

Save your yeast labels and tin-foil wrappers

FREE! SILVERWARE! FREE!

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

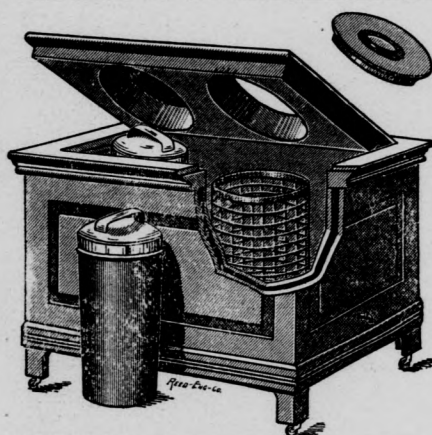
Present labels, attached to tin-foil wrappers, at our office in this city, and receive premiums free of any charge in return; or hand labels, attached to tin-foil wrappers, to your grocer, with your name and address, and premiums will be delivered through him the following day.

Premiums cannot be mailed under any circumstances.

FLEISCHMANN & CO.

Detroit Agency, 118 Bates St.

Grand Rapids Agency, 26 Fountain St.



Who gets the . . .

Oyster Trade?

The man whose oysters are the freshest and best flavored.

Who loses other trade?

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

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

Grand Rapids Refrigerator Co.
Grand Rapids, Mich.



Economy Feed Cooker And Farmers' Boiler

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

ADAMS & HART,

12 WEST BRIDGE ST., GRAND RAPIDS.

WHY NOT TRY THEM NOW?

S.C.W.

50 CIGARS
SOLD BY ALL JOBBERS.

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

For Example



Two merchants spend, say \$300 a year (more or 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.**

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 years.

If you believe in Advertising and want the best results for your money, write us.

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

STEBBINS MANUFACTURING CO.,
LAKEVIEW, MICH.

[MENTION TRADESMAN]

CHRISTMAS

We have
a full line of

CHRISTMAS

Goods in demand at this Season.

GRENOBLE WALNUTS
CALIFORNIA WALNUTS
SICILY FILBERTS
TEXAS PECANS
BRAZIL NUTS
CITRON PEEL
LEMON PEEL
ORANGE PEEL

CLUSTER RAISINS
LONDON LAYER RAISINS
ONDURA LAYER RAISINS
LOOSE MUSCATELES RAISINS
SEEDLESS SULTANA RAISINS
SEEDED CALIFORNIA RAISINS
ORANGES
LEMONS

Musselman Grocer Co.,

CHRISTMAS

WHOLESALE GROCERS,
Grand Rapids, Mich.

CHRISTMAS

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids.



There are Others

But none as good as

Walsh-De Roo Flour

Unequalled for whiteness, purity and strength.

BRANDS

SUNLIGHT
DAISY

PURITY
VIENNA

MORNING STAR
ELECTRIC

MICHIGAN
DIAMOND

We manufacture and sell everything in the line of Flour, Feed and Cereal Foods. Inquiries invited.

The Walsh-De Roo Milling Co., Holland, Mich.

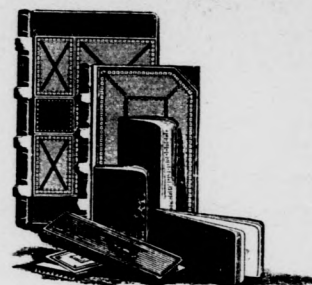


This strictly pure High Grade Powder I have reduced to retail at the following very low prices:
4 oz. 10c; 9 oz. 15c; 1 lb. 25c.
Guaranteed to comply with Pure Food Law in every respect.

O. A. TURNEY, Manufacturer,
Detroit, Mich.

My prices on all

Office Supplies



Will save you money.

Mail orders a specialty.

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

Season Opened

Grocers who sell Oysters or
Oyster Crackers should
handle

Sears' Saline 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.**

Elgin System of Creameries

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



A MODEL CREAMERY OF THE TRUE SYSTEM

True Dairy Supply Company,

303 to 309 Lock Street,

Syracuse, New York.

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

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

I. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel.

The Michigan Mercantile Agency

Special Reports.

Law and Collections.

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

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

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

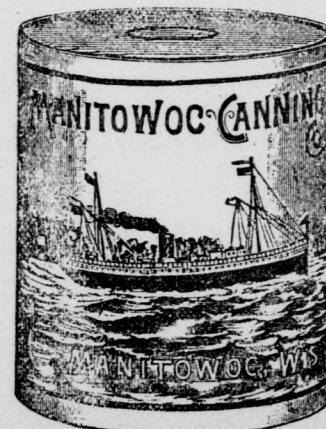


Manitowoc Lakeside Peas

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, Wis.

Worden Grocer Co., Wholesale Agents.



MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, DECEMBER 1, 1897.

Number 741

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.

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.

OLDEST, most reliable wholesale cloth-
ing manufacturers in Rochester, N. Y., are

KOLB & SON

Our Spring Line ready—Winter Line still
complete. Best \$5.50 all wool Kersey Over-
coat, and best \$5.50 Ulster in market. See
balance of our Fall Line, and our entire
Spring Line. Write our Michigan Agent,
WILLIAM CONNOR, Box 346, Marshall,
Mich. to call on you, or meet him at Sweet's
Hotel, Grand Rapids, Thursday and Friday,
December 9 and 10. Customers' expenses
allowed.

THE Grand Rapids FIRE INS. CO.

Prompt, Conservative, Safe.
J. W. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

COMMERCIAL CREDIT CO., Ltd.

Commercial Reports. Prompt and
vigorous attention to collections.

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

Fancy Calendars

The Tradesman Company has
a large line of Fancy Calendars
for 1898, to which it invites the
inspection of the trade. The
Company is also equipped to
prepare and execute anything
in the line of specially designed
calendars, either engraved or
printed.

SUCCESSFUL SALESMEN.

**John A. Hoffman, Candidate for Pres-
ident of the M. K. of G.**

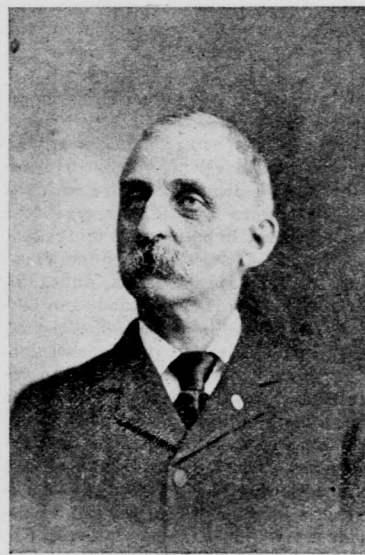
John A. Hoffman was born on a farm
near St. Johnsville, Montgomery county,
N. Y., April 7, 1847, his father being
of German descent, while his mother
was of Holland extraction. When he
was 8 years of age his mother died,
when his father and family removed to
Michigan, locating on a farm which is
now in the suburbs of Kalamazoo. In
1861 the father died, so that the man-
agement of the farm and the care of
the family naturally devolved upon
John, who was then 14 years old and the
oldest child left at home. He carried
on the farm two years, keeping the fam-
ily together and attending to the needs
and necessities of the two younger chil-
dren with the tenderness of a father.
In 1863 he entered the tin shop of Gail
& Perrin, hardware dealers of Kalamazoo,
where he served a thorough appren-
ticeship and subsequently became foreman
of the establishment. Ten years' experience
in the tinsmithing business naturally
stimulated in the young man a desire for
broader achievements and a more thorough
knowledge of the world, so that he gladly
embraced an offer from Lawrence &
Chapin, manufacturers of farm imple-
ments at Kalamazoo, to go on the road.
His territory comprised the Middle and
Southern States and occasional trips
through the Eastern States. So success-
fully did he discharge the duties
devolving upon him that four years later
he was offered a very much larger salary
to undertake the same work for the
Gale Manufacturing Co., of Albion.
He continued in the employ of this
corporation seven years, when he em-
braced the opportunity to travel jointly
for the Butcher & Gibbs Plow Co., of
Canton, Ohio, and F. E. Myers, manu-
facturers of pumps and haying tools, at
Ashland, Ohio. His territory at that
time comprised the entire State of
Michigan, Northern Indiana and North-
western Ohio, and so successfully did
he cover the territory that he has since
been made manager of the field, with
full power to locate agents and under-
take such other work as is frequently
attended to by the home office. Mr.
Hoffman attributes his success to well-
directed hard work, constant applica-
tion, fair dealing with his fellow men
and the exercise of all the tact and good
judgment at his command. On the as-
sumption that every man ought to have
something in this world to show for his
being here, Mr. Hoffman has invested
his surplus savings in real estate and is
the happy possessor of several tracts of
terra firma in Kalamazoo which are
destined to yield him handsome returns
as business improves and city property
enhances in value.

Mr. Hoffman was married June 27,
1870, to Miss Lizzie Rollins, of Kalamazoo,
and is the father of two children—a son
who occupies the position of collector
for the Michigan National Bank, and a
daughter, who is now known as Mrs. Geo. E. Foote, of Kalamazoo.
Mr. Hoffman and family re-

side in a pleasant home at 516 South
West street.

Mr. Hoffman is an attendant at the
Presbyterian church. He is a member
of Post K, Michigan Knights of the
Grip, of the Michigan Commercial
Travelers' Association, of the A. O. U. W.
and the various Masonic bodies
known as Kalamazoo Lodge, No. 22,
Kalamazoo Chapter, No. 13 and Penin-
sular Commandry, No. 8.

In addition to being a popular sales-
man, highly esteemed by his friends
and associates, he is an excellent busi-
ness man, his business acumen and
judgment being held in great respect
by his employers and all with whom he
comes in contact in a business way.
This quality naturally fits him for the
position which he and his friends aspire
to have him hold—the position of Presi-



dent of the Michigan Knights of the
Grip, which calls for executive ability
of a high order. Three months ago it
was universally conceded that Frank M.
Tyler, of Grand Rapids, would be the
leading candidate for the presidency,
but when that gentleman learned, two
or three weeks ago, that Mr. Hoffman
aspired to the same honor, he frankly
stated to his friends: "I wish it under-
stood, once for all, that I am not a can-
didate for the presidency. It is not
every year that we can have for our
President a man of such excellent busi-
ness qualifications and remarkable
executive ability as Mr. Hoffman, and
I therefore feel that I can well afford to
wait, when such excellent material is at
our disposal. As a member of the
Board of Directors, I hold over another
year, so that it is immaterial to me
whether I am elected this year or next."
The position of Mr. Tyler is highly
commended by his friends everywhere,
and from present appearances there will
be no other candidate in the field than
Mr. Hoffman, in which case the election
will probably be made unanimously by
acclamation.

A city has as much right and incen-
tive to make money out of its franchises
as private individuals have.

The Grocery Market.

Sugar—No change in quotations has
occurred during the past week. The
European market is a little weak, and
still about $\frac{1}{4}$ c higher than the American
market. There is no probability that the
domestic market will advance to meet
it while the season for Louisiana sugar
lasts, as it is to the Trust's interest to
keep the Louisiana market as low as
possible. The domestic raw market has
been steady during the week. The
consumptive demand is keeping up
very well for the season. It is not so
certain at present that the next fluctua-
tion in the market will be a decline.

Tea—The market is steady, but with-
out especial feature. Retailers are buy-
ing only for immediate needs, and the
trade is satisfactory, although rather
lighter than usual. The low price of
coffee has a tendency to diminish slight-
ly the tea trade.

Coffee—Actual coffee seems to be re-
lieved somewhat of the depression of
the past week and a better feeling as to
prices, as well as an improvement in
demand, is noted. At present values
coffee is becoming attractive to buyers
from a speculative point of view, and
on this basis alone a healthier tone to
the market could reasonably be antici-
pated. It is no longer possible for the
retail trade to obtain XXXX package
goods through the channel of the whole-
sale grocer, owing to concerted action
all over the country as the result of Mr.
McLaughlin's refusal to adopt the
equality plan on package goods, the
same as Arbuckle and Woolson (Have-
meyer) have put into force.

Canned Goods—While there has been
no actual change in price, tomatoes are
much firmer, with advances more rea-
sonably in sight. Corn is also firm
and gives some prospect of an advance
a little later. Peas are very dull, and
nobody is interested in them, barring
an occasional enquiry.

Dried Fruits—Three crown raisins
are lower by $\frac{1}{4}$ c and two crowns by $\frac{1}{2}$ c
than last quotations. Layer raisins are
not affected by this decline. The easy
feeling is confined to bulk figs, loose
raisins and grapes. The movement of
dried fruit in this market is very good
at present. The new crop of dried fruit
is exceptionally good in quality.

Provisions—Hams of all grades have
sold very well. Prices have not changed,
but there is a general belief that they
cannot get any lower, on account of the
good demand. Old stocks in packers'
hands are being gradually consumed,
and an advance seems likely at an early
day. Lard holds its own, and the mar-
ket is still firm. The fancy grades are
being used as fast as produced.

Fish—Stocks of mackerel are down,
and there is every indication that prices
will advance \$2@3 after the first of the
year. An advance this month is pos-
sible, but not probable. Cod is moving
well and the market is stiffening. Lake
fish are firmer and the demand is good.
The demand for salmon is only fair.
All sorts of salt fish are in better de-
mand than usual at this season, mainly
because the catch is light. Prices are
a little higher than the average.

Dry Goods

The Dry Goods Market.

Cottons—Staples are rather inactive, with a steadiness on the part of the bleached lines. The brown goods market in all weights of sheetings and drills and in ducks and osnaburgs is irregular.

Printed Fabrics and Ginghams—Show marked improvement every day in the wide cloths. The many cuts which have been made in shirting and mourning prints have had the desired effect and have stirred buying, which in turn has exposed the limited supply of these goods in first hands. Present prices are sure to be only temporary. Black, white and gray mourning prints are selling well, and percales can be said to be in demand, but not at as high a price as expected. The fancy calico lines are being opened up more readily for spring and business from the road has a better tone.

Dress Goods—The retail trade is now in better condition, and has shown more readiness to look at dress goods than they have heretofore, and the jobbers have received considerable encouragement. The cooler weather has been largely responsible for this, by reason of its allowing the retailers to move a portion of the large supply they had on hand. Several jobbers are investigating in a quiet way the feelings of the trade in regard to prices for the next season, and some hope is expressed that the mills will not be too stiff. They think that enough more goods will be sold if the price is kept within certain limits, and a greater profit will be realized than will be possible if the price is put up high. Another reason for keeping the price as low as is consistent with the cost of wool and the manufacture is that there seem to be plenty of dress goods in the market, and there is no great rush for them anticipated, and the feeling among many is that it will practically shut business off entirely if too steep an advance is made. Of course, there are many sides of the question to look at, and this is only one of the views expressed. Another side is, owing to the cost of manufacture and raw material, and prices obtained by importers, that they ought to get at least 15 per cent. advance at the opening of the new season.

Hosiery—The trade in hosiery has been very active during the past month; in fact, it is said that not for several years has the volume of business been so good. There is a decided advance in the cost of the goods that buyers are looking at now, it in many cases tend-

ing towards the finest grades manufactured, and this by buyers who have not for two or three years looked at anything above medium grades. More transactions are recorded for goods over \$3 than have been known for three or four years, and good-sized lots of ribbed goods have been moved at \$3 to \$4.50.

Carpets—The manufacturers quite generally have completed their new lines of samples, and the agents are off on the road. The prices for Philadelphia extra super ingrain will remain at 50c until further notice. This decision is, no doubt, due in part to the announcement of the manufacturers of ¾ goods, several of whom have notified the trade that they will advance prices January 15, 1898. The new lines of samples are very attractive and should meet with ready sale. The manufacturers anticipate a much larger spring business as compared with the preceding year. Stocks are very small in the hands of the average retailer, and with general business improving all over the country, particularly in the large centers, there should be a good demand. Some salesmen, while taking orders at old prices, give the buyers to understand that duplicates will be filled at value at time of delivery.

Gloves—In gloves for street wear, for ladies, there is the same tendency toward matching the costume worn, and as the sleeves of ladies' garments now are so long, only very short gloves are being worn. Among the latest importations in gloves are some very handsome ones, such as can match nearly all prevailing shades of goods or trimmings. The shade of glove which is the most worn by ladies now, is the deep, rich, red or ox-blood as it is called.

Neckwear—The shapes of neckwear most in vogue are the ascots, puffs, imperials, narrow four-in-hand and butterfly ties; there is also a large assortment of smart designs in the new colorings, petunia, claret, cobalt, bronze green and royal purple. The white basket cloth butterfly bow tie is a very new and exclusive tie for dress or evening wear. There is beginning to be a tendency toward neater effects in neckwear, as in other things, instead of the loudness which has been prevalent so long.

Her First Cake.

She measured out the sugar
With a very solemn air,
Likewise the milk and butter;
And she took the greatest care
To count the eggs correctly,
And to add a little bit
Of baking powder, which, you know,
Beginners oft omit.
Then she stirred it all together
And she baked it half an hour—
But she never quite forgave herself
For leaving out the flour!

The Drug Market.

Opium—The market is very firm and has advanced rapidly during the past week. The quality of the crop is very poor and stocks are less than last year. It would cost over \$3 to import now.

Morphine—P. & W. is as yet unchanged, but N. Y. was advanced on the 27th ult. 15c per oz., with an upward tendency of both brands.

Quinine—Is in good demand, but there has been no change since last week.

Cinchonidia—This article has been again advanced, owing to the small yield.

Borax—Has been advanced about 1c per lb., with an upward tendency.

Bromides—Potash, ammonium and sodium have all been advanced 2c per lb.

Balsams—Canada fir is steadily ad-

vancing, owing to small stocks. Copaiba is in good demand at full prices.

Essential Oils—All are unchanged except spearmint and tansy. Both are lower, on account of full stocks.

Linseed Oil—Has been marked up 1c per gal., with a good demand for this season of the year.

The application of a non-union mill-worker and his wife for membership in the Baptist church at Scottdale, Pa., whose congregation is largely made up of striking steel-workers, was rejected last Sunday. Non-union men not only have no right to work and eat and breath, but they have no right to aspire to heaven—at least, that is the infamous doctrine taught by the trades unions and the cardinal principle on which hinges the conduct of every trades unionist.

Voigt, Herpolsheimer & Co.,



Wholesale
Dry Goods

Grand Rapids.

Great Line of Caps

for Children, Youths and Men, from
\$1.25 per dozen to \$12.00 per dozen.
All Shapes and Styles. New Arrivals.

P. Steketee & Sons, Grand Rapids

How It's Made and What it Costs.

	MANUFACTURING COST
Material—Hardwood Frame.....	\$1.05
Machine Work on Frame.....	.45
Cabinet Work on Frame.....	.25
Finishing Material and Time.....	.30
33 highly tempered Steel Springs.....	1.32
Wire holding Springs together.....	.10
Filling—Tow & Moss. Best Grade.....	1.40
5½ yds Imported Velour or Extra Quality Fancy Fig. Corduroy, any color desired.....	4.13
Best Wool Fringe.....	.90
Time Upholstering and Tufting.....	1.85
Nickel Plated Patent Casters.....	.20
OUR PROFIT, Net.....	.55

OUR SPECIAL HOLIDAY PRICE. ONLY \$12.50

We are making special Holiday Prices on **EVERYTHING** in the line of Furniture.
Catalogue sent upon receipt of 6 cents in stamps.

NOTE: PARTIES OUTSIDE THE FURNITURE TRADE MUST SEND REMITTANCE WITH ORDER.



Actual Retail Value, \$18.00.

EMPRESS COUCH.

LENGTH 76 INCHES. WIDTH 29 INCHES. FULL SPRING EDGE.

GRAND RAPIDS WHOLESALE FURNITURE CO.
ADDRESS IN FULL. GRAND RAPIDS, MICHIGAN.

TOLMAN DOWNED.

His One-Sided Bond and Contract Not in Unison.

Not content with the ordinary profits of the wholesale grocery business, the John A. Tolman Co. (Chicago) has for years pursued a policy of obtaining money from its traveling salesmen and their bondsmen for alleged shortages by means of skillfully drawn contracts and bonds which are so manifestly one-sided that they have met the denunciation and contempt of all who have had occasion to investigate them. The amounts thus secured from Michigan men in the past dozen years probably aggregate \$5,000, while the expenses of defending suits of this character probably amount to as much more. Thanks to the Supreme Court, this practice is now at an end—at least so far as the present form of bond and contract are concerned—the court of last resort having placed an embargo on the combination which will effectually prevent any further effort to enforce the present contract and bond by legal procedure. This result has been reached by the successful outcome of a suit brought against the bondsmen of Jos. P. Visner, who has been compelled to stand the expense and annoyance of two trials in the Kent Circuit Court and two appeals to the Supreme Court, the final appeal resulting in a decision which knocks the underpinning completely out from under the Chicago litigants. The Tradesman is under obligations to Hatch & Wilson, attorneys for the successful defendant, for a transcript of this decision, which was prepared by Justice Moore, as follows:

This case involves the construction of a contract of guaranty. The case has been here before and is reported in 69 N. W. R. 649, so that a full statement of facts will not be necessary.

The contract was then held to be a valid one, but it was also held that the guarantors were not liable for indebtedness of Mr. Visner to the guarantees arising outside of his employment. In the last trial the judge followed the directions of this court, and the jury found in favor of the plaintiff. Defendant's appeal.

The questions of fact in the second trial are the same questions that were involved in the first trial. It has been repeatedly held that this court will not review its previous decisions made in the same cause on the same state of facts. *Mynning vs. D., L. & N. R. Co.*, 67 Mich. 677; *Hickox vs. Railway Co.* 94 Mich. 237; *People's Savings Bank vs. Eberts*, 96 Mich. 396.

A new element, however, presents itself in the case, a question which was not raised when the case was here before. After the first trial in the lower court and while the case was pending here, the Supreme Court of Illinois in a similar case not then reported held the guarantors not liable. *John A. Tolman Co. vs. Rice*, 45 N. E. R. 496. It is now said that, notwithstanding this court has so construed the contract as to justify the action of the Circuit Court in the second trial, it ought to reverse its former decision, for the reason that the contract of guaranty is an Illinois contract and should be construed according to the law of Illinois as declared by the Supreme Court of the State.

Is the contract an Illinois contract? It is dated in Chicago; it was signed in this State and mailed to plaintiffs at Chicago from Grand Rapids, and by its terms the guarantors agreed that any amount which shall become due upon the contract shall be paid at the office of the plaintiff in Chicago. Its delivery was required before the plaintiff would enter upon its undertaking with Mr. Visner.

We think it an Illinois contract. *Baum vs. Birchall et al.*, 24 Atl. R. 620; *Phoenix Life Ins. Co. vs. Simons*, 52 Mo. App. 357; *Milliken vs. Pratt*, 125 Mass. 374; *Beach on Contracts*, 592.

If the contract was a Michigan contract we should still think our duty was to construe it as we did when it was here before. It was not then claimed that

the contract was an Illinois contract and invalid by the laws of Illinois, so that the question now presented to us is here for the first time.

The law is well settled that contracts must be construed and their validity determined by the law of the country where they were made unless the contracting parties clearly appear to have had some other law in view. "If valid there the contract is valid elsewhere, and if void or illegal there, it is void everywhere. This rule is founded not simply upon convenience but in the necessities of nations and states, for otherwise it would be impracticable for them to carry on an extensive intercourse and commerce with each other. The whole system of agencies, purchases, sales, mutual credits and of transfers of negotiable instruments rests on this foundation, and in sustaining the principle there seems to be an unanimous consent of all courts and jurists, foreign and domestic." *Beach on Contracts*, Sec. 590; *Campbell vs. Nichols et al.*, 33 N. J. L.; *Guignon vs. Union Trust Co.*, 156 Ill. 135.

There are exceptions to this general statement not necessary to mention now, for the reason that this case does not come within any of the exceptions.

Does the fact that this court would hold a Michigan contract containing the same terms to be a valid contract prevent its following the construction given to the Illinois contract by the Illinois court?

In the case of *Waters et al. vs. Cox et al.*, 2 Ill. App. 129, the court held that the construction given to a Michigan contract by the Michigan courts must be followed, although that construction was contrary to the construction given to like contracts by the Illinois courts.

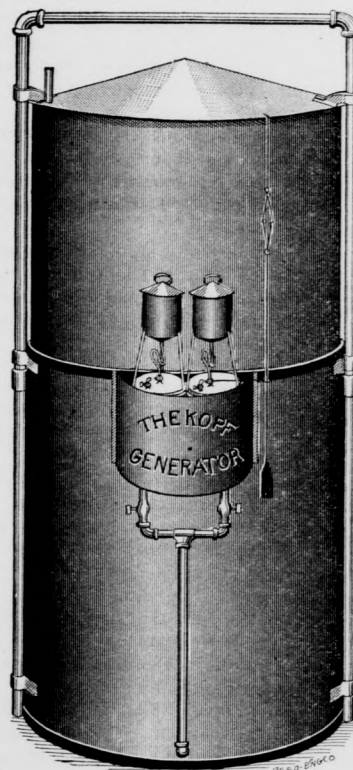
In the case of *Forepaugh vs. Railroad Co.*, 128 Pa. St. 217, there is a very full and able discussion of the questions at issue here, and it was here held that a New York contract would be construed the same as the New York courts would construe it, although a Pennsylvania contract containing like terms would be construed by the Pennsylvania courts just the other way. There is no great hardship in this. The plaintiff insisted upon having an Illinois contract. Now that he cannot enforce his contract in the courts of Illinois, is it just or right that by coming before the courts of this State he shall be able to enforce a contract he has seen fit to make when it is void by the law of the country where it was made? To allow this to be done would give rise to great uncertainty and confusion. Story on Conflict of Laws, Sec. 278, quotes with approval the opinion of Chief Justice Parker in *Blanchard vs. Russell*, 13 Mass. 1:

"That the laws of any state cannot by any inherent authority be entitled to respect extra territorially, or beyond the jurisdiction of the state which enacts them, is the necessary result of the independence of distinct sovereignties. But the courtesy, comity or mutual convenience of nations, amongst which commerce has introduced so great an intercourse, has sanctioned the admission and operation of foreign laws relative to contracts, so that it is now a principle generally received that contracts are to be construed and interpreted according to the laws of the state in which they are made, unless from their tenor it is perceived that they were entered into with a view to the laws of some other state. And nothing can be more just than this principle, for when a merchant of France, Holland or England enters into a contract in his own country he must be presumed to be cognizant of the laws of the place where he is and to expect that his contract is to be judged of and carried into effect according to those laws; and the merchant with whom he deals, if a foreigner, must be supposed to submit himself to the same laws, unless he has taken care to stipulate for a performance in some other country or has in some other way expected his particular contract from the laws of the country where he is."

Judgment should be reversed and a new trial ordered.

The other justices concurred.

The Kopf Acetylene Gas Machine.



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In buying your Acetylene Gas Machine before inquiring of us. All inquiries promptly attended to.

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M. B. WHEELER & CO.

MANUFACTURERS,
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The Holiday Season

is at hand and you probably know of many nice things you could sell and complete your variety. We have a choice stock of **Holiday China** of every description, also **Decorated Wares, Glassware, Dolls, Toys, Books, Games, Albums, Desks, Sleds, Skates, Etc.**, which will make your store attractive and which you can sell at a good profit as **Our Prices Are Very Low.** Our facilities are such that we can ship very promptly and our assortment is not excelled in any store in the country. Do not hesitate—**Order To-day**—or, better still, come in person and see our magnificent assortment.

H. LEONARD & SONS,

GRAND RAPIDS, MICH.

Around the State

Movements of Merchants.

Twin Lake—Ezra Averill has opened a grocery store here.

Eureka—Walter Burk has embarked in the hardware business.

Lum—J. H. Baker, general dealer, has removed to Metamora.

Gladwin—H. A. Marienthal succeeds Marks & Marienthal in general trade.

Port Huron—A. B. Carlisle has opened a candy store on Huron avenue.

Daggett—Dunham & Collette succeed Westmen & Dunham in general trade.

Mancelona—Herbert Smith, of Leipsic, Ohio, has opened a harness shop here.

