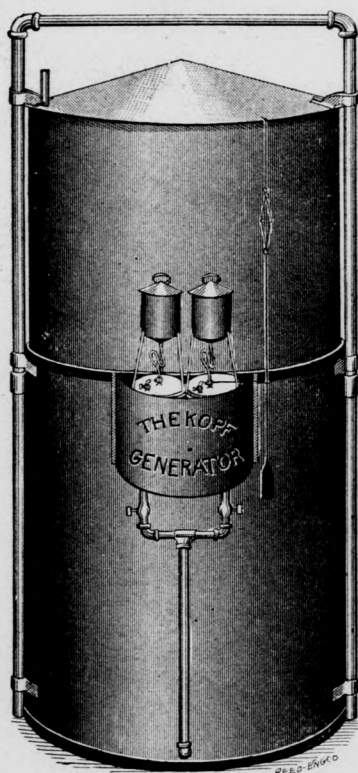


The Kopf Acetylene Gas Machine.



Don't
Be
Deceived

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

The Kopf Generator is the best.

M. B. WHEELER & CO.

MANUFACTURERS,
25 Fountain St.,
GRAND RAPIDS, MICH.

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.

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

MUSTARD versus SAUCE.

BAYLE'S HORSERADISH MUSTARD

Is the ORIGINAL and GENUINE Horseradish Mustard.

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

There seems to be a reason for this. Sauces, although appetizing, are made with drugs and are more or less disguised in their nature and artificial in their effects. Mustard, on the contrary, strengthens the natural tone of the stomach, increases the flow of the gastric juice, and thereby promotes the general bodily health. It is probably on account of this power of giving life to the system and enabling it to throw off unhealthy products that the English in former years used mustard as a medium of purifying the blood in skin diseases and similar ailments. For some time past we have made quite a study of mustard, its proper preparation and the preservation of its qualities. Our line of mustards is quite complete, and each and all will be found to be so put up and packed as to last for years in perfect condition.

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

SOLE MAKER...

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

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.

STUDLEY & BARCLAY

MACKINTOSHES,
CANDEE RUBBER
BOOTS AND SHOES,
BELTING AND MILL
SUPPLIES.



4 Monroe St.,

Grand Rapids.



GRAND
RAPIDS
PAPER
BOX
CO.



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.

Season Opened

Grocers who sell Oysters or Oyster Crackers should handle

Sears' Saltine Wafers



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

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

**THE NEW YORK BISCUIT COMPANY,
GRAND RAPIDS.**

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

STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

OILS

NAPHTHA AND GASOLINES

Office and Works, BUTTERWORTH AVE.,

GRAND RAPIDS, MICH.

Bulk works at Grand Rapids, Muskegon, Manistee, Cadillac, Big Rapids, Grand Haven, Traverse City, Ludington, Allegan, Howard City, Petoskey, Reed City, Fremont, Hart, Whitehall, Holland and Fennville

Highest Price Paid for Empty Carbon and Gasoline Barrels.

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



Enameline
The Modern **STOVE POLISH**

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

MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, DECEMBER 8, 1897.

Number 742

OLDEST, most reliable wholesale clothing manufacturers in **Rochester, N. Y.**, are

KOLB & SON

Our Spring Line ready—Winter Line still complete. Best \$5.50 all wool Kersey Overcoat, 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, December 16, 17, 18, and 19. Customers' expenses allowed.

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.

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 Widdicomb 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.

Hides, Pelts and Wool.

The hide market remains firm at the recent advance, with a slight increase of supply, while the demand is fully equal. Calf and light skins have weakened materially from being put on the free list by recent decisions on the tariff, but it remains to be seen how far reaching this may be, owing to the uncertainty. The supply in this line is small, while the trade demand for leather is good; in fact, in all leather lines trade is good at advanced prices.

Pelts are weaker, as the pullers have become tired of paying more for wool on the skin than it will bring off. There are lots accumulated at prices higher than the pullers will pay and holders are willing to concede prices, but hold hard to obtain near cost.

The wool market is strong at old prices, with light sales and considerable more enquiry, which comes principally from manufacturers who wish more stock to complete former orders for goods, while some larger concerns which have the cash are making purchases in the belief that wools will be no lower and that it is a good time to lay in for the future. London had little in last sales for American wants, while some good sized purchases were made in Australia for this side. The shortage in Australia is much greater than previous reports, which indicates advance in the future before the new clip comes in. Wool manufacturers are busy and the consumption of wools was never so great as at present. Prices are 10 @12 per cent. below the importing point. The supply of foreign wools is ample for present needs, but it is not offered on the present market. Holders have faith in the future, with little speculative demand. **WM. T. HESS.**

And Still They Come.

