS. Corn.
rsey @ 12	Columbia, % pints1 25	Orange American 10 lb bx @12 Raisins.	D.C. Vaniha D. C. Lemon 2 oz 120 2 oz 75	Carolina No. 1 5	Barrels
erside @ 12	CLOTHES PINS.	Ondura 28 lb boxes 8 @ 81/2	3 oz1 50 3 oz1 00	Broken 3%	Pure Cane.
arta @ 11	5 gross boxes40	Sultana 1 Crown @ Sultana 2 Crown @	4 oz2 00 4 oz1 40 6 oz2 00	Imported.	Fair
oarta			1 NO 8 9 40	1.18Dan NO 1 58/	00 1
lam	COUGH DROPS.	Sultana 3 Crown @11 Sultana 4 Crown	No. 8 4 00 No. 82 40 No. 10. 6 00 No. 104 00	Japan, No. 2	Choice 25
mburger	COUGH DROPS. C. B. Brand. 40 5 cent packages 1 00	Sultana 4 Crown @ Sultana 5 Crown @ Sultana 6 Crown @ 12	No. 3 T.2 00 No. 8 T.1 35	Japan, No. 1. 5% Japan, No. 2. 5% Java, fancy head. 6 Java, No. 1. 5 Table. 5%	SODA. Boxes

JAXON	-
Single box	pr wi
JAS. S. KIRK & CO.'S BRANDS.	sh cr an fre
American Family, wrp'd3 33 American Family, nawro'd 3 27	in we
Dome 3 33 Cabinet 2 20 Savon 2 50 Dusky Diamond 50 6 oz 2 10	Cu Do
Savon 2 50 Dusky Diamond 50 6 0z 2 10 Dusky Diamond 50 8 0z 3 00 Bue India, 100 ½ 1b 3 00 Kirkoline 3 75 Bos 3 65	Po XX Mo
One box American Family free with five	Gr Gr Fi Ex
Schulte Soap Co.'s Brand.	Di Co
	NO NO NO
SAMPLE 3 . V. CO	NO NO NO
100 cakes, 75 bs. Single box	No No
25 box lots	No No No
Wolverine Soap Co.'s Brands.	No
MULYERINE	
Single box	Le Ha Ha
Allen B. Wrisley's Brands.	Sa Sa
Old Country, 80 1-lb, bars 2-75 Good Cheer, 60 1-lb, bars 3-75 Uno, 100 ¾-lb, bars 2-50 Doll, 100 10-oz, bars 2-05	
Scouring.	Cla
Sapolio, kitchen, 3 doz 2 40 Sapolio, hand, 3 doz 2 40 Washing Powder	
Pub So-Ma	Qu G.
Je Land	-
The state of the s	7
Washing Towder	
THE STATE OF THE S	S.
100 12 oz pkgs	Sta
	Ma Pu
CHINGS FORDER SHE CONTINUES	
STARGH TWO	No No No
Kingsiora's corn.	F
Kingsford's Silver Gloss.	-
40 1-1b packages 6½ 6-1b boxes 7	Wi Tre Bla
64 10c packages 5 00 128 5c packages 5 00 32 10c and 64 5c packages 5 00	Ha Cis Blu
Common Corn. 20 1 lb packages	Liv Bo Co Ha
40 1 lb packages 414 20 lb. poxes 4 40 lb. boxes 334	No Pil Sm
Common Gloss.	Re Co Ma
3-lb packages	F. F.
STOVE POLISH.	F. Sel F
Dramova	Sta
	FEX
	All

& EVAMELINE

	N	1
	SUGAR.	I
75 70 65 S. 33 27	Below are given New York prices on sugars, to which the wholesale dealer adds the local reight 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.	- 8880 J
33 20 50 10 00 75 55 ly	Cut Loaf. 5 63 Domino 5 50 Cubes 5 1: Powdered 5 1: Yaxx Powdered 5 2: Mould A 5 5 Granulated in bbls 5 00 Fine Granulated 5 2: Extra Fine Granulated 5 1 Extra Coarse Granulated 5 1 Diamond Confec A 5 00 Confec Standard 4 4 8 No. 1 4 6. No. 2 4 4 68	C S C R R B C E K F D V
80 75 70 60	No. 3	L L C C G M Se II
	TABLE SAUCES.	SPC
55 50 50	Lea & Perrin's, large. 4 75 Lea & Perrin's, small 2 75 Haiford, arge 3 75 Haiford small 2 25 Salad Dressing, large 4 55 Salad Dressing, small 2 66	HGLALL
5	TOBACCOS.	M C: M
55 50 55 60 60	Clark-Jewell-Wells Co.'s brand. New Brick	HPDSBW
	H. & P. Drug Co.'s brand. Quintette35 00	
	G. J. Johnson Cigar Co.'s brand.	N
		-
	s. c. w	17
50	H. Van Tengeren's Brand.	20
	Star Green35 00	St
	VINEGAR.	SUF
	Malt White Wine 7	

Q - Q
C. W
I. Van Tengeren's Brand.
r Green35 00
VINEGAR.
t White Wine 7
e Cluer 8
WICKING.
0, per gross 25
1, per gross 30
2, per gross 40
3, per gross 75

Fish and Oy	ste	ers
Fresh Fish.		
	P	er 1b
Whitefish	0	9
Trout	0	8
Black Bass	0	10
Halibut	0	10 15 4
Ciscoes or Herring	0	4
Bluetish	0	10
Live Lobster	0	16
Boiled Lobster	0	10 16 18 10 8
Cod	0	10
Haddock	0	8
No. 1 Pickerel	(CC)	9
Pike	99999	7
Smoked White	0	9
Red Snapper	0	12
Col River Salmon	0	Jà
Mackerel	0	18
Oysters in Car	15.	
F. H. Counts	0	35
F. J. D. Selects	@	
Selects	@	23
W. I. D	0	

F. J. D. SCH CO	(4)
Selects	@ 22
F J D. Standards	@ 21
At chors	@ 18
Standar is	(ca 16
Favorites	@ 14
Oysters in Bull	k
F H Con ts	@1 75
Extra Selects	@ 50
relects	@1 25
Anchor Standards	(a.1 10
St ndards	@1 00
Clams	@1 25
Shell Goods.	
Oysters, per 100 Clams, per 100	1 25@1 50

	MICHIGAN T	TR
	Candies.	Gra
	Stick Candy.	
	Standard	Paten Secon Straig Clear
	Boston Cream @	Graha Bucky
	Mixed Candv.	
-	Competition 6 6/4 Sendard 6 7 Conserve 6 7% Royal 7 72 Ribbon 6 8½ Broken 8 8½ Cut Loaf 8 8½ English Rock 8 Kindergarten 8 8 French Cream 8 8½ Dandy Pan 610 Valley Cream 613	Sub count Flor dition Wor Quake Quake Guard whole S Clark-
	Fancy-In Bulk.	Pillsb
	Lozenges, plain	Pilisb Pilisb Pilisb Pilisb Ball-B Grand Grand Grand
1	Fancy-In 5 lb. Boxes.	Lemon
	Lemon Drops	Gold ? Gold ? Gold ? Parisa Parisa Oin Cereso Cereso Word Laure Laure Laure Laure Winte Winte Winte The Cereso The Cereso The Cereso Cereso Word Laure Laure Laure Laure Laure Laure Laure Laure Laure The Winte Winte Screen The
1	boxes	quotes
	Fruits.	Car lo Less t
	Oranges. Fancy Mexicans. 2008	Car lo Carlot Less t