Detroit—Geo. E. Angell succeeds Eckert & Angell in the confectionery business.

Manton—J. C. Hill has opened a meat market in connection with his grocery business.

Ravenna—F. G. Emmons and John Price have opened a meat market at this place.

Millbrook—Chas. Ward, of Amble, has embarked in the grocery business at this place.

Bay City—L. & H. Goeschel succeed Meisel & Goeschel in the wholesale grocery business.

Alma—Wright & Williard succeed Jehial Woodward in the grocery and bakery business.

Eaton Rapids—Stirling & Crawford have opened a meat market in the rear of their grocery store.

Eaton Rapids—J. L. Whittlesey has engaged in the upholstering business in the Stedwell building.

St. Joseph—Frank Webber, grocer at this place, was married Nov. 25 to Miss Viola Willet, of Shelby.

Lansing—Seymour A. Rice continues the electrical supply business formerly carried on by Rice & Wardell.

Boyer City—J. M. Welis & Co. have opened a book, stationery and fancy goods store opposite the postoffice.

Morenci—John Garnber and C. F. Beach have purchased the confectionery and tobacco stock of Geo. Oldfield.

Coral—C. E. Van Every, of Middleville, registered pharmacist, has taken charge of the drug store of H. M. Gibbs.

Ludington—Frank M. Bentley, formerly engaged in the grocery business, has opened a wholesale and retail oyster depot.

Addison—Southard & Gamble, dealers in dry goods, groceries and boots and shoes, have removed from Waldron to this place.

Standish—Geo. Grier has purchased the interest of his partner in the firm of Pomeroy & Grier, meat dealers at this place.

Port Huron—Mrs. M. Ferguson has removed from Hamilton, Ont., to this place and opened a bakery at 1014 Elmwood street.

Lansing—Jacob Simon is closing out his bazaar stock and will remove to Muncie, Ind., where he will re-engage in business.

Ludington—Joseph Hoare has sold his bakery to C. M. Hilton, proprietor of the City bakery, who will conduct both establishments.

Caledonia—Chas. Gildner, formerly engaged in the meat business at Grand Rapids, has embarked in the same business at this place.

Alma—H. J. Vermeulen will add a line of boots and shoes to his grocery business, occupying the building east of his grocery store with same.

Port Huron—J. W. Goulding & Co. will celebrate the twenty-first anniversary of their embarking in the bazaar business by an anniversary sale.

Saginaw—Barbara (Mrs. C.) Hammel succeeds J. M. Meyers in the grocery business at this place. Mr. Meyers also conducts a grocery store at Cheboygan.

Grand Ledge—Geo. A. Young has purchased the North Side meat market and leased it to his son, William, who will continue the business at the same location.

Lyons—G. H. Trefry, who conducts a grocery and shoe store, is in a critical condition on account of an attack of rheumatism. D. L. Boyden is in charge of the business.

Sturgis—John Clapp, formerly of the hardware firm of Clapp & Bilborrow, has purchased the Geo. Klesert grocery stock and will continue the business at the same location.

Fennville—R. S. Shiffert has rented the store building adjoining him on the west. Double doors will be cut through the brick wall, connecting his dry goods and grocery stocks.

Eaton Rapids—W. A. Smith, formerly of the firm of Smith Bros., meat dealers at Springport, has been engaged by Amos McKinney to take charge of his meat market here.

Escanaba—Sourwine & Hartnett have opened the New Hill drug store to the public. It is located on the site occupied by their old drug store previous to its destruction by fire last May.

Grand Haven—John J. Boer has sold his grocery stock to Antony Boet and Bert Bolt, who will continue the business under the style of Boet & Bolt. Mr. Boer will engage in other business.

Calumet—E. W. Kruka has sold his undertaking business to Maurin & Bano. Mr. Kruka will devote his entire time to the organization of Finnish Maccabee lodges in the Upper Peninsula.

Montague—Andrew Wurtzler, shoe and harness dealer, had the misfortune to slip and fall recently, while moving a barrel of oil, and fractured three ribs, which will confine him to his bed for several days.

Battle Creek—Edwin N. Caldwell has purchased the interest of G. F. Zang in the grocery firm of G. F. Zang & Co. The business will be continued by Mr. Caldwell and Geo. Zang, Jr., under the style of Zang & Caldwell.

Douglas—O. R. Johnson, dealer in drugs and groceries, has sold his drug stock to L. A. Phelps, druggist at Saugatuck, who will remove his stock to Douglas and consolidate it with the new purchase. Mr. Johnson will continue the grocery business.

Menominee—Heman L. Vieth, who has been conducting a paint shop here and at Marinette, Wis., has made an assignment, Albert Porth of this city being named as assignee. The estimated assets are \$4,500 while the liabilities are not more than \$2,500.

Harbor Springs—Welling & Stein, dry goods dealers, have opened a branch store at Sturgeon Bay for a short time. From that place they will go to Cross Village for a few days, their intention being to get acquainted with the people in the smaller towns roundabout.

Detroit—David F. Mitchell, Adelina Mitchell and William H. Mitchell have uttered a chattel mortgage for \$5,100, running to Janet D. Mitchell and Agnes Mitchell. The mortgage covers the machinery, wagons, horses, etc., of Mitchell Brothers' feed mill, corner of Second and Larned streets.

Jackson—Gallup & Lewis, furniture dealers, having outgrown their present quarters on Cortland street, have closed a deal whereby they obtain possession of the entire Champion block, except two stores on the ground floor, which they will occupy in connection with their present location.

Montague—The Alfred Allen drug stock and fixtures were sold at chattel mortgage sale Nov. 24 to Frank Hoffman and Harvey Morse, both of Shelby, who will continue the business under the style of Hoffman & Morse. The business will be managed by Mr. Morse, Mr. Hoffman retaining his present position with the produce firm of Van Wickle & Lewis, at Shelby.

Detroit—The Detroit Pharmacal Co. has uttered chattel mortgages on its stock at 95 and 97 Woodward avenue, aggregating \$21,247.30. The first mortgage is for \$825 and runs to Albert Meloche; the second is given to the City Savings Bank, for \$9,922.30; the third mortgage is for \$10,500, running to Farrand, Williams & Clark and Williams, Davis, Brooks & Co.

Jackson—Lynch & Co. have uttered chattel mortgages on their grocery stock to the amount of \$12,809.88. Sprague, Warner & Co. are secured for \$7,000, Franklin Mac Veagh & Co. are protected to the amount of \$395 and the Jackson Grocery Co. to the extent of \$339.88. Virginia Lynch—evidently a relative—is secured to the amount of \$5,075. It is asserted that the stock will not inventory over \$6,000.

Allegan—On Jan. 1 the firm of Hicks & Davis, dealers in agricultural implements, will be dissolved, each member engaging in the same line on his own account. Until then, on account of the new building which will be erected on the site of their present location, the business will be divided, G. L. Hicks occupying, temporarily, a store building in the Parker block and John E. Davis going into the Peck store building.

Ludington—The grocery stock of Robert Arnott, Jr., who made an assignment a short time ago to Adam Drach, was sold at auction to Marshall F. Butters for \$1,900. This price is considered the full value of the stock. This amount will satisfy the claim of the First National Bank, about \$1,650, and pay half the amount of one \$500 labor claim. The remaining creditors, some twenty or thirty in number, with claims aggregating \$1,500, are left out in the cold.

Manufacturing Matters.

River Rouge—W. B. Eming will operate a sawmill.

Nadeau—Carlson & Brooks will operate a shingle mill.

Pequaming—Chas. Hebard & Son's sawmill has closed down for the season, having cut 27,000,000 feet of lumber this year.

Manistee—Canfield & Wheeler are putting in a camp at Fife Lake and will get out 4,000,000 or 5,000,000 feet of logs at that point.

Kalamazoo—Dan Cohn, the well-known tailor, will close out his business here and remove to Rochester, N. Y., and enter the firm of Lamphert, Sloman & Cohn, manufacturers of ready-made clothing.

Owosso—R. N. Parshall has his new flouring mill on South Washington street nearly ready for business. The building is three stories high and is equipped throughout with machinery of the latest design. Power is furnished by a 50 horse power electric motor

Lansing—The corporation heretofore doing business under the style of P. F. Olds & Son has been changed to the Olds Gasoline Engine Works.

Onway—Thos. Austin and Perry Thompson are preparing to put in a sawmill and shingle mill on the line of the new railroad, four miles from this place.

Chassell—The Sturgeon River Lumber Co.'s mill will put in 16,000,000 feet of logs this season, 12,000,000 feet of which will be pine and the residue hemlock.

Manistee—Buckley & Douglas are shifting around their camps to their winter locations and find that prices are satisfactory enough so that they can afford to raise wages in the woods from \$5 a month upwards.

Menominee—The cold wave has shut down the last of the sawmills here. This has been a long season for most of them. There were quite a number of old logs carried over last fall, which gave the mills an early start last spring.

Sault Ste. Marie—Frank Perry is putting in five miles of spur track to connect with his logging road, which joins the Duluth, South Shore & Atlantic at Strong's Siding, in Chippewa county. The spur penetrates a fine body of pine, which will be cut this season. Logs to the amount of 10,000,000 feet will be taken out to the Hall & Munson Co.'s mills. C. B. Smith has charge of the operation.

Explanation of the "Oil Episode" at Clare.

Manistee, Nov. 23—In regard to the rejection and subsequent approval of a carload shipment of oil at Clare, I beg leave to say that I inspected the oil and rejected it. I made several tests and found it practically the same each time. Three or four of these tests were made in the presence of the company's agent, A. M. McCoy, who well understands the working of the tester. The oil was afterwards inspected by Mr. Smith and approved. Mr. Smith thought that my thermometer was defective and I have received a new one from the maker. Am testing the other by it as I have time. The oil was tested in the usual way. For any further information, I refer you to Mr. Smith at Lawton.

F. E. WITHEY.

Hon. T. R. Smith, State Oil Inspector, called at the Tradesman office last Saturday and presented a plausible explanation of the mistake made in inspecting the oil at Clare. He stated that the tester used by Mr. Withey was defective in that the bulb slipped down four or five degrees without being noticed by him and that this defect in the tester was the cause of the trouble. Since then Mr. Withey has procured a new appliance, so that further errors of this kind are not likely to occur in his district. The mistake was a most unfortunate one for all concerned, inasmuch as it caused much unnecessary annoyance and expense, and for the good of the oil inspection system of the State, it is to be hoped that great care will be exercised to prevent a repetition of the error. Mr. Smith appears to be especially vigilant in protecting consumers against imposition through the use of uninspected oil, being apparently determined to make a record which shall entitle him to the commendation of the people.

The vertical system of penmanship and the Roman pronunciation of Latin are amongst the new innovations adopted by the Atlanta schools.

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

Grand Rapids Gossip

Carroll A. Parker has opened a grocery store at 18 Crescent avenue.

Joseph P. Badour has removed his grocery stock from 420 Henry street to 252 Cass avenue.

J. W. Letts has opened a grocery store at Bannister. The Lemon & Wheeler Company furnished the stock.

W. Stitt has re-engaged in the grocery business at Hart. The Clark-Jewell-Wells Co. furnished the stock.

W. W. Ward has engaged in the grocery business at Millbrook. The stock was furnished by the Ball-Barnhart-Putman Co.

Jack Cozens has engaged to travel for G. F. Faude, the Ionia cigar manufacturer, covering the trade of Grand Rapids and Southwestern Michigan.

Bailey & Barnard have purchased the Pangborn grocery stock, on Stocking street, and removed it to 265 Straight street, the former location of M. Gavin.

Egbert C. Shay has sold his grocery stock at the corner of Fifth avenue and East street to his brother, Carey C. Shay, city salesman for the Worden Grocer Co., who will continue the business at the same location.

The Produce Market.

Apples—Northern Spys command \$3 per bbl.; Jonathans, \$5; Ozarks (Ark.), \$4; Etrus (Ark.), \$4. The demand is only fair, the high prices tending to decrease consumption to the lowest possible limit.

Bananas—The market is very strong, and a good demand was recorded last week for the Thanksgiving trade.

Butter—The market is off a little on both factory creamery and dairy butter. More roll and print dairy butter is now coming in, and a somewhat less proportion of creamery. The market is fairly well supplied, and the demand from local retailers has shifted from creamery to dairy grades. Separator creamery is held at 21¢@22¢, while dairy ranges from 18¢ for extra fancy down to 10¢@12¢ for cooking grades.

Cabbage—Slow sale at \$3 per 100.

Carrots—35¢ per bu.

Celery—15¢ per bunch.

Cranberries—The market is stronger, owing to the increased demand incident to the Thanksgiving season, but prices are no higher than a week ago. Jerseys command \$7 and Cape Cods and Wisconsin fetch \$7.50.

Eggs—Fresh eggs are still hard to get, and the market for them has advanced 2¢ per dozen during the week. Several sections are now sending fresh eggs here, but the aggregate arrivals are small. Strictly fresh easily fetch 20¢, while storage stock is held at 14¢, case count, 15¢ for candled and 16¢ for fancy candled.

Game—Dealers pay \$1 per doz. for rabbits, \$1.20 per doz. for No. 1 squirrels, 7¢ for carcass venison and 10¢ for saddles. The shooting season for venison is now closed and dealers must move their supplies before the midnight of Dec. 5.

Honey—White comb has advanced to 12¢ and dark buckwheat has sustained a corresponding advance to 11¢.

Lemons—A few Messinas are in this country, but not in this market yet. They will not be here for some time, as they are not of good color. Malagas in light supply are here. There is little demand, and prices are unchanged.

Lettuce—Hot house goods fetch 15¢ per lb.

Onions—White Globe and Red have advanced to 65¢. Spanish, \$1.75 per crate.

Oranges—The market is now very well supplied with this fruit. There are a few Louisianas in the market, but

there will not be many more. Mexicans are the bulk of the supply.

Potatoes—The market continues to strengthen and the average paying price throughout the State has moved up fully 5¢ per bu. during the past week. Most of the shipments of Michigan stock are now going East, especially to Boston and nearby points, several shipments having been made to Portland, Me. Every indication points to a steady market and a still higher range of values as the season advances.

Poultry—Hens and spring chickens are in ample supply at 7¢@8¢. Ducks are in fair supply at 8¢@9¢. Turkeys are in fair demand and adequate supply at 10¢. Geese are in moderate demand at 9¢@10¢.

Squash—\$1 per 100 lbs. for Hubbard. Sweet Potatoes—Virginias command \$3; Illinois Jerseys fetch \$3.75; genuine Jerseys are held at \$4.50.

Potatoes Strong and Higher—Beans Dull and Lower.

St. Louis, Mo., Nov. 30—Our market has finally assumed a normal condition on potatoes. The accumulation of stock here on track has been cleaned up. The tracks began to clean up week before last and by the first of last week the market was in a very fair condition. During the week any surplus of stock was picked up and the market last week closed in better shape here than any time during the potato season. Very little stock was available, and what few cars arrived sold rapidly and at good prices. The receipts were exceptionally light and of very much better quality than heretofore. We have been burdened with a surplus of inferior potatoes so far this season, the quality being exceptionally poor, there being but few potatoes of fine quality offered, and such, even during the most depressed conditions of the market, found ready sale at better than quotations. We are glad to be able to say that the market has assumed a normal condition, and that business, both for shippers and receivers, is on a safer basis now, and we trust that these conditions will continue throughout the remainder of the season. The market opened strong this week, with sales reported to-day at higher prices than at Saturday's close. The market is very strong and, with cold weather in the North and the weather reasonably cold here, we look for better prices to prevail before the week is out. Quotations to-day are as follows: Choice to fancy Burbanks, 57¢@60¢; Snowflakes and Rurals, selling at about the same price; sales of Hebrons to-day are reported at 55¢@57¢; Rose at 56¢ and one car sold at 57¢; almost anything, if sound and clean, is salable readily at from 52¢@56¢, and the stock has to be very common if sold as low as 52¢. Even inferior stock is salable at 50¢ or better. This shows a better market than has prevailed here since the season opened. We must caution shippers to protect their cars against the cold. Ship as far as possible in refrigerators, and if refrigerators are not available, ship in a tight box car and put a stove in the car; otherwise, you may have a sad experience to relate before spring.

The market on beans is not at all satisfactory. Shippers are holding their beans at relatively higher prices than buyers are willing to pay, from 5¢@10¢ per bu. higher, and this prevents any trading, except in instances where a buyer is forced from necessity to make a purchase. The stock of beans in this market, both last year's crop and new beans, is ample for the needs of the trade. There is no immediate need for any beans from Michigan or Wisconsin, and in the absence of any improvement in the demand, the outlook is not favorable. Shippers at primary points claim they are finding a better outlet than shipping in this direction, and are able to get more money. This source of outlet may not continue for any great length of time, and they may be forced to look in this direction for a market, in which event we look for lower prices, and unless conditions change here and the demand improves very much, we think we will experience a lower level

of values in beans very soon. It is the time of year when the trade at large over the country are giving more attention to fancy holiday goods than to staples, and a commodity like beans is naturally neglected at the present time. The improved market in potatoes and the sharp advance latterly, may cause a better feeling in the bean market, but it will be temporary, we think. Later on, after the first of the year, when the trade get down to trading on a legitimate basis in staples, we hope to see some improvement in beans, but not until then.

MILLER & TEASDALE CO.

And Still They Come.

Marquette, Nov. 29—The following are the most recent additions to the membership list of the Lake Superior Commercial Travelers' Club:

W. J. Gorsline, Green Bay, Wis., with Beals & Tory Shoe Co., Milwaukee.

F. E. Leonhard, St. Ignace, with J. C. Michael, Chicago.

H. D. Schall, Beloit, Wis., with Detroit Stove Works.

H. J. Derouin, St. Paul, with Geo. Benz & Son, St. Paul.

Aaron Ponpeney, St. Paul, with James Forester & Co., Dubuque, Iowa.

E. F. Gengnagel, Duluth, with National Cash Register Co.

Will A. Draper, Green Bay, Wis., with Weggenhorn Bros., Watertown, Wis.

C. A. Laurier, Marquette, with F. C. Glocke, Marquette.

S. D. Oppenheimer, Detroit.

Lessing Karger, Houghton, with Nash & Karger, Houghton.

M. F. Stellwagen, St. Ignace, with Stellwagen & Kynock, St. Ignace.

F. W. Dingley, Ashland, Wis., with Standard Oil Co.

H. O. McMain, Marquette, with Stone-Ordean-Wells Co., Duluth.

Hides, Pelts and Wool.

Hides remain scarce and firm, the trade being governed by Chicago. There are so few cattle killed in the State now that the take-off cuts but small figure.

Pelts remain firm and high in price, with wool costing above what it will bring on the present market. Some one cleans them up each week, so there is no accumulation.

Tallow remains dull, with large holdings of old stock only suitable for soaps, while fresh goods go freely.

Wool is unchanged, with light demand. To effect a sale, price must be conceded.

WM. T. HESS

Tips on Tipperary.

The waiter at our boarding-house was always quite contrary. Until the place was visited by a man from Tipperary; But from the first she treated him in a manner most sublime. And he didn't find it needful to Tipperary time.

The German Emperor ascribes his good health and vigor to the excellent advice given him by his favorite doctor, and he has learned by heart the latter's "rule of life," which is as follows: Eat fruit for breakfast. Eat fruit for lunch. Avoid pastry and hot cakes. Only take potatoes once a day. Don't take tea or coffee. Walk four miles every day, wet or fine. Take a bath every day. Wash the face every night in warm water. Sleep eight hours every night.

It seems that the South African bank robber kills himself when caught. In this country he wears a complacent smile and waits with confidence for the President to pardon him—and he doesn't have long to wait.

The voluntary increase or restoration of salaries on the Gould roads looks as if we may be nearer the millennium and the Second Advent than we imagine.

Dealers Forced to Sell on Too Small Margins.

Ante Lucem in American Artisan.

The cook stove trade has not been up to expectations, largely owing to the good weather for farm work, which has kept the husbandman hustling all the time, and if he shall start the spring work of '08 behindhand, it will be through pure laziness, as surely there can be no possible excuse for non-completion of the work of 1897 now.

I have met one party or firm who are fully pleased with their stove business, at least they so declared. For years the firm sold a line of high-priced trade-marked goods, which the makers have always claimed were the best on earth, and while perhaps some money was made in the way of margins, the volume of business during the times of depression continually grew less. This year the house made a new and radical departure by buying a few medium grades and a large stock of low grade goods. These goods they put upon the market at small margins, and claim to have outdistanced all their competitors, doing as much business as all the other town dealers combined.

Perhaps the other dealers are willing to concede this point (numbers sold) but what will be the future results of their business is the question. On their medium grade goods perhaps no serious results will follow, but on their cheap ones it cannot but prove most serious within a short period, with results reaching beyond the surface. The times may not be such as to warrant large purchases of highest grades of goods, but surely the consumer cannot afford to buy the very cheap ones, especially in stoves.

The house referred to bought from two manufacturing and jobbing houses (i. e., people who both make and buy to sell), and from a regular stove jobbing firm, and bought identically the same stoves, made in the same shop, from each of the houses dealt with. There were, of course, slight changes in nameplates and trimmings. This shows how well they are onto their jobs as buyers.

Price was the only point considered, and it is reasonable to presume some one of the houses sold the same piece of goods for less than the other houses. With all their experience of buying, the country dealer often comes short in his work of selecting. It is not an unusual thing to find the same stoves in the hands of two dealers in a town masquerading under different names. Those, of course, are goods bought from jobbers. This stove jobbing business is worth some attention, both from dealer and manufacturer, for surely they are direct and ruinous competitors against themselves.

Jones buys the goods from a jobber or a supposed maker of them at a low price which he thinks is cheap, and Thomas buys the same goods under a different name from another concern and the slaughter begins. Our manufacturer or jobber cuts the price to secure the business and gives Thomas a club, and Jones cuts under and sells less all profits, and this is business of the present day idea. The seesaw game goes on, and seemingly every encouragement is being lent to it by would-be jobbers and manufacturers. The result is the retail trade are forced to organize, to confederate together, to stem the tide setting in and prevent a total destruction of legitimate trading.

Saginaw Bank Changes.

Saginaw, Nov. 30—The Bank of Saginaw, one of the wealthiest banks in the valley, finds it necessary, owing to its increasing volume of business, to open a branch on the east side, which will be done Dec. 6. Asa W. Field, late financial man for Wellington R. Burt, has been selected as Cashier.

The Second National Bank, one of the strongest financial institutions in the valley, with over \$1,250,000 on deposit, has decided to open safety and deposit vaults, and also a special savings department in the basement of its bank building. Work on the addition began Dec. 1.

Commercial Travelers

Regular Quarterly Meeting of the Board of Directors M. K. of G.

At the regular quarterly meeting of the Board of Directors of the Michigan Knights of the Grip, held at Lansing, Nov. 27, there were present President Hammell, Treasurer McNolty, Directors Peake, Palmer, Tyler, Stevens, Streat and Wood.

On motion, Director Wood was appointed Secretary pro tem.

The minutes of the last meeting were read and, on motion, were approved as read.

On motion, the Board proceeded to select a Secretary to fill the unexpired term of D. C. Slaght.

It was moved by B. D. Palmer, seconded by C. L. Stevens, that F. M. Tyler be appointed Secretary, and to turn over 50 per cent. of the proceeds to Mrs. Slaght.

Director Streat nominated Fannie B. Slaght.

Director Palmer, with the consent of the seconder, withdrew his motion nominating F. M. Tyler. No objection being raised, it was allowed.

The following resolution was offered by Director Streat:

Whereas, We believe Mrs. D. C. Slaght should be considered in a monetary way for the unexpired term of her late husband's tenure of office, and

Whereas, The bulk of the monies derived from this source will materialize during the next thirty days; therefore be it

Resolved, That we will request that the successor to the late D. C. Slaght shall pay to his widow 66 2/3 per cent. of the monies above described (see Sec. 1, Art. X, Constitution and By-Laws). Carried. The section referred to reads: "The Secretary shall receive an annual salary of one-fourth of the amount received for dues from members and 5 per cent. of all assessments collected."

Moved by Director Tyler, that we amend the resolution to read: "We request the successor of D. C. Slaght to pay Mrs. Slaght 50 per cent. of the salary." Lost.

A general discussion of the matter ensued.

Moved by Director Streat, and supported, that we now proceed to a ballot for the election of a Secretary to fill out the unexpired term of the late D. C. Slaght. Carried.

The President appointed Directors Stevens and Streat as tellers.

With the consent of the Board, Director Streat withdrew his resolution nominating Fannie B. Slaght as Secretary for the unexpired term.

Moved by Director Stevens, and supported, that we now proceed to an informal ballot for Secretary. Carried.

The result of the informal ballot was as follows: Total number of votes cast, 8, of which J. C. Saunders received 4, J. W. Schram 2, Geo. F. Owen 1, F. M. Tyler 1.

On motion the Board proceeded to a formal ballot, which resulted in 8 votes being cast as follows: J. C. Saunders, 6; J. W. Schram, 2. The President therefore announced the election of John C. Saunders as Secretary for the unexpired term of the late D. C. Slaght.

The President appointed the following a committee on amendments to the constitution and by-laws: F. M. Tyler, C. L. Stevens, Frank Streat.

Moved by Director Peake that, as it will take ten days for the incoming Secretary to furnish an indemnity bond, in the meantime he furnish a satisfactory personal bond, as it is necessary for him to take immediate charge of the books to get out the assessment notices and other work. Carried.

Moved by Director Peake that the President be empowered to accept and approve a satisfactory indemnity bond from a guarantee company, from the incoming Secretary. Carried.

The following communication was received:

Kalamazoo, Nov. 25—We understand there is to be a meeting of the Board of Directors in your city Nov. 27

We embrace this opportunity to present some of our plans and arrangements for entertaining the Michigan Knights of the Grip on Dec. 28 and 29, that you may see that we are doing everything in our power to make this convention one of the most successful ever held in our State.

We have secured our beautiful Academy of Music for the occasion. The seats will be removed and a false floor built even with the stage for the banquet and ball, leaving the rest of the house for other amusements. No pains will be spared in decoration. We will have several orchestras, as well as other music.

The hotels are alive to the occasion. The Chamber of Commerce and the citizens in general are aiding us in every possible way. Our different committees consist of No. 1 men. Twenty-five or thirty ladies have the reception of ladies in charge; in fact, everything possible is being done to make the convention a complete success.

We ask as a special favor that this matter be brought before your Board and that you urge each and every one, as he travels through the State, to let what we are doing be known, and urge all traveling men with their ladies to turn out for a good time.

JNO. A. HOFFMAN,
Chairman Executive Committee.

On motion, the above communication was received and placed on file, with the request that it be printed in the proceedings of the meeting.

The following resolution was presented by Director Tyler:

Whereas, It is conceded by all persons at interest that the present interchangeable mileage book is not adapted to the needs and necessities of the commercial travelers of Michigan; and

Whereas, We learn that the Michigan General Managers are considering the matter of replacing the present book with an interchangeable book which shall meet the requirements of Michigan salesmen; therefore be it

Resolved, That we respectfully petition the railroads to embody the following features in the proposed book:

1. Good on all trains which carry passengers on presentation to the conductor.

2. Baggage to be checked to destination through junction points, except where there is a wagon transfer.

3. A book sold at \$20 flat, with the photograph of the purchaser and owner on the cover, with signature, descriptive punch marks of the purchaser, or such necessary identification as the railroads may desire. If this cannot be done, then a book sold at \$30, with a rebate of \$10, will be acceptable.

Resolved, That, if the Michigan roads place on sale a book embodying these features, we will give it our hearty approval and support, and bespeak for it the cordial co operation of the rank and file of the fraternity. Carried unanimously.

The Secretary's report, by Mrs. Slaght, was presented for the period from Sept. 4 to Nov. 26, showing receipts as follows: General fund, \$35; death fund, \$844; deposit fund, \$13; total, \$892, for which she held the Treasurer's receipts. The report was approved by the Finance Committee and, on motion, was accepted, adopted and placed on file.