Marquette, Dec. 7—The following are the most recent additions to the membership of the Lake Superior Commercial Travelers' Club:

Frank Hartman, Chicago, with A. Bauer & Co., Chicago.

W. B. Moon, Warsaw, Ind., with W. F. McLaughlin & Co., Chicago.

A. H. Montgomery, Grand Rapids, with Rindge, Kalmbach & Co., Grand Rapids.

J. W. Gray, Minneapolis, with E. P. Stacy & Co., Minneapolis.

F. L. Baldwin, Munising, with Michigan Oil Department.

J. C. McMillen, Milwaukee, with Milwaukee Casket Co.

M. R. Manhard, Marquette.

L. P. Murray, Marquette, with Plankinton Packing Co. Milwaukee.

E. V. Norton, Duluth, with C. E. Andrews Co., Milwaukee.

J. C. Buckland, Milwaukee, with Cudahy Bros. & Co., Cudahy, Wis.

R. Bodenback, Milwaukee, with Gale & Frank Co., Milwaukee.

A. H. Price, Chicago, with Spaulding & Merrick, Chicago.

Walter Bradford, Brockton, Mass., with Geo. E. Keith Co., Brockton, Mass.

Z. C. Tucker, Minneapolis, with North Star Shoe Co., Minneapolis.

Sanford M. Cohen, Milwaukee, with Cohen Bros. & Co., Milwaukee.

S. F. White, Chicago, with H. W. King & Co., Chicago.

H. F. Nickerson, Ishpeming, with I. E. Swift, Ishpeming.

M. A. Dunning, Menominee, with Morley Bros., Saginaw.

M. E. Rounds, Oshkosh, with E. C. Atkins & Co., Indianapolis.

W. G. Carat, Hancock, with Merrian Collins & Co., Chicago.

A. F. WIXSON, Sec'y.

The Part the Ladies Will Take.

Kalamazoo, Dec. 7—The following committees will meet the visiting ladies Tuesday afternoon, Dec. 28, at the hotels and will also act as Reception Committee for the reception to be given the day following, at a place to be named later. There will be dainty refreshments. The following ladies will compose the committee at the Burdick house: Mesdames E. Weakly, C. V. Cable, C. H. Thayer, E. Starbuck, W. C. Davis, A. S. Cowing, A. H. Shelmire, G. Hall, W. L. Broderick, G. S. Dennis, H. B. Colman, W. Shear, L. Rosenbaum, Asa Clark and J. D. Green.

The ladies who will compose the committee at the American house will be as follows: Mesdames Sig Folz, L. Larson, T. R. Petrie, G. R. Blowers, W. L. Hunter, L. Verdon, A. H. Rothermel, G. W. Russell, W. F. Rahlmeyer, G. M. Logan, L. D. Austin, M. A. Crooks, E. F. Zander, J. A. Hoffman and Miss L. Stevens.

Mrs. J. A. Hoffman was made the permanent chairman of the Reception Committee.

The Decorating Committee is as follows: Mesdames G. S. Dennis, E. Starbuck, G. I. Blowers, W. F. Rahlmeyer, A. S. Cowing, W. L. Broderick, E. F. Zander, L. Verdon, G. M. Logan, G. Hall, Sig Folz and L. Larson.

The Committee on Music is composed of A. S. Cowing and Sig Folz.

The Reception Committee will be on duty Tuesday afternoon, Dec. 28, from 2 o'clock until 4:30, and on Wednesday afternoon at the grand reception.

Improvement on the Original Trading Stamp Swindle.

Detroit, Dec. 8—The Industrial Building and Loan Association has promulgated a new trading stamp scheme, as follows:

Ten cent coupons, in strips like street-car tickets, will be issued to the merchants and given by them to customers who actually pay cash over the counter, or cash on delivery. For those used the merchant will pay the buyer's cash savings system 5 per cent. This applies simply to the cash-over-the-counter business. Experience has demonstrated that it actually costs the merchant but 2½ per cent on his gross cash business, for the reason that tickets or coupons are only given on purchases of 10 cents and even tens. Besides, it promotes cash trading, which all the merchants acknowledge is desirable.

The system through its financial agent pays to the buyer, when he has accumulated \$25 in coupons, \$1 in cash, or 4 per cent, retaining 1 per cent. only for the expense of conducting the business, advertising, etc. It is thought that the large amount of business will make the enterprise pay. The Industrial Building and Loan Association makes all collections and pays all redemptions.