	Rodis.	•	No. 1
	200 Fancy	@5 00	No. I
ю			
	Lemons.		
	Strictly choice 360s	@3 25	
	Strictly choice 300s Fancy 360s	@3 25	n.
7	Ex. Fancy 300s	@1 10	as fo
8	Ex. Rodi 360s	@4 50 @5 00	as 10
	Bananas.	Q3 00	Same
		2000	Seym
5	Medium bunches1 25	@1 50	Fami
0	Large bunches1 75	@2 00	Fami
0	Foreign Dried Fruit	s.	Salte
5	Figs.		Salte
	Choice, 101b boxes	@ 10	
=	Extra choice, 14 lb		Soda
5	boxes	@ 12	Soda
	Fancy, 12 lo boxes	@ 13	Soda
	Fancy, 50 lo boxes Imperial Mikados, 13	@ 14	Zeph
	10 .0105	0 11	Long
).	Pulled, 6 lb boxes	@ 14	L. 1.
	Naturals, in bags	6 6	Squa
	Dates.	•	Sq. U
	Fards in 10 1b boxes	0 0	Farin
	Fard, in 6) ib cases	@ 8	1
	Persians, H. v. B., 60	@ 6	SI
	1b cases, new	@	Anin
	Sairs, to lo cases	@ 41/2	Bent
			Coco
	Ninta		Coffe
	Nuts.		Frost
			Grah
	Almonds, Tarragona	@13	Ging
	Almonds, Ivaca	@11	Ging
	Almonds, California,		Gin.
	soft shelled	@15	Ging
	Brazils new	@ 81/2	Impe
	Wainuts, Grenobles	@10	Jum
	Walnuts Calif No. 1	@13 @11	Mola
	Walnuts, Calif No. 1. Walnuts, soft shelled	COLL	Mars
	Calif	@12	Mars
	Table Nuts, fancy Table Nuts, choice	@12	Pretz
	Table Nuts, choice	@10	Pretz
	Perans, Med	@ 8	Suga
	Pecans, Ex. Large	@10	Sears
	Pecans, Jumbos Hickory Nuts per bu.,	@12	Vani
	Objective Nuts per bu.,	A1 **	Vani
	Cocoanuts, full sacks	@1 75	Peca
		@4 50	Mixe
	Peanuts.		Crear
	Fancy, H. P., Suns.	@ 61/2	Bosto
	Fancy, H. P., Flags	-	Chim
	Choice, H. P., Extras	@ 6%	Pines
0	Choice, H. P., Extras.	@ 4	Penn
6	Choice, H. P., Extras, Roasted	@ 51/	Mars Belle
-	150MB 1002	@ 51/2	Delle

	Grains and Feedstuffs
	Wheat.
ails	Wheat 85
71/2	Winter Wheat Flour.
1/2	Local Brands.
1/2 ies	Patents
1/2	
1/2	Clear 4 40
	Granam 4 75
	Rye 3 50
1/2	Subject to usual cash dis-
1/2	count. Flour in bbls., 25c per bbl. ad-
1/2	ditional.
1/2	Worden Grocer Co.'s Brand
2	Quaker, 48 4 55 Quaker, 48 4 55 Quaker, 48 4 50
19	Quaker, 48 4 5)
	Quaker, ½8 4 00
2	Guard, Fairfield & Co's Brand. Whole Wheat 1-16s
2	Whole Wheat 1-16s 5 20
	Spring Wheat Flour.
	Clark-Jewell Wells Co.'s Brand.
	Pillsbury's Best 188. 555 Pillsbury's Best 188. 545 Pillsbury's Best 188. 53 Pillsbury's Best 188. 53 Pillsbury's Best 188 paper. 5.5 Pillsbury's Best 188 paper. 5.5
	Pilisbury's Lest vs 5 3
	Pinlsbury's Best 18s paper . 5 .5
	Philsoury's Best as paper 5 .5
1/2	Grand Republic, 188 5 55
2	Grand Republic, \(\frac{1}{2} \)s 5 55 Grand Republic, \(\frac{1}{2} \)s 5 55 Grand Republic, \(\frac{1}{2} \)s 5 35
	Lemon & Wheeler Co.'s Brand.
	(1.14 1/ 1 1 1 1
	Gold Medai 145 2 20
	Gord Medal 1/25 5 45
	Parisian, 48
ı	Gold Medal ½8. 5 65 65 60 60 Medal ½8. 5 20 60 60 Medal ½8. 5 45 Parisian, ½8. 5 55 78 Parisian, ½8. 5 50 Parisian, ½8. 5 40
	Oney & Judson's Brand.
	Ceresota, ½8
	Ceresota, 48 5 55
	Ceresota, ½8 5 45
	Worden Grocer Co.'s Brand.
	Laurei, 788 5 61
,	Laurel, \(\frac{1}{2} \) \(8 \)
	Meal.
ij	Bolted 1 75
	G. G
	St. Car Feed. screened 14 01
	Unboited Corn Meal 13 00
	St. Car Feed, screened 14 01 No. 1 Corn and Oats 13 00 Unboiled corn Meal 12 0 Winter Wheat Bran 11 00 Winter Wheat Middings . 1 00 Screenings 10 00 The O. E. Brown Mill Co. quotes as follows:
	Screenings 1, 00
	The O F Promo Mill
	quotes as follows:
	New Corn.
	On 1-4:
	Less than car lots 3,
-	Oats.
	Carlots, clipped 95
	dess than car lots 28
)	Hay.
)	No. 1 Timothy cariots 9 00 No. 1 Timothy, ton lots 10 00
5	Crackers.
5	
)	The N. Y. Biscuit Co. quotes