Treasurer McNolty reported the receipts of the general fund to be \$310 60. Disbursements: D. C. Slaght, salary, \$124 50; exchange, \$6 45; postage, \$40; M. F. Carlton, stationery, 55 cents; F. I. Pierson, printing, \$13; John R. Wood, printing, \$14 50; F. W. Dalzell, cash book, \$7; I. F. Hammell, board meeting, \$6 46; D. C. Slaght, \$7 15; C. McNolty, \$5 54; A. F. Peake \$5 54; F. M. Tyler, \$9 50; B. D. Palmer, \$6 50; C. L. Stevens, \$3 20; C. McNolty, salary \$16 76; total, \$206 65. Balance on hand, \$22 95. Death Fund—receipts, \$2,061 59; disbursements, \$2 000; balance on hand, \$61 59; deposit fund—receipts, \$117; disbursements, \$71; balance on hand \$46. Total amount on hand, \$1,543 54, as per certificate from People's National Bank, Jackson. Outstanding check of

\$500 on death claim not yet returned. The report was read, approved by the Finance Committee and, on motion, was accepted, adopted and placed on file.

It was moved and supported that an appropriation of \$50 be made for postage for the Kalamazoo convention and a warrant was ordered drawn in favor of John A. Hoffman, Chairman Executive Committee, for that amount.

J. J. Frost, custodian of the K. of G. souvenir, went very fully over the entire transaction and reported the arrangement made for completing the book, which left a balance of \$200 in his hands, which he turned over to Treasurer McNolty to the credit of the general fund. The above report was received and adopted.

The following death claims were allowed and ordered to be paid: J. B. Morehouse, J. C. Myers, Geo. H. Riblet, A. E. Button, Wm. P. Hutchins, Geo. C. Fletcher, D. C. Slaght.

On motion, the following committee was appointed to draft resolutions upon the death of our late Secretary: President Hammell and Directors Streat and Wood.

The Finance Committee reported as follows:

Your Committee reports meeting at Flint, Nov. 26. We checked up the accounts of the late Secretary, D. C. Slaght, found them correct, and all money due the Association was paid by Mrs. Slaght to the Treasurer, Mr. McNolty, and the efforts of the office were turned over to the President.

On motion, the report was accepted and placed on file.

Treasurer McNolty reported that, after paying the death claims previously ordered, there would be less than \$500 in the death fund.

On resolution, Assessment No. 3 was ordered to be issued December 1.

The personal bond of John C. Saunders, Secretary for the unexpired term of D. C. Slaght, was presented, with sureties in Alfred Ronk and J. J. Frost, as a temporary bond until the guarantee bond can be received.

On motion the bond was accepted and adopted.

The Committee on Resolutions on the death of our late Secretary, D. C. Slaght, submitted the following:

Whereas, We recognize the deep grief of Mrs. Fannie B. Slaght in the loss of her husband, late Secretary of this Association, we hereby extend our sympathies and assistance for her welfare in the hour of her deep affliction.

Warrants were ordered drawn for the following bills: C. McNolty, commissions, \$17 66; Mrs. D. C. Slaght, salary on commissions, Sept. 4 to Nov. 26, \$51 15; Mrs. D. C. Slaght, postage, exchange, express, \$22 40; John R. Wood, printing, \$5 50; C. McNolty, board meeting, \$5 74; F. M. Tyler, \$7 32; John R. Wood, \$5 74; B. D. Palmer, \$5 07; C. L. Stevens, \$5 54; F. R. Streat, \$4 08; A. F. Peake, \$6 06.

The Committee on Amendments and Resolutions reported as follows:

Art. 4, Sec. 1, to omit the word "Secretary."

Art. 4, Sec. 2, add the word "Secretary."

Add to Sec. 7: The Board of Directors shall elect a Secretary at the first meeting in January, who shall hold office for the term of one year, unless removed for cause, and any member of the organization in good standing is eligible for the office.

On motion, the above amendments were concurred in, accepted and ordered to be printed in the proceedings.

On motion, the Board adjourned, to meet at Kalamazoo, Dec. 28.

JOHN R. WOOD,
Acting Secretary.

Detroit in Line with Three Candidates.

Detroit, Nov. 29—At the regular meeting of Post C, Michigan Knights of the Grip, held last Saturday evening, the following business was transacted:

After approving the minutes and some very interesting communications were read and passed upon, it was moved, supported and carried that the

Post take a ballot for candidates for the several State officers to be elected at the annual convention held in Kalamazoo on Dec. 28, when the following were almost unanimously chosen: For member of the Board of Directors, J. W. Schram; for State Secretary, M. Howarn; for First Vice-President, W. I. Bair. The boys all pledged themselves to use all honorable means to elect the above candidates.

A committee was appointed to draft resolutions of condolence upon the death of our late brother, Dell C. Slaght, composed of P. Walsh, John R. Wood and J. W. Schram. The report of the committee, which was unanimously adopted, is as follows:

Whereas, It is appointed for all men once to die, and death in a most unpleasant form has taken from our midst and the State organization our much respected Secretary and brother, Dell C. Slaght; therefore be it

Resolved, That we hereby tender to the widow of our late brother our heartfelt sympathy in the stupendous and most lamentable affliction that has befallen her.

Resolved, That we desire to express in the strongest language our appreciation of the services of the deceased to our organization and that we regret the withdrawal from the world's stage of a good fellow, a kind friend and a generous nature.

After all the business was transacted, the members enjoyed one of the most pleasant evenings in the history of the Post—something new and novel in the line of socials, called a state pie social. Each lady brought a pie with her name written thereon. Then there was a bag of potatoes neatly done up in paper with a lady's name written on each potato to correspond with the pie. Then the chances were sold at auction for small amounts, the bids being limited. The gentlemen had to eat the pie they had purchased with the lady whose name was on the potato. Then each pie was named after some state in the union and each gentleman was required to give an essay on the state which his pie represented. This sort of entertainment helps the boys to be brave and also adds to the treasury of the Post.

Post C holds its annual meeting on Saturday evening, Dec. 11, for the purpose of electing officers for the year 1898; also to make final arrangements for the trip to Kalamazoo on Dec. 27.

J. W. SCHRAM, Sec'y.

Resolutions of Respect—Bigelow Endorsed for Treasurer.

Owosso, Nov. 29—At a meeting of Post O, held Saturday evening, Nov. 27, R. P. Bigelow was unanimously endorsed as a candidate for Treasurer of the Michigan Knights of the Grip.

The following resolution of respect was unanimously adopted:

Whereas, In view of the loss we have sustained by the decease of our brother, friend, associate and knight of the road, Dell C. Slaght, and of the still heavier loss sustained by those who were nearest and dearest to him, we who have known him for years can say with sincerity that, "They who knew him best loved him most." To his stricken family, we wish to tender our brotherly consideration. "We know how vain it is to gild a grief with words." Brothers, another member of our order has taken his endless lay-off. Another sample case has fallen from nerveless hands, never to be reclaimed, and from over the wire there will come no message to recheck. Death has again come among us and taken from our midst one whom we all knew and loved. While we cannot recall him, let us always cherish the memory of that great, loyal and generous heart, that cheery voice and strong true hand that never was closed to worthy charity, yet has so often met our own with the warm, strong clasp of friendship and fraternity; therefore be it

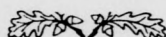
Resolved, That the heartfelt testimonial of our sympathy and sorrow be forwarded to the family of our departed friend by the Secretary of Post O.

L. KROB, Sec'y.

Worden Grocer Co.

Importers and Jobbers

Grand Rapids, Mich.



The past year has been a record breaker on many classes of goods represented by us.

The sale of **American Family Soap** is in excess of any previous year. This is due to the fact that Jas. S. Kirk & Co. maintain the high character originally established for this soap by using none but the very best material in its manufacture. The same is true of Dome, White Cloud, Cabinet and Tar Soap.

Our sale on **Lakeside Peas** has been far in excess of any previous year. This speaks well for them and ought to suggest to those who are not using them to begin at once if they would have the best in the market.

Our stock of Canned Goods is very large in all lines and contains the best things to be had in any market.

Our stock of Syrups and Molasses is complete in every detail.

Our **Quakeress, Queen and Princess Teas** are very popular, and justly so, as they are the best that can be procured in Japan and are imported direct by us.

Our **Quaker, To-ko, State House, Mandelhing, Golden Santos and Golden Rio Coffees** are winners.

Our **Laurel Flour** is the best that can be produced from the choicest hard spring wheat.

This is also true of **Quaker Flour**, which is made from the best grade of Michigan winter white wheat. There can be nothing made superior to it.

Our stock in all departments is large and we trust you will draw from it as your necessities require. We shall endeavor to merit your favors.



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E. A. STOWE, EDITOR.

WEDNESDAY, . . . DECEMBER 1, 1897.

THE INDUSTRIAL REVIVAL.

The naturalness with which the wheels of industry resume their motion after the long years of idleness makes it seem as though the normal condition had been constant. Each member of the industrial army has fallen into his position and has assumed the contented demeanor of required labor. That this change from idle factories and the anxious seeking for employment has taken place within the year, mostly within a few months, is a fact hard to realize by those who have been among the observers and participants in it.

It is interesting to draw the contrast in the opening of the winter season this year as compared with that of a year ago. At that time there was the reaction from the slight stimulation which resulted from the election. It was expected, during the campaign, by many of all political beliefs that the result would cause a more or less substantial, although perhaps temporary, revival, and this expectation no doubt was the cause of the movement, which lasted a few days after the result became known. But the reaction came quickly and with the winter came the added disappointment on account of the failure of the "McKinley boom," and the cloud of discouragement and distress settled down darker than ever. There were those who had a prophetic insight into the true situation who began preparation for the revival they were sure was not far distant, but the general condition was that of disappointment and foreboding.

In all parts of the country the winter presented serious problems as to the alleviation of the suffering of the idle classes, which included a great proportion of the artisans and laborers. The situation here in Grand Rapids may be taken as typical of most localities. It will be remembered that unusual efforts were made to afford organized relief, and the work of filling in the market site was provided by the city and so managed as to give employment to as great a number as possible. There was very little indication of improvement until the January furniture sales gave some encouragement and the idle factories prepared to begin operations, moderately, here and there. As spring opened the need of giving employment to as many as possible prompted the early starting of the street improvements, which, later in the season, were extended to an unprecedented degree

under the impulse of the general revival.

As compared with most localities, Grand Rapids was favored in the early and substantial resumption of business activity. Paradoxical as it may seem, the fact that prices of furniture had become distressingly low was favorable to the revival of the industry as compared with other even more important industries as related to the general situation. Thus there was a good deal of discouragement that the iron industry persistently refused to respond to apparent conditions of improvement. The combination prices had been maintained so long that they were quite generally thought to be normal, and those who recognized the fact that they were above the proper level thought that the revival would soon bring the market up to that level. But the weeks dragged on with no change in the situation until finally there came the break in prices which brought steel rails, billets, ores and other forms down about one-third in price, and then it became quickly apparent what had hindered the improvement in that industry. Prices have remained at the low level and even still further declined in many cases, but the increase in consumptive demand has been unprecedented. It has been found that improvements in methods of mining, in transportation and in processes of manufacture have progressed until we can compete in the markets of the world with fair margins for the manufacturers. In the furniture industry, as in many others not affected by combinations, the revival has been accompanied by an improvement in prices almost from the beginning.

During the spring months there were encouraging indications here and there, but on the whole there was a general feeling of disappointment, largely caused by the iron situation and by the condition of the cotton and wool industries. The stock market, which is a fair index of the general situation, showed no improvement until the first of May, when the advance began, which continued without reaction until October. As the season advanced and the prospect of favorable harvests increased, the general improvement materialized rapidly. The shelves of the merchants throughout the country had been practically empty for a long time. As assurance became manifest that there would be a revival of demand with sufficient to pay for the goods, there was such a rush to the markets as had never been known during the usually dull heated term. The number of buyers flocking to the principal markets during the month of August was greater than had occurred at any time for several years. This continued until the stores of the country were made to resume their old-time appearance of abundance.

The continued increase in employment in all the principal industries, with the full realization of the most sanguine expectations of returns at good prices from the harvests, has given a constant improvement during the autumn months, notwithstanding the reaction in the stock market which resulted from the inertia of the upward movement carrying prices to too high a level. The winter opens with so great a contrast with the conditions of a year ago that, as intimated at the beginning, it is difficult to realize that such tremendous changes have been accomplished in so short a time.

It takes a deal of money for a young man to study football at a crack college.

KILLING OFF THE WEAK.

From time to time some supposed scientific anthropologists rise up and propose that the human race shall be improved by killing off all the feeble-minded and sickly-bodied and the criminal classes and the aged, and retaining only those who are physically and intellectually vigorous and morally decent.

Just who is to select those members of the community who are to be killed off in such a summary manner does not appear, but as the possessor of such absolute authority would have to be endowed with divine attributes, it would be difficult to find any person to whom the people of any community or country would commit such power of life and death.

Such a proposition to eliminate summarily all the physically, intellectually and morally weak persons in the country would involve the dispensing with all processes and means of physical, mental and moral reformation. There would be no need of physicians for either body or mind nor for the cure of souls. Charity, mercy and pity would be blotted out of human life, because there would no longer be any of the weaknesses or lapses that would call for such ministrations.

Some such sort of human ethics has been practiced among savage peoples of every age, being carried to the extent of killing off the physically, disabled and the aged. It is the same course pursued by wild beasts, which turn upon their sick and wounded mates and put them to death. This is said to be specially a characteristic of wolves. It is worthy of such savage beasts, but as a policy it should have no place among civilized and Christianized races.

In this connection a strange narrative comes from the United States Consul at Nogales, Mexico, who was sent to investigate the fate of a party of Americans who were reported to have been murdered by the Seris Indians, who inhabit Tiburon Island, in the Gulf of California. There seems to be no doubt that the party in question were murdered by those Indians, who are remarkably fierce and extremely hostile to strangers. The Americans, who were seeking special sorts of seashells in the waters of the gulf, are known to have landed on the island and were never afterwards seen.

Consul Long reports to the State Department at Washington that the island of Tiburon is one of the largest and most picturesque in the Gulf of California, and is peopled by a most remarkable tribe of Indians, who are noted for their large size and extraordinary athletics on land and in the water. Those who have witnessed their aquatic sports—at a respectful distance—declare that many of them can actually walk, or rather run, upon the water with no other assistance than broad rawhide shoes. They are, writes the consul, expert fishermen and huntsmen, having rigid ideas as to the maintenance of game preserves on their island, and limiting the killing of game under severe penalties.

These Indians, it is said, destroy all children in infancy that are malformed or appear to be lacking in intelligence. In this way the standard of physical and mental conditions in both sexes is kept very high. It is currently believed that at one time the native women were exterminated to make room for a whiter and superior race of females. The nucleus of this race of higher women was formed from captives made at various

times, extending over a series of years, on land and water. They have no schools, but each home has a system of physical training. The natives guard their shores day and night and no man is allowed to penetrate the island, even if he should make a landing. It is said that no epidemics have ever prevailed on the island and that disease is scarcely known among this extraordinary people, so that the men and women are magnificent in their physical endowment. No man or woman is allowed to live beyond the age of 70 years, no matter how well preserved in body and mind. By careful selection a large percentage of the women have a transparent, peachy complexion and deep auburn hair.

Here is a practical example for the alleged scientists who want to improve the human race on a basis wholly physical and material.

GENERAL TRADE SITUATION.

The large volume of general trade movement, especially in retail lines, continues without abatement. The realization from sales of farm products, as well as the continued good returns from steady, remunerative employment, is becoming an active factor in the situation in that there is not only increased retail buying, but old debts are being paid at a rapid rate. Collections are generally good and considerable sums are beginning to come into the great centers. The price movement during the week has been more in the direction of decline than the other way, although, on the whole, changes have been slight.

The dullness of the past few weeks in the New York stock market continued until near the close of last week, when there was a considerable movement, some lines scoring a considerable advance. The increased activity has continued this week, with strong indications of a decided change as prospects of dividends enter into the question, but general speculation continues dull and uninteresting. The balance of trade continues heavily in favor of this country, exports exceeding imports by \$220,000,000 for four months, but the only gold movement this way is that from Australia.

The wheat market scored quite an advance during last week, reaching the dollar point at the seacoast markets, but there is somewhat of a reaction in evidence this week. The movement, both for export and in primary markets continues very heavy; the former is more than double and the Western receipts are more than three times those of last year.

While the tendency of the iron price movement continues downward, there is not only no abatement in activity, but the week has been marked by the placing of an unusual number of orders in all the markets. It is significant that with the reactionary tendencies of prices wages have been advanced in a number of instances.

The textile situation is without material change. The wool market has been generally dull, but the outlook for spring goods is more favorable at the mills. Cotton is still at the lowest, 5.81, with little prospect of a change. The boot and shoe movement continues unusually heavy and the tendency of hides and leather is still stronger.

The record of bank clearings is in about the same proportion as for preceding week, making allowance for the holiday. The sum, \$1,058,000,000, was 17 per cent. less than for preceding week. Business failures were 236, as compared with 235 for last week.

WEALTH AND WORK.

A great outcry is raised from time to time that in this country the rich are growing richer, and that the poor are growing poorer. It is the custom to demonstrate this assumed fact by pointing to a small group of millionaires on one hand, and to an army of tramps and unemployed persons on the other; but between these two extremes there is a vast body of people who make up the bulk of the population, but who are not counted at all by the calamity howlers.

As to the millionaires, there are a few thousands of them. The number was put, a few years ago, at 4,000. The tramps are vagabonds who refuse to work, and who live by robbery and mendicancy combined, begging or stealing, as may best suit their purpose, and following from choice courses of idleness and degradation, conforming their habits as nearly as possible to those of brute beasts. As to the unemployed, they have been suffering the inevitable consequences of the great financial and industrial panic of 1893. The hard times, causing the stoppages of mills and factories, threw many out of employment, which they will gradually get back as conditions improve. Those panics are like storms and earthquakes. They are the result of causes beyond ordinary control, and they produce disturbances to commerce and manufacturing which only time can set right. There have been several such panics in this country in the lifetime of men now living, and, as all the others have been recovered from, there is every reason to believe that such a result will follow the one from which the country is now suffering.

It will be worth while to appeal to figures to discover the general condition of the American people. Commissioner of Labor Carroll D. Wright furnishes such information from the statistics gathered by the Government. These figures show, in the first place, that in proportion to the population of the United States the lowest classes of laborers, reckoned according to the rate of their earnings, are steadily decreasing, while the higher classes of workers, wages considered, are as steadily increasing. Commissioner Wright, in an article on the riches and poverty of the people, recently printed in the Atlantic Monthly, divides the population into four groups:

Of one group of the population, composed of farmers and planters who are proprietors, of bankers, brokers, manufacturers, merchants and dealers, and those engaged in professional pursuits, it is seen that they constituted 10.17 per cent. of the whole population in 1870, 11.22 per cent. in 1880, and 11.97 per cent. in 1890, showing a steady gain in the proportion of this high class of breadwinners to the whole population.

Making another group, composed of agents, collectors, commercial travelers, book-keepers, clerks, salesmen and others in kindred occupations, it appears that in 1870 they constituted 0.91 per cent. of the whole population; that in 1880 the percentage rose to 1.25, and that in 1890 it reached 2.15, showing that in this class of persons there was also a constant increase in relative proportion.

Making still another group, including the skilled workers of the community, such as clothing makers, engineers and firemen, food preparers, leather workers, those engaged in the mechanical trades, metal workers, printers, engravers and bookbinders, steam railroad employees, textile workers, tobacco and

cigar factory operatives, wood-workers, and those in similar mechanical pursuits, the result is that of the whole population they constituted 6.59 per cent. in 1870, 7.18 per cent. in 1880, and 8.75 per cent. in 1890, showing, again, in the skilled trades a constantly increasing relative proportion.

Making a fourth group, including agricultural laborers, boatmen, fishermen, sailors, draymen, hostlers, ordinary laborers, miners and quarrymen, messengers, packers, porters, servants, and all other pursuits of like grade, it is shown that the reverse is true, for although this class of workers in 1870 constituted 14.76 per cent. of the total population, it made up in 1890 only 13.44 per cent., thus demonstrating that the great class embracing the laborers of the lowest order, so far as wages go, is steadily growing smaller in proportion to the population.

These figures demonstrate that the vast mass of the population between the very rich and the very poor is constantly being placed in better financial conditions. As to how many of them become rich is, of course, an undetermined problem; but that many of them do is certain. Of course, everything depends on circumstances. Some enjoy exceptional opportunities, while others inherit wealth; but the largest numbers of those who become wealthy in business do so by the exertion of their energies, skill, intelligence, frugality, industry and other personal qualities. That is all that can be asked in a democratic country, where every individual is given an opportunity to do his best.

Money in this republic cannot be entailed or fastened in the family. It so happens that, in several of the wealthiest families in this country, the heirs or inheritors are men of business and of steady habits; but, quite as often, wealth that has been accumulated in one generation is dissipated and squandered in the next, and in that way it is put into channels through which it must flow into the coffers of others. Rich men are constantly rising to the surface, and others as often sink beneath it, out of sight.

If it were possible to confine wealth, or impound it in the possession of certain families, and these were constantly maintained in the ranks of the millionaires, and they were all the time growing richer, while few or none were added to their numbers, it would then be plain enough that, while the rich were growing richer, what was added to them must be taken from others, provided no new wealth were being created; but the truth remains that the general stock of wealth in this country is being added to at a very productive rate, and in view of the fact that the resources of this great republic are just beginning to be developed, it can be seen that there are still enormous opportunities for the acquiring of many great fortunes without taking away a cent from those who are already rich.

When it is considered what immense profits are now being made by the farmers who have been and are still selling wheat to foreign countries for the past few weeks, by which it is estimated that many hundreds of millions of dollars are being brought here from abroad, it is seen that here are opportunities for the rapid accumulating of great fortunes without taking a dollar from what was already in the possession of others here. A like fact can be stated of those who are bringing in gold from

the mines of Alaska. Here is wealth created anew and taken from nobody.

The official figures show that the true valuation of the real and personal estate of this country for each decade, beginning with 1850, was, in 1850, \$7,135,780,228, or \$308 per capita; in 1860, \$16,159,616,068, or \$514 per capita; in 1870, \$30,068,518,507, or \$780 per capita; in 1880, \$43,642,000,000, or \$870 per capita; and in 1890, \$65,037,091,197, or \$1,036 per capita.

At such a rate of increase there is material to make up many large fortunes without robbing anybody. Unfortunately, there are not a few who are not willing to pay the price of success in the hard work, economy and steadfastness of purpose necessary to accumulate a fortune. They are too apt to vent their own dissatisfaction and disappointment in denouncing the wealthy and those who are supposed to be so, but who, like railways and banks, are working with capital borrowed or gathered from many individuals.

If every man who can secure employment for his labor, skill or intelligence would employ it in doing his best, his whole duty, there would not be such an outcry about calamity and poverty, because there would not be so much poverty or pecuniary distress.

AMERICAN TRADE RIVALRY.

Hon. Charles Ritchie, President of the British Board of Trade, points to the shrinkage which has taken place in the British trade returns. This he attributes not to increasing German competition, but to the growing rivalry of the United States in the world's markets. He pointed out that the new tariff law had cut down the volume of British exports to the United States, and would continue to make inroads into British foreign trade. The most alarming feature, however, according to Mr. Ritchie, is the fact that Americans are securing the trade with European countries and with the Orient formerly monopolized by Great Britain. Even in London itself an American firm has recently secured the contract for a large amount of street railway supplies in competition with British firms. Egypt and Japan have purchased in the United States because they could do better there than in England.

Germany is seriously contemplating the inauguration of a commercial war of tariffs with the United States because of the serious loss of German trade due to the Dingley tariff bill. In a recent speech to the Austro-Hungarian delegations, Count Goluchowski, the Austro-Hungarian Foreign Minister, declared that European countries should unite for common protection against the growing commercial rivalry of the American countries.

All these indications prove that the United States is at last making strides in the foreign trade. During recent years American business men, finding the home trade no longer sufficient to absorb their manufactures and products, have sought an outlet abroad, and the success with which they are meeting is attested by the alarm which is shown in the Old World at the evidences of a steady diversion of trade from its former channels to the new ones created by the energy and pluck of Americans.

South American exchanges report that, owing to the great scarcity of corn in Paraguay, the government of that republic has found it necessary to suspend the import duties on it until the 15th of November.

DEFECTS IN THE JURY SYSTEM.

One of those stumbling blocks to the prompt and speedy administration of justice, which is found concealed now and then in the American jury system, has been run against again in the prosecution of the Guldensuppe murderers in New York—a sick juror stopping the trial and creating the necessity for beginning over at some future date.

There is no branch of our judiciary system which could, profitably to society, stand more reform than this same jury system, about which theorists and sentimentalists have so many fine things to say. In some states reforms have been accomplished, both in the manner of choosing juries in the first instance and in the regulations as to the return of a verdict. In the majority of the American commonwealths, however, the old English rules still prevail, requiring, among other things, an unanimous verdict by twelve men and the beginning of a trial de novo in the event of the sickness of a juror or any accident taking him out of the box. The facilities for getting one or more men on the jury favorable to the defendant are well known to all who have any practical knowledge of the proceedings of the courts and lead in innumerable instances to mis-trials and great expense and annoyance to society—if not to the final acquittal of the prisoner, when in fact no reasonable doubt of his guilt could arise from the proof.

It would not be a dangerous innovation if in criminal trials a majority or two-thirds of the jury could determine the guilt or innocence of the defendant. It would work no special hardship upon those on trial if, in an emergency such as that occurring in the New York case, the court were permitted to proceed with eleven jurors, regardless of the wishes or objections of the defense. Even such simple reforms as these would prevent many miscarriages of justice and relieve communities of much unnecessary expense in the administration of the criminal law.

A further reform, one already adopted in several states, would be to take away the power of the jury to assess the punishment and confine the jurors simply to finding the fact of "guilty" or "not guilty" and leaving to the learned court the responsibility of determining the degree of the crime and fixing the punishment. Manifestly, an ignorant jury, unread, especially in the law, are incapable of deciding between the legal degrees of crime and weighing the subtle distinctions created by a mass of precedents.

The jury is a "bulwark of liberty" with limitations in this day and time. This is an era of progress and practical good sense and a sentimental conservatism, or traditional reverence merely, should not be allowed to stand in the way of reforms for the better security of organized society against the law-breaking classes.

The Philadelphia Board of Education will probably establish in connection with the public high schools a "school of commerce," where pupils will be taught the branches—chiefly geography and modern languages—fitting them to engage in the work of developing foreign trade. Particular attention will be given to the South American field.

In 1816 the value of a bushel of wheat in England was equal to that of a pound of nails. To-day a bushel of wheat will buy twenty-five pounds of nails.

Shoes and Leather

Finally Got Rid of the Shoes.

A rag peddler was slowly passing Mrs. Algernon Smith's house when that good woman hailed him.

"How much for old shoes?"

"Helluv a cent a pound, for vool an' cotton. I gau't puy ole shoes."

"But won't you give me something for them?"

"Any iron or pottles you want to sell, lady? You want to seil does tings vat you haf ou? Helluv a cent a pound. I gau no more gif. I vau't not does shoes, not for noddins. Noddings else?"

Mrs. Smith indignantly closed the window. When her husband came home at night she said:

"Algernon, I want you to take a lot of old shoes I've done up in a package and throw them away."

"Why don't you give them to the washerwoman?" asked Mr. Smith.

"She won't have them—says they're not her kind of shoes," was the answer.

"They are all either too large or too small, the heels are too high, and they are the wrong number. I offered them to a tramp and he said when he went into the shoe business he would let me know—he wasn't buying mishts yet."

"I like his impudence. Where are they? I'll make short work of them," said Mr. Smith, and he took the big bundle his wife gave him and went out. In fifteen minutes he was back.

"So you got rid of them," said his wife joyfully. "I think there was an accumulation of six years in that lot. Some of them I had given to people who were begging at the door, but I always found them again next day in the lot. Old shoes are like cats—if you send them away they always come back."