This scheme is a manifest improvement over the original trading stamp scheme in that the schemers redeem the stamps in cash, instead of in goods which are listed at fabulous prices—sometimes at 1,000 per cent. profit.

Germany expends \$600,000,000 a year on spirituous liquors and nearly \$24,000,000 a year on tobacco.

For Better Enforcement of the Oil Laws.

Lawton, Dec. 6—As your publication covers the retail trade of the State, you can do the merchants and the State Oil Department much good by calling their attention to the law (Sec. 4, Act. No. 94, Public Acts of 1893) forbidding the sale of uninspected oil under severe penalties, as follows:

No person selling or dealing in illuminating or heating oils, produced from petroleum, shall sell or dispose of any empty kerosene barrel, cask or package, before thoroughly canceling, removing or effacing the inspection brand on the same, and no person shall knowingly use any illuminating oil or product of petroleum for illuminating (purposes) purpose before the same has been inspected and approved by the State Inspector of Oils or his deputy. Any person violating any of the provisions of this section shall be punished by a fine not exceeding ten dollars, or by imprisonment in the county jail not exceeding thirty days, or by both such fine and imprisonment in the discretion of the court.

I am pleased to note the prominence you have given the law relating to the labeling of all gasoline, benzine and naphtha sold at retail, and appreciate your co-operation in the work of improving existing conditions and securing a more rigid enforcement of the law.

T. R. SMITH,
State Inspector of Oils.

Orange Crop Estimated to Be 275,000 Boxes.

From the Florida Times-Union.

Major J. A. Enslow, Jr., of St. Augustine, has made his usual fall business tour through Florida, and as a result of his observation and his interviews with raisers and dealers in oranges he estimates the incoming crop to be 275,000 boxes, distributed as follows: Manatee, 60,000; Hillsboro and Pasco, 50,000; Lee, 40,000; De Soto, 55,000; Lake, 10,000. Polk and Orange counties will make fair contributions, but these, with the Indian River section, he puts with the balance of the State at 60,000 boxes. He asserts that four-fifths of the crop has already been sold and is practically in the hands of dealers and speculators. The prices paid (on the trees) has been \$2 to \$2.25 per box, and, adding cost of hauling, boxing, wrapping, and freight to nearest markets, the prices of good merchantable table fruit ready for shipment is \$3 a box for brights and \$2.75 for russets, at which prices (at Tampa, for instance) orders to the trade have been filled, with a commission of 20 cents a box for carload lots. To this must be added 25 cents per box for freight to Jacksonville. The principal shipments have thus far gone to Western markets.

Last year's crop was 160,000 boxes. The previous year's crop (following the freeze) was 65,000 boxes.

Saginaw—Wiggins & Dunham, of this city, have closed a deal with the Eastman Lumber Co. for about ten million feet of hardwood and hemlock timber and a small circular mill, located near Beaverton, and will cut the timber and convert it into lumber at the mill, which has a capacity of about 25,000 feet a day.

Alpena—W. L. Churchill has purchased 4,000,000 feet of white pine timber in Georgian Bay and is negotiating for 15,000,000 feet more, which will come to his mill at this place.

Dry Goods

The Dry Goods Market.

Cottons—Staple lines have shown more active business than has been previously reported, but largely in the way of small orders to replenish depleted lines, although some enquiries have been received for large quantities, if they could be secured at the right price. A better condition of the staple cotton market will have a further effect on these goods if it continues. Brown osnaburgs and ducks are slow and without any features of general interest. White sheetings and cotton flannels and cotton blankets are also without feature, but bleached cotton, with the exception of one or two days, showed a somewhat increased activity. In coarse colored cottons the market is quiet, with prices irregular and much in the buyer's favor. On the whole, while the staple cotton market is brighter in some parts, there are a few decidedly quiet and uninteresting places to be found yet.

Prints and Gingham—Shirtings and indigo blue prints have been in fair demand during the past week. Black, white and gray prints are reported as extremely dull and buyers feel little interest in that department, partially on account of the anticipation of lower prices, about which they have received some intimation. Turkey red prints are slow of sale, as are also staples and solids. Some of the finer lines of printed dress goods, percales, napped goods, etc., are in fairly good condition, as well as fine and dress gingham, but staple gingham is inactive and without change in prices.

Dress Goods—Although the cool weather has arrived that the dress goods people have been so anxiously waiting for, it is too late to be of material benefit to the trade in general. Of course it has helped a little but just now the retailer is turning his attention to the holiday trade and "pushing his dress goods one side and putting his stock of wooden monkeys and tin whistles on the counter." In other words, the holiday trade will take almost his entire attention and from now until the first of January. Then we may look for more activity.