@3 25	Crackers.		labeled 4
@3 25 @4 W	The N. Y. Biscuit Co. quotes	Fresh Meats.	No. 2 Sun, "Small Bulb," for Globe Lamps
@4 50	as follows:	D4	La Bastie.
@5 00	Butter.	Carcass 51/2@ 7/4	No. 1 Sun. plain bulb, per
	Seymour XXX 4	Fore quarters 5 (4 6	doz 1
@1 50	Seymour XXX, 3 lb. carton 4½ Family XXX	Hind quarters 7 @ 9	No. 2 Sun, plain bulb, per doz 1
@2 00	Family XXX, 3 lb carton. 41/2	Loins No. 3 9 @12 Ribs 8 @12	No. 1 Crimp, per doz 1
its.	Sailed XXX	Rounds 61/4 71/4	No. 2 Crimp, per doz 1
	Salted XXX, 3 lb carton 41/2	Chucks 4 (4 5	Rochester.
@ 10	Soda XXX 4	Plates @ 3	No. 1, Lime (65c doz) 3
@ 12	Soda XXX, 3 lb carton 41/4	Pork.	No. 2, Lime (70c doz) 4
@ 13	Soda, City 5	Dressed	No. 2, Flint (80c doz) 4
@ 14	Zephyrette 9	Shoulders 64 546	Electric.
@ 14	Long Island Wafers 9 L. I. Wafers, 1 lb carton 10	Leaf Lard 51/200	No. 2, Lime (70c doz) 4 No. 2, Flint (80c doz) 4
@ 15	Oyster.	Mutton.	OIL CANS. De
6	Square Ovster, XXX 414	Carcass 6 @ 7 Spring Lambs 8 @ 9	1 gal tin cans with spout 1
	Sq. Oys. XXX. 1 lb carton. 5%	Veal.	1 gal galv iron with spout. 1
@ 8	Farina Oyster, XXX 4	Carcasa 6 @ 8	2 gal galv iron with spout. 2 3 gal galv iron with spout. 3
6	SWEET GOODS-Boxes.		5 gal galv iron with spout. 4
@	Animals 9	Hides and Pelts.	3 gal galv iron with faucet 4
@ 41/2	Bent's Cold Water 13 Belle Rose 6	rides and reits.	5 gal galv iron with faucet 5
	Cocoanut Taffy 8	Perkins & Hess pay as fol-	5 gal Tilting cans 8 5 gal galv iron Nacefas 9
	Coffee Cakes 8	lows:	Pump Cans
	Frosted Honey 10	Hides.	5 gal Rapid steady stream. 9
C 10	Graham Crackers 6 Ginger Snaps, XXX round. 5	Green 7 @ 8	5 gal Eureka non-overflow 10
@13 @11	Ginger Snaps, XXX city 5	Part cured @ 8½ Full Cured 8¼@ 9¾	3 gal Home Rule 10
(GII	Gin. Snps, XXX home made 5	Dry 9 @11	5 gal Home Rule
@15	Gin. Snps, XXX scalloped 5	Kips. green 7 @ 8	
@ 84	Ginger Vanilla 7 Imperials 6	Kips, cured 84@ 914	No. 0 Tubular 4
@10 @13	Jumples, Honey 10	Calfskins, green 7½@ 9 Calfskins, cured 9 @10%	No. 1 B Tubular 6
@11	Molasses Cakes 6	Deaconskins25 @30	No. 13 Tubular Dash 6
	Marshmallow 12	Pelts.	No. 1 Tub., glass fount 7
@12	Marshmallow Creams 13 Pretzels, hand made 6	Shearlings 500 30	No. 12 Tubular, side lamp. 14 No. 3 Street Lamp 3
@12	Pretzelettes, Little German 6	Lambs 40@ 1 00	LANTERN GLOBES.
@ 8	Sugar Cake 6	Old Wool 600 100	No. 0 Tubular, cases 1 doz.
@10	Sultanas	Oils.	each box 10 cen s
@12	Vanilla Square 7	Olis.	No. 0 Tubular, cases 2 doz.
@1 75	Vanilla Wafers 12	Barrels.	No. 0 Tubular, bbls 5 doz.
@4 50	Pecan Wafers 12	Eocene @111/6	each, bbl 35
	Mixed Picnic	XXX W.W.Mich.Hdlt @ 81/2	No. 0 Tubular, bull's eye,
@ 61/2	Boston Ginger Nuts 6	W W Michigan @ 8	cases 1 doz. each 1
0 0/1	Chimmie Fadden 9	Diamond Wh.te @ 7 D., S. Gas @ 8	LAMP WICKS.
@ 61/2	Pineapple Glace 2	Deo. Naptha @ 71/6	No. 0 per gross
@ 4	Penny Cakes 6 Marshmallow Walnuts 13	Cylinder	No. 2 per gross
@ 51/2	Belle Isle Picnic 10	Engine11 @21	No. 3 per gross
0 0/1		lack, winter 0 8	Mammoth

Provisions.

Provisions.	(
Swift & Company quote as follows:	
Rerealed Donk	
Clear back 10 .5	3
Snort cut 10 (0	
Pig 14 50 Bean 8 50	
Short cut. 10 (0) Pig. 14 50 Bean 8 50 Family 9 50	1
	2
Bellies	3
Briskets 5½ Extra shorts 5¼	
Smoked fleats. Idams, 12 ib average 9 Idams, 16 ib average 9 Idams, 20 ib average 8 Idams, 20 ib average 15 Idams, 20 ib averag	2
dams, 14 lb average 9	C
dams, 16 lb average 814	1
lam dried beef 15	7
Bacon, clear 8 64	
alifornia hams 6	14
Cooked ham	
Lards. In Tierces.	14
Lards. In Tierces.	
Settie	
Ulb Tubsadvance	34
Ulb Palisadvance	1
ompound 4 cettle 5/2 5 lo Tubs advance 4 0 lo Tubs advance 4 0 lo Tibs advance 4 0 lo Pails advance 5 5 lo Pails advance 5 5 lo Pails advance 7 6 lo Pails Advance 1	
3 lb Pailsadvance 1	1/2
Sausages.	CC
Sologna 5 diver 6½ Trankfort 7	C
rankfort 7	1.
ork 6½	1/2
70rk 6½ 3100d 6 00rgue 9 1ead cheese 6½	
lead cheese 6½	5
Beef. Extra Mess	N
Soneiess	N
Pigs' Feet.	NNNT
12 00 12 50 12 50 13 50 14 50 15 5	S
bbls, 80 lbs	SSXC
Talas	C
(its, 15 lbs	L
bbls, 80 lbs	N
Casings.	NNN
ork 16 Geef rounds 4½ Geef middles 10	•
seef middles 10	N
шеер 60	N
Butterine. colls, dairy	N
tolis, creamery 14	17
olid, creamery 13%	
	N
corned beef, 2 lb 2 10	N
toast beef, 2 lb 2.0	N
otted ham, 148 80	17
Deviled ham, 148 60	
Deviled ham, ½s 1 00	N
Canned Meats. Formed beef, 24 ib. 2 10 Formed beef, 14 ib. 14 00 Formed beef, 14 ib. 14 00 Formed ham, 148 80 Forted ham, 188 100	N
	N
Erech Monta	N
Fresh Meats.	- '
Beet.	N
arcass 5½@ 7¼ ore quarters 5 @ 6	
ore quarters 5 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6	N
Ribs	N
	N
hucks 4 @ 5	N

Fresh Mea	ats.
Carcass	51/0 71/
Fore quarters	5 (0) 6
Hind quarters Long No. 3	7 @ 9
Loins No. 3	9 @12
Ribs	8 @12
Kounds	4 400 5
Plates	4 (4 5
Pork.	
Dressed	@ 5
Loins	60 7
Shoulders	64 546
Leaf Lard	5/200
Mutton.	
Carcass	6 @ 7 8 @ 9
Veal.	0 60 8
	6 @ 8
Perkins & Hess pay lows: Hides. Green Hides. Part cured Full Cured Dry Kips, green Kips, green Calfskins, gr	7 @ 8 @ 8½ 9 % 11 7 @ 8 8½ @ 9% 11 7 @ 8 8 8½ @ 9% 10 9 9 @ 10 9 25 @ 30 40@ 1 00
Perkins & Hess pay lows: Hides. Green	7 @ 8

Crockery and

Glasswar	e.
AKRON STONEWARE.	_
Butters.	50
½ gal., per doz	51/2
12 gal., per gal	61/2
20 gal. meat-tubs, per gal	8
30 gal. meat-tubs, per gal 1	10
Churns. 2 to 6 gal., per gal	51/4
Milkpans.	50 51/4
Fine Glazed Milkpans.	
1 gal. flat or rd. bot., doz. 6 1 gal. flat or rd. bot., each Stewpans.	
gal. fireproof, bail, doz. 8 1 gal. fireproof, bail, doz.1 1 Jugs.	5
¼ gal., per doz 4	10
1 to 5 gal., per gal	61/2
14 gal ner doz	0
1 gal., each	
Preserve Jars and Covers	
½ gal., stone cover, doz 7 1 gal., stone cover, doz1	
Sealing Wax.	
5 lbs. in package, per lb LAMP BURNERS.	
No. 0 Sun	45 50
No. 2 Sun Tubular	75 50
Tubular Security, No. 1. Security, No. 2. Nutmeg	65 85
Cillian	50
LAMP CHIMNEYS Comme	50 on.
NO. U SUII	OZ.
10. 1 Bull 1	88 70
First Quality.	10
No. 0 Sun crimp ton	10
No. 1 Sun, crimp top, wrapped and labeled 2	25
No. 2 Sun, crimp top, wrapped and labeled 3	25
XXX Flint.	~0
No. 0 Sun, crimp top, wrapped and labeled 2	55
wrapped and labeled 2	75
No. 2 Sun, crimp top, wrapped and labeled 3	75
CHIMNEYS-Pearl Top.	
No 2 Sun, wranned and	70
labeled	70
No. 2 Hinge, wrapped and labeled 4	88
labeled	80
No. 1 Sun. plain bulb. per	
doz 1 No. 2 Sun, plain bulb, per	25
doz 1 No. 1 Crimp, per doz 1	50
No. 2 Crimp, per doz 1	35 60
Rochester. No. 1, Lime (65c doz) 3	50
No. 2, Lime (70c doz) 4 No. 2, Flint (80c doz) 4	00
Electric.	
No. 2, Lime (70c doz) 4 No. 2, Flint (80c doz) 4	40
gal tin cans with spout 1	oz. 25
gal galv iron with spout. 1 2 gal galv iron with spout. 2	07
gai gaiv iron with spout. 3	50 75
gal galv iron with faucet 4	75
5 gal Tilting cans	00
5 gal Rapid steady stream. 9 5 gal Eureka non-overflow 10 5 gal Home Rule	00 56
gal Home Rule10 gal Home Rule12	50 00
No. 0 Tubular 4	25
No. 13 Tubular Dash 6	50 30 00
No. 1 Tub., glass fount 7 No. 12 Tubular, side lamp. 14	00
No. 3 Street Lamp 3	75
No. 0 Tubular, cases 1 doz.	45
No. 0 Tubular, cases 2 doz.	45
LANTERN GLOBES. No. 0 Tubular, cases 1 doz. each box 10 cen.s No. 0 Tubular, cases 2 doz. each box 15 cents No. 0 Tubular, bbls 5 doz. each bbl 35	45
No. 0 Tubular, bull's eye.	40
LAMP WICKS.	25
No. 0 per gross No. 1 per gross	20 25