"The cat won't come back this time," said her husband. "I dumped them in a vacant lot and ran. After this when you buy a pair of new shoes leave your old ones at the store."

Next morning as Mrs. Smith was doing her house work the doorbell rang.

"I guess maybe you've had a burglary," said the cheery voice of a man who stood on the steps and seemed in a hurry. "I found this bundle, with your name and address on it, when I was looking over my lot to-day."

Mrs. Smith took the bundle and feebly thanked him. When Algernon came home she told him. He said there were more ways of killing a cat than of choking her with butter, and after supper he took up the bundle and went out.

He knew of a nice dark place down near a church where he could slide in and drop that load of shoes without being seen. He had taken the precaution to tear off the address and had changed the shape of the bundle. As he deposited it in the archway of this dark corner, a heavy hand was laid on his shoulder.

"No, you don't. No abandonment of the little innocent when you get tired of your own flesh and blood. Pick up the poor thing now, or I'll club ye."

It was the new policeman on that beat, and he didn't know Mr. Smith. He listened to his explanations with a most aggressive and unbelieving air.

"Lemme see the kid," he demanded, and when the "kid" proved to be kid shoes he grew still angrier.

"I've a mind to run ye in for disturbing the peace and resisting an officer," he said, but finally permitted Smith to take his bundle and go home.

The next night a snudge came out of the Smith's chimney and the neighbors held their noses. About midnight a loud rapping was heard at the front door and a light in the basement was hastily extinguished. Mr. Smith answered the summons, while Mrs. Smith hid in the coal cellar. A patrol wagon full of policemen was at the door. One of them was on the steps.

"Are you running a glue factory here without a license?" he angrily demanded of Smith.

"No, sir."

"Then what is that infernal odor? Your neighbors have telephoned that you were making yourself a nuisance and want you abated."

Smith took the crowd in and told his story—how they had put those shoes in the garbage box and had them turned out again, how they had tried to sell them or give them away and finally to lose them. Then he showed the police to the basement and opened the door of the turnace, where the shoes were being cremated. Then he produced some bottles with long necks that were sent for his birthday, and for half an hour he was busy pulling corks. After some little time he released Mrs. Smith from the coal cellar.

"Are they gone?" she gasped.

"The police?"

"No, no; the shoes."

"Every scrap reduced to ashes."

They embraced and happiness reigned in the Smith household.

Shortage of Shoes in Transit.

Scotts, Nov. 24—What is the proper course to pursue in the following case?

I bought a bill of shoes in Kutztown, Pa. They were about two weeks on the road. When they arrived here, the box was in good condition, but upon opening it, we found five of the cartons minus the shoes. I wrote the manufacturers in regard to the shortage and they claim they must have left the factory just as they were billed, as they never ship an empty carton. To whom are we to look for the shoes? Please let me know how I am to proceed in this case.

J. A. RICHARDSON.

The proper course to pursue is to request the shipper to send you the original bill of lading and also an affidavit setting forth the fact that the cartons were filled when the shipment was made. Attach to these documents your freight receipt and also an affidavit setting forth the exact condition of the shipment when it reached you, including statement of the shortage. Turn these papers over to your local agent, taking his receipt in detail therefor. It may take several months to complete the investigation the Grand Trunk System will institute in the matter—sometimes a couple of years elapse before the claim departments of the several transportation companies over which the shipment was made are able to locate the loss and arrive at a conclusion as to which company shall be held responsible for the payment. The amounts thus retained by the railway companies must be enormous in the aggregate, probably amounting to many millions of dollars in the entire country. Large shippers frequently intimate that the slowness in adjusting claims is due to the deliberate intention of the railway companies to retain possession of the people's money as long as possible, but this view is not entertained by all shippers, those who are most familiar with the amount of red tape involved in adjusting claims of this character insisting that the delay is due more to the system—or lack of system—involved than to the deliberate intention of the railways to withhold the money of their customers as long as possible.

The shingle production of the Pacific Coast is taking on important proportions, the Northern Pacific Railroad having brought east from Washington in nine months of the present year 2,264,000,000, an increase of about 40,000,000 over last year. A larger gain still is predicted for the year ensuing, under the stimulus of a revival in the building trade which is now felt generally throughout the country.

The old log cabin which George Washington built, in Clarke county, Va., in 1748, and in which he learned the craft of Indian warfare, is still standing, although it is fast falling into decay.

We Manufacture

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

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

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

Geo. H. Reeder & Co.,

19 South Ionia Street,
Grand Rapids, Mich.

CHILDREN'S SHOES!

THE LITTLE SIBERIAN.

1 TO 4. SOFT SOLE.
SATIN QUILLED. FUR TRIMMED.



\$6.00 per Dozen.



HIRTH, KRAUSE & CO.
GRAND RAPIDS.

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.



Johnnie says our Felt Goods
ARE warm!

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

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

HEROLD-BERTSCH SHOE CO.,

5 & 7 PEARL STREET.

Love May Laugh at Locksmiths, But Not at Tight Shoes.

"An easy conscience is an excellent thing, in woman or in man either," said Cassandra the other night. "But for the comfort of the people around you it's nothing to an easy shoe!"

"What do you know about either?" demanded the Scoffer and he glanced at the tip of Cassandra's shapely foot.

"It's a queer thing, too," resumed our prophetic without noticing the interruption, "that in so many people there is a family resemblance between their feet and their conscience. Some feet seem to have scruples against beauty; so do some consciences. These feet have a sense of guilt, thrilling and delicious, but nevertheless guilt, when they are gracefully clothed. The consciences that go with these feet have the same sense of guilt in the midst of beauty and pleasure."

"But you just said—" interrupted the Scoffer, which was unwise in him, for Cassandra interrupted in her turn.

"I said that I would almost rather associate with people that wear easy shoes than with those who have easy consciences. Maybe the conscience doesn't have nerves; I don't know. But little toes and big toes and all the middle-sized toes are liberally equipped in this line. Talk about love that levels all things! People ought to think more about tight shoes that upset all things, even love itself. Can a man make love when he is pinching his feet with tight shoes?" she demanded impressively.

"Were you asking me?" enquired the Scoffer. "Because, if you were, I can't tell you. I've never done either."

Cassandra waved her hand impatiently.

"Oh, of course we know you couldn't make love in any kind of shoes!" she exclaimed.

"I might do my wooing at Kneipp cure," remarked the Scoffer.

"Can you never be serious?"

"I was just offering that as a suggestion," apologetically. "Maybe I'm not serious enough, though. Do you think it would solemnize my temperament if I wore a size or two smaller?" and the Scoffer looked critically at his shining patent leathers.

"I think it would do you good to wear some embroidered canvas slippers," said Cassandra with a twinkle of amusement. "I reckon I'll make you a pair."

"I know the kind," said the Scoffer. "They have a red and green deer's head on a chocolate ground. May I ask why you prescribe canvas slippers?"

"Because you're just like your patent leathers," said Cassandra promptly. "You're artificial, in the first place. I've noticed that people with a mania for patent leathers always are."

"Will you pardon me if I make a few notes?" politely asked the Scoffer as he took out a pencil.

"And you're all shut up within yourself," proceeded Cassandra.

"All shut up," ruminated the Scoffer. "Does that happen to mean stingy?"

"Oh, no! oh no!" protested Cassandra. "It means that you are not sympathetic; that you are secretive; that—"

"One moment, please!" scribbling away. "I don't want to lose any of these pearls of wisdom. Secretive, you said? Next."

"And you are hard on the surface, and hard through and through," defiantly.

"Maybe the milk of human kindness might be good for my patent leather disposition," murmured the Scoffer, as he made a note referring to hardness.

Cassandra flushed a trifle, but made no comment.

"And—" she began.

"Is there more?"

"Yes, one more point. You are not dull, neither you nor your leather. You shine—according to your ability to do so."

"Behold the lump of sugar!" said the Scoffer. "But so adulterated! Dear! dear! How about the size? Would you advise a change?" with an air of concern.

"No, don't think so. You don't wear tight shoes; that is evident. You are too nonchalant. You are a cynic, but you are not flighty."

"No, I don't soar much."

"You know what I mean. I mean that you are equable."

"In other words, bovine?"

"As you please."

"And to think that it's all because I wear No. 8 instead of No. 6 or No. 7! By the way, is that the meaning of the phrase, 'at sixes and sevens'?"

Cassandra laughed.

"Have you noticed an improvement in the feminine temper?" she asked.

"You laughed just now," said the Scoffer. "The atmosphere seems to be clearing."

Cassandra promptly frowned.

"I meant during the last twenty years," she said, stiffly.

"Twenty years?" repeated the Scoffer. "Let me think. Why, yes, I fancy there is an improvement. I know that the little girl next door to me twenty years ago used to tear my books and scratch my face on occasions. Nothing of the kind has occurred for some time now. Yes, I think there has been a decided improvement."

"Try to be sensible!" exclaimed Cassandra. "A shoe dealer told me that the average woman wears a shoe at least two or three sizes larger than she wore twenty years ago."

"What size did he say that the average woman wears?"

"No 5."

"What a novel experience for you, Cassandra, to find yourself below the average!"

"Flattery—and from you!"

"Not at all. It was only one of my patent leather opinions," sarcastically.

"I am sure," resumed Cassandra, waiving further discussion of the point, "that if women wear larger shoes nowadays their hearts are also larger and their tempers more even. If I were the judge in a divorce court I should remand—is that what you call it?—remand the case for six months, meanwhile requiring the husband and wife to be measured by a Commissioner of Public Feet, and to wear the shoes ordered by the official. If, at the end of the six months, they still wanted the divorce, I would—consider it."

"Would you 'remand' any other cases for the same purpose?"

"Oh yes; ever so many."

"How about the lovemaking to which you referred?"

"That's very important," said Cassandra. "I don't know why people are so blind. Now, you take the summer girl."

"I'd rather not, please."

Cassandra made a grimace.

"Everybody knows how susceptible she is to any old lovmaker. The reason is plain enough. Take her at the seashore. She goes in bathing either without any shoes at all or with only soft canvas slippers. Under those circumstances she's able to fall in love with almost anybody."

"May I take you down to Coney Island next spring?" solemnly asked the Scoffer, again taking out his note book.

Cassandra blushed.

"What possesses you?" she demanded.

"Nothing and nobody," said the Scoffer. "It is the prospect of my possessing those canvas slippers."

"If you are going to be so susceptible to their influence I think you would better take an intermediate course of calfskin."

"And become just like the rest of the common herd of calfskins?"

"Oh, you wouldn't."

"Why not?"

Cassandra looked at the feet of the Scoffer, but said nothing.

"Why not?" he repeated.

Still she looked at his shoes, but she did not speak.

"Out with it!"

"You will have it?"

"Yes."

"Well, because you have a cynical fondness for thin souls. They go with patent leather characters."

"Is that all?"

"Oh, I didn't hesitate on account of the sentiment, but because of the pun!"

"I see. Not sympathy for me, but respect for yourself."

"Yes."

"May I be so bold as to ask a question?"

"Go on."

"If you have so much confidence in a comfortable shoe as a moral agent, why don't you wear one yourself?"

Cassandra opened her eyes wide.

"But I do!" and she drew her skirt back and showed her trim foot.

"The evidence of your guilt!" said the Scoffer.

"It's perfectly comfortable, I tell you."

"Comfortable? 'Fairly tales! fairly tales!'" chanted the Scoffer. "Why, I've seen the really 'comfortable' shoes in the windows. They are just as broad at the toes as in the middle of the foot. Look at the way yours taper."

"But not to a point. It's all nonsense to think that a shoe must have as little shape as a slab of wood in order to be comfortable. It is more comfortable when it has a graceful outline. Anybody would think that the supply of beauty had given out before the Lord

designed our feet; that is, if He looked at some of the 'common sense' shoes that are flaunted in our faces."

"Then it's really all right for your foot to taper gracefully?" asked the Scoffer.

"Of course."

"And to arch under the instep?"

"Perfectly."

"And to have that little curve in the heel?"

"Yes, yes! if it isn't too high."

"Oh, Cassandra," said the Scoffer fervently, "when you tell me good news like that I think I could make love to you without going to a Kneipp cure, or thinking of canvas slippers!"

"Don't be such a goose!" said Cassandra. "You're too amiable. What you need is a Welsh rarebit. Hand me the chafing dish!"

♦♦♦♦♦

The Japanese law requires that no play shall continue more than eight hours at a time and, therefore, continuous performances may not be given.



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RUBBERS

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W. A. McGraw & Co., Detroit,

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

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

Michigan

Tradesman

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

Grand Rapids, Mich.

Clerks' Corner

The Rest of the Back Talk.

Written for the TRADESMAN.

"I am afraid, Mr. Bostwick, that I can't piece on exactly where I left off last night," I said to that gentleman as he came in the next evening. "I remember your saying that you wished that you had my knack to get on the right side of this young fellow, Morris; and I am afraid you will be disappointed to hear me say that there isn't any knack about it. You must remember, in the first place, that my relations with him are purely incidental. He is responsible to me for nothing and I have no claim on him whatever. So far, for certain qualities which you can see as well as I, I have been pleased with the boy and have let him see that I am pleased with him and that I like to be with him. If I should change places with you or should enter into relations with him which would give me the right to dictate to him, in any way whatever, it may be we should not get along together any more pleasantly than you and he do.

"Should you and I change places, I should make up my mind whether I was willing to go through with what you will have to go through with if he stays in your employ. You speak so kindly of him from a friendly standpoint that I believe you want him to stay with you, but always with the lurking idea that you are in some way to make him over. The conditions are these: You have been together for six months. He is a good, likely fellow. He isn't lazy. He has good sound common sense and you like him. Furthermore you'd like to do the handsome thing by him, if he'd only settle down and try to make something of himself. Now, if I were to step into your shoes to-morrow morning, I can tell you what I think I should do. It may not be the right way, but it would be my way.

"Before sleeping to-night I should decide to stop mixing things. It should be either business or friendship, and I should make it business. Friendship hasn't any place in trade relations. Morris is worth a certain sum for a certain day's work. Pay him that; and when he does extra work, pay him for it without obliging him to ask for it. At six o'clock he goes to supper and so do you. From then until opening time in the morning, he wants nothing to do with you and specially does he not want you to have anything to do with him. Respect that want until such time as he manifests a desire to change these relations. You haven't been doing that. Because you have a liking for him, you have been doing this thing and that, with the hope of buying his friendship, when you ought to know at your time of life that a purchased regard, big or little, is the flimsiest thing on the face of the earth. If you have any little favors to dispose of, turn them in his way as you would turn them over to any other acquaintance; and above all things don't think the boy is under everlasting obligations to you therefor. Especially are you not to expect a return of such favors. If you do, it shows what you did them for, and you ought to be disappointed. Another thing you may as well be prepared for is some pretty direct snubbing for your proffered favors, if not a blunt refusal of them. That will test your 'liking' as well as anything I know of and will show you what your real feeling is. If it is the genuine

thing, you will feel a little bruised in the sentimental region, but you will bide your time, read over what St. Paul says about charity, and 'never weary of well doing.'

"It will take some time for Morris to notice the change in you, it will take him longer to decide whether you are honest, but a strict attention to your own business will in time accomplish the purpose. One of these days he will turn towards you a little of his better side; and then you can venture to show interest enough in him to ask where he rooms and, later on, to give him a call if you can find him in. There is where outside interest comes in. You can in many ways make better his environment. It won't hurt you, or decrease his regard for you, if you add a little to the appearance or the comfort of his room. He needn't know you did it. He is benefited by it and you will be a better man for it and will stand higher in your own esteem.

"This, Mr. Bostwick, is all there is to it. The tide turned, the rest will take care of itself; only you must be honest and straightforward and aboveboard with the young fellow and treat him always as you would like to be treated yourself, the real secret of the whole matter. To be plain with you, I don't believe you can do it. It will take too long; but if you can, and will keep at it, I'll say that you have some very promising material to work with which will furnish you the richest returns."

The last time I played billiards with Morris, boys, he said that he was smoking one of Bostwick's best and that the old man gave it to him!

RICHARD MALCOLM STRONG.

Lot of Working Men.

The lot of working men is very different from what it was a hundred years ago. They are better fed, better clad, and certainly better educated. They live in more comfortable houses and in more sanitary surroundings. Their hours of labor are shorter, their opportunities for recreation and instruction are greater, and they enjoy more of the luxuries of life. They have made public parks, free libraries and cheap literature.

To bring about these ameliorations there have been many contributory influences at work, religious, political and social. But the one great cause, without which philanthropy could have done little, has been the invention and extended use of machinery and rail ways. The mechanic has been abroad. The hard labor has to be done as heretofore, but as time goes on the mechanical causes more and more of it to be done by machinery, the cranks and cog wheels undertaking the mechanical rudger, and setting free the sentient thinking, it being for higher and more intellectual pursuits.—Prof. Ryan.

When the Prince and Princess of Wales were visiting an exhibition in London recently, on reaching the dairy department the Princess remarked to the manager: "I have always heard that the best butter in England comes from Denmark. Is it true?" The manager hesitated a moment and then said: "No, your Highness; Denmark sends up the best princesses, but Devonshire the best butter."

A Boston man is still taking daguerreotypes, and has been doing so over half a century. He insists that, in spite of all modern processes in photography, they remain the most correct likenesses ever produced.

Old Fashioned Lard



This lard is what its name implies and is guaranteed to be absolutely pure.

The Best Flour

in the world is

Pillsbury's Best



"ECONOMY IS WEALTH"

It is also an economical flour from the fact that it will yield 50 to 60 loaves more per barrel than any Winter Wheat Flour. For this reason, and because it makes a handsome loaf of bread, all first-class grocers prefer it to any other flour.

Clark-Jewell-Wells Co., Grand Rapids.

Western Michigan Agents.

STARLIGHT.

Tragic End of An Attempt to Civilize a Savage.

You remember Starlight, of course. You remember her dark, piercing eyes and her long, black hair, and the look of almost fierce animation which took possession of her face as she pleaded her cause.

Perhaps you heard her in New York at the Cooper Union, and possibly you listened to her eloquent words as, like a Sioux Joan of Arc, she told her dreams in Handel hall.

Well, wherever you heard her, you will never again listen to that pleading voice which was raised in supplication to the white man, asking him, for the sake of a common Maker, to be just and kind to the Indian, and to be as his elder brother. For Starlight is dead, having lived only long enough to disprove her own philanthropic doctrine. The Starlight that you knew was not the Starlight who died in Dakota last year—died there at the hands of a drunken Indian whose squaw she was and who had inherited all that beauty and grace and learning and polish which Prof. Gerald's wife had attained in—but perhaps it will be best to tell the whole story.

Starlight, born of Indians and sharing a dirty blanket with a dog which was destined for a future meal, passed through a chrysalis of barbarism and emerged an intellectual, an inspired woman. After a kindly patron had sent her to Carlisle for education, and after Prof. Gerald had become her husband and the sharer in her dreams, you would have looked deeply into her life without finding anything suggestive of the dog and the blanket and the tepee he side the frozen creek. Starlight as Mrs. Gerald became the admired friend of men and women of great learning, and her portrait was printed in the news papers, and the addresses which she delivered were all fully reported. When she lectured her advertising matter always announced that the speaker would be Mrs. Gerald, wife of Prof. Gerald, known in Sioux as "Starlight," and thousands came to listen. Still, if her life was quite different from the lives of those Sioux squaws who still lived beside the creek and chopped wood and performed other duties of a similar sort such as fall to the lot of a conscientious squaw, Starlight did not forget the people of her birth. Her lectures were all calculated for the advancement of her red race, and with a measureless depth of learning she would plead the cause of the disinherited and despised red man. She asked her hearers to accord him his day in court—to give him a chance, and to try to believe that the stories of inborn vengefulness and bloodthirst were untrue. She sought to uplift and to save her race, and Prof. Gerald, loving his wife and loving anthropological enquiry, supported her fully in her earnest efforts to show that if given an opportunity, the man of the moccasin might yet become the man of the market and the yardstick and the dollar sign. Starlight was in demand. Women's clubs called for her, and many chapters of Indian Rescuers were formed because of her persuasive words and her sweet face. Whenever the question of Indian aid was up, Starlight was invited to give her views, as a fair example of what an Indian can become if civilized and befriended. She was considered as an authority on Indian matters—she and her husband, for his researches were quite as productive of knowledge as was her experience. That is why the two of them were sent to the Dakotas when the last uprising occurred. You remember (do you not?) the prayers which followed Starlight and her good and learned husband, and the many predictions that these two would be able to settle the whole thing, and possibly by some magnificent coup civilize the entire Sioux nation over night?

It is my intention to pass over the details of their settlement in the camp of one band of the hostiles. Starlight,

acting as a living passport, conveyed the Professor readily into the village of the men of bad heart, and a tepee was given over to their uses. I am almost tempted to tell of the hundreds of good things the Professor was able to do to endear himself to the Indian rebels and to prove that the ways of the whites are not necessarily the ways of harshness. I should like to speak of the ministrations of Starlight herself, and of the message of peace and enlightenment which she carried to the stern and painted men, but I must forego such recital and baste to the day after the battle.

You know the white man's end of the story, for you have read the newspapers, and certainly there were many daring spirits among the correspondents who rode out with the general that December morning. But you have not heard the Indian's part of it. You have not heard how one fainting messenger came rushing into the far-away camp gasping an inarticulate sentence about blood and bullets and death and horror, to be followed a little later by another messenger, who, besides being in a fainting condition from exertion, was also wounded, and who told of the killing of women and of papooses. You have not heard of the frost of dread which settled upon the village and chilled every heart as runner followed runner and each related a more terrible story of that encounter on the creek bank, when soldiers who were captors turned upon their prisoners and butchered them because of the fear which an insane medicine man had aroused by his silly and meaningless action in throwing a handful of earth into the air. The last messenger was Prof. Gerald, who had been visiting the other and annihilated camp and who told the story to the people of his own camp—or rather that of his wife—and showed the blood-red souvenirs which he had gathered before his departure. Like most white men, the Professor had a weakness for mementos of great events, and he had paused after the slaughter to take a ghost shirt here and a bracelet there. These things he displayed in the camp to which Starlight had brought him. It had been a fatiguing day to the Professor and he sought the shelter of his tepee early, carrying his bundle of souvenirs with him. He tossed them into a nook, and, forgetting the bloody excitement of the day, turned over into a well ordered slumber. He was among friends.

The fire died to a sullen red glow before the flap of the tepee shuddered under the hand of another person. Then the cloth was pulled back and a form was projected through the opening. It was the form of a woman—of Starlight, who had been communing with the head men of the band—Starlight, the sweet-faced lecturer who had told thousands and hundreds of thousands of the basic goodness of the Indian race. Starlight noiselessly entered the tepee which was her own temporary home. How kindly was the desire to refrain from waking her tired husband! She approached the little bundled bed of blankets and raised the cover to nestle beside him when that dark and piercing eye fell upon that strange packet. She was curious and crept over to it, and, drawing it from the shadow, brought it into the light of the dying fire. Strangely enough, she had not seen that package of souvenirs before. She opened the bag, for she had the curiosity of a woman, even although she was an educated Sioux. She shook it, and from it dropped a fabric thick with the blood of the man who had worn it. That was a ghost shirt. She gasped and laid the package upon the ground and stared at that shirt. A man of her race had worn it. She looked again at the bundle, and investigated it with her hands. A little moccasin, red with the blood of an Indian babe, creased under the nervous clutch of her fingers, and a long-bladed Indian knife, crimsoned by the life current of its former Indian owner, offered its haft. That blood was the blood of an Indian shed by a white

man. Her eyes flashed the fire of the vengeance of the Sioux. She seized the knife, the damp blood of the haft moistening her hand as she did so. An Indian's blood shed by a white man! Did not this cry for vengeance upon the race? She looked through the half-gloom and saw a white man lying asleep before her. It has her husband. The knife in her hand, with a cry of rage she leaped toward him.

The white race never learned the secret of Prof. Gerald's murder or of his wife's disappearance. The dead body of the white man, mutilated by the countless chopping blows of a murderous knife, was found when the snow melted, but Starlight was never found—Starlight, the teacher of goodness and gentleness.

The Indian who beat her to death up in the Dakotas last year because she was too sick to chop a proper amount of wood knew her as Wap-to-ne-to, which means "The Recovered One."

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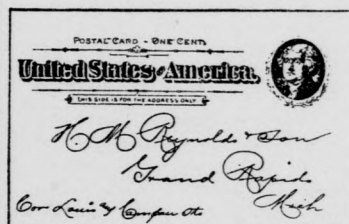
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Healthy Position of Cheese Across the Water.

From the Montreal Trade Bulletin.

The advance of 6d. to 1s. in the Liverpool cheese market and the manner in which pretty well all the offerings of underpriced goods were snapped up last week also indicated an improved feeling on the other side, and the demand for that class is as keen as ever. The French cheese at the wharf, which consisted of about 1,000 boxes of pasty Novembers, had no difficulty in finding a market at 7½c. Advices from a reliable house west of Toronto are to the effect that about 30,000 boxes of Septembers and Octobers have been sold by factorymen in the Ingersoll section at 8c to 8½c, and that only between 30,000 and 35,000 boxes remain unsold, these being held for higher prices. A healthy feature in the situation is the very reasonable price of cheese, which shows a good profit to retailers in England at the sixpenny cut, and when once a run of consumption sets in on a favorite article of food on the other side it is wonderful how stocks disappear under it; whereas if the same goods are held on too high a pedestal of cost it is equally astonishing to find how rapidly supplies accumulate. To further illustrate this, it may be mentioned that in seasons of large production, a splendid demand has set in and continued from the fall right into the new season, simply because prices were on a reasonable basis. On the other hand, we have seen a dull, dragging and unprofitable market after the close of navigation on a very short make, owing to the fact that the shrinkage in production induced buyers to rush in and stock themselves up with the balance of season's goods at high prices, resulting in heavy losses and auction sales in Liverpool and London at the final windup. This season, English consumers have so far taken off our hands by far the largest make of cheese Canada ever before turned out, at good profitable figures to producers; and the great bulk of the residue of the cheese now held on this side, consisting of the best long-keeping cheddars, having been secured at even more reasonable prices than were paid for a good portion of the summer make, holders should now occupy a unique position, as they will be enabled to supply the demand from Great Britain during the next six months of non-production, at prices which will give them a fair remuneration, and still enable them to sell at such moderate rates as will coax the export demand right along. A great deal of discussion is going on anent the amount of stocks held in Montreal, but in our humble opinion it matters very little whether there are a hundred thousand boxes more or less as long as holders are in a position to cater to foreign requirements at such comparatively low values as those now ruling. The price of Western cheese last year from this outranged from 10½ to 11¾c, one large block selling at 12c, and even at these prices we could have sold more. Consequently, the present much lower prices will no doubt bring on a much larger consumption, and call for heavier supplies than we had last year. In our opinion, however, it will be found that stocks in this city are much lighter than some have been estimating them at. An approximate estimate of which will be arrived at in a few days, but whatever it may be, it will not alter the present healthy position of the market, for reasons given above.

How Honey Should Be Packed for Shipment.

Western producers usually market their honey extracted, while Eastern producers sell it in the comb, each being governed by the local demand. It is almost needless to say that white clover honey brings the highest prices. Basswood ranks next. The comb honey, of course, brings highest prices, but whether comb or extracted honey

pays better is an open question. As much of the extracted honey is adulterated by the time it reaches the retailer, it would seem that there must be a considerable field for producers who have the output and the ability to build up a trade in guaranteed pure extracted honey sold under their own brand and seal; but to do so would, of course, require the use of smaller packages than they use when selling to the dealer or consigning to the commission man.

The invariable package for comb honey is the one pound frame. These are shipped in cases holding either twelve or twenty-four frames and having glass fronts. Some producers use home-made shipping cases, but the attractiveness of the manufactured case with glass front usually brings an increased price more than sufficient to compensate for the extra expense. A sheet of paper a little larger than the bottom of the case should be first placed in the case, with the edges turned up, forming a tray to catch the drip. On this light cleats should be tacked, on which the frames rest and which hold the latter above and out of the drip. These cases, if sent by freight, should be crated together, making a convenient size. In the bottom of the crate straw or chaff should be placed, while projecting boards on the sides to serve as handles will insure more careful handling.