Underwear—Prices are steady and firm in all directions, there being no change either way of recent date. It is reported that the manufacturers of fleeced underwear will be likely to drop some of the cheapest lines that were made last year, and devote themselves to other grades that will give them something of a profit.

Hosiery—Prices are well maintained and there is more tendency to call for somewhat better grades than was shown earlier in the season. Fancy goods are very scarce, and everything that was salable has been practically cleaned up in low and medium-priced grades. Although new goods are constantly arriving, the demand is such that it keeps them cleaned up without remaining in stock. In golf hosiery the light weights and finer fabrics will be the feature of the coming season, but the heavier and rougher goods will also be very prominent. The styles will be largely fancy tops with plain legs, and the footless stockings and those with thin cotton feet will have the best sale.

Carpets—While the industrial conditions all over the country have materially improved, as compared with one year ago, it will take some months yet before the masses of the people will be

financially able to purchase luxuries. The depression continues to be felt. The middle classes will purchase more freely this season, and some merchants already find a constantly increasing demand for the better class of goods. The manufacturers are anxious to obtain orders enough to start up all their looms this season. Some think that it is doubtful if they are able to do this, as the productive capacity is so much larger than the ability of the people to purchase. The introduction of new lines of goods each season has also tended to attract buyers away from the ingrains and body Brussels. The cheap tapestries, including the printed piece fabrics, have, within the past two years, made large inroads into the extra supers, as the tapestries are produced in some instances cheaper than the ingrains, and are very attractive. Added to this is the largely increased demand for the axminster, which is becoming the popular carpet. Moquettes and velvets are also produced at this time in such vast quantities and sold at such popular prices that they are also attracting a large share of attention. The body Brussels manufacturers have found within the past three years such a change in the ideas of buyers that they have even changed some of their expensive looms and turned them onto the most popular lines, even when there are other looms that might have been purchased at a much less cost than the Brussels loom. When such changes are thus made, it plainly indicates that the manufacturers have made up their minds that the body Brussels, while a very serviceable carpet to the buyers, cannot to-day be produced at a price to permit competition with some of the very attractive and less expensive carpets.

Attracted No Attention.

From the Brooklyn Life.

She stood on the corner of Broadway and one of the principal cross-town streets, apparently oblivious of all that passed.

Her immaculate tailor-made gown fitted her superb figure to perfection and her costume to the minutest detail was the swiftest of the swell. Yet not a man in all the hurrying throng turned to look at her, nor paused to admire the beautiful woman.

Why this reversal of the usual order of things?

She was merely a wax figure in Sell-em's bargain window.

The dominion government has resolved to reduce the postal rate from Canada to all parts of the British empire to 3 cents an ounce instead of, as at present, 5 cents to Great Britain and a larger sum to other parts of the empire.

News and Opinions OF National Importance

The Sun

ALONE
CONTAINS BOTH.

Daily, by mail - - \$6 a year
Daily and Sunday, by mail, \$8 a year

The Sunday Sun

is the greatest Sunday Newspaper in the world.

Price, 5c a Copy. By mail, \$2 a year.
Address THE SUN, New York.

300 pieces of best standard
Print to close out before inventory at 4c per yard.
Order at once.

P. Steketee & Sons,
Grand Rapids.



An immense assortment to select from.

White hemstitch in $\frac{1}{4}$, $\frac{1}{2}$, $\frac{3}{4}$ and 1 inch hems and embroidered corners. Lace and scalloped edges. Colored borders. Also a fine lot of Silk Goods at all prices.

Ask to see the "Fairy" Handkerchief. We are the sole distributors for Western Michigan.

VOIGT, HERPOLSHEIMER & CO.,

JOBBER AND IMPORTERS, GRAND RAPIDS, MICH.

NEW YORK TRIBUNE.

Staunch in Support of Republican Principle,
Even When Others Fail.

WHOLESALE, BREEZY, INSPIRING AND
ENTERTAINING.

Its Contents Absolutely Free from Whatever
Is Unfit for the Family

THE NEW YORK TRIBUNE offers, to Republicans and to patriotic men of every party, a newspaper which, in its editorial expressions, is absolutely representative of the dominating spirit, the aims and ambitions of the Republican party of the United States. Staunch, stable and true, it is fearless in support of measures calculated to promote general prosperity and public morals, and is never swerved from its devotion to the party platform by subservency to improper influences. It was an ardent advocate of the election of McKinley and Hobart, and is unfailingly loyal to the conscience and principles of the party, under all circumstances and on all occasions. The reader will find in its columns a trustworthy exposition of Republican doctrine. THE DAILY TRIBUNE, \$10 a year.