Hardware

The Chainless Wheel Written for the TRADESMAN.

For a number of years the bicycle has gradually approached an ideal in form and construction which seemed to preclude the material changes necessary to give a distinct type for the new season, so it became necessary to make some radical departure to meet the demand for novelty and to give a higher grade for an advanced price. The weakest point, in popular prejudice, if not in mechanical principles, seemed to be the chain, so attention has been directed to the superseding of this means of driving by something which should meet the needs of the trade,

For many years bicycle manufacturers and inventors have been experimenting with the chainless wheel. Among the many devices which have been used for transmitting the power to the driving wheel the one which would be most naturally suggested by a mechanic-the bevel gear and shaft-seems to be the method most generally successful. Hosts of clumsy contrivances of lever and ratchets, segment gears, etc., have been tried, to be quickly discarded, and the choice seems now to be narrowed down to the first and simplest idea.

The French inventors and manufacturers were among the first, and most persistent, to experiment with chainless Ingenuity in that country wheels. seems to have been more active in novel and radical departures in wheel construction than in any other, but few of these contrivances have any permanence. But the idea of the bevel gear and shaft has been adopted by a number of American experimenters during past years and a number of such wheels were built; but, while there seemed to be no reason why they were not practical, they did not meet with any great demand.

But, to meet the needs of a 'o8 wheel, about a dozen of the prominent makers in this country are taking up the chainless idea. The Columbia people made great strike by surrounding their operations with the utmost mystery until they had awakened a wide curiosity and then contriving to come out with the announcement simultaneously all over the country. The amount of free advertising they were enabled to get by this management was tremendous.

The chainless wheel comes to supply a need of trade and popular taste more than to meet any real deficiency in the present means of driving the bicycle. The chain is as nearly correct in mechanical principles, and as durable and permanent, as any device likely to be used. It may be that the chainless fad may meet some success the coming year, but I predict that the chain in bicycle construction is destined to many years of life before it is superseded. NATE.

The Arrangement and Care of Goods. Written for the TRADESMAN

In the series of articles on hardware store management, to which this is an introduction, it is the intention to give such practical hints as have been suggested by a somewhat lengthy experience in the care and vending of what is considered the most substantial and durable class of merchandise which contributes to the convenience and welfare of modern civilization.

The hardware store is not generally a place of great popular interest, for the tain lines. reason that many of its wares are the Wire Nails-Prices are fairly firm on

least inviting, and the natural accompaniments of much of the trade are gloomy and repellant. It may be possible that there is, in some cases, more of this characteristic than is actually necessary; and, if any of the sugges-tions which may be given shall tend to lessen the dinginess and increase the interest and attractiveness, the series will not have been prepared in vain.

It is a natural conclusion that the hardware store is favored above other lines of trade in that its wares are less susceptible to deterioration either by the perishable character of the goods or by changing styles. And yet there are enemies which may quickly work sad havoc with many of the wares, and the merchant who is not watchful to keep up with the times in styles and improved patterns, who does not keep his shelves clear of obsolete and out-ofdate accumulations, will soon find that there is a perishable element even in bardware. Changes of styles may not be as radical and regular as in the milliner's line, for instance, but they are frequent enough to require the exercise of constant diligence. The temptation to neglect is the greater that many goods seem to need little attention; but the contrast between a stock which is kept under constant inspection and attention and one where neglect, at least of some lines; is the rule i sufficient to warrant the better policy.

The early hardware store, as remembered by those who have been longest in the business, was quite different from that of to-day. The needs of advancing civilization have multiplied the number of articles as greatly as in any other line of trade. At that time the matter of arrangement and classification was comparatively simple and there was little difficulty in keeping everything in sight or in mind, so that it could be instantly produced at the call of the But in the modern store customer. there must be the most careful arrange ment and classification, and the most elaborate provision of samples and lists, to make place for the hosts of patterns and new inventions which have been constantly coming into the trade during recent years.

It is my intention, in future articles, to give such practical suggestions as to the arrangement and display of goods, with illustrations of many of the devices which have been found by use to be the most efficient and suitable, as will be of the most service in planning for the arrangement of new stock or for the improvement of those which may be susceptible to the aid of suggestions.

J. MESSERSCHMIDT.

The Hardware Market.

The market shows but little change in its general features since our last re port. In this section of Michigan trade keeps up remarkably well and dealers are finding it quite important to keep their stock well assorted, as the de mand in their respective neighborhoods gives promise of being maintained dur-ing the remaining fall and winter months. In regard to prices on staple goods, there seems to be but little change, as manufacturers are not disposed to alter the present existing prices, believing it better to wait until the first of the year when they find out just where they stand. It is believed in many instances that goods will not be any cheaper, while combinations and agreements will cause advances in cer-

this product and in some instances jobbers who are loaded with old contracts are getting a little impatient and are disposed to deviate from the market prices in order to secure liberal orders. Prices asked by manufacturers, however, are not materially changed, although it is believed a slight deduction of 5c could be obtained for good orders. The regular market prices, however, range from \$1.70@1.75 from stock, while \$1.50 for mill shipments seems to be the going price. Unless something unforeseen happens, it is not believed any further advances will be made during the fall and winter months.

Barbed Wire-But little moving at this time of the year and no change is being made in the price.

Window Glass-Still continues very scarce, with no prospects of the immeresumption of the factories. Stocks are very much broken in all parts of the country and some sizes are impossible to get at any figure. Present quotations are on a basis of 60 and 10 per cent. by the box, with an advance of 10 per cent. by the light. It is believed a still further advance will soon be made by all glass jobbers.

Shot-Owing to a decline in the price of pig lead and the sharp competition between certain manufacturers, the price on shot has declined the past week and is now being quoted at \$1.20 for drop shot for desirable orders.

Rope-Both manilla and sisal rope are very firm and have advanced in the last ten days from 1/2@1c per pound.

The Clerk's Influence.

"One reason why there are not more button shoes sold," remarked a shoe clerk, "is that clerks don't try to sell them. Now we sell as many button in the best grades as in the cheaper, but we only sell them when they are called for.