For the retail trade various glass jars, etc., are used, and attractive pasteboard cartons are also used to some extent. Extracted honey is usually shipped in square tin cans holding five gallons each, and these are boxed for shipping either singly or, more often, two in a box. Tin pails of various sizes and having screw tops are also used.

GEO. G. HILL.

Settling the Boy's Career.

An old Dutchman had a beautiful boy, of whom he was very proud, and he decided to find out the bent of his mind. He adopted a very novel method by which to test him. He slipped into the little fellow's room one morning and placed on his table a Bible, a bottle of whisky and a silver dollar.

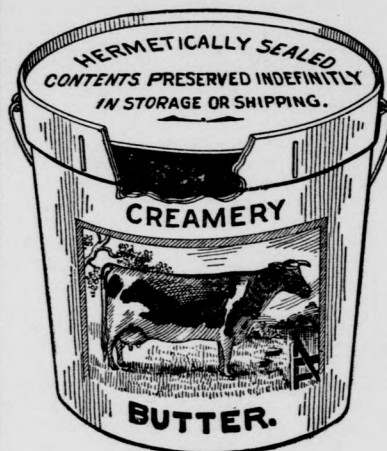
"Now," said he, "ven dot poy comes in, ef he dakes dot dollar, he's goin' to be a peesniz man; ef he dakes dot Bible, he'll be a breacher; ef he dakes dot whisky, he's no goot—he's goin' to be a drunkart," and he hid behind the door to see which his son would choose.

In came the boy, whistling. He ran up to the table and picked up the dollar and put it in his pocket; he picked up the Bible and put it under his arm; then he snatched up the bottle of whisky and took two or three drinks and went out smacking his lips. The old Dutchman poked his head out from behind the door and exclaimed:

"Mein cracious! he's goin' to be a bolitician."

It may be a very paternalistic, but it is none the less a very wholesome, step which the heads of departments at Washington have taken in notifying employees that they must keep their store bills paid about the city or run the risk of being dropped from the Government pay rolls. The Government is not merely enforcing a good example in the private dealings of its employees, but it is acting for its own protection, for persons who are lax or dishonest with reference to the current obligation would be apt finally to prove untrustworthy in their places of employment.

The man who never says anything worth repeating, and never does anything worth imitating, is in the way to be a popular man, without enemies.



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CLOVER
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Necessity of Care in Marketing Farm Produce.

To anyone who will take the trouble to make even a cursory examination of the markets of any of our large cities it will be evident that there is ample room for improvement in the manner of marketing farm produce. A very little additional enquiry into the subject will reveal a condition of things which, involving as it does a waste of material and labor on the part of the producer and shipper aggregating an enormous loss, may be described without exaggeration as disastrous. It has been asserted with much truth that the success of the average shipper depends upon an aggregate of small profits, and it may be stated with equal truth that failure is often, if not usually, due to an aggregate of small losses.

The waste in American households has become proverbial, and it is popularly believed, and with good grounds, that the waste of an average American household would support an average French or German family. This loss, however, falls upon the consumer, whether farmer or shipper, whereas that which it is the purpose of this bulletin to discuss, namely, the loss due to ignorance or carelessness in marketing farm products, falls upon the producer.

Genius has been described by some great writer as "the art of taking infinite pains." Whether this be so or not, it cannot be denied that in marketing farm products the art of taking infinite pains is essential to profit, and the lack of it insures certain loss. Of this anyone who will take a short walk through the markets or market streets of our cities or visit the depots where farm products are extensively handled can speedily convince himself. On every side he will see farm produce of good quality selling at reduced prices, owing to the form or manner in which it is put up, and, in not a few cases, cast aside by the dealers as not worth handling, owing to a damaged condition, which with a little care would have been avoided. In such cases the only profit accrues to the transportation companies, whose charges for carrying freight of course depend not upon quality but quantity. The aggregate sum yearly paid to railroads and steamships for carrying farm products which on arrival prove to be unsalable no one can estimate, but it must foot up enormously, to say nothing of the freight charges paid on goods sold far below market rates because put up carelessly or in unsuitable or unpopular packages.

Many growers and shippers seem to ignore the conditions attending the journey which their wares must take before they reach the eyes and hands of the consumers. Methods of transportation, customs of the trade, the market's "fashions," if one may use the term, in the style, size, and form of packages—all these call for careful consideration. This is well understood by manufacturers, who study the markets for their wares as carefully as they do the methods of improving their goods or cheapening the cost of their production, and so growing the crop is only half the farmer's business. He must not only produce what people want, but put his goods on the market in the shape which best commends itself to the buyers. Instances are not wanting where neglect of these important considerations has not only resulted in immediate losses, but where an important trade has been transferred to other markets and lost for years, and, perhaps, permanently, to an

entire section or country. It has been shown beyond question that the change was not owing to any superiority in the quality of the goods, but simply because the successful competitors paid attention to details and took "infinite pains" to satisfy the convenience, the tastes and the fancies—in some cases the whims—of the buyers.

In a recent number of the Journal of the Royal Agricultural Society of England the loss of a profitable poultry trade in Ireland and its transfer to Brittany, France, is explained at length, and is shown to be due entirely to the efforts made by the shippers in the latter country to suit the convenience of the dealers and to please the eye of the consumers.

A leading Liverpool provision merchant accustomed to supply grocers in the north of England with geese and turkeys for the Christmas trade offers this explanation: "The birds are wanted, it seems, of a fixed weight, some wanting birds from 8 to 10 pounds, others from 10 to 12 pounds, and so on up to 14 and 16 pounds. The French feeders contract to deliver a certain number of birds of a certain weight; when ready for market they are all classified according to weight, and neatly packed in uniform cases containing 10, 15 or 20 birds. On the other hand, he declares, the Irish birds are packed without neatness or uniformity as to weight, in all sorts of boxes or cases, some containing 50 birds, some 20, and so on, birds in the same case varying in weight from 5 to 16 pounds." His conclusion is, "It is so much trouble to us to handle these and select the different weights that any profit we can make on them is not remunerative."

In certain respects the tastes of consumers vary according to the markets of different sections—what does very well in the East may not do in the West, and vice versa. Even the various cities have their special requirements, especially marked in regard to all food products. This or that will do in Boston that will not do in New York. Chicago exacts this or that which is not essential in St. Louis, and so on. Hence, the farmer must carefully study the requirements of the market to which he is tributary. While many of the observations of the writer were made in the Chicago market, yet, as far as possible, pains have been taken to present practical suggestions adapted to all our leading markets, and the general principles illustrated are equally applicable everywhere.

The trade in the varieties of produce under consideration is so organized that between the producer and the consumer it generally, except in the case of fruits, which are usually shipped by the grower, passes through the hands of three middlemen—the local buyer and shipper, the commission man and the retail grocer. This has a tendency to leave the producer in ignorance of the tastes of the consumer, which are invariably the ultimate standards by which the values of his produce are fixed. In some instances far-seeing shippers take pains to acquaint their clients with the demands of the market to which they ship. In others they endeavor to augment their own profits by buying at the lowest prices and repacking or otherwise adapting the goods to the requirements of their customers, and more commonly they simply accept the produce as they find it, ship it practically as they receive it and take such profit as they can obtain with the least effort.

It is not within the scope of this paper to discuss the present organization of the trade but rather to take the trade as it is, to give to the producer and shipper the benefit of such information as can be obtained by a careful study of the situation at the market end and so enable both to obtain higher prices. In this connection it may be well to state that the information offered herein has been obtained from reliable and extensive commission men, each an expert in his own line, and from careful and extensive observation in the market streets of Chicago, the largest interior market for agricultural produce.

It may not be amiss, before proceed-

ing to discuss packing, to present a plea in favor of selling by weight eggs and many vegetables which are handled in bulk and do not reach consumers in the original packages. This would insure quite as much to the benefit of the producer as to that of the consumer. It is essentially fair to both. In the case of original packages destined to eventually find their way into the hands of the consumers, the producer's best method to protect himself from dishonest competitors is to mark the exact measured contents of his package. If this practice were to be generally adopted unmarked packages would soon be at a discount. GEO. G. HILL.



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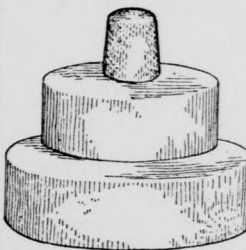
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GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Nov. 27—The last three days of the week have been of no great account, so far as business is concerned. It is well settled now that Saturday shall be a partial holiday, and this, with Thanksgiving, has made a very short week. In holiday goods there has been some good trading and from now on for the next two weeks business will be largely of the Santa Claus sort.

Heavy sales of coffee have been reported and all sorts of rumors have been rife as to the settlement of the old quarrel between the Havemeyers and the Arbuckles; but it is denied at headquarters that the merry war is to cease or that even a truce has been sought. Prices have sagged off a fraction and Rio No. 7 is now quotable at 6½¢ for invoice lots. The supply in store and afloat is still large and such as to indicate a low range from now until the end of the century, the aggregate being 1,023,711 bags, against 702,181 bags at the same time last year. Mild grades of the better sorts have sold with average freedom and prices show little if any change.

The tea market remains in a lethargic state and nothing seems to cause any interest. The most desirable grades of Japan and China seem to sell with a certain amount of freedom, but, as a whole, the situation is not encouraging.

In sugar, the demand has been fair and during the first three days of the week orders came in at a satisfactory rate; still they were not so numerous as to overtake production. One of the refineries belonging to the Trust in Jersey City has laid off 600 of its 1,100 hands just in time for Christmas. It is said the whole concern will shut down, owing to a row the company is having with the city as to its rate for water. This rate was reduced and the company then paid in \$1,000 for back taxes. Then the rate was raised again, and now the company threatens to discontinue operations at Jersey City and do all the reining of that "shop" in Brooklyn.

Rice conditions are favorable for holders. There has been a more active market and the outlook is encouraging. Prices are steady. Prime to choice domestic, 5½¢@5¾¢.

In spices, business has been conspicuous by its absence. Orders have been few and far between and quotations have been sustained with difficulty. Pepper is an exception, perhaps, and in this the situation has considerable firmness.

Molasses is steady. Jobbers have done a fair amount of business and the quotations of a week ago are firmly adhered to. New crop open kettle is worth 25¢@33¢. Centrifugals are in lighter request, but there has been no fall in quotations. Syrups have been in everyday request. No change in rates.

In canned goods, vegetables, rather than fruits, seem to have met with the more call this week. Some brokers have been quite busy. Quotations show no change over last week. Tomatoes are firm at \$1 for New Jersey pack of standards.

There has been a falling off in the demand for lemons and oranges. Some California navelis have sold at auction at \$3.45. Lemons are pretty much unchanged, Sicily selling from \$2.75@4.50 per box, as to size. Florida oranges are selling from \$3@3.75 for brights and \$2.75@3.50 for russets.

In dried fruits, holders are clinging with tenacity to prevailing rates and profess great confidence in the future. Stocks are thought to be rather light and activity is sure to prevail for at least the remainder of 1897.

The supply of desirable grades of butter is not large and, as the demand is good, prices are very firm. Best Western Creamery is held at 23¢. Off grades are in less active enquiry.

One would have to go back many years to find matters in worse shape than in the cheese situation. The whole market is demoralized and concessions

have been the order of the day. Full cream, 8¼¢@8½¢. Small size, 9¢@9¼¢. Desirable eggs are scarce and, with a good demand, the market is very firm. Western eggs are worth 22¢@23¢; nearly are selling at 26¢ when they can be found at all.

The bean market is firmer than last week and the feeling is one of more confidence in the future. Choice marrows, \$1.40@1.45. Choice medium, \$1.25. Choice pea, \$1.20.

What Shall We Call Her?

The woman question is always an uneasy and unquiet one. Just as soon as one point in the controversy gets settled, another one crops up, and the discussion begins all over again. For the past several seasons the social arbiters and authorities have been trying to determine whether the female inhabitants of this country were ladies or women, and just as it got settled to the satisfaction of everybody that there were two classes, consisting of wash ladies and society women, somebody decided that we didn't know how to address women. Should they be called lady, or madam, or sweetheart, or wife, or darling, or mother, or angel, or what? Which is most appropriate, which is sweetest and best?

Boston, which is never happy unless it is reforming something or somebody, took the initiative. They say that "madam" is the proper way to address a woman, and the street car employees are instructed to use that term in speaking to women passengers. It seems a good idea, but to leave to a blundering street car conductor the nice question as to when a woman looks old enough to be married is simply to invite mistakes and wounded feelings. In Boston it must always have been little short of a crime. "Madam" is noncommittal and makes no invidious distinction between the woman who wouldn't marry or couldn't marry and the one who did.

"Madam" goes on the street car as a form of address, but what shall we say elsewhere? How shall we call her? During the days of courtship and the honeymoon, a man will call his best girl "sweetheart" and "darling" and "angel." If he is very much in love he is liable to say this until he forms the habit. That does in private life if he can only manage to keep the right tone of voice—preserve the atmosphere, as realists say. But, after love has grown cold and habit takes the place of impulse, how absurd to address her as "darling." Fancy quarreling with you wife over the grocery bill and, beginning your remonstrances with, "Now, sweetheart!"

Many men fall into the way of calling their wives "mother." It is atrocious. A woman may be the most devoted mother in the world, and make a slave of herself to her children, without wanting them thrown in her face every time her husband speaks to her. "Mother," he says, and she feels that youth is gone and girlhood, and she is middle-aged and commonplace, and that she is never to be allowed to forget it.

It is the same way with "wife." What woman wants to be addressed impersonally as "wife?" It is like the unkle of the tin tag on a bicycle that proclaims its ownership.

As for "angel," a man thinks a woman an angel such a little while, and wants to call her one so seldom, that he should be allowed to do so if he wants to.

But what shall he call her? The question was propounded to several women. "It depends on circumstances," they said, "and who was doing the calling, and how much he meant it."

"How would you like to be called 'queen' or 'princess?'" they were asked.

"It would be absurd."

"How about 'love?'"

"It would depend on when and where it was used," answered one. "I shouldn't want any one calling me 'love' on the street. I should feel like jabbing out his eyes with my parasol."

"What's the matter with plain 'Mary Jane?'" asked the practical one.

"As for me," remarked the sentimental one, with shining eyes, "I should want to be called something that suggested itself at the moment, and that meant something straight from the heart. None of your cut-and-dried endearments for me, please."

And the other women smiled knowingly.

The fishermen of Iceland now regularly carry oil in their boats to smooth the waves, which enables them to continue at work in weather that before they would not have dared to face.

Established 1780.

Walter Baker & Co. LTD.

Dorchester, Mass.
The Oldest and
Largest Manufacturers ofPURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

on this Continent.

Trade-Mark. No Chemicals are used in their manufactures.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

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

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

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

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

POOR ECONOMY

It is poor economy to handle cheap flour. It is never reliable. You cannot guarantee it. You do not know whether it will make good bread or not. If it should not make good bread — and poor flour never does — your customer will be displeased and avoid you afterwards. You can guarantee...

"Lily White" Flour

We authorize you to do so. It makes good bread every time. One sack sold to-day will bring customers for two sacks later on. Order some NOW.

Valley City Milling Co.

Grand Rapids, Mich.

BUTTER EGGS POULTRY BUTTER EGGS POULTRY

W. R. BRICE.

ESTABLISHED 1852.

C. M. DRAKE.

W. R. Brice & Co.,

Produce
Commission
Merchants

23 South Water Street, Philadelphia, Pa.

Do You Want to Know Who We Are?

Write to

Corn Exchange National Bank, Philadelphia, Pa.
Western National Bank, Philadelphia, Pa.
W. D. Hayes, Cashier Hastings National Bank, Hastings, Mich.
Fourth National Bank, Grand Rapids, Mich.
D. C. Oakes, Banker, Coopersville, Mich.

We have no time to tell long stories, but have all we can do to mind our own business. 16 ounces in a pound, 12 good eggs in a dozen — that's the way we sell and make our returns.

C. M. Drake sells butter from 7 a. m. until 6 p. m.

J. R. Jarrett sells poultry and eggs all the time.

Billy Brice looks after the finances and leads the procession.

BUTTER EGGS POULTRY BUTTER EGGS POULTRY

Commercial Travelers

Michigan Knights of the Grip.
President, J. A. F. HAMMILL, Lansing; Secretary, J. C. SAUNDERS, Lansing; Treasurer, CHAS. McNOLTY, Jackson.

Michigan Commercial Travelers' Association.
President, S. H. HART, Detroit; Secretary and Treasurer, D. MORRIS, Detroit.

United Commercial Travelers of Michigan.
Grand Counselor, F. L. DAY, Jackson; Grand Secretary, G. S. VALMORE, Detroit; Grand Treasurer, GEO. A. REYNOLDS, Saginaw.

Michigan Commercial Travelers' Mutual Accident Association.
President, A. F. PEAKE, Jackson; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids. Board of Directors—F. M. TYLER, H. B. FAIRCHILD, JAS. N. BRADFORD, J. HENRY DAWLEY, GEO. J. HEINZELMAN, CHAS. S. ROBINSON.

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

Gripsack Brigade.

Ben Angell, the Belding cigar manufacturer, has taken a position with the Richardson Silk Co. as traveling representative.

J. H. Russell, Jr., formerly with I. T. & G. H. Bowman, Cleveland, has accepted a position with Sperry & Hutchinson, of New York. Bert will be missed and has the best wishes of the members of the Lake Superior Commercial Travelers' Club.

William Winston, a Boston commercial traveler, was robbed of a \$500 diamond pin at the Tenth street station at Louisville, Ky. Winston was greeted by a man he thought was a New York friend. The fellow told Winston his tie was disarranged and fixed it for him, and a few moments later Winston missed his pin. The thief escaped.

The wholesale drug firm of I. L. Lyons & Co., of New Orleans, employs 215 traveling salesmen. During the recent yellow fever epidemic this firm had 190 of these men idle and on dead expense. Notwithstanding this fact, it did not cut a single salary—keeping all on full pay during the entire time. Such liberality toward employees is sure to win, and there will probably not be a single traveling man who reads this article but will feel like taking off his hat to the generosity of the New Orleans house.

Frank D. Meyers, a commercial traveler, was awarded \$200 damages a few days ago in a suit against the Louisville & Nashville Railroad, growing out of its failure to accept a ticket from Bowling Green, Ky., to Nashville and return. The ticket became detached accidentally, the plaintiff claimed, and the company's agent refused to allow Meyer to travel on the ticket from Nashville to Bowling Green until he telegraphed to the latter place regarding the ticket. The answer came too late for Meyer to catch his train, although the telegram stated the ticket was all right.

What the Traveling Men Want.

It is now generally conceded by the railway managers and the general passenger agents that the present interchangeable mileage book is not adapted to the requirements of Michigan traveling men and must be either radically amended or superseded altogether by a book which meets the needs and necessities of Michigan salesmen. A meeting of the general managers of all the Michigan roads has been called for next Monday, at which time a resolution will probably be adopted, petitioning the Central Passenger Association for authority to make the present book good

on the trains of Michigan roads and also good to check baggage through junction points. In case this petition is denied, the general managers will immediately announce their intention of issuing a new interchangeable book, good on all Michigan roads, but not good on the other roads included in the membership of the Central Passenger Association. All the roads have had feelers out for a week for the purpose of ascertaining the sentiment of the traveling men and reaching a conclusion as to the exact form of book desired. The Tradesman presented a summarized statement of the features desired, in last week's paper, which has since been unanimously adopted by the Board of Directors of the Michigan Knights of the Grip, as follows:

1. Good on all trains which carry passengers on presentation to the conductor.
2. Baggage to be checked to destination through junction points, except where there is a wagon transfer.
3. A book sold at \$20 flat, with the photograph of the purchaser and owner on the cover, with signature, descriptive punch marks of the purchaser, or such necessary identification as the railroads may desire. If this cannot be done, then a book sold at \$30, with a rebate of \$10, will be acceptable.

The Tradesman congratulates the traveling men on the successful outcome of their agitation against the present form of book and bespeaks for the proposed book the hearty co-operation of the fraternity, unless it should embody some objectionable feature, which the Tradesman does not believe will be the case.

Annual Meeting of Post E, M. K. of G.

Grand Rapids, Nov. 29.—At the annual meeting of Post E, held at Imperial Hall Saturday evening, Nov. 27, Chairman Davenport presided.

Geo. F. Owen, chairman of the Committee on Arrangements for the Kalamazoo convention, reported progress and asked for further time, which was granted.

Election of officers for the ensuing year resulted as follows:

Chairman—Albert C. Wetzell.
Vice-Chairman—Geo. F. Owen.
Secretary and Treasurer—E. A. Stowe.
Byron Davenport suggested that meetings be held every Saturday night from now on for the purpose of working up interest in the Kalamazoo convention.
Geo. F. Owen asserted that a short, sharp campaign would be productive of better results than a long one and moved that the next meeting be held at Sweet's Hotel two weeks hence and every week thereafter. The motion was adopted.

A letter was received from L. Verdon, Chairman of the Hotel Committee at Kalamazoo, enquiring how many traveling men would attend the convention from Grand Rapids. The Secretary was instructed to reply that definite data would be furnished him on this point two weeks hence.

Some one suggested that a souvenir of some kind be prepared for the occasion, whereupon Chas. S. Brooks wittily observed that the best souvenir the boys could take to Kalamazoo would be a delegation of 100 traveling men.

Promotions in the Official List.

Marquette, Nov. 29.—At a meeting of the members of the Lake Superior Commercial Travelers' Club, held at the office of the Western Express Co., at Marquette, Nov. 27, D. P. Baldwin, of Marquette, was elected to the office of First Vice-President, vice J. H. Russell, Jr., resigned.

Thos. H. Ryan, of Hancock, was elected Fifth Vice-President, vice J. R. McKeand, resigned.

The matter compiled by the Secretary (for the vest pocket directory) was approved and the directories will be issued about Jan. 1. A. F. WIXSON, Sec'y.

Radical View of the Gate Question.

Whereas, The C. & W. M. Railroad has become so popular lately that the managers have been put to the extra expense of putting gates on their cars, employing a gateman and locking the doors on the rear and front cars to keep the passengers off their trains; therefore be it

Resolved, That when a man is given a position in the passenger department of a railroad it should be with the understanding that each month he shall introduce some new cash fare slip, book or application for the same; if not, then put on some other scheme that has been tried by some trunk lines and abandoned by them as impracticable.

Resolved, That we recommend to all inventors this road for their benefit, and said inventors will be always welcome with its managers, who are always waiting for something new, but have overlooked the Pintsch gas; that would accommodate the traveler, and that would not be in accordance with the rules and regulations of this road.

Resolved, That we put ourselves out in expense, time and trouble, to ride on this road and use our influence to ship all goods sold by us on this line, notwithstanding there are other railroads.

Resolved, That we will "plug" for this road, as we feel safe (when locked in the car with a gateman on guard) that no customer can force an order on us, as he cannot get past the gate and gateman for not having a ticket.

Resolved, That we name this road (with the permission of the managers) the Red Tape Line, and request them to have all rules, regulations, mileage, both Klondike and family, bound with red tape, and leave a loop on said books long enough to go around our heads, so we can get on the train and be able to carry our hand baggage without stopping and showing said ticket five times in order to ride to our different towns.

Resolved, That we denounce as false the rumor that we had asked or intended to ask the officials of this road to supply us with umbrellas when we are lined up in the rain waiting for the prisoners to file out of the car, so we could pass in, our baggage in each hand and in the other two hands holding our mileage book and umbrella.

Resolved, That it is all right if the train does not stop at Hartford for lunch or dinner when the train is late, on account of those gates; we can wait until supper or get a cold handout at the next place—we stop anything to keep the gates. Be it further

Resolved, That we won't kick; that this organization has no use for kickers. We will tell them if we are married or single, and if so why; whether baby has any teeth, and the age of our grandmothers; will also tell them just where we are going and why, and when we will return; that we are humble people and tickled to death to accommodate them at any and all times.

Also, that it is the \$10 on each book we loan them that helped them get those gates, and we feel highly honored to ride locked in like cattle, for we are only common, everyday traveling men.

Especial Invitation to the Ladies.

Kalamazoo, Nov. 30.—The traveling men of Kalamazoo are making big preparations for the entertainment of their brother traveling men and their wives. No pains and expense are being spared. One of the most prominent features of this meeting is the preparation which is being made to entertain the visiting ladies. While the Knights of the Grip are in business session, the Kalamazoo ladies will entertain visiting ladies with drives about the city and musical entertainments in the parlors of the different hotels, in the endeavor to render the event as pleasant as possible for the visitors. It is hoped that as many of the traveling men will undertake to bring their wives as possible, as Post K has gone to no end of trouble and expense to make it pleasant for the ladies, as well as their husbands.

There was a large meeting of the Reception Committee Saturday night at the Burdick House—another will be held next Friday at the home of one of the ladies. F. L. NIXON, Sec'y.

Has the Solid Backing of His Home Town.

Kalamazoo, Nov. 29.—At the last meeting of Post K, Michigan Knights of the Grip, it was unanimously decided to urge and to use every honorable means to secure the election of John A. Hoffman as President of the Michigan Knights of the Grip at the annual election to be held at Kalamazoo on Dec. 28. F. L. NIXON, Sec'y.

Mr. McNolty a Candidate for Re-Election.

Jackson, Nov. 29.—I take the liberty of informing you that Post B has a candidate in the field for Treasurer of the Michigan Knights of the Grip in the person of Chas. McNolty, the present incumbent. A. C. WINDT, Sec'y.

The ginger plant grows wild in some parts of Mexico, and its cultivation on the elevated plateaus is to be encouraged. An estimate of the value of the crop may be gleaned from the fact that one acre's yield brings in about \$300 in gold. A rich soil is necessary, such as black vegetable loams, and it should be well drained, plowed deep and weeded with care, the cultivation being somewhat similar to that of the potato.

Hotel Normandie of Detroit Reduces Rates.

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

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

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

Carr & Reeve.

The New Griswold House

Has NOT reduced its rates but has 100 of the

Newest Rooms in Detroit

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

Postal & Morey,
Detroit, Mich.

COAL
A. Himes,
PHONE: 490. 3 CANAL ST.

NEW REPUBLIC

Reopened Nov. 25.

FINEST HOTEL IN BAY CITY.

Steam heat,
Electric Bells and Lighting throughout.
Rates, \$1.50 to \$2.00.
Cor. Saginaw and Fourth Sts.
GEO. H. SCHINDHETT, Prop.

Cutler House at Grand Haven.

Steam Heat. Excellent Table. Comfortable Rooms. H. D. and F. H. IRISH, Props.

HOTEL WHITCOMB

ST. JOSEPH, MICH.

A. VINCENT, Prop.

THE WHITNEY HOUSE

Rates \$1.00 to \$1.25 per day. Complete Sanitary Improvements. Electric Lights. Good Livery in connection. State Line Telephone.

Chas. E. Whitney, Prop., Plainwell, Mich.

Drugs==Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

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 Sessions.

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.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President—A. H. WEBBER, Cadillac.
Secretary—CHAS. MANN, Detroit.
Treasurer—JOHN D. MUIR, Grand Rapids.

Medicine and Medical Practice.

Written for the TRADESMAN.

"I am a graduate of Dartmouth Medical College, New Hampshire," said my good friend, Dr. James Johnson, in response to my request that he enlighten me with his views regarding the medical practice of physicians in general, and the habit of the American people of dosing themselves continually with drugs, whether they feel well or ill.

"I am now, as you are aware, an old man," continued the Doctor, "and have, as you are also aware, traveled extensively in Europe and Asia and can truly say to you at the outset that no other nation, so far as I know, begins to swallow the amount of drugs which are consumed in the United States by the American people. Even our adopted citizens soon fall into the same habit, from the example set them on every hand. Considerably more than one-half our physicians and druggists live and thrive upon their incomes from this source.