THE WEEKLY TRIBUNE will be handsomely printed during 1898. This edition is issued every Wednesday, and presents an excellent compendium of the contents of the DAILY, but adds special information for farmers and the home. Its weekly visits bring to the fireside a fund of sound information, which every man needs for himself, and an influence for good, which he needs for his family. Price, \$1 a year. Readers can sometimes obtain THE WEEKLY TRIBUNE at a lower price in combination with a local weekly paper. Sample copies free. Friends of the party and THE TRIBUNE are invited to make up clubs for the paper in their localities.

THE SEMI-WEEKLY TRIBUNE is issued every Tuesday and Friday. Price, \$2 a year. This edition is being en-

riched by the addition to each Friday's paper of a handsome pictorial supplement of 20 pages, in which are printed a profusion of "half-tone" and other pictures of great beauty and artistic merit. This supplement is dignified and able, and not only most entertaining, but immensely educational upon the minds and tastes of the family. An increasing number of subscribers indicates public approval of this feature of THE TRIBUNE. Sample copies of Friday's paper, free.

THE TRIBUNE ALMANAC FOR 1898, now in preparation, will contain several features of value not included in previous numbers, among them the new Constitution of the State of New York, providing for non-partisan municipal elections, THE TRIBUNE'S digest having been approved by Joseph H. Choate, a prominent member of the Constitutional Convention; the Constitution of the United States; the Dingley Tariff Bill, rates compared with the Wilson Bill, the Reciprocity clauses in full; a history of the Graeco-Turkish war; the principal events of 1897, etc., etc. The regular features will be retained, viz.: Election returns for 1896 and 1897, in detail; platforms of all parties; an extended array of statistics of trade, commerce, finance, money, production of precious metals, manufactures, public debts, pensions, railroads, shipping, etc.; names of the principal officials of the United States, and the several States, with their salaries; an abstract of the latest principal laws of Congress and the State Legislatures; and a great multiplicity of other valuable matters, to which every intelligent man wishes to refer annually. 25 cents a copy. Copies may be ordered in advance. The ALMANAC will be out early in January.

A large number of Pamphlet Extras, some of them of great interest, have been printed by THE TRIBUNE. A circular describing them will cheerfully be sent to any one enquiring by postal card.

THE TRIBUNE, New York.

Clerks' Corner

The Leaven at Work.

Written for the TRADESMAN.

My man, Morris, has something on his mind and I am doing my level best to be unconscious of it. I rejoice with him whenever he passes me on the street and, with a wink, gives me a whiff of "the old man's" best cigars; but when we come together for the evening and he tumbles every once in a while into a brown study, it is pretty hard not to wonder what the matter is and, what is harder, not to let him see that I am wondering. There is nothing so repulsive to "a feller of twenty," or thereabout, as "a man who wears his heart upon his sleeve," except the consciousness that he is the man; and it doesn't do for the reader thereof to let it be known that any such reading is going on. So the other evening after Will had given several instances of an overburdened mind and the game had ended with a score of fifteen in my favor, I said, as I put up my cue, "I believe, Will, a little walk would do me good, and if you are not too tired let's take a stroll down Sixteenth street. Then if you feel like it we'll drop into some easy chairs somewhere and have a little talk before we 'turn in.'"

"That's a good idea," he answered. "I've been turning over one thing and another in my mind for a day or two and I just as lief let you know what it is. Have a cigar."

"O, thank you, no. It's rather late for me to smoke; and, then, too, I don't like the idea of smoking your cigars. Puff away, if you want to, and I'll catch a cheering whiff occasionally."

"No, you don't, old man. What kind of a hairpin do you take me for; and how much do you think I should enjoy a smoke without somebody to keep me company? O, you needn't look at me in that way. I used to smoke just to plague Bostwick, but I don't do that any more. Here's your cigar. You needn't be afraid to take it. The old man—Mr. Bostwick, I mean—asked me to help myself out of his fancy box as I left the store to-night and when I took one, he told me to take another for you. So there you are, and here's your light. I guess, if you don't mind, I'll take your arm. We can walk easier."

"Do you know, there is something going on up under Mr. Bostwick's mandsard, and I'm blamed if I know what to make of it. You remember that time when he gave me that broadside about being up nights, don't you? Well, for a day or two he had one of his old-fashioned sulks—if there's anything in the world that makes me swearing mad, it's that!—and then I could feel him looking at me wherever I went. He has a look on him that bores right through you when the fit is on him. Then what does he do but come to the store in the morning and give me the heartiest, 'Hello, Will,' that I ever had from anybody."