"Let a lady come in for a pair of shoes and the clerk will show her lace every time if she deesn't designate button. Always being shown lace, the women buy them, of course considering them the only proper thing.

"Let the traveling men show button goods and talk them as the newest and retailers will follow suit. Once button boots are on the shelves as leaders, clerks will begin to show them again and, behold, the button boot is a favor ite once more."

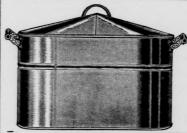
Write for prices.

THOMAS DUNN & SONS,

HARDWARE SPECIALTIES, BELTING, Engineers, Machinists and

Factory Supplies 93 PEARL STREET.

GRAND RAPIDS



Wm. Brummeler & Sons.

Manufacturers and Jobbers of

TINWARE. **ENAMELED WARE and** NICKEL PLATED WARE.

Factory and Salesrooms, 260 South Ionia Street

Grand Rapids, Michigan.

GRAND RAPIDS, MICH.



Foolishness of Scheme Features-Necessity of Experience.

Ante Lucem in American Artisan.

For the first time in some six months I ran up against a traveler friend, and in speaking of business he told me he was working a new scheme with his baking powder and spice business. On, yes! said he, we must be continually inventing some new scheme to catch the trade. Everybody is going into the scheme features, cigars, dry goods, and you must come down to a scheme if you want to sell your plows, harrows, etc.

Now is that not a beautiful idea of business, that you must have a fake For the first time in some six months

business, that you must have a fake scheme to sell goods? Cheap cigars, cheap baking powders and spices may be able to work a fake business, but to think an honest, square business must be put upon a gambling basis. Think a man going out to sell stoves and giving with each stove 50 pounds of coal or half a cord of wood, the dry goods salesman a box of cigars with every bolt of cloth, or a five dollar gold piece with every silk dress pattern. Who is there so foolish as not to know there is fraud and cheating behind in there is fraud and cheating behind it all? The worst lunatic would know that much.

Why should not everything that destroys our commercial health and life be prohibited? Vide department stores prohibited? Vide department stores and catalogue houses. They are the two greatest curses, the infamous barnacles clinging to the great ship of in-ternal commerce, and unless scraped off must eventually swamp the craft ere it reaches mid-channel.

The fallacy of any man's going into business just because he has money is illustrated in a hundred cases in every state in the Union. A glaring case of this kind came to my notice but a short time ago. A man who had for years been engaged in farming and dairy business with success, gathering several hundred acres into cultivated farms, started in the hardware trade in a town where there were five goood stores and

The man has lived more than fifty years, spending his whole life in agriyears, spending his whole life in agri-cultural pursuits, and knows as little about commercial pursuits as it is pos-sible for one to know, yet men come along and sell him hardware, stoves, farm utensils, all because he has got money and can pay his bills. This may be business, but it looks more like commercial carelessness and blankety-blank

foolishness.
Another case in Minnesota. A mid-Another case in Minnesota. A middle-aged farmer came into town, bought an interest in a hardware store, and at once became buyer and business manager. At one bound, from the plow he became a full-fledged hardware man, knowing all the intricacies of the business, and yet it was not likely that he had ever done up a pound of nails. He's out of business now.

Even these things are questions of vital importance to the commercial industries of our country, and the regular retailer who has served his apprentice-

tries of our country, and the regular retailer who has served his apprentice-ship has a right to question the selling and starting of such people in business. It may not particularly injure them or their business, but it does injure the commercial body, and it is as much a man's bounden duty to protect the cause from which he lives as to protect his own personal property. own personal property.

Which Is Your Way?

Here is a striking difference between two hardware merchants located in a prosperous town in Wisconsin. The writer passed by a man with a dent in his hat and entered a hardware store find it without a single clerk; in fact, the premises were deserted. Expecting the premises were deserted. Expecting to discover some person in the rear, the lone occupant passed on to the tin and repair shop, which he also found to be deserted. The shears, soldering irons and crimpers were resting in silence. The lone occupant retraced his steps to the stock room, and began to study the silence of the hammer and the saw and other articles of hardware, and had become deeply engaged in making a general survey of the premises in unmolested thought, when a young apprentice lested thought, when a young apprentice

entered and without recognition quietly passed into the workshop, leaving the sole occupant again to pursue his meditations in ironmongery. After having scanned the stock of shelf goods, and "monkeyed" with a new washing machine until it became "out of joint," the lone occupant had just turned to inspect a line of stoves, when the man with the dent in his hat, the proprietor, entered, oblivious of the presence of a entered, oblivious of the presence of a visitor. A mutual salutation which fol-lowed revealed to the edification of the lone occupant that politics had been the absorbing element of the hardwarethe absorbing element of the hardware-man's time on the sidewalk for more than half an hour, while his business bided his return. Now, had the lone occupant been a prospective purchaser of a paper of tacks or a ton of iron, pa-tience would have long since ceased to be a virtue; at least, that was the im-pression left on the writer's mind on he pression left on the writer's mind as he walked to another hardware store in the next block. In store No. 2, clerks were busy dusting and arranging stock between sales, while the proprietor had his own shoulder to the wheel and was eagerly looking after customers as they came in. He sold one plane, one stove, one hot water boiler, two Covert snaps, two cents' worth of nails and collected \$1.75 for a Disston saw in less than an hour, all the while jollying his customers in a cheerful, good-natured manner, as if each and every one were a \$100 order. His store was not so very much larger than the first one described but it presented an air of business, where a walked to another hardware store in the presented an air of business, where a purchaser meaning business and possessing the money lelt at home in making his purchases. He feels in such a house that it is there for his benefit and age cheerfully. The clerks felt the prosperity of the house also, wore bright taces, and worked in unison with the business spirit surrounding them. This dealer cleared \$3,000 last season, notwithstanding the bad year. Really, it requires less space to describe a busy hardwareman than it does an idle one.

FATAL IN TIME.

Unprotected Steam Pipes Will Cause Ignition to Wood.

The question has been much discussed as to'the liability of steam pipes to cause ignition of wood with which they come in contact. That such liability is largely a matter of time is obvious from the fact that it takes a very high temperature to ignite wood immediately, as when it is set on fire by contact with flame; a temperature of some 400 to 600 degrees Fahrenheit is required to char wood within a reasonably short time, and these temperatures are above those of ordinary steam. It is a frequently observed fact, however, that wooden lagging applied to steam pipes and engine cylinders becomes charred after a long exposure to the heat even at these lower temperatures. In a paper read before the Federated Institute of Mining Engineers by A. L. Stevenson, authorities are cited showing that the lower temperature at which charcoal is produced the greater its power of absorption and the more readily it is combustible.—New York Sun.

The above article treats only of the danger from fire caused by unprotected

steam or heating pipes.

In addition, a saving can be made of about 25 per cent. in fuel, as the steam will be delivered where used at almost same temperature as when it left the boiler.

Realizing this, the Board of Educa-tion has had the steam pipes in all the schoolhouses in this city covered by us, and the results are even more than us, and the results are even more than anticipated. In addition to the school houses, we have covered pipes in a large number of houses and factories, among others, Bissell Carpet Sweeper Co., Edison Light Co., Wallin Leather Co., etc.

Now is the time of the year to attend to this.

to this.