"No, I do not say that the practice with, or the sale of, these so-called medicines is at all dishonorable, but their effects are pernicious, if not disastrous, as any person may see who will compare the statistics of our health as a nation with any other on earth. You may know that I speak truly, when I add that no other nation manufactures and offers for sale even one-half the kinds or quantities of proprietary nostrums. Their name is legion.

"Yes, many of them are, in themselves, harmless as water; and, while the sale of such is not as disastrous, they lead the victim on to try others which may not prove so innocent, for not one person in hundreds is capable of telling what they contain. As individuals we are 'wise in our own conceit' and proffer our advice to the afflicted unasked and uninvited and tell them of the imagined benefits we have derived, only to find afterward that they continued to go down to that bourne from which only the spiritual body may return.

"In connection with medicine, curiosity is also a National characteristic with us and often leads to some comical scenes. In early life I was practicing as a country physician and, of course, was known by every resident for miles around. I traveled, in those days, mostly on horseback. Passing through a hilly part of the country one day, I noticed, a long way ahead, a woman going from a house down an incline toward a gate by the highway, apparently to intercept me. She proved to be an inquisitive Irish woman who had pre-

viously annoyed me by her loquacity and questioning. As I came up the hill she beckoned me to approach and, after a polite 'Good mornin', Doctor,' enquired, 'Who is sick now in the neighborhood?' I gave her the lady's name, but this did not satisfy her. 'And is she dangerous, Doctor?' 'I hope not,' I replied, and was just giving my horse the rein, as she exclaimed, 'And fwat moight the disease be?' 'It is a case of chronic cephalalgia,' (headache) I replied, with solemn tone and countenance. She instantly threw up both hands, exclaiming, 'O, my God! will she live, Doctor, with that awful disease—and I suppose it's catching, too?' 'We can't always tell,' I answered, and rode away. I afterward learned she had alarmed the entire neighborhood by spending the balance of the day informing every one that a new and fearfully contagious disease had appeared in the family named. The woman never bothered me again.

"To illustrate the foibles of a certain class of people who have far more faith in the strange and ridiculous than any true and tried remedies, I was once attending an infant suffering from congestion of the lungs, and was importuned and annoyed daily by three old ladies in the house who persistently advised me what to do for the little patient, and particularly to use cold applications to the back of its neck and cranberry poultices to its feet, with the stereotyped remark that 'if it did no good it would surely do no harm.' At length, I lost all patience with them and on my next visit brought several live mice with me and without any preliminaries proceeded to kill them and, taking my scalpel from my pocket case of instruments, laid the bodies open lengthwise. The ladies' tongues seemed paralyzed, while I called for some blue cloth—it must be blue!—to lay over the dead mice, and some scarlet cloth—no other color would answer the purpose!—for narrow bandages, which at last I solemnly proceeded to roll into form, then applied one mouse poultice to the sole of the left foot of the infant—this, I explained, being nearest the heart—and another mouse to the back of its neck. As I arose to leave, I remarked, with a solemn face, 'There! this evening, after dark, remember to remove the poultices. Then wash the neck and foot with new milk drawn from a cow as near four years old as you can find and, 'if it all does no good I'm certain it will do no harm.' The trio looked from one to another, while a perceptible smile and faint blush stole over their faces. I think they saw the point. To their amazement the child recovered.

"You would be astonished," continued Dr. Johnson, "at the credulity, if not gullibility, of a certain class of people who place the utmost faith and confidence in the prescriptions and manipulations of the most ignorant, instead of those who have expended years in the study of disease in all its forms. The truly conscientious physician seldom, indeed, amasses great wealth. It is the charlatan who listens to every whim of his patient and the advice of every bystander, and who writes his prescriptions in a scrawl impossible to decipher with certainty, seldom acting on his own convictions, and who rides in 'a coach and four,' while the conscientious man may trudge on foot in poverty."

Glancing at his watch, the Doctor continued, "I have some new experience to relate in the quack practice, which I must defer, but promise you something rich at another time."

FRANK A. HOWIG.

Ben Franklin's Good Advice to Young Tradesmen.

Copied for the TRADESMAN.

[I copy the following advice to a young tradesman, written by Doctor Franklin and published in the New Haven Gazette of July 27, 1786. The advice is as sound to-day as it was a century and twelve years ago. I believe many of your readers will be pleased with its reproduction in the Tradesman. — W. S. H. WELTON.]

Remember that time is money. He that can earn ten shillings a day by his labor, and goes abroad or is idle one-half of that day, although he spends but six pence during his diversion or idleness, ought not to reckon that the only expense; he has really spent, or rather thrown away, five shillings besides.

Remember that credit is money. If a man has money in my hands after it is due, he gives me the interest of as much as I can make of it during that time. This amounts to a considerable if a man has good and large credits and makes good use of it. Remember that money is of a prolific, generating nature. Money can beget money, and its offspring can beget more, and so on. Five shillings turned is six; turned again, 'tis seven and three pence, and so on until it becomes an hundred pounds. The more there is of it the more it produces at every turning, so that the profits rise quicker and quicker. He that destroys a crown destroys all it might have produced, even scores of pounds.

Remember that six pounds a year is but a groat a day. For this little sum, which may daily be wasted in time or expense unperceived, a man of credit may, on his own security, have the constant use and possession of a hundred pounds. So much in stock briskly turned by an industrious man produces great advantage. Remember this saying, that the good paymaster is lord of another man's purse. He that is known to pay punctually and exactly at the time he promises may at any time and on any occasion raise all the money his friends can spare. This is sometimes of great use; therefore, never keep borrowed money an hour beyond the time you promised, lest a disappointment shut up your friend's purse forever.

The most trifling actions that affect a man's credit are to be regarded. The sound of your hammer at five in the morning or nine at night heard by a creditor makes him easy six months longer. But, if he sees you at a billiard table or hears your voice at a tavern when you should be at work, he sends for his money the next day. Finer clothes than he can wear, or greater expense in any particular than he affords himself, shocks his pride and he duns you to humble you.

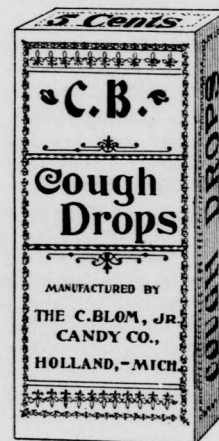
Creditors are a kind of people that have the sharpest eyes and ears, as well as the best memories, of any in the world. Good-natured creditors feel pain when they are obliged to ask for money. Spare them this pain and they will love you.

When you receive a sum of money divide it among them in proportion to your debts. Don't be ashamed of paying a small sum because you owe a greater. Money, more or less, is always welcome.

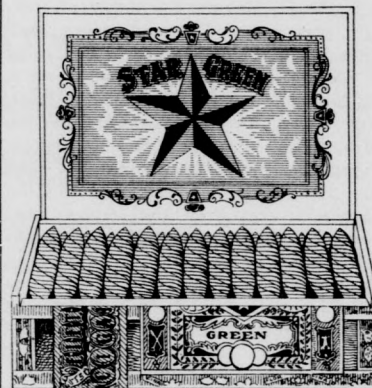
and your creditor had rather be at the trouble of receiving ten pounds voluntarily brought him, although at ten different times or payments, than be obliged to go ten different times to demand it before he can receive it in a lump. It shows that you are mindful of what you owe; it makes you appear a careful, as well as an honest, man, and that still increases your credit. Beware of thinking all your own that you possess, and of living accordingly. 'Tis a mistake that many people who have credit fall into.

To prevent this, keep an exact account for some time of both your expenses and incomes. If you take the pains at first to mention particulars, it will have this good effect: you will discover how wonderfully small, trifling expenses mount up to large sums, and it will show what might have been, and may for the future be saved, without occasioning any great inconvenience. In short, the way to wealth, if you desire it, is as plain as the way to market. It depends chiefly on two words, Industry and Frugality.

Waste neither your time nor money, but make the best use of both. He that gets all he can, and saves all he gets, necessary expenses excepted, will certainly become rich.



For Sale by Leading Jobbers.



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

"MASTER" "YUMA"

The best 5 cent cigars ever made. Sold by

BEST & RUSSELL CO., CHICAGO.

Represented in Michigan by J. A. GONZALEZ, Grand Rapids.

WHOLESALE PRICE CURRENT.

Advanced—Opium, Opium Powd., Balsam Copaiba, Bromides, N. Y. Morphia, Borax, Linseed Oil, Turpentine.
Declined—Oil Spearmint, Oil Tansy.

Acidum		Conium Mac.	35¢ 50
Aceticum.....	6¢ 8	Copahba.....	1 10¢ 1 20
Benzoinum, German	70¢ 75	Cubeba.....	90¢ 100
Boric.....	6¢ 15	Exechthitos.....	1 00¢ 1 10
Carbolicum.....	20¢ 41	Erigeron.....	1 0¢ 1 10
Citricum.....	4¢ 42	Gaultheria.....	1 50¢ 1 60
Hydrochlor.....	3¢ 5	Geranium, ounce.....	¢ 75
Nitricum.....	8¢ 10	Gossypii, Sem. gal.....	50¢ 60
Oxalicum.....	12¢ 14	Hedera.....	1 0¢ 1 10
Phosphoricum, dil.....	6¢ 15	Juniper.....	1 50¢ 2 00
Salicylicum.....	6¢ 65	Lavandula.....	9¢ 2¢ 40
Sulphuricum.....	1 15¢ 1 40	Limonis.....	1 20¢ 1 40
Tannicum.....	1 25¢ 1 40	Mentha Piper.....	1 6¢ 2 30
Tartaricum.....	38¢ 40	Mentha Verid.....	1 5¢ 1 6¢
Ammonia		Morrhua, gal.....	1 0¢ 1 10
Aqua, 16 deg.....	4¢ 6	Myrica.....	4 00¢ 4 50
Aqua, 20 deg.....	8¢ 8	Olive.....	75¢ 3 00
Carbonas.....	12¢ 14	Picea Liquida.....	10¢ 12
Chloridum.....	12¢ 14	Picea Liquida, gal.....	¢ 35
Aniline		Ricini.....	1 0¢ 1 08
Black.....	2 00¢ 2 25	Rosmarini.....	¢ 1 00
Brown.....	80¢ 1 00	Rose, ounce.....	6 50¢ 8 50
Red.....	45¢ 50	Succini.....	40¢ 45
Yellow.....	2 50¢ 3 00	Sabina.....	90¢ 1 00
Baccae		Santal.....	2 50¢ 7 00
Cubeba.....	13¢ 15	Sassafras.....	55¢ 60
Juniperus.....	6¢ 8	Sinapis, ess., ounce.....	¢ 65
Xanthoxylum.....	25¢ 30	Tigili.....	1 40¢ 1 5¢
Balsamum		Thyme.....	40¢ 50
Copaiba.....	55¢ 60	Thyme, opt.....	¢ 1 60
Peru.....	¢ 2 40	Theobromas.....	15¢ 20
Terabin, Canada.....	45¢ 50	Potassium	
Tolutan.....	75¢ 80	Bi-Carb.....	15¢ 18
Cortex		Bichromate.....	13¢ 15
Abies, Canadian.....	18	Bromide.....	51¢ 55
Cassia.....	12	Carb.....	12¢ 15
Cinchona Flava.....	18	Chlorate, po. 17@18¢	15¢ 18
Euonymus atropurp.....	30	Cyanide.....	35¢ 40
Myrica Cerifera, po.....	21	Iodide.....	2 60¢ 2 65
Prunus Virginiana.....	12	Potassa, Bitart, pure.....	2 30¢ 3 30
Quillaria, gr'd.....	14	Potassa, Bitart, com.....	¢ 15
Sassafras.....	12	Potass Nitras, opt.....	8¢ 10
Ulmus.....	15	Potass Nitras.....	7¢ 9
Extractum		Prussiate.....	2 20¢ 2 25
Glycyrrhiza Glabra.....	24¢ 25	Sulphate po.....	15¢ 18
Glycyrrhiza, po.....	28¢ 30	Radix	
Hematox, 15 lb box.....	11¢ 12	Aconitum.....	20¢ 25
Hematox, 1s.....	13¢ 14	Althea.....	22¢ 25
Hematox, 1/4s.....	14¢ 15	Anchusa.....	11¢ 12
Hematox, 1/8s.....	16¢ 17	Arum po.....	11¢ 12
Ferru		Calamus.....	20¢ 25
Carbonate Precip.....	15	Gentiana.....	12¢ 15
Citrate and Quinia.....	2 25	Glycyrrhiza, pv. 15.....	16¢ 18
Citrate Soluble.....	75	Hydrastis Canaden.....	¢ 65
Ferrocyanidum Sol.....	15	Hydrastis Can., po.....	¢ 70
Solut. Chloride.....	12	Hellebore, Alba, po.....	15¢ 20
Sulphate, com'l.....	50	Inula, po.....	15¢ 20
Sulphate, com'l, by.....	50	Ipeacac, po.....	2 00¢ 2 10
Sulphate, pure.....	7	Iris plox.....	35¢ 40
Flora		Jalapoa, pr.....	25¢ 30
Arnica.....	12¢ 14	Maranta.....	¢ 35
Anthemis.....	18¢ 25	Podophyllum, po.....	22¢ 25
Matricaria.....	30¢ 35	Rhei.....	75¢ 1 00
Folia		Rhei, cut.....	¢ 1 25
Barosma.....	28¢ 30	Rhei, pv.....	75¢ 1 35
Cassia Acutifol, Tin.....	18¢ 25	Spigelia.....	35¢ 38
Cassia Acutifol, Alx.....	25¢ 30	Sanguinaria.....	¢ 1
Salvia officinalis, 1/4s.....	12¢ 20	Serpentaria.....	30¢ 35
Ura Ursi.....	8¢ 10	Senega.....	40¢ 45
Gummi		Similax, officinalis H.....	¢ 40
Acacia, 1st picked.....	¢ 65	Smilax, M.....	10¢ 12
Acacia, 2d picked.....	¢ 45	Selle.....	¢ 25
Acacia, 3d picked.....	¢ 35	Symplocarpus, Feti.....	¢ 25
Acacia, sifted sorts.....	¢ 28	us, po.....	¢ 25
Acacia, po.....	60¢ 80	Valeriana, Eng. po. 30.....	15¢ 20
Aloe, Barb. po. 1¢ 20.....	12¢ 14	Valeriana, German.....	12¢ 20
Aloe, Cape.....	¢ 12	Zingiber a.....	12¢ 16
Aloe, Socotri.....	¢ 30	Zingiber j.....	25¢ 27
Ammoniac.....	55¢ 60	Semen	
Assafoetida.....	25¢ 28	Anisum.....	¢ 12
Benzoinum.....	50¢ 55	Apium (graveolens).....	13¢ 15
Catechu, 1s.....	¢ 13	Bird, 1s.....	4¢ 6
Catechu, 1/4s.....	¢ 14	Carul.....	10¢ 12
Catechu, 1/8s.....	¢ 15	Cardamom.....	1 25¢ 1 75
Camphore.....	48¢ 55	Coriandrum.....	8¢ 10
Euphorbium, po. 35.....	¢ 10	Cannabis Sativa.....	4¢ 4 1/2
Galbanum.....	65¢ 70	Cydonium.....	75¢ 1 00
Gamboge po.....	¢ 35	Chenopodium.....	10¢ 12
Guaiacum.....	¢ 30	Dipterix Odorata.....	2 00¢ 2 20
Kino.....	¢ 30	Foeniculum.....	¢ 10
Mastic.....	¢ 60	Foenugreek, po.....	7¢ 9
Myrrh.....	¢ 45	Lini.....	3¢ 4
Opil.....	3 00¢ 3 10	Lini, gr'd.....	4¢ 4 1/2
Shellac.....	40¢ 45	Lobelia.....	35¢ 40
Shellac, bleached.....	40¢ 45	Pharlaris Canarian.....	4¢ 4 1/2
Tragacanth.....	50¢ 55	Rapa.....	4 1/2¢ 5
Herba		Sinapis Albu.....	7¢ 8
Absinthium.....	25	Sinapis Nigra.....	11¢ 12
Eupatorium.....	20	Spiritus	
Lobelia.....	25	Frumentl, W. D. Co.....	2 00¢ 2 50
Majorum.....	28	Frumentl, D. F. R.....	2 00¢ 2 25
Mentha Pip.....	23	Frumentl.....	1 25¢ 1 50
Mentha Vir.....	23	Juniperis Co. O. T.....	1 65¢ 2 00
Rue.....	35	Saccharum N. E.....	1 75¢ 3 50
Tanacetum.....	22	Spt. Vini Galli.....	1 00¢ 2 10
Thymus, V.....	22	Vini Oporto.....	1 25¢ 2 00
Magnesia		Vini Alba.....	1 25¢ 2 00
Calcined, Pat.....	55¢ 60	Sponges	
Carbonate, Pat.....	20¢ 22	Florida sheeps' wool.....	2 50¢ 2 75
Carbonate, K. & M.....	20¢ 22	Nassau sheeps' wool.....	¢ 2 00
Carbonate, Jennings.....	35¢ 36	elvet extra sheeps'.....	¢ 1 25
Oleum		wool, carriage.....	¢ 1 00
Absinthium.....	3 25¢ 3 50	Extra yellow sheeps'.....	¢ 1 00
Amygdala, Dule.....	30¢ 35	wool, carriage.....	¢ 1 00
Amygdala, Amara.....	8 00¢ 8 25	Grass sheeps' wool.....	¢ 1 00
Anisi.....	2 25¢ 2 3	Hard, for slate use.....	¢ 75
Aurant Cortex.....	2 00¢ 2 20	Yellow Reef, for.....	¢ 1 40
Bergamoti.....	2 40¢ 2 50	slate use.....	¢ 1 40
Caliputi.....	8¢ 9	Syrups	
Caryophylli.....	6¢ 7	Acacia.....	¢ 50
Cedar.....	35¢ 65	Aurant Cortex.....	¢ 50
Chenopadi.....	¢ 75	Zingiber.....	¢ 50
Cinnamonli.....	1 80¢ 1 90	Iperac.....	¢ 60
Citronella.....	45¢ 50	Ferri Iod.....	¢ 50
		Rhei Arom.....	¢ 50
		Smilax Officinalis.....	50¢ 60
		Senega.....	¢ 50
		Setilla.....	¢ 50

Morphia, S. P. & W.....	2 05¢ 2 30	Sinapis.....	¢ 18	Linseed, pure raw.....	37	41
Morphia, S. N. Y. Q. & C. Co.....	2 40¢ 2 45	Sinapis, opt.....	¢ 30	Linseed, boiled.....	39	42
Moschus Canton.....	¢ 40	Snuff, Maceaboy, De.....	¢ 34	Neatsfoot, winter str.....	65	70
Myristica, No. 1.....	65¢ 80	Voes.....	¢ 34	Spirits Turpentine.....	26 1/2	42
Nux Vomica.....	¢ 20	Snuff, Scotch, DeVo's.....	¢ 34			
Os Sepia.....	15¢ 18	Soda Boras.....	8	Paints	BBL.	LB
Pepsin Saac, H. & P.....	¢ 100	Soda Boras, po.....	8	Red Venetian.....	1 1/2	2 1/2
P. Co.....	¢ 100	Soda et Potass Tart.....	20¢ 22	Ochre, yellow Mars.....	1 1/2	2 1/2
Picis Liq. N. N. 1/2 gal.....	¢ 1 00	Soda, Bi-Carb.....	3¢ 5	Ochre, yellow Ber.....	1 1/2	2 1/2
Picis Liq. N. N. 1/2 gal.....	¢ 1 00	Soda, Sulphas.....	3 1/2¢ 4	Putty, commercial.....	2 1/2	2 1/2
Picis Liq., quarts.....	¢ 2 00	Soda, Ash.....	¢ 2	Putty, strictly pure.....	2 1/2	2 1/2
Picis Liq., pints.....	¢ 1 00	Soda, Sulphas.....	¢ 2 60	Vermilion, Prime.....	13¢	15
Pil Hydrarg.....	¢ 80	Spts. Cologne.....	¢ 2 60	American.....	13¢	15
Pil Nigra.....	¢ 22	Spts. Ether Co.....	50¢ 55	Vermilion, English.....	70¢	75
Pil Burgun.....	¢ 35	Spt Myrcia Dom.....	¢ 2 40	Green, Paris.....	13 1/2	19
Plumbi Acet.....	10¢ 12	Spts. Vini Rect. bbl.....	¢ 2 45	Green, Peninsular.....	13¢	18
Pulvis Ipecac et Opil.....	1 10¢ 1 20	Spts. Vini Rect. 1/2 bbl.....	¢ 2 45	Lead, Red.....	5 1/2	6
Pyrethrum, boxes H.....	¢ 60	Spts. Vini Rect. 1/2 gal.....	¢ 2 50	Lead, white.....	5 1/2	6
P. D. Co., doz.....	¢ 1 25	Less 5¢ gal. cash.....	10 da. 73.	Whiting, white Span.....	¢ 70	
Pyrethrum, pv.....	30¢ 33	Strychnia, Crystal.....	1 40¢ 1 45	Whiting, gliders.....	¢ 30	
Quassia.....	80¢ 10	Sulphur, sub.....	2 1/2	White, Paris Amer.....	¢ 1 00	
Quinia, S. P. & W.....	37¢ 42	Sulphur, Roll.....	2 1/2	Whiting, Paris Eng.....	¢ 1 40	
Quinia, S. German.....	3 1/2	Tamarinds.....	¢ 10	Universal Prepared.....	1 00¢	1 15
Quinia, N. Y.....	3 1/2	Terebenth Venice.....	2¢ 30			
Rubia Tinctorum.....	12¢ 14	Theobromas.....	42¢ 45			
Saccharum Lactis pv.....	1 00	Vanilla.....	9 00¢ 16 00			
Salacin.....	3 00¢ 3 10	Zinci Sulph.....	7¢ 8			
Sanguis Draconis.....	40¢ 50	Oils				
Sapo, W.....	12¢ 14	Whale, winter.....	BBL. GAL.	No. 1 Turp Coach.....	1 10¢	1 20
Sapo, M.....	10¢ 12	Lard, extra.....	70 70	Extra Turp.....	1 60¢	1 70
Sapo, G.....	15	Lard, No. 1.....	35 40	Coach Body.....	2 75¢	3 00
Siedlitz Mixture.....	20			No. 1 Turp Furn.....	1 00¢	1 10
				Extra Turk Damar.....	1 55¢	1 60
				Jap. Dryer, No. 1 Turp.....	70¢	75

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.	
Aurora.....	55 6 00
Castor Oil.....	60 7 00
Diamond.....	50 4 00
Frazer's.....	75 9 00
IXL Golden, tin boxes.....	75 9 00
Mica, tin boxes.....	75 9 00
Paragon.....	55 6 00

BAKING POWDER.	
Absolute.	
1 lb cans doz.....	45
1 lb cans doz.....	85
1 lb cans doz.....	1 50
Acme.	
1 lb cans 3 doz.....	45
1 lb cans 3 doz.....	75
1 lb cans 1 doz.....	1 00
Bulk.....	10
El Purity.	
1 lb cans per doz.....	75
1 lb cans per doz.....	1 20
1 lb cans per doz.....	2 00
Home.	
1 lb cans 4 doz case.....	35
1 lb cans 4 doz case.....	55
1 lb cans 2 doz case.....	90

JAXON	
1 lb cans, 4 doz case.....	45
1 lb cans, 4 doz case.....	85
1 lb cans, 2 doz case.....	1 60
Jersey Cream.	
1 lb cans, per doz.....	2 00
9 oz. cans, per doz.....	1 25
6 oz. cans, per doz.....	85
Our Leader.	
1 lb cans.....	45
1 lb cans.....	75
1 lb cans.....	1 50
Peerless.	
1 lb. cans.....	85

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

BLUING.	
1 doz. pasteboard Boxes.....	40
3 doz. wooden boxes.....	1 20
BROOMS.	
No. 1 Carpet.....	1 90
No. 2 Carpet.....	1 75
No. 3 Carpet.....	1 50
No. 4 Carpet.....	1 15
Parlor Gem.....	2 00
Common Whisk.....	70
Fancy Whisk.....	80
Warehouse.....	2 25

CANDLES.	
88.....	7
168.....	8
Paraffine.....	8
CANNED GOODS.	
Planitowoc Peas.	
Lakeside Marrowfat.....	95
Lakeside E. J.....	1 15
Lakeside, Cham. of Eng.....	20
Lakeside, Gem. Ex. Sifted.....	1 45
Extra Sifted Early June.....	1 75
CATSUP.	
Columbia, pints.....	2 00
Columbia, 1/2 pints.....	1 25

CHEESE.	
Acme.....	@ 11 1/4
Amboy.....	@ 11 1/4
Byron.....	@ 11
Elsie.....	@ 12
Gem.....	@ 12 1/4
Gold Medal.....	@ 11
Hartford.....	@ 12
Herkimer.....	@
Jersey.....	@ 11 1/4
Lenawee.....	@ 11
Riverside.....	@ 12
Sparta.....	@ 11
Brick.....	@ 10
Edam.....	@ 75
Leiden.....	@ 18
Limburger.....	@ 10
Pineapple.....	@ 43
Sap Sago.....	@ 18
Chicory.	
Bulk.....	5
Red.....	7

CHOCOLATE.	
Walter Baker & Co.'s.	
German Sweet.....	23
Premium.....	34
Breakfast Cocoa.....	45

CLOTHES LINES.	
Cotton, 40 ft. per doz.....	1 00
Cotton, 50 ft. per doz.....	1 20
Cotton, 60 ft. per doz.....	1 40
Cotton, 70 ft. per doz.....	1 60
Cotton, 80 ft. per doz.....	1 80
Jute, 60 ft. per doz.....	80
Jute, 72 ft. per doz.....	95
COCOA SHELLS.	
20 lb bags.....	2 1/4
Less quantity.....	3
Pound packages.....	4
CREAM TARTAR.	
5 and 10 lb. wooden boxes.....	30-35

COFFEE.	
Green.	
Rio.	
Fair.....	10
Good.....	12
Prime.....	13
Golden.....	14
Peaberry.....	15
Santos.	
Fair.....	14
Good.....	15
Prime.....	16
Peaberry.....	17
Mexican and Guatemala.	
Fair.....	16
Good.....	17
Fancy.....	18
Maracaibo.	
Prime.....	20
Milled.....	21
Java.	
Interior.....	20
Private Growth.....	22
Mandehling.....	24
Mocha.	
Imitation.....	22
Arabian.....	24
Roasted.	
Clark-Jewell-Wells Co.'s Brands	
Fifth Avenue.....	28
Jewell's Arabian Mocha.....	28
Wells' Mocha and Java.....	24
Wells' Perfection Java.....	24
Sancello.....	23
Breakfast Blend.....	20
Valley City Maracaibo.....	18 1/4
Ideal Blend.....	13
Leader Blend.....	12

Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 1c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases.	
Arbuckle.....	10 50
Jersey.....	10 50
McLaughlin's XXXX.....	10 50
Extract.	
Valley City 1/4 gross.....	75
Felix 1/4 gross.....	1 15
Hummel's foil 1/4 gross.....	85
Hummel's tin 1/4 gross.....	1 48
CLOTHES PINS.	
5 gross boxes.....	40
COUGH DROPS.	
C. B. Brand.	
40 5 cent packages.....	1 00

CONDENSED MILK.	
4 doz in case.	
Gall Borden Eagle.....	6 75
Crown.....	6 25
Daisy.....	5 75
Champion.....	4 50
Magnolia.....	4 25
Challenge.....	3 35
Dime.....	2 35

COUPON BOOKS.	
TRADESMAN'S	
1	
5	
TRADESMAN'S	
1	
5	

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

ONE CENT COUPON	
Universal Grade.	
50 books, any denom.....	1 50
100 books, any denom.....	2 50
500 books, any denom.....	11 50
1,000 books, any denom.....	20 00
Superior Grade.	
50 books, any denom.....	1 50
100 books, any denom.....	2 50
500 books, any denom.....	11 50
1,000 books, any denom.....	20 00
Coupon Pass Books.	
Can be made to represent any denomination from \$10 down.	
30 books.....	1 00
50 books.....	2 00
100 books.....	3 00
250 books.....	6 25
500 books.....	10 00
1,000 books.....	17 50