"Now I should like to know what's up. I've been on the lookout for a little daddying and have been rather expecting him to stick some old schoolbook or other under my nose and ask me if I don't think it would be a good plan to improve my time in studying some of these long evenings; but he hasn't and I'm blamed if I know what to make of it. Then one day when I had done something which pleased him, he let me see that he liked it and almost took

my breath away by rolling across the counter one of his best cigars. Until then I sort o' fancied that he didn't want me to smoke at all, and I've been playing volcano right along just to let him know that I was going to smoke as much as I pleased. Well, that first cigar took the starch right out of me and I haven't smoked much since. Lately he's been asking me about matters and things in the store just as if my opinion is worth something, and this morning he wanted to know whether he'd better order another lot of a brand of flour we've been trying to push. Of course, it's a little thing, but it's so different from what it was only a little while ago that I can't help thinking of it. Part of the time, it makes me think he's up to some game or other, and then I wonder if he's getting around to think a little better of me. Has he been saying anything to you about me?"

The question was unexpected and sudden, but "the man who hesitates is lost," and I promptly replied, "Certainly. Mr. Bostwick is a man who tells all his little private affairs to his friends and neighbors, and although I have met him but a few times he comes over regularly and we sit and talk about you all the evening! He is wondering just now whether he shall take you into partnership at once or wait until the beginning of the year. I suggested the latter date and a gradual working up to it; and, by the way you are walking into his cigars, it looks as if he is working up pretty fast!"

"That's all right. No doubt things look funny enough to you. If I thought he was straightforward and honest, I'd stop doing what I know plagues and worries him. Half of the things I've done was for that purpose, and I fixed the other half so that he's sure I'm guilty when I haven't done 'em at all. Well, I guess I'd better do my best and 'lay low.' Good night."

I guess I'll stray around to Bostwick's to-morrow night and see how things look over his shoulder.

RICHARD MALCOLM STRONG.

TO GROCERS:

The Manufacturer who makes his Trade Mark . . .

"BEST"

Thus takes upon himself the responsibility as to quality. And when this trade mark has successfully stood competitive tests for more than . . .

50 YEARS

Dealers can with safety assume their share of the responsibility in commending such goods to the public. With special zeal can they do this, when the manufacturer has consistently, and with courage born of conviction, protected all honest dealers in a fair and legitimate profit.

The above facts explain why the products of B. T. BABBITT have an increasing popularity.



A Few Pointers On Successful Premium Advertising

ADVERTISING covers a broad range of methods of attracting public attention, with the view of creating a demand for the goods advertised. The point is this: Every business man is an advertiser—or tries to be. That is, he wants to make more money, so he pushes things, and pushing things is advertising.

Our business is to help you push your business. You are willing if you thought we could build up your trade? We believe we can, and will undertake the job at our risk—we offer you an outfit that is subject to approval after a fair trial.

We don't pretend to understand all methods of advertising. No man could. It's too broad a field; but we do know the most profitable method of advertising for the retail trades, is giving the customers the benefit of the advertising bill, instead of paying it all to newspapers, bill posters and sign painters.

The first thing to consider in adopting any plan of advertising is the per cent. you can afford to use for this purpose. That is, on every dollar's worth of goods you sell, what part of that dollar can be used judiciously toward building up trade? Some lines of goods are sold at a better profit than others, and the per cent. expended should be governed accordingly. If you are selling on a close margin of profit, we advise you to use not over 3 per cent. If your profit is better use 4 to 5 per cent. We speak explicitly in regard to this point, as it is of the utmost importance. We have met merchants who made a failure in advertising, and upon enquiry have found that they went in too heavy—spent more of their profits than they should, and results could not have been otherwise. Our interests and those of our customers are mutual; what benefits them benefits us, and in starting a new customer, we advise him carefully in regard to the amount of trade he should require with each premium offered.

Our method of advertising gives you positive results—that is, you know right from the start that you take no chances on investing your money without definite returns.

First thing you figure out the amount of trade required for each premium offered. Then commence giving out coupons with each cash purchase. Urge everyone to take them, soon you will have the people interested, then you are sure of their entire trade in your line. You not only have their trade, but they are sure to tell their friends and neighbors of your offers, which brings in new customers. Here is where you see the benefits of Premium Advertising. It costs you nothing until you have had the cash trade in advance, then the cost of the premium given is your advertising expense in getting that trade. In this way you help your customers to many useful articles for furnishing their homes, each piece being an advertisement for you in years to come. The expense is no more than newspaper advertising, while the results gained by you are definite—not imaginary—and your customers share in the benefits.