	Hardware Price Current.	
	AUGURS AND BITS	1
	Snell's	-
-	First Quality, S. B. Bronze 5 00 First Quality, D. B. Bronze 9 56 First Quality, S. B. S. Steel 5 50 First Quality, D. B. Steel 10 50	
	BARROWS \$12 00 14 00 Garden.	
-	BOLTS 60&10 Carriage new list 70 to 75 70 to	- 1
	Well, plain 8 3 25	
	BUTTS, CAST Cast Loose Pin, figured	
	BLOCKS Ordinary Tackle	
	CROW BARS	1
	CARC	
	Ely's 1-10	I
	CARTRIDGES Rim Fire	8
	CHISELS	0
	DDILLS	H
	Morse's Bit Stocks 60 Taper and Straight Shank 50& 5 Morse's Taper Shank 50& 5	H
	ELBOWS Com. 4 piece, 6 in doz. net :0 Corrugated 1 25 Adjustable dis 40&10	A F
	EXPANSIVE BITS Clark's small, \$18; large, \$26	
	FILES—New List 70&10 New American 70&10 Nichoison's 70 Heller's Horse Rasps .€€αι0	E
	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	S
	GAUGES Stanley Rule and Level Co.'s	60 P
1	Door, mineral, jap. trimmings	in
	MATTOCKS	8
-	Adze Eye. \$16 00, dis 60&10 Hunt Eye. \$15 00, dis 60&10 Hunt's. \$18 50, dis 20&10	10 14 20
111	4.3	10
2	10 to 16 advance Base	14
	6 advance	14
1	2 advance 70 Fine 3 sdvance 50 Casing 10 advance 15	14 20 14
((F	Jasing 8 advance 25 Jasing 6 advance 35 Sinish 10 advance 35	14 20 20
it	8 advance	14
000	Coffee, Parkers Co.'s	2
Č	MOLASSES GATES	Š
SSE	stebbin's Pattern	3
	PLANES	Š
SBS	Ohio Tool Co.'s, fancy. @50 ciota Bench. 60 andusky Tool Co.'s, fancy. @50 sench, first quality. @50 tanley Rule and Level Co.'s wood. 60	
	PANS 'ry, Acme	*************************
C	RIVETS 60	Š
	A" Wood's patent planished, Nos. 24 to 27 10 20 B" Wood's patent planished, Nos. 25 to 27 9 20 Broken packages ½c per pound extra. HAMMERS	3000

Maydole & Co.'s, new list.....

_	I .
=	HOUSE FURNISHING GOODS Stamped Tin Ware new list 75&10 Japanned Tin Ware 20&10 Granite Iron Ware new list 40&10 HOLLOW WARE
0 0 0	Pots
00	Gate, Clark's, 1, 2, 3 dis 60&10 State
00	HOLLOW WARE
	Stanley Rule and Level Co.'sdis 70
0 5 0	ROPES Sisal, ¼ inch and larger
5	Steel and Iron. SQUARES Try and Bevels Mitre
0	SHEET IDOM
0	Com. smooth Com. Com.
5	SAND PAPER List acct. 19, '86dis
5	Solid Eyes
5	TRAPS Steel, Game
5	Steel, Game
000	Bright Market. 75 Annealed Market. 75 Coppered Market. 70&10 Timed Market. 62% Coppered Spring Steel 50 Barbed Fence, galvanized 2 10 Barbed Fence, painted 1 81
	HORSE NAILS An Sable dis 40&10
2	Baxter's Adjustable, nickeled 30 Coe's Genuine 50 Coe's Genuine 80 Coe's Patent, malleable 80
	MISCELLANEOUS 50
	600 pound casks 63/6 Per pound 63/6 SOI DEP
	SOLDER 124 The prices of the many other qualities of solder in the market indicated by private brands vary according to composition. TIN—Metyn Grade
ı	10x14 IC, Charcoal. \$ 5 75 14x20 IC, Charcoal 5 76 20x14 IX. Charcoal 7 00 Each additional X on this grade, \$1.25.
	10x14 IC, Charcoal 5 00 14x20 IC, Charcoal 5 00 10x14 IX, Charcoal 6 00 14x20 IX, Charcoal 6 00 14x20 IX, Charcoal 6 00 Each additional X on this grade, \$1.50.
	14x20 IC, Charcoal, Dean. 5 00 14x20 IX, Charcoal, Dean. 6 00 20x28 IC, Charcoal, Dean. 10 00 14x20 IX, Charcoal, Allaway Grade. 4 50 14x20 IC, Charcoal, Allaway Grade. 5 50 20x28 IC, Charcoal, Allaway Grade. 9 00 20x28 IX, Charcoal, Allaway Grade. 11 00 BOILER SIZE TIN PLATE
1	14x56 IX, for No. 8 Boilers, per pound 9
1	200000000000000000000000000000000000000

TRADESMAN



Size 8 1-2x14—Three Columns.

2 Quires, 160	pages							82	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...

TRADESMAN COMPANY GRAND RAPIDS.

The Queen's Jubilee Presents.

An Englishman, to-day, is nauseated by the word "Jubilee," and, if an unsuspecting stranger utters unconsciously the expression, "Queen's Jubilee," John Bull makes a bee line for another part of the house.

Nevertheless, there was a grand rush, the first day, to see the Queen's presents displayed in the North Galleries of the Imperial Institute, and the public invited from October 18 to inspect them. In fact, there were policemen stationed all along the balls to preserve order, and to keep the crowd moving, for it is a great temptation to beauty-lovers to stop and more than glance at such treasures.

Especially near the entrance was there a continual pushing, craning of necks and elbowing, for it was in that phires, rubies, emeralds and pearls. vicinity that the presents from the immediate family and royal household were arranged.

The place of honor was assigned to the gift of H. R. H., the Prince of Wales, a life-sized portrait of himself and the Duke of Connaught, painted by Edouard Detaille, the famous war artist. They are represented as splendidly mounted on horseback, the former in the costume of field marshal, the latter as a general, while the background shows a bit of Aldershot pines and plain, and a company of Highlanders passing by. The likeness of each noted person is considered excellent, but the artist was especially happy in getting a characteristic expression of the Crown Prince.

Next to the picture is a rich bit of coloring in the form of a large Axminster carpet or rug presented by T. R. H.'s, the Duke and Duchess of Teck and family, and some sixty counties represented by Lady Secretaries of the British Silk Association.

Near these are two or three cases containing the gifts of Her Majesty's immediate family. There is a crysopranse paperweight with 1837, V. R. I., 1897, crown and XXVI. in diamonds and other precious stones from Her Majesty, the Empress Frederick. Not far off is an exquisitely wrought necklet of diamond fetter links with a crown and 1837-1897 also set in diamonds. Vying in magnificence is a diamond broach composed of one large stone and twelve smaller ones, given by the Princess of Wales, Duke and Duchess of York, Duke and Duchess of Fyfe, Princess Victoria, and Prince and Princess Charles.

In a case of its own, high above the jewels so that it can be plainly seen over the heads of spectators, is a large silver gilt vase, with a figure of Britannia on the lid, and bearing the following inscription:

Presented to our Beloved Grandmother

QUEEN VICTORIA,

by her Grandchildren William, Augusta Victoria, Henry, Iréne, Bernert, Charlotte, Adolphus, Victoria, Frederick Charles, Margaret. 22 June, 1897.

It is suggested that the vase was designed by no less a personage than the Kaiser William himself.

Nothing is richer than the gift of the Czar and Czarina, a broach with a pendant heart open, and in the center of which is the number sixty in Slavonic. On the top is a cabochon sapphire, besides which there are two priceless sapphire drops.

To the bookworm nothing appeals to the imagination like the gold bookcover with V. R. I., a crown, 1837, June 20, 1897, set in diamonds, rubies and emeralds.

these artistic and intrinsically valuable gifts, but it is doubtful whether the mother's heart within her was moved by anything more than the gift of the Countess Erbach, Princess of Battenberg-just a simple table cover of satin and plush worked in a design of soft old pinks, which any woman might have.