Credit Checks.	
500, any one denom'n.....	3 00
1000, any one denom'n.....	5 00
2000, any one denom'n.....	8 00
Steel punch.....	75
DRIED FRUITS—DOMESTIC.	
Apples.	
Sundried.....	@ 5 1/4
Evaporated 50 lb boxes.....	@ 8
California Fruits.	
Apricots.....	7 1/4 @ 8 1/4
Blackberries.....	@ 2
Nectarines.....	@ 2
Peaches.....	8 @ 9
Pears.....	8 @ 9
Pitted Cherries.....	12
Prunelles.....	12
Raspberries.....	12
California Prunes.	
100-120 25 lb boxes.....	@ 4
90-100 25 lb boxes.....	@ 4 1/4
80-90 25 lb boxes.....	@ 4 1/2
70-80 25 lb boxes.....	@ 4 3/4
60-70 25 lb boxes.....	@ 4 1/2
50-60 25 lb boxes.....	@ 4
40-50 25 lb boxes.....	@ 3 1/2
30-40 25 lb boxes.....	@ 3
1 cent less in 10 lb cases	

Raisins.	
London Layers 3 Crown.....	1 65
London Layers 4 Crown.....	2 00
Dehesias.....	@
Loose Muscatels 2 Crown.....	4 1/4
Loose Muscatels 3 Crown.....	5 1/4
Loose Muscatels 4 Crown.....	6 1/4

FOREIGN.	
Currents.	
Patras bbls.....	@ 6 1/4
Vostizas 50 lb cases.....	@ 6 1/4
Cleaned, bulk.....	@ 8
Cleaned, packages.....	@ 8 1/4
Peel.	
Citron American 10 lb bx.....	@ 14
Lemon American 10 lb bx.....	@ 12
Orange American 10 lb bx.....	@ 12
Raisins.	
Ondura 28 lb boxes.....	8 @ 8 1/4
Sultana 1 Crown.....	@
Sultana 2 Crown.....	@
Sultana 3 Crown.....	@ 11
Sultana 4 Crown.....	@
Sultana 5 Crown.....	@ 12
Sultana 6 Crown.....	@ 12
Sultana package.....	@ 14

FARINACEOUS GOODS.	
Farina.	
24 1 lb. packages.....	1 75
Bulk, per 100 lbs.....	3 50
Grits.	
Walsh-DeRoo Co.'s.....	2 15
Bulk in 100 lb. bags.....	3 00
Hominy.	
Barrels.....	2 50
Flake, 50 lb. drums.....	1 00
Beans.	
Dried Lima.....	3
Medium Hand Picked.....	90
Maccaroni and Vermicelli.....	60
Domestic, 10 lb. box.....	2 50
Imported, 25 lb. box.....	2 50
Pearl Barley.	
Common.....	2 40
Chester.....	2 50
Empire.....	2 75
Peas.	
Green, bu.....	85
Split, per lb.....	2
Roller Oats.	
Roller Avena, bbl.....	3 60
Monarch, bbl.....	3 35
Monarch, 1/2 bbl.....	1 80
Private brands, bbl.....	3 20
Private brands, 1/2 bbl.....	1 75
Quaker, cases.....	3 20
Huron, cases.....	1 75
Sago.	
German.....	3 1/4
East India.....	3
Wheat.	
Cracked, bulk.....	3 1/4
24 2 lb packages.....	8 50

Fish.	
Cod.	
Georges cured.....	@ 4 1/4
Georges genuine.....	@ 5 1/4
Georges selected.....	@ 6 1/4
Strips or bricks.....	5 @ 7 1/4
Halibut.	
Chunks.....	10
Strips.....	9
Herring.	
Holland white hoops, bbl.....	10 25
Holland white hoop 1/2 bbl.....	5 50
Holland white hoop, keg.....	72
Holland white hoop mchs.....	80
Norwegian.....	11 00
Round 100 lbs.....	3 40
Round 40 lbs.....	1 00
Scaled.....	18
Flackerel.	
Mess 100 lbs.....	16 00
Mess 40 lbs.....	6 70
Mess 10 lbs.....	1 75
Mess 8 lbs.....	1 43
No. 1 100 lbs.....	14 50
No. 1 40 lbs.....	6 10
No. 1 10 lbs.....	1 60
No. 1 8 lbs.....	1 30
No. 2 100 lbs.....	10 60
No. 2 40 lbs.....	4 30
No. 2 10 lbs.....	1 15
No. 2 8 lbs.....	95
Sardines.	
Russian kegs.....	55
Trout.	
No. 1 100 lbs.....	4 50
No. 1 40 lbs.....	2 10
No. 1 10 lbs.....	60
No. 1 8 lbs.....	51
Whitefish.	
No. 1 No. 2 Fam.....	
100 lbs.....	6 75 5 00 2 50
40 lbs.....	3 00 2 30 1 30
10 lbs.....	83 65 40
8 lbs.....	69 55 35

FLAVORING EXTRACTS.	
Jennings'.	
D. C. Vanilla.....	2 00
2 oz.....	1 20
3 oz.....	1 50
4 oz.....	2 00
6 oz.....	3 00
No. 8.....	4 00
No. 10.....	6 00
No. 2 T. 1 25.....	
No. 3 T. 2 00.....	
No. 4 T. 2 40.....	
Souders'.	
Oval bottle, with corkscrew.	
Best in the world for the money.	
Regular Grade Lemon.	
2 oz.....	75
4 oz.....	1 50
Regular Vanilla.	
2 oz.....	1 20
4 oz.....	2 40
XX Grade Lemon.	
2 oz.....	1 50
4 oz.....	3 00
XX Grade Vanilla.	
2 oz.....	1 75
4 oz.....	3 50

GUNPOWDER.	
Rifle—Dupont's.	
Kegs.....	4 00
Half Kegs.....	2 25
Quarter Kegs.....	1 25
1 lb. cans.....	30
1/2 lb. cans.....	18
Choke Bore—Dupont's.	
Kegs.....	4 25
Half Kegs.....	2 40
Quarter Kegs.....	1 35
1 lb. cans.....	34
Eagle Duck—Dupont's.	
Kegs.....	8 00
Half Kegs.....	4 25
Quarter Kegs.....	2 25
1 lb. cans.....	45

HERBS.	
Sage.....	15
Hops.....	15
INDIGO.	
Madras, 5 lb boxes.....	55
S. F., 2, 3 and 5 lb boxes.....	50
JELLY.	
15 lb pails.....	40
30 lb pails.....	73
LYE.	
Condensed, 2 doz.....	1 20
Condensed, 4 doz.....	2 25
LICORICE.	
Pure.....	30
Calabria.....	25
Sicily.....	14
Root.....	10
MINCE MEAT.	
Ideal, 3 doz. in case.....	2 25
MATCHES.	
Diamond Match Co.'s brands.	
No. 9 sulphur.....	1 05
Anchor Parlor.....	1 70
No. 2 Home.....	1 10
Export Parlor.....	4 00
MOLASSES.	
New Orleans.	
Black.....	11
Fair.....	14
Good.....	20
Fancy.....	24
Open Kettle.....	25 @ 35
Half-barrels 2c extra.	
MUSTARD.	
Horse Radish, 1 doz.....	1 75
Horse Radish, 2 doz.....	3 50
Bayle's Celery, 1 doz.....	1 75
PIPES.	
Clay, No. 216.....	1 70
Clay, T. D. full count.....	65
Cob, No. 3.....	85
POTASH.	
48 cans in case.....	4 00
Abbott's.....	3 00
Penna Salt Co.'s.....	3 00
PICKLES.	
Medium.	
Barrels, 1,200 count.....	5 50
Half bbls, 600 count.....	3 30
Small.	
Barrels, 2,400 count.....	6 75
Half bbls, 1,200 count.....	4 00

STARCH.



Kingsford's Corn.

40 1-lb. packages..... 6
20 1-lb. packages..... 6 1/2

Kingsford's Silver Gloss.

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

Diamond.

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

Common Corn.

20 1-lb. packages..... 4 1/2
40 1-lb. packages..... 4 1/2
20 1-lb. boxes..... 4 1/2
40 1-lb. boxes..... 3 3/4

Common Gloss.

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

STOVE POLISH.



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

SUGAR.

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

Cut Leaf..... 5 63
Domino..... 5 50
Cubes..... 5 13
Powdered..... 5 19
XXXX Powdered..... 5 25
Mould A..... 5 25
Granulated in bbls..... 5 00
Granulated in bags..... 5 00
Fine Granulated..... 5 13
Extra Fine Granulated..... 5 13
Extra Coarse Granulated..... 5 10
Diamond Confection..... 4 88
Confection Standard A..... 4 63
No. 1..... 4 63
No. 2..... 4 63
No. 3..... 4 63
No. 4..... 4 56
No. 5..... 4 50
No. 6..... 4 44
No. 7..... 4 38
No. 8..... 4 25
No. 9..... 4 19
No. 10..... 4 13
No. 11..... 4 06
No. 12..... 4 00
No. 13..... 3 94
No. 14..... 3 88
No. 15..... 3 88
No. 16..... 3 81

SYRUPS.

Barrels..... 17
Half bbls..... 19

Pure Cane.

Fair..... 16
Good..... 20
Choice..... 25

TABLE SAUCES.

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

TOBACCOS.

Cigars.

Clark-Jewell-Wells Co.'s brand.
New Brick..... 35 00
H. & P. Drug Co.'s brand.
Quintette..... 35 00
G. J. Johnson Cigar Co.'s brand.



S. C. W..... 35 00
H. Van Tongeren's Brand.
Star Green..... 35 00

VINEGAR.

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

Washing Powder.



00 12 oz pkgs..... 3 50

WICKING.

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

Fish and Oysters

Fresh Fish. Per lb.

Whitefish..... 10
Trout..... 10
Black Bass..... 15
Halibut..... 10
Clasoes or Herring..... 10
Bluefish..... 10
Live Lobster..... 18
Boiled Lobster..... 20
Cod..... 10
Haddock..... 8
No. 1 Pickerel..... 9
Pike..... 7
Smoked White..... 9
Red Snapper..... 12
Cold River Salmon..... 15
Mackerel..... 18

Oysters in Cans.

F. H. Counts..... 35
F. J. D. Selects..... 27
Selects..... 22
F. J. D. Standards..... 20
Anchors..... 18
Standards..... 16
Favorites..... 14

Oysters in Bulk.

F. H. Counts..... 1 75
Extra Selects..... 1 50
Selects..... 1 25
Anchor Standards..... 1 10
Standards..... 1 00
Clams..... 1 25

Shell Goods.

Oysters, per 100..... 1 25
Clams, per 100..... 1 00

Hides and Pelts.

Perkins & Hess pay as follows:

Hides.
Green..... 7 @ 8
Part cured..... 8 @ 8 1/2
Full Cured..... 8 1/2 @ 9 1/2
Dry..... 9 @ 11
Kips, green..... 7 @ 8
Kips, cured..... 8 1/2 @ 9 1/2
Calfskins, green..... 7 1/2 @ 9
Calfskins, cured..... 9 @ 10 1/2
Deaconskins..... 25 @ 30

Pelts.
Shearlings..... 5 @ 30
Lambs..... 4 @ 100
Old Wool..... 6 @ 100

Furs.
Mink..... 40 @ 1 20
Coon..... 25 @ 80
Skunk..... 50 @ 90
Muskrats, spring..... 10 @ 15
Red Fox..... 1 25 @ 1 50
Gray Fox..... 40 @ 70
Cross Fox..... 2 5 @ 5 00
Badger..... 20 @ 60
Cat, Wild..... 15 @ 40
Cat, House..... 10 @ 20
Fisher..... 3 50 @ 7 00
Lynx..... 1 0 @ 2 00
Martin, Dark..... 1 50 @ 3 00
Martin, Yellow..... 75 @ 1 50
Otter..... 5 00 @ 9 00
Wolf..... 7 @ 1 50
Bear..... 7 @ 1 50
Beaver..... 2 00 @ 6 00
Beaver Castors..... 8 @ 8 00
Opusum..... 5 @ 15
Deerskin, dry, per lb..... 15 @ 25
Deerskin, gr'n, per lb..... 10 @ 15

Wool.
Washed..... 14 @ 23
Unwashed..... 17 @ 17

Miscellaneous.

Tallow..... 2 1/2 @ 3 1/4
Grease Butter..... 1 @ 2
Switches..... 1 1/2 @ 2
Ginseng..... 3 @ 25

Candies.

Stick Candy.

Standard..... 6 1/2 @ 7
Standard H. H..... 6 1/2 @ 7
Standard Twist..... 6 @ 8
Cut Leaf..... 8 1/2 @ 8
Jumbo, 32 lb..... 6 1/2 @ 8
Extra H. H..... 8 1/2 @ 8
Boston Cream..... 8 1/2 @ 8

Mixed Candy.

Competition..... 6 @ 6
Standard..... 7 @ 7
Black Drops..... 7 1/2 @ 7 1/2
Royal..... 8 1/2 @ 8 1/2
Broken..... 8 1/2 @ 8 1/2
Cut Leaf..... 8 1/2 @ 8 1/2
English Rock..... 8 @ 8
Kendergarten..... 8 1/2 @ 8 1/2
French Cream..... 8 1/2 @ 8 1/2
Dandy Pan..... 10 @ 10
Valley Cream..... 13 @ 13

Fancy-In Bulk.

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

Fancy-In 5 lb. Boxes.

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

Caramels.

No. 1 wrapped, 2 lb. boxes..... 20 @ 20
No. 1 wrapped, 3 lb. boxes..... 45 @ 45
No. 2 wrapped, 2 lb. boxes..... 20 @ 20

Fruits.

Oranges.

Fancy Mexicans..... 17 @ 17
200s..... 24 @ 24

Lemons.

Strictly choice 300s..... 23 @ 23
Strictly choice 300s..... 23 @ 23
Fancy 300s..... 4 @ 4
Ex. Fancy 300s..... 4 @ 4

Bananas.

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

Foreign Dried Fruits.

Figs.
Choice, 10 lb boxes..... 10 @ 10
Extra choice, 14 lb boxes..... 12 @ 12
Fancy, 12 lb boxes..... 13 @ 13
Fancy, 50 lb boxes..... 14 @ 14
Imperial Mikados, 18 lb boxes..... 14 @ 14
Pulled, 6 lb boxes..... 14 @ 14
Naturals, in bags..... 15 @ 15
Dates.
Fards in 10 lb boxes..... 8 @ 8
Fards in 60 lb cases..... 6 @ 6
Persians, H. M. B., 60 lb cases, new..... 8 @ 8
Sairs, 60 lb cases..... 4 1/2 @ 4 1/2

Nuts.

Almonds, Tarragona..... 13 @ 13
Almonds, Ivaca..... 11 @ 11
Almonds, California, soft shelled..... 14 @ 14
Brazil new..... 8 1/2 @ 8 1/2
Filberts..... 10 @ 10
Walnuts, Grenoble..... 13 @ 13
Walnuts, Calif No. 1..... 12 1/2 @ 12 1/2
Walnuts, soft shelled..... 10 @ 10
Table Nuts, fancy..... 11 @ 11
Table Nuts, choice..... 10 @ 10
Pecans, Med..... 8 @ 8
Pecans, Ex. Large..... 10 @ 10
Pecans, Jumbos..... 12 @ 12
Hickory Nuts per bu., Ohio, new..... 14 @ 15
Cocoanuts, full sacks..... 41 @ 50
Peanuts.
Fancy, H. P., Suns..... 6 1/2 @ 6 1/2
Fancy, H. P., Flags..... 6 1/2 @ 6 1/2
Roasted..... 6 1/2 @ 6 1/2
Choice, H. P., Extras..... 4 @ 4
Choice, H. P., Extras, Roasted..... 5 1/2 @ 5 1/2

Grains and Feedstuffs

Wheat.

Wheat..... 85
Winter Wheat Flour.
Local Brands.

Patents..... 5 50
Second Patent..... 5 50
Straight..... 4 80
Clear..... 4 40
Buckwheat..... 4 75
Graham..... 4 25
Rye..... 3 50
Subject to usual cash discount.

Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.
Pillsbury's Best 1/2s..... 5 65
Pillsbury's Best 1/4s..... 5 55
Pillsbury's Best 1/8s..... 5 45
Pillsbury's Best 1/16s..... 5 45
Pillsbury's Best 1/32s..... 5 45
Ball-Barnhart-Putman's Brand.
Grand Republic, 1/2s..... 5 55
Grand Republic, 1/4s..... 5 45
Grand Republic, 1/8s..... 5 35
Lemon & Wheeler Co.'s Brand.
Gold Medal 1/2s..... 5 60
Gold Medal 1/4s..... 5 50
Gold Medal 1/8s..... 5 40
Parisian, 1/2s..... 5 60
Parisian, 1/4s..... 5 50
Parisian, 1/8s..... 5 40
Olney & Judson's Brand.
Ceresota, 1/2s..... 5 55
Ceresota, 1/4s..... 5 45
Ceresota, 1/8s..... 5 35
Worden Grocer Co.'s Brand.
Laurel, 1/2s..... 5 65
Laurel, 1/4s..... 5 55
Laurel, 1/8s..... 5 45

Meal.

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

Feed and Millstuffs.

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

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

New Corn..... 28 1/2
Less than car lots..... 30

Oats.
Car lots..... 23 1/2
Carlots, clipped..... 25 1/2
Less than car lots..... 28

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

Crackers.

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

Butter.
Seymour XXX, 3 lb. carton..... 4
Family XXX, 3 lb. carton..... 4 1/2
Family XXX, 3 lb. carton..... 4 1/2
Salted XXX..... 4
Salted XXX, 3 lb. carton..... 4 1/2

Soda.
Soda XXX..... 4
Soda XXX, 3 lb. carton..... 4 1/2
Soda, City..... 5
Zephyrette..... 9
Long Island Wafers..... 9
L. L. Wafers, 1 lb. carton..... 10

Oyster.
Square Oyster, XXX..... 4 1/2
Sq. Oys. XXX, 1 lb. carton..... 5 1/2
Farina Oyster, XXX..... 5 1/2

SWEET GOODS-Boxes.
Animals..... 9
Bent's Cold Water..... 13
Belle Rose..... 6
Cocoanut Taffy..... 8
Coffee Cakes..... 8
Frosted Honey..... 10
Graham Crackers..... 6
Ginger Snaps, XXX round..... 5
Ginger Snaps, XXX city..... 5
Gin. Snps, XXX home made..... 5
Gin. Snps, XXX scalloped..... 5
Ginger Vanilla..... 7
Imperial..... 6
Jumbos, Honey..... 10
Molasses Cakes..... 6
Marshmallow Creams..... 12
Pretzels, hand made..... 6
Pretzettes, Little German..... 6
Sugar Cake..... 6
Sultanas..... 10
Sears' Lunch..... 6
Vanilla Square..... 7
Vanilla Wafers..... 12
Pecan Wafers..... 12
Mixed Picnic..... 10
Cream Jumbles..... 11 1/2
Boston Ginger Nuts..... 6
Chinnie Padden..... 6
Pineapple Glace..... 12
Penny Cakes..... 6
Marshmallow Walnuts..... 13
Belle Isle Picnic..... 10

Provisions.

Swift & Company quote as follows:

Barreled Pork.

Mess..... 8 50
Back..... 11 00
Clear back..... 10 00
Short cut..... 9 75
Pig..... 14 50
Bean..... 8 50
Family..... 9 50

Dry Salt Meats.

Bellies..... 5 1/2
Briskets..... 5 1/2
Extra shorts..... 5 1/2

Smoked Meats.

Hams, 12 lb average..... 9
Hams, 14 lb average..... 8 1/2
Hams, 16 lb average..... 8 1/2
Hams, 20 lb average..... 7 1/2
Ham dried beef..... 15
Shoulders (N. Y. cut)..... 6 1/2
Bacon, clear..... 8 @ 9
California hams..... 6
Boneless hams..... 8 1/2
Cooked ham..... 11

Lards. In Tierces.

Compound..... 4 1/2
55 lb Tubs..... 1 1/2
50 lb Tubs..... 1 1/2
50 lb Tins..... 1 1/2
20 lb Pails..... 1 1/2
5 lb Pails..... 1 1/2
3 lb Pails..... 1 1/2

Sausages.

Bologna..... 5
Liver..... 6 1/2
Frankfort..... 7
Pork..... 6 1/2
Blood..... 6
Tongue..... 9
Head cheese..... 6 1/2

Beef.

Extra Mess..... 9 00
Boneless..... 12 25
Rumpless..... 12 50

Pigs' Feet.

Kits, 15 lbs..... 80
1/4 bbls, 40 lbs..... 1 50
1/2 bbls, 80 lbs..... 2 80

Tripe.

Kits, 15 lbs..... 75
1/4 bbls, 40 lbs..... 1 40
1/2 bbls, 80 lbs..... 2 75

Casings.

Pork..... 16
Beef rounds..... 4 1/2
Beef middles..... 10
Sheep..... 60

Butterine.

Rolls, dairy..... 10
Solid, dairy..... 9 1/2
Rolls, creamery..... 14
Solid, creamery..... 13 1/2

Canned Meats.

Corned beef, 2 lb..... 2 10
Corned beef, 14 lb..... 14 00
Roast beef, 2 lb..... 2 10
Potted ham, 1/4s..... 80
Potted ham, 1/2s..... 1 00
Deviled ham, 1/4s..... 1 00
Deviled ham, 1/2s..... 1 00
Potted tongue, 1/4s..... 60
Potted tongue, 1/2s..... 1 00

Fresh Meats.

Beef.

Carcass..... 5 1/2 @ 7 1/2
Fore quarters..... 5 @ 6
Hind quarters..... 7 @ 9
Loins No. 3..... 9 @ 12
Ribs..... 8 @ 12
Rounds..... 6 1/2 @ 7 1/2
Chucks..... 4 @ 5
Plates..... 4 @ 3

Pork.

Dressed..... 4 1/2 @ 4 1/2
Loins..... 6 1/2 @ 6 1/2
Shoulders..... 5 @ 5
Leaf Lard..... 5 1/2 @ 5 1/2

Mutton.

Carcass..... 6 @ 7
Spring Lambs..... 8 @ 9

Veal.

Carcass..... 6 @ 8

Oils.

Barrels.

Eocene..... 11 1/2 @ 11 1/2
XXX W. W. Mich. Hdt..... 8 1/2 @ 8 1/2
W. W. Michigan..... 8 @ 8
Diamond White..... 7 @ 7
D. S. Gas..... 8 @ 8
Deo. Naptha..... 7 1/2 @ 7 1/2
Cylinder..... 25 @ 25
Engline..... 11 @ 11
Black, winter..... 8 @ 8

Crockery and Glassware.

AKRON STONEWARE.

Butters.

1/2 gal., per doz..... 50
1 to 6 gal., per gal..... 5 1/2
8 gal., per gal..... 6 1/2
10 gal., per gal..... 6 1/2
12 gal., per gal..... 6 1/2
15 gal. meat-tubs, per gal..... 8
25 gal. meat-tubs, per gal..... 8
30 gal. meat-tubs, per gal..... 10

Churns.

2 to 6 gal., per gal..... 5 1/2
Churn Dashers, per doz..... 85

Milkpans.

1/2 gal. flat or rd. bot., doz..... 60
1 gal. flat or rd. bot., each..... 5 1/2

Fine Glazed Milkpans.

1/2 gal. flat or rd. bot., doz..... 65
1 gal. flat or rd. bot., each..... 5 1/2

Stewpans.

1/2 gal. fireproof, ball, doz..... 85
1 gal. fireproof, ball, doz..... 1 10

Jugs.

1/2 gal., per doz..... 40
1/2 gal., per doz..... 50
1 to 5 gal., per gal..... 6 1/2

Tomato Jugs.

1/2 gal., per doz..... 70
1 gal., each..... 7
Corks for 1/2 gal., per doz..... 20
Corks for 1 gal., per doz..... 30

Preserve Jars and Covers.

1/2 gal., stone cover, doz..... 75
1 gal., stone cover, doz..... 1 00

Sealing Wax.

5 lbs. in package, per lb..... 2

LAMP BURNERS.

No. 0 Sun..... 45
No. 1 Sun..... 50
No. 2 Sun..... 75
Tubular..... 65
Security, No. 1..... 65
Security, No. 2..... 85
Nutmeg..... 50
Climax..... 1 50

LAMP CHIMNEYS-Common.

No. 0 Sun..... Per box of 6 doz.
No. 1 Sun..... 1 88
No. 2 Sun..... 2 70

First Quality.

No. 0 Sun, crimp top, wrapped and labeled..... 2 10
No. 1 Sun, crimp top, wrapped and labeled..... 2 25
No. 2 Sun, crimp top, wrapped and labeled..... 3 25

XXX Flint.

No. 0 Sun, crimp top, wrapped and labeled..... 2 55
No. 1 Sun, crimp top, wrapped and labeled..... 2 75
No. 2 Sun, crimp top, wrapped and labeled..... 3 75

CHIMNEYS-Pearl Top.

No. 1 Sun, wrapped and labeled..... 3 70
No. 2 Sun, wrapped and labeled..... 4 70
No. 2 Hinge, wrapped and labeled..... 4 88
No. 2 Sun, "Small Bulb," for Globe Lamps..... 80

La Bastie.

No. 1 Sun, plain bulb, per doz..... 1 25
No. 2 Sun, plain bulb, per doz..... 1 50
No. 1 Crimp, per doz..... 1 35
No. 2 Crimp, per doz..... 1 60

Rochester.

Hardware

The Arrangement and Care of Goods.

Among the difficulties the hardware dealer has to contend with is the proper disposal of the commoner goods with their various sizes, such as nails, bolts, rivets, etc., sold by the pound, or by count, like screws, and such small tools as drills, files, etc., and the disposal of such rough and refractory articles as rope, wire, barbed and plain, lead pipe, chain, etc. In many stores the problem of keeping the rougher goods out of the way, so that the store shall present a tidy appearance and yet have all accessible, is a serious one. There are numberless devices in use, but in looking over his stock almost every dealer sees some obtrusive and unsightly article which he wishes could be stowed more shipshape, to borrow a nautical allusion. I shall try to describe a few of the many plans, using drawings where they may be necessary, some of which may afford valuable suggestions.

Perhaps the first in importance, if not in annoyance, are the proper receptacles for retailing nails. It is desirable that these shall be large enough to hold a sufficient quantity, so that they will not need to be filled too often, and they should be so constructed that the nails can be all taken out easily, so that there will be no accumulation in corners to rust, and so that if there is accidental mixing it may be gotten rid of by all being handled over. Perhaps as good an arrangement as any is that shown in the illustration herewith, Figs. 1 and 2

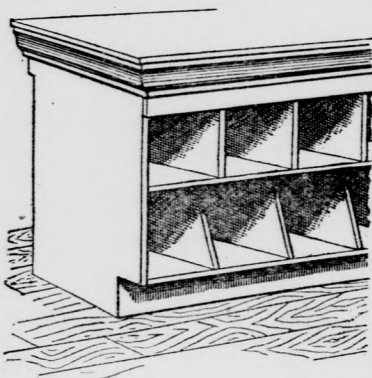


FIG. 1.

The counter is the same in height and general appearance as the others used in the store, the nail boxes occupying the space underneath according to the usual practice, opening from the outside of the counter. Such a counter may be made with more or less compartments to meet requirements, may be varied in size and may be made to hold other goods, as boiler rivets, fence staples, etc.

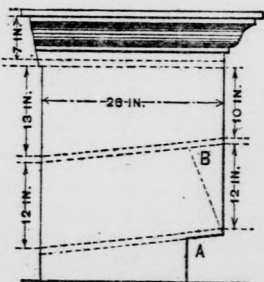


FIG. 2.