Care should be taken in selecting premium goods. The more useful goods you can offer, the more successfully you can draw trade. No class of premiums is equal to Furniture. All classes of people need it. We have designed and prepared our line from this standpoint, and now have the largest plant in this country devoted exclusively to the manufacture of Advertising Specialties.

In selecting a line of Premiums we advise using some of the cheaper goods on the start, in prices ranging from 50c up to \$1.00 or \$1.25. After you have been using these awhile, so to get a quantity of coupons out among the people, then commence adding the more expensive goods. Many people would rather trade a larger amount and receive a more valuable premium. It costs you no more to give one of our Desks, Toilet Tables or Cabinets than the cheapest article we make, as you simply require a larger amount of trade. See that samples of your Premiums are properly displayed and instruct your clerk to explain your offer to the people. A most excellent idea is to arrange a nice exhibit in one of your show windows, and the placards we furnish call attention to your offer.

With a trial order we furnish you free a full supply of circulars, illustrating the goods you are offering, also large placards and assorted coupons, with your name on each, made in denominations of 5, 10, 15, 25, 50 cents, \$1.00, \$2.00 and \$5.00. We recommend the coupons as more satisfactory than punch tickets, which we will furnish if wanted, but we do not furnish punches.

Our goods give entire satisfaction, and to-day we have with us many merchants who have continued using our goods since the first year we established our business, which now extends throughout the United States and Canada.

In conclusion we wish to thank our patrons for past favors. With our increased facilities we are in position to give your further orders immediate attention.

SEND FOR CATALOGUE.
MENTION TRADESMAN.

Stebbins Manufacturing Co.
LAKEVIEW, MICH.

Around the State

Movements of Merchants.

Caro—V. Gunsell succeeds A. J. Ruby in the furniture business.

Holland—John Benjamin has opened a new boot and shoe store.

Lansing—Hoyt & Clark succeed Clark & Darling in the grocery business.

Williamston—Leasia & Piper succeed Fred H. Piper in the drug business.

Factoryville—H. D. Harman succeeds Outwater & Harman in general trade.

South Haven—Hemstead Bros., clothiers, are discontinuing business at this place.

Schoolcraft—Pierce & Harver have embarked in the meat business at this place.

Fostoria—Noah Tompkins has purchased the hardware stock of Fox & Rounds.

Detroit—John R. Gentle succeeds the Gentle & Welsh Lumber Co., not incorporated.

Schoolcraft—A cigar store has been opened by James Hunt in the Burson building.

Port Huron—Peter Treleven succeeds Treleven Bros. in the meat business.

Lansing—Chas. Broadbagen has re-engaged in the saddlery and harness business.

Union City—Brunskill & Odsen succeeded Burnett & Brunskill in the drug and grocery business.

West Bay City—McLaughlin & Co. succeed McLaughlin & Magill in the coal and lime business.

Milan—Hitchcock & Farrington succeed Gauntlett & Hitchcock in the grocery and crockery business.

Saginaw—Tillie (Mrs. N.) Sheyer succeeds Nathan Sheyer in the clothing and boot and shoe business.

Quincy—M. M. Ransom has purchased the interest of his partner in the meat firm of Spaulding & Ransom.

Grand Ledge—Sharp & Sharp have sold their interest in the City meat market to Will Young, who will continue the business.

Ionia—The J. L. Hudson Co., of Detroit, has put in a stock of cloaks at this place, placing John B. Hutchins in charge thereof.

Muskegon—Benj. Osterbaan has purchased from A. Van Scholtens the Palace bakery at the corner of First street and Clay avenue.

Durand—Geo. A. McNichol, formerly with the grocery firm of C. E. King & Co., of Ypsilanti, has embarked in the grocery business.

Jackson—J. W. McLetchie has purchased the grocery and meat market of J. G. Champlain at the corner of First and Franklin streets.

Jackson—At a meeting of the clothing dealers of the city, held recently it was decided to confine their advertising to the newspapers.

Petoskey—B. T. Simonian has opened a store at Kalamazoo for the holidays, after which he will open his store at St. Augustine for the winter months.

White Cloud—Fred E. Holt, formerly engaged in the grocery business at Fremont, has formed a copartnership with F. Dykma and opened a grocery store here.

South Lake Linden—The Boston Clothing Store of Lake Linden has rented the Conway building, formerly occupied by Herman Kahler as a saloon, and will move its stock of clothing and men's furnishings into it by Jan. 1.

Saginaw—Beach & Reade succeed Beach & Co. in the merchant tailoring business.

Houghton—Markham & Jones, wholesale confectioners, have found it necessary to build an addition to their present establishment, which will be used as a starch room.