Even the servants, 591 in number, vied with royalty itself in presenting Her Majesty with the greatest treasure procurable. In this case it took the form of a bracelet an inch wide. The design includes the rose, shamrock, thistle and lotus, to symbolize the various nationalities of the domestic staff, and is carried out in diamonds, sap-

When one has seen these things one has scarcely begun on the collection, which seems to contain everything under the sun. There are endless numbers of pictures, books, screens, clocks, fans, parasols, canes and cabinets of the choicest design. Next to the articles already mentioned, the visitors seem to linger longest before a gold frame thickly studded with magnificent diamonds and turquoises, and containing the photograph of the donor, the Shah of Persia. Also an object of the greatest admiration and wonder is a screen sent by the Emperor of Japan. It is composed of four panels on which seems to be painted a tumultuous stream rushing over rocks and through woodland and meadow, but in reality the design is embroidered in the finest of

One is struck by the number of gifts the Emperor of China deemed it fitting to send; and the Chinese Embassador is only one step behind in the number, richness and variety of his gifts. In fact, there seems to be enough from China alone to fit up a good-sized museum.

Yet royalty alone has not contributed to this great collection. Even the poorest working man and woman have realized that it is more blessed to give than to receive and contributed their mite. The framed photograph of twenty-four working girls from Bow was just as graciously received as the vessels of gold and silver and is counted among the Queen's treasures. An embroidered satin bedquilt from the members of the Gentlewoman's Self-aid Society, Edinburg, is so beautiful that it ought to be kept under glass as a work of art. Also to be enumerated in this list is an embroidered blue satin cushion from the Lady Assistants at Herbert's Supply Stores, Eton.

Besides the above articles mentioned there are plenty of practical things, like two bicycles, a watch, three boxes of ribbons, a hundred yards of flannel, etc., etc.

Is there anything left for heart to wish? Every nation, every land, has done its share, its full share, exceptthe United States! What is the matter with Uncle Sam? Did he feel he had nothing worthy of the Queen, or, good practical son, did he send on a supply of Chicago beef and Minnesota flour and Wisconsin cheese, which were gratefully received and, as the larder was empty, doubly appreciated by her Majesty! Whatever the reason, there is nothing exhibited from the United States aside from a hand-painted cup

It is easy to imagine how pleased Queen Victoria received, more than four Queen Victoria must have been with these artistic and intrinsically valuable the world seems to be represented. The addresses themselves are, many of them, pieces of art. They are often quaintly worded and written or printed in illuminated letters on parchment. Many of these testimonials are enclosed in rich caskets of gold, silver, rare woods or artistic leather.

ZAIDA E. UDELL.

London, England.

The Produce Market.

Apples—Northern Spys 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 market is well supplied, but prices are still fairly high.

Beans—The market is slightly weaker and prices are a little lower than a week

ago.

Butter—Separator creamery is in moderate demand at 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 Wisconsins command \$7.25 per bbl.

bbl

Eggs-The market is very firm. ceipts of fresh eggs are very light and the market stronger and higher, local the market stronger and higher, local handlers paying 16c, case count, and holding at 17c, case count, and 18c for fancy candled. There is apt to be a shortage in the receipts of fresh eggs from now on until the middle of December at least.

Grapes—New York Command 12c for 8 lb. baskets. York Concords com-

Honey—The market is steady and firm. White clover is held at IIc and dark buckwheat at Ioc.

Lemons—Fruit of small size is in good supply, but the large sizes are about out of the market. Prices are unchanged and movement is light.

Lettuce—Hot house goods fetch 15c

per lb.

Onions-Wihte Globe and Red command 50c. Spanish, \$1.75 per crate.
Oranges—The receipts of Mexicans
continue to be liberal and of good quality, while the demand is very good for this season of the year. California fruit

is expected in about the 1st of Decem-

Pears—Keefers command \$3 per bbl.
Potatoes—The turning point has evidently come, due primarily to the strong demand from the South incident to the resumption of business as a result of the resumption of business as a result of the removal of quarantine restrictions. The demand is very brisk now to get in stocks before the weather shall be so cold that the extra expense of heating cars shall be incurred, and paying prices are gradually moving upward. Poultry—Hens and spring chickens are in good demand at 7½@8½c. Ducks are in fair supply at 9@10c. Turkeys are strong and in active demand at 8@10c. Geese are in moderate demand at 8@10c.

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

Game-Dealers pay \$1 per doz. for rabbits and \$1.20 per doz, for No. I squirrels. Both have been scarce and hard to get, on account of the unfavorable hunting weather.

Doubtful Benefits of the Carnival.

The Michigan Tradesman speaks very intelligently on the doubtful benefits of such public demonstrations as the "carnival of fun" or street fairs or any great public occasions which bring monstrous crowds onto the streets. It claims, and with sound truth, that the legitimate business men who have donated liberally for the expense of pre-

benefits from the crowds who come to have fun and not to buy goods. The hotels, restaurants and booths where eatables and drinkables are dispensed and the saloons are the principal bene-ficiaries of these public occasions, while much that is objectionable will creep in, notwithstanding the utmost vigi-lance of police and management. Whatever money is spent on such occasions draws just so much from the small towns and surrounding country which ought to be kept at home, and thus they ought to be kept at home, and thus they may result in more harm than good when the general public is taken into consideration. There seems to be a disposition on the part of the dealers in large cities to devise every means in their power to draw customers away from their home dealers and take the money away from home. There may be instances where persons gain by going to the large cities to trade, but in the long run there is more loss than gain.

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.

WANTED, CHEAP FOR CASH-GROCERY or general stock. Address, with full par-culars, W. H. Gilbert, 109 Ottawa Street, Grand apids, Mich.

Rapids, Mich.

FOR SALE-ONE-HALF INTEREST INTEREST Well-selected stock of groceries and crock ery. Will sell right if sold at once. Other business is reason for selling. Address F., Lock Box 2, Portland, M ch.

Box 2, Portland, M eh.

ToR SALE-RESIDENCE AND MARKET
Attached, tools and wagons, located in the
hustling town of Oak Grove, on the Ann Ar' or
Railroad, seven miles to nearest market. A bargain for some one. Address E. D. Dickerson, 4-1

FOR EXCHANGE-PRODUCTIVE CITY
property and cash for dry goods or general
merchandise. Address L. & Co., Rockford,
Mich., Box 7.

DHYSICIAN, W. N. C. 2007.

Mich., Box 7.

A30

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.

kin, McCord, Mich.

WANTED-STOCK OF DRY GOODS
general merchandise for Northern
diana, Illinois and Iowa improved farms. F
buyers for general stores, and stores for
Address No. 419, care Michigan Tradesman. Address No. 419, care Michigan Tradesman. 419

FOR SALE—CLEAN STOCK OF HARD WARE
in A1 shape and full set timer'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

Trade-man. 417

WANTED-GOOD DRY BEECH AND MAple 16-inch block wood, not less than two-WANTED-GOOD DRY BEECH AND MAD The ple 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.

point. A. Hyde, 800 Mauison Ave., Grand Rapids, Mich.

WANTED-BUTTER AND EGGS. IF YOU want good prices and quick returns wine us. Lunn & Strong, Toledo, Ohio. 422

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 wil inventory \$1,200 for a stock of groceries. Address John Cooper. 340 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

FOR SALE-JUDGMENT FOR \$8.08 AGAINST Niles H. Winans, real estate egent in the Tower Block. Tradesman Company, Grand Rapids 38?

PATENT SOLICITORS.

FREE-OUR NEW HANDBOOK ON PA' ents. Cilley & Allgier, Patent Attorney Grand Rapids, Mich. 339

MISCELLANEOUS.

MISCELLANEOUS.

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

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

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

Travelers' Time Tables.

DETROIT, Grand Rapids & Western.