The compartments are 12 inches wide and 26 inches deep, the lower row being 12 inches high and the upper row 10

inches high in front and 13 inches high in the rear, measurements in the clear. Each bin of this size can accommodate 100 pounds of nails. The dotted lines in Fig. 2 indicate the inclination of the partitions or bottoms of the compartments. It will be noticed that there is an offset at A at the floor to provide room for the scalescoop while it is being filled. The divisions of the lower row of bins are also cut back at the top, to give room for the scoop for the same purpose. The space of 7 inches between the top of the counter and the top of the upper bins opens toward the rear and is used for such articles as shot, bar lead, etc., when these are not better provided for elsewhere.

J. MESSERSCHMIDT.

The Hardware Market.

Trade continues good in this section of Michigan and there is little change to note in prices. Manufacturers are all busy, but realize that a dull season is liable to soon come, and are not disposed at the present time to make any advances. On some lines of shelf hardware which have not been moving very freely there has been a slight weakening, but nothing of sufficient importance to make any change in wholesale prices. The iron and steel market continues strong and reports from iron centers indicate that the factories at the present time are in full blast—a condition which has not existed for many years.

Wire Nails—The market remains stationary and, while the daily papers are full of reports that a combination has been or will be effected, the prices at present remain stationary. There is no disposition on the part of jobbers or retailers to speculate, as their experience in the past has not been profitable. It is a fact, however, that, if arrangements to control the output of wire rods, as well as the product of all wire nail factories, are effected, higher prices will be the order of the day. As winter is coming on, when the demand for nails is limited, this condition does not seem to give the general trade very much worry.

Barbed and Plain Wire—The demand is very limited. Prices remain the same as reported in our last market.

Sheet Iron—The demand continues good and prices remain firm. In certain sections it has been impossible to get orders filled for sheet iron, which has caused a great scarcity of elbows and kindred products.

Window Glass—Window glass is very scarce and it seems impossible to get small orders filled complete from any one factory. Unless arrangements are soon made between men and manufacturers, glass will soon be 50 per cent. off and even at that price it will be impossible to get a supply. The market at the present time is being quoted at 60 per cent. either by box or light.

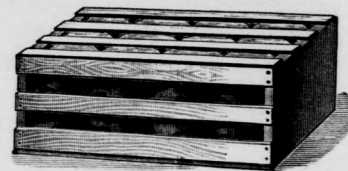
Shovels and Spades—The Shovel Association continues to exist and is very strong in its present construction. The recent advances adopted by manufacturers are being fully maintained by jobbers, as there are no indications that any lower prices can be obtained, and they feel it is folly to sell goods for less than they can be replaced. If retailers are wise, they will mark their goods up to correspond with the prices which they are now obliged to pay.

A good Arabian horse can canter in the desert for twenty-four hours in summer and forty-eight in winter, without drinking.

TO BE GIVEN OUT TO FARMERS BY UP-TO-DATE GROCERS, TO BE RETURNED WHEN FILLED.



Parchment-Lined Paraffined Butter Packages



No handling of butter necessary, and your customers are better pleased. Light and strong, neat and attractive. You save more than their cost.

TRY A CASE ON APPROVAL.

...Michigan Package Co., Owosso, Mich.

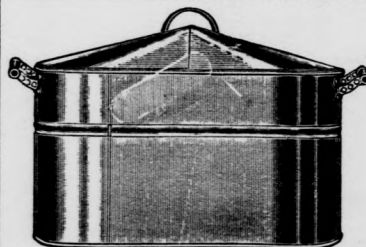


MILLER BROS.,

MFRS. OF THE

SCIENTIFIC BEAN PICKER

ROCHESTER, MICH.

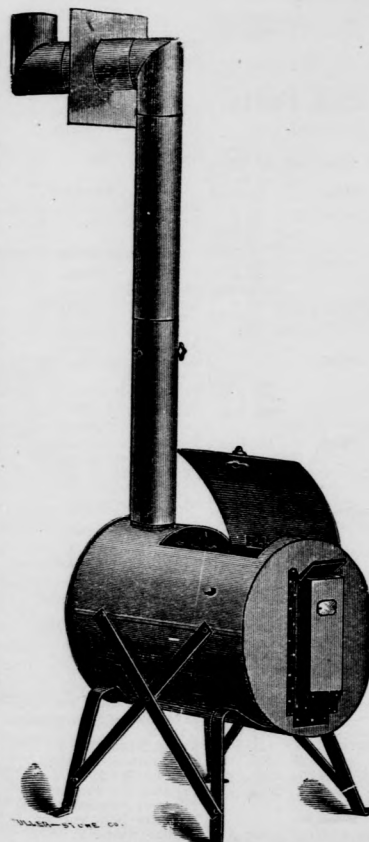


Wm. Brummeler & Sons,

Manufacturers and Jobbers of

TINWARE, ENAMELED WARE and NICKEL PLATED WARE.

Factory and Salesrooms, 250 South Ionia Street, GRAND RAPIDS, MICH.



Barber Patent Car Stove



We have made and sold this for years and it is the only perfect stove of its kind that is made.

Write for prices.

FOSTER, STEVENS & CO.,
Grand Rapids, Michigan.

Reforms That Failed to Reform.

I found a hardwareman the other day who, as a reformer of his own methods, was confessedly a failure, and yet he was the most cheerful man I ever saw. He even chuckled as he recounted his efforts to adopt some of the innovations of the hardware trade.

"No, sir," he said, "I'm simply a plain, every-day merchant. There's no fringes on me. I tried to get some once, but I didn't do it and I've stopped trying now."

"You don't look as if you needed any fringes," I said, for his store was prosperous in appearance.

"Oh, well," he said, "I thought I did once, but I don't any longer."

"What changed your ideas?" I asked.

"I didn't have any luck with my attempts," he said. "Fell flat on 'em every time. Then I stopped makin' 'em and settled down."

"Never told you how I got slumped when I tried to stop delivering goods, did I?"

He never had.

"Well, it was about three years ago now. I had a pretty good delivery man, and I paid him \$12 a week. Then my horse cost me a good deal, and, all told, I don't believe my delivery service stood me in much less than \$15 or \$16 every week. Well, I got to thinkin' one day, and decided that it was money wasted. So, to make a long story short, I issued a statement that no more goods would be delivered, and as an inducement to balance against this I reduced all my goods five per cent. I could afford to do so, you see.

"Well, the scheme didn't work. I lost some trade by it the very first day, and the second day some workmen at the hospital about a mile out here, where I've always sold goods, came and ordered about \$15 worth of tools. I told them I didn't deliver any more, and one of them said: 'Well, we'll have to go somewhere, then, where they do deliver, for we can't carry the goods ourselves, that's certain.' Well, what did I do? Why, I give up, that's what I did, and I've delivered goods like a little man ever since.

"That's reform No. 1. Then I used to be overrun with bums—loafers that used to come in the store and spend the whole evening. I knew it was a burtin' me, but I didn't know how to get rid of 'em, so I made up my mind to take a firm stand. I came out one night and made a regular little speech. I told 'em, while I liked 'em personally, and would be glad to have 'em come to my house at any time, they were hurtin' my business, and would have to clear out, or words to that effect. They got out, but they was madder'n wet hens, and I knew they'd be up to some foolishness or other; and what did they do? Why, my daughter was sick in bed with the mumps, and these fellows started the report that she had the smallpox. Why, the first day that got about the town, I didn't have two customers. Why, it hurt me awful; but I couldn't stop it. As fast as I'd deny it, these fellows would tell around that I didn't want to have to close my store because I'd lose so much business."

"What did you do?" I asked.

"I'll tell you what I done, and you'd a done the same thing if you'd a been me. I went to those fellows and asked 'em back in my store again. It was a crawfishin' thing to do, but I had to do it because I was losin' my trade. There was so many of 'em that I couldn't get the report out of the way.

But when they came back it all died out in a few days; and if you're here Saturday afternoon you'll see 'em a settin' right 'round the stove. That's how I got stuck on reform No. 2.

"I believe that's all the things I ever tried—no, wait! I read a piece in some paper once that women clerks was the best sort to draw trade, and I put in one. She was a likely sort of a girl, about 35 years old—Mandy Smith. Know what Mandy done? Before I'd had her two months she told all around town that me and her was engaged. I'm a widower, you know. Why, every man I'd see on the street would run me about it, until I was afraid to go out. The papers all had it in, and I was miserable. That woman would just sit and grin when she was asked about it—I saw her one night. Well, I had to discharge her, and then she started a report that she'd jilted me. Never even asked her to marry me! You bet your boots no woman comes in here to pester me again. They've got no business in a hardware store, anyhow. Let 'em stay at home and mend stockin's.

"No, sir," he went on, "the old-fashioned hardware business is good enough for me. I don't want no fringes on it, neither. I've made a livin' out of it for nearly twenty years, and calc'late to make a livin' out of it for that many more if I'm spared, and that without any bifalutin' nonsense, too."—G. W. in Hardware Dealers' Magazine.

What Standard Oil Has Done.

Ex-Gov. Flower in Gunton's.

The Standard Oil company is probably the best example of the pure trust form of organization. It was the first in the field, has had the most abuse and lived the longest, and hence is the most representative. I have looked this up also. It was organized in 1872 and prior to that time oil was poor and even dangerous to use. Exploding lamps were of daily occurrence. With the organization of the trust, the capital that was previously scattered among a large number of small concerns was concentrated and the skillful knowledge of the best concerns was applied to the methods of all. Immediately there began a series of experiments for improving the quality as well as reducing the cost of refining and transporting oil. Among these economies was a system of pipe lines, by which oil can be directly pumped from the wells to the refineries at the great centers. There were two such lines reaching New York, one each to Philadelphia, Baltimore, Buffalo, Cleveland, Pittsburg and Chicago. This was a saving of over 50 per cent. in the cost of transportation.

In other departments of the business I find that similar economies have been developed. In the manufacture of barrels the cost has been reduced to an aggregate of nearly \$4,000,000 a year. In the manufacture of tin cans a saving of 50 per cent. has been made since 1874. Since the company uses about 30,000,000 tin cans a year, this economy amounts to a saving of about \$4,500,000 annually. It is the same with the wooden cases, where the price has been reduced from 20 to 13 cents since 1874, an actual saving of \$1,250,000. As a result of these economies and improvements in the methods of refining, which the greater concentration of capital has made possible, the quality of the oil has been improved, the explosive element having been eliminated, and the illuminating quality greatly increased, and the price to the consumer has been reduced from 24.24 cents per gallon to 6.25 cents per gallon, or over 75 per cent.

A Match Sure Enough.

"I know what ought to be done with cigarette fiends."

"What?"

"Marry them to the girls who kiss their poodles."

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings, genuine.....	25&10
Jennings, imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50& 5
Central Fire.....	25& 5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 50
Corrugated.....	1 25
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$25.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&10
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
NAILS	
Advance over base, on both Steel and Wire.....	
Steel nails, base.....	1 65
Wire nails, base.....	1 75
20 to 60 advance.....	Base
10 to 16 advance.....	65
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	40
2 advance.....	45
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 1/2 advance.....	85
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20.....	
"B" Wood's patent planished, Nos. 25 to 27 9 20.....	
Broken packages 1/4c per pound extra.....	
HAMMERS	
Maydole & Co.'s, new list.....	dis 35
Kip's.....	dis 25
Verkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list
Blacksmith's Solid Cast Steel Hand 30c list.....	40&10

HOUSE FURNISHING GOODS.	
Stamped Tin Ware.....	new list 75&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&1
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50
WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/4 inch and larger.....	5 1/2
Manilla.....	8
SQUARES	
Steel and Iron.....	
Try and Bevels.....	
Mitre.....	
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	\$2 70 \$2 40
Nos. 18 to 21.....	2 70 2 40
Nos. 22 to 24.....	3 00 2 45
Nos. 25 to 26.....	3 10 2 55
No. 27.....	3 30 2 75
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SAND PAPER	
List acct. 19, '86.....	dis
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's.....	70&10
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 10
Barbed Fence, painted.....	1 80
HORSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	40
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Cistern.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	6 1/2
Per pound.....	6 1/2
SOLDER	
1/4@.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x28 IC, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	4 00
14x20 IC, Charcoal, Allaway Grade.....	5 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, per pound.....	9
14x56 IX, for No. 9 Boilers, per pound.....	9
Write for prices. 'Phone 1357.	
THOMAS DUNN & SONS,	
WHOLESALE	
HARDWARE SPECIALTIES, BELTING,	
Engineers, Machinists and	
Factory Supplies.	
93 PEARL STREET. GRAND RAPIDS.	



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6 quires, 480 pages.....4 00

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TRADESMAN COMPANY,
GRAND RAPIDS, MICH.

Woman's World

Innate Selfishness of the Unconventional Woman.

The society woman dropped another lump of sugar in her tea and stirred it reflectively. "Whenever," she remarked in a confidential aside to a group of pretty debutantes, "whenever a woman tells me that she is thoroughly unconventional I always put a black mark against her name on my visiting list. No matter how charming she may be, no matter how desirable she be in other ways, I know she is bound to be a trouble and a worry and had better be avoided. She is the woman who can never be depended on to do the right thing at the right time. She aggravates your soul by neglecting to reply to invitations, and ruins your temper by coming when you don't want her and going when you wish her to stay, and imperils the peace of the community by saying the things that should be left unsaid. She is a boomerang in society that is continually flying back and knocking down innocent people.

"Now, just why a woman should account it unto herself for virtue to defy the usages of good society is something I have never been able to understand. You often hear some woman described as 'conventional' in a tone of voice that implies a criticism. It would be quite as just to attempt to throw obliquely upon a man because he was accused of being a good citizen who respected and obeyed the laws. When mankind decided to cease being wild beasts and become civilized they made for their guidance certain regulations, which they mutually agreed to conform to for the general good. That is precisely what the conventions of society attempt. They are the laws we have evolved to protect ourselves from the tender mercies of indiscreet friends and the machinations of our enemies. They are simply the 'keep off the grass signs' with which we warn trespassers off our individual liberties."

As a matter of fact, the attitude of the woman who is thoroughly unconventional is one of utter selfishness. She never takes anything but her own desires into consideration, and it never troubles her in the least that she upsets other people's plans. You ask her to dinner, for instance. All over the civilized world a dinner invitation is a sight draft on politeness that must be honored at once. But the woman who prides herself on her unconventionality declares she will never be ruled by the hide-bound laws of society, so she does not reply to your invitation until it suits her. The days go by, and you agonize over your table, not knowing whether she will come or not. Perhaps on the last day she telephones that she will not come. In hot haste, and deadly fear of giving offense, you ask a substitute to fill her place; then, just at the last minute, she walks serenely in, and calmly announces that she decided to come after all. You conjure up a sickly smile of welcome, rush out and interview the waitress, and count the entrees, put on another plate, and wish to goodness you could make the laws for about five minutes while you fixed a penalty fitting the crime for such an offense. It doesn't make a bit of difference what kind of a woman she is. Although she were the Venus de Medici in looks, an Aspasia in wisdom and a Mme. de Staël in wit, she has ruined your dinner party, and

all because she refused to recognize the laws laid down for such occasions.

Then there are those delightfully unconventional people who take the liberty of revising your invitation list. In their opinion an invitation is a family affair, and transferable from one member to another. They accept with alacrity, and send whom they please, so that at your dinner of ceremony to a scientist you may have addle-pated Cholly, who doesn't know a blessed thing above a two-step, in place of his learned father, or at your butterfly luncheon to a debutante Maud's elephantine mother may appear in her place as a substitute that is expected to fill your soul with joy. It may be taken as a rule that a hostess generally knows what she is about and has given some thought to the people she is to bring together. A tactful woman arranges such a matter with as nice sense of shading as a painter does a picture, and it is an unpardonable impertinence for a guest to presume to alter it.

Another thing the unconventional woman triumphs in is in disregarding the hours on her cards of invitation. Many of us have houses built on the contracted Queen Anne style of architecture, and a hospitality designed on the roomy old colonial order. To reconcile these two, we invite some of our friends to come from 3 to 5, say, and others from 5 to 7. If they would do it all would be well. We have probably spent sleepless nights trying to arrange our invitations so that certain congenial cliques would come at the same time and miss other uncongenial factions. At any rate it would give everyone plenty of room and not overcrowd the dining-room. It is a lovely theory, but the unconventional woman knocks it silly, because she would rather die than go just when she is expected. She waits until the women who are receiving have grown limp with fatigue, and the other people are coming, then she rushes in in her might and packs the little dining-room to suffocation, and turns what you had hoped would be a lovely little reception into something that is a pushing, scrambling mob.

We all know the woman who proudly proclaims she never does any ceremonious visiting, or goes to see people on their "at home" day. It is nothing to her colossal conceit that you might be pleased to see her on that day and very sorry to see her at any other time. Then you have your rooms comfortable, you have donned your pretty house frock and have a smile and a hearty welcome for all who come. On another day the story is entirely different. Every woman has plenty of work at home to take up her time. You may be busy making pickles, darning the children's stockings, doing a hundred household odds and ends of jobs, with your hair in curl papers and your working frock on. Here comes the unconventional woman, who will call when she pleases, and you must put down everything and go and see her. There is a fiction that we are always glad to see our friends. We are not. There are times when their visits are an unmitigated nuisance. Familiarity breeds contempt, says the old adage. The familiarity that is always popping into your house at all times of the day is the fruitful parent of gossip, hatred, malice and all uncharitable-ness.

Of course, the unconventional woman scorns the weakness of dress. To be suitably gowned for an occasion is to her an evidence of a tottering under-

standing and a weak intellect. She is never so happy as when she looks like a figure of fun. Give her the opportunity to appear at an evening reception in bicycle leggings and a short skirt, and her cup of bliss overflows. She doesn't mean any rudeness to her hostess. She fails to comprehend that one's clothes are the subtlest sort of a compliment, and that they may either say, "Oh, I don't think much of this. Any old thing will do to wear to your house," or else, "I have put on my bravest and best, as is only fitting when I am your guest."

I don't deny the frequent charm of the unconventional woman. She has the absorbing interest we all feel in a thing that is angles in every direction, and that we don't quite know how to handle. There is even a charm in her blunt speech, and the uncompromising directness with which she tells us the truth; but, like certain pungent sauces, a little of her will flavor a great deal of society. After all, it is the conventional woman who is the one with whom it is easy to get along. She may not be exciting, but she is satisfactory. She does what you expect her to do. She recognizes your rights, and insists on her own. She knows what to see and when to be blind. She never looks under the crust to see the under side of things, and accepts your polite fibs in the spirit in which they are offered. She never makes you uncomfortable. She never brings up forbidden topics. If you lived at the top of a tenement house, and she went there to see you, she would never complain of the steps, but insist upon the magnificence of the view. If you served her fricassee cat, she would eat it, and talk about the ancient civilization of the Chinese.

"It takes a great many things to make this a comfortable world, my dear girls," remarked the society woman, setting down her teacup and smiling at the debutantes, "and chief among them is conventionality. Whatever else you may do, for goodness' sake, don't be unconventional." DOROTHY DIX.

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WANTED—GROCERY STOCK IN EX- change for house and lot located in the thriving town of Rockford, fifteen miles north of Grand Rapids. Full particulars on application. John J. E. Y., Rockford, Mich. 438

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FOR SALE ONE-HALF INTEREST IN well-selected stock of groceries and crockery. Will sell right if sold at once. Other business is reason for selling. Address F., Lock Box 2, Portland, Me. 432

FOR SALE—RESIDENCE AND MARKET attached, tools and wagons, located in the bustling town of Oak Grove, on the Ann Arbor Railroad, seven miles to nearest market. A bargain for some one. Address E. D. Dickerson. 431

FOR EXCHANGE—PRODUCTIVE CITY property and cash for dry goods or general merchandise. Address L. & Co., Rockford, Mich., Box 7. 430

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

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

WANTED—GOOD DRY BEECH AND MAPLE 16-inch block wood, not less than two-thirds hard maple. Price on cars at shipping point. A. Hyde, 800 Madison Ave., Grand Rapids, Mich. 411

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

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

FOR EXCHANGE—A WELL-SORTED drug stock that will inventory \$1,200 for a stock of groceries. Address John Cooper, 340 Woodworth avenue, Grand Rapids, Mich. 366

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FOR SALE—JUDGMENT FOR \$8.08 AGAINST Niles H. Winans, real estate agent in the Tower Block. Tradesman Company, Grand Rapids. 382

PATENT SOLICITORS.

FREE—OUR NEW HANDBOOK ON PAT- ents. Ciley & Alliger, Patent Attorneys, Grand Rapids, Mich. 359

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WANTED—POSITION IN WHOLESALE OR retail grocery or crockery business by sale man of eight years' experience. Address No. 436 care Michigan Tradesman. 435



Fallis' Pancake Flour
Fallis' Self-Rising Buckwheat

20 1b. sacks to a case. \$3.50

FALLIS & CO., Toledo, O.

WM. R. TOMPKINS, Agent, Detroit, Mich.

Travelers' Time Tables.

DETROIT, Grand Rapids & Western. June 27, 1897.

Going to Detroit.
Lv. Grand Rapids.....7:00am 1:35pm 5:35pm
Ar. Detroit.....11:40am 5:45pm 10:20pm

Returning from Detroit.
Lv. Detroit.....8:00am 1:10pm 6:10pm
Ar. Grand Rapids.....12:55pm 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 Railway System Detroit and Milwaukee Div

(In effect October 3, 1897.)

Leave. **EAST.** **Arrive.**
+ 6:45am...Saginaw, Detroit and East...+ 9:55pm
+ 10:10am...Detroit and East...+ 5:07pm
+ 3:30pm...Saginaw, Detroit and East...+ 12:45pm
+ 10:45pm...Detroit, East and Canada...+ 6:35am

WEST
+ 7:00am...Gd. Haven and Int. Pts...+ 10:15pm
+ 12:53pm...Gd. Haven and Intermediate...+ 3:22pm
+ 5:12pm...Gd. Haven Mil. and Chl...+ 10:06am
+ 10:00pm...Gd. Haven and Mil...+ 10:00pm
Eastward—No. 14 has Wagner parlor car. No. 18 parlor car. Westward—No. 11 parlor car. No. 15 Wagner parlor car.
*Daily. +Except Sunday.
E. H. HUGHES, A. G. P. & T. A.
BEN. FLETCHER, Trav. Pass. Agt.,
JAS. CAMPBELL, City Pass. Agent,
No. 23 Monroe St

CHICAGO and West Michigan R'y Nov. 21, 1897.

Going to Chicago.
Lv. G. Rapids.....8:30am 1:25pm +11:30pm
Ar. Chicago.....3:10pm 6:50pm 6:40am

Returning from Chicago.
Lv. Chicago.....7:20am 5:15pm +11:30pm
Ar. G'd Rapids.....1:25pm 10:30pm + 6:20am

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

Traverse City, Charlevoix and Petoskey.
Lv. G'd Rapids.....7:30am 5:00pm
Ar. Traverse City.....12:40pm 11:10pm
Ar. Charlevoix.....3:15pm
Ar. Petoskey.....3:45pm

PARLOR AND SLEEPING CARS: CHICAGO.
Parlor cars leave Grand Rapids 1:15 p. m.; leave Chicago 5:15 p. m. Sleeping cars leave Grand Rapids +11:30 p. m.; leave Chicago +9:30 p. 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 June 20, 1897.

Northern Div. Leave Arrive
Trav. City, Petoskey & Mack...+ 7:45am + 5:15pm
Trav. City, Petoskey & Mack...+ 2:30pm + 6:30am
Cadillac.....+ 5:25pm + 11:15am
Train leaving at 7:45 a. m. has parlor car, and train leaving at 2:30 p. m. has sleeping car to Mackinaw.

Southern Div. Leave Arrive
Cincinnati.....+ 7:10am + 8:25pm
Pt. Wayne.....+ 2:00pm + 2:10pm
Cincinnati.....+ 7:00pm + 7:25am
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 7:15, m

GOING EAST.
Lv. 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.).....+ 7:45am
Lv. Mackinaw City.....4:20pm
Ar. Gladstone.....9:15pm
Ar. St. Paul.....8:45am
Ar. Minneapolis.....9:30am

EAST BOUND.
Lv. Minneapolis.....+ 6:30pm
Ar. St. Paul.....7:20pm
Ar. Gladstone.....5:45am
Ar. Mackinaw City.....11:00am
Ar. Grand Rapids.....10:00pm
W. R. CALLAWAY, Gen. Pass. Agt. Minneapolis
E. C. OVIATT, Trav. Pass. Agt., Grand Rapids.

CANADIAN Pacific Railway.

EAST BOUND.
Lv. Detroit.....+ 11:45am + 11:35pm
Ar. Toronto.....8:30pm 8:15am
Ar. Montreal.....7:20am 8:00pm

WEST BOUND.
Lv. Montreal.....8:55am 9:00pm
Lv. Toronto.....4:00pm 7:30am
Ar. Detroit.....10:45pm 2:10pm
D. McNicol, Pass. Traffic Mgr. Montreal.
E. C. Oviatt, Trav. Pass. Agt., Grand Rapids.

DULUTH, South Shore and Atlantic Railway.

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

EAST BOUND.
Lv. Duluth.....+ 11:15am 4:30pm
Ar. Nestorah.....+ 11:15am 2:40am
Ar. Marquette.....1:30pm 4:30am
Lv. Sault Ste. Marie.....3:30pm 11:00am
Ar. Mackinaw City.....8:40pm 11:00am
G. W. HERRARD, Gen. Pass. Agt. Marquette.
E. C. Oviatt, Trav. Pass. Agt., Grand Rapids

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WHOLE WHEAT FLOUR

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



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

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

The President of the United States of America,

To

HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you,

GREETING:

Whereas, it has been represented to us in our Circuit Court of the United States for the District of New Jersey, in the Third Circuit, on the part of the ENOCH MORGAN'S SONS COMPANY, Complainant, that it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District of New Jersey, against you, the said HENRY KOCH, Defendant, to be relieved touching the matters therein complained of, and that the said

ENOCH MORGAN'S SONS COMPANY,

Complainant, is entitled to the exclusive use of the designation "SAPOLIO" as a trade-mark for scouring soap.

Now, Therefore,

we do strictly command and perpetually enjoin you, the said HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you, under the pains and penalties which may fall upon you and each of you in case of disobedience, that you do absolutely desist and refrain from in any manner unlawfully using the word "SAPOLIO," or any word or words substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring soap not made or produced by or for the Complainant, and from directly, or indirectly,

By word of mouth or otherwise, selling or delivering as "SAPOLIO," or when "SAPOLIO" is asked for,

that which is not Complainant's said manufacture, and from in any way using the word "SAPOLIO" in any false or misleading manner.

Witness,

The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 16th day of December, in the year of our Lord, one thousand, eight hundred and ninety-two.

[SEAL]

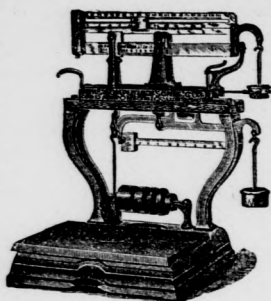
ROWLAND COX,

Complainant's Solicitor

[SIGNED]

S. D. OLIPHANT,

Clerk



Have Confidence

In knowing you are not purchasing cheap and inferior imitations.

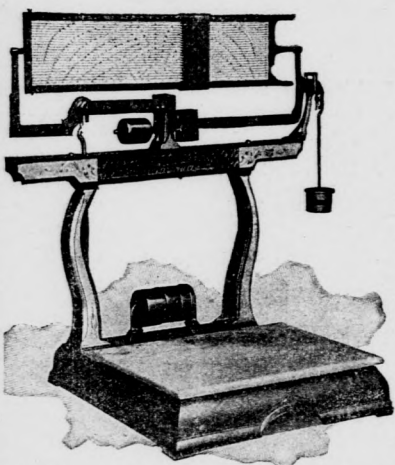
These curves are on all original platform Computing and Money Weight scales made by us, and you well know that all the scales we make are leaders in fineness, sensitiveness, durability and profit saving powers.

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.

The Stimpson Computing Scale



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

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

We have no trolley or tramway to handle.

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

We do not follow, but lead all competitors.

We do not have a substitute to meet competition.

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

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

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

**The Stimpson Computing Scale Co.,
ELKHART, IND.**

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

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

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**Office and Works, BUTTERWORTH AVE.,
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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.