Going to Detroit

Lv. Grand Rapi Ar. Detroit	ls7:00am 1:30p 11:40am 5:40p	m 5:35pm m 10:20pm
Retu	rning from Detroit.	
T- D-434	0.00	- 12

Ar. Grand Rapids.... 1:00pm 5:20pm 10:55pm Saginaw, Alma and Greenville. Lv. G R 7:10am 4:20pm Ar. G R 12:20pm 9:30pm Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only. GEO. DEHAVEN, General Pass. Agent.

GRAND Trunk Rallway System Detroit and Milwaukee Div.

(In effect	October	3, 1	1897.)	
	EAST.			Arr
n. Saginaw,	Detroit	and	East+	9:5

+ 3:30pm . Saginaw, Detroit and East + 5:07pn *10:45pm . Saginaw, Detroit and East + 12:45pn *10:45pm Detroit, East and Canada * 6:35an
WEST
* 7:00am Gd. Haven and Int. Pts *10:15pm
†12:53pm.Gd. Haven and Intermediate. † 3:22pm

CHICAGO and West Michigan R'y

Leave.

Going to Chicago.
Lv. G. Rapids8:30am 1:25pm *11:30pm
Ar. Chicago3:10pm 6:50pm 6:40ar
Returning from Chicago.
Lv. Chicago 7:20am 5:15pm * 9:30pm
Ar. G'd Rapids 1:25pm 10:35pm * 6:20am
Muskegon.
Lv. G'd Rapids 8:30am 1:25pm 6:25pm
Ar. G'd Rapids 1:25pm 10:10an
Traverse City, Charlevoix and Petoskey.
Lv. G'd Rapids 7:30am 5:30pr
Ar. Traverse City 12:40pm 11:10pm
Ar. Charlevoix 3:15pm

Ar. Charlevolx. 3:15pm Ar. Petoskey. 3:45pm ... 3:45pm ... 3:45pm ... 3:45pm cars leave Grand Rapids 1:25 p m; sleave Chicago 5:15 p m. Sleeping cars leave Grand Rapids *11:30 p m; leave Chicago *9:30 pm; leave Chicago *9:

m.
TRAVERSE CITY AND BAY VIEW.
Parlor car leaves Grand Rapids 7:30 a m.
*Every day.
Others week days only.
GEO. DEHAVEN, General Pass, Agent.

GRAND Rapids & Indiana Railway

Northern Div.	Leave	Arrive
Trav. C'y, Petoskey & Mack +	7:45am	+ 5:15pm
Trav. C'y, Petoskey & Mack +	2:30pm	+ 6:35am
Cadillac	5:25pm	+11:15am
Train leaving at 7:45 a. m. ha	s parlor	car, and
train leaving at 2:30 p. m. has	sleepin	ng car to
Mackinaw.		

Cincinnati 7:10am + 8:25pt
Ft. Wayne + 2:00pm + 2:10pm
Cincinnati * 7:00pm * 7:25an
7:10 a. m. train has parlor car to Cincinnati
2:00 p. m. train has parlor car to Fort Wayne.
7:00 p. m. train has sleeping car to Cincinnati.

Muskegon Trains.
GOING WEST.
Lv G'd Rapids +7:35am +1:00pm +5:40pm
Ar Muskegon 9:00am 2:10pm 7:05pm
GOING EAST.
Ly Muskegon +8:10am +11:45am +4:00pm
Ar G'd Rapids 9:30am 12:55pm 5:20pm

+Except Sunday. *Daily.
C. L. LOCKWOOD,
Gen'l Passr. and Ticket Agent.

MINNEAPOLIS, St. Paul & Sault Ste. Marie Railway.

WEST BOUND.
Lv. Grand Rapids (G. R. & I.)
Ar. Minneapolis 9:30an
EAST BOUND.
Lv. Minneapolis
Ar. Mackinaw City. 11:00am Ar. Grand Rapids. 10:00pm W. R. CALLAWAY, Gen. Pass. Agt., Minneapolis.

CANADIAN Pacific Railway.

Ar. Toronto. 8:30pm Ar. Montreal. 7;20am	8:15an 8:00pn
WEST BJUND.	
Lv. Montreal	9:00pm 7:30am 2:10pm

DULUTH, South Shore and Atlantic

WEST BOUND.

Lv. Grand Rapids (G. R. & I.)	11:10pm	+7:45am
Lv. Mackinaw City	7:35am	4:20pm
Ar. St Ignace	9:00am	5:20pm
Ar. Sault Ste. Marie	12:20pm	9:50pm
Ar. Marquette	2:50pm	10:40pm
Ar. Nestoria	5:20pm	12:45am
Ar. Duluth		8:30am

EAST BOUND.

Lv. Dul	uth		+6:30pm
Ar. Nest	toria	†11:15am	2:45an
Ar. Mar	quette	1:30pm	4:30am
Lv. Sau	lt Ste. Marie	3:30pm	
Ar. Mac	kinaw City	8:40pm	11:00an
G. V	V. HIBBARD, Gen. Pass	s. Agt. Ma	rquette.
E C	Oright Troy Doce	Art Chan	d'Danid

TRAVEL

F. & P. M. R. R.

AND STEAMSHIP LINES TO ALL POINTS IN MICHIGAN

H. F. MOELLER, A. G. P. A.

Are You Going

South?
Then make
the trip over the famous
Queen & Crescent Route.
Historic and scenic country en route, vestibuled trains that have no equal in the South, and the shortest journey possible. You save a hundred miles of travel to the most important Southern cities via the Queen & Crescent.

Write for information to W. C. Rinearson, Gen'l Pass'r Agent, Cincinnati, O. Send 10 cents for fine Art Colored Lithograph of Lookout Mountain and Chickamauga.

******************* Established 1780.

Walter Baker & Co. LTD.



No Chemicals are used in their manufactures.

Their Breakfast Cocoa is absolutely pure, elicious, nutritious, and costs less than one

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

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

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

SEND US A

Photograph of your Mother-in-Law

THE BABY

YOUR PET DOG

YOUR STORE FRONT

THE OLD HORSE

THAT STRING OF FISH

YOUR OWN "PHYS."

YOU ARE NOTHING NOW = A = DAYS IF YOU ARE NOT

ORIGINAL.

ANYTHING

You would like to hand out to your friends or customers on January Ist. We will re-produce it and get you up a Calendar with an individuality that won't need a trademark or a patent.

WE ALSO HAVE A VARIETY OF DE-SIGNS IN STOCK WHICH WE CAN FURNISH ON IMMEDIATE NOTICE.

Don't Hang Fire! Talk Now!

TRADESMAN COMPANY,

Getters-up of Original Printing.

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.

GUARD, FAIRFIELD & CO., Allegan, Mich

Michigan trade supplied by the Olney & Judson Grocer Co., Grand Rapids.

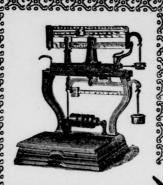




Fallis' Pancake Flour Fallis' Self-Rising Buckwheat

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





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.

Dolls, Toys and Games of every description.

Christmas Cards Booklets, · Calendars, and Novelties.

Albums, Books, Photo Frames Medalions,

Leather, Metal, and Celluloid Fancy Goods.

Perfumery of all Leading Makers

Fancy China Bric-a-Brac.

Druggists and Stationers' Sundries, School Supplies, etc., etc.

HOLIDAY GOODS

MARKARAKARAKARAKA

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.

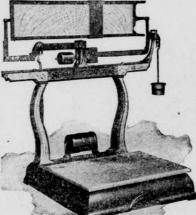
Our travelers will soon be on their routes to solicit your orders as usual.

FRED BRUNDAGE,

WHOLESALE DRUGGIST,

32 and 34 Western Avenue, - Muskegon, Mich.

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

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 Michiganby.
C. L. SENSENEY,
Grand Rapids. Telephone No. 266.