Benton Harbor—Geo. M. Powell has sold his interest in the feed store of Nichols & Powell to his partner, F. J. Nichols, who will conduct the business in his own name.

Portland—A. W. Nisbet has bought the Campbell stock of jewelry and optical goods and removed them to his store. He will shortly add a line of men's furnishing goods.

De Witt—C. A. Cole has sold his meat market and real estate at this place to Mr. Terwilliger, of Riley, in exchange for a farm. Mr. Terwilliger will continue the meat business.

Alma—E. R. Griffith, who for some years conducted a meat business here, has purchased the F. W. Hooper meat market. The new firm will be known as E. R. Griffith & Co.

Ann Arbor—Maurice F. Lantz has severed his connection with the dry goods firm of Schairer & Millen, to assume the management of his new general store at Whitmore Lake.

Port Huron—Harry Pettengill, who has been with Jas. Hope, grocer, for some years, has taken the management of the general store at the Haynes lumber camp at Les Cheneaux Islands.

Fennville—Joseph Lane has taken possession of the building which he has purchased from the Hall estate and, as soon as some repairs can be made, he will move his bakery and restaurant into it.

Traverse City—L. E. Gleason, who has been in the employ of E. N. Moblo, photographer, for several months, has removed to Marquette, where he will embark in the clothing business with an uncle.

Holland—P. Verschure, boot and shoe dealer, has uttered a trust mortgage on his stock in the sum of \$1,340, the trustees being attorneys G. J. Diekema, of this city, and W. E. Ryan, of Grand Rapids.

Bangor—B. J. Robertson, formerly proprietor of Gray's opera house, at Breedsville, has purchased the drug and grocery stock of Levi De Haven, at this place, and will continue business at the same location.

Grand Haven—Boet & Bolt, who recently purchased the grocery stock of John J. Boer, have purchased the dry goods and shoe stock of J. B. Perham, at Spring Lake, and consolidated it with their grocery stock here.

Reed City—On account of poor health, R. D. Wood has sold his baking and confectionery business to Mrs. L. M. Buck, who, with her son and daughter, will continue the business under the style of L. M. Buck & Co.

Flint—D. D. Aitken, representing a syndicate which is about to establish a department store at Flint, is negotiating for the purchase of the Congregational church, on the site of which it is proposed to erect the store building.

Niles—The clothing store of A. Green was looted Sunday evening and a lot of goods stolen. Evidently a tramp got in his work as, in place of new clothes, there were left a much worn overcoat, an old under-coat minus one sleeve, and a cap. In the pockets of the old clothes were scraps of lemon peel, crumbs and grains of coffee.

Lake Odessa—Ora Lapo has purchased H. C. Carpenter & Sons' hardware stock and will continue the business here. Mr. Carpenter will continue the implement business here, having purchased the stock of J. Hansburger.

Port Huron—H. E. Ames, from Chicago, has been given the management of the Swift wholesale meat business here. Mr. Yokom, who opened the warehouse some weeks ago, has gone to Pittsburg to take charge of the company's business in that section.

White Pigeon—A local merchant sent a bill for a pair of shoes to a minister who had moved out of town. The minister answered that he could get his pay in heaven. The merchant demurred to his method of payment, on the ground that banks are not discounting that kind of paper.

Hancock—The dry goods stock of Herman Stark, who recently took sudden flight, has been sold under an order of the court to Peter Strolberg for \$1,505. Stark is said to have rented a store building in Duluth for the purpose of engaging in the dry goods business in that city.

Lansing—Dr. Mary Green, of Charlotte, recently called at the office of the Dairy and Food Commissioner for the purpose of enlisting his interest and support in prohibiting the use of salicylic acid for preserving foods. Dr. Green considers the use of this acid as deleterious to health and warmly indorses its abolition from food products. She expressed her highest approval to Deputy Commissioner Bennett of the work being done by the Dairy and Food Department in regard to the dairies of the State and stated that it could not but be beneficial and conducive to better health, as a large amount of illness can be traced to the use of filthy and unhealthy milk.

Manufacturing Matters.

Ithaca—Lane & Tinlin have purchased the foundry and tin shop of H. B. Wells.

Decatur—J. C. Fisher has begun the manufacture of candy, selling in jobbing quantities only.

Clayton—Lamb & Bales, dealers in lumber and manufacturers of toothpicks, are removing to Adrian.

Kingsley—Case & Crotser expect to cut 3,000,000 feet of hardwood lumber at their mill here the coming season.

Dorr—J. C. Neuman has sold his half interest in the sawmill at this place to Anton Brautigam, of Grand Rapids.

Detroit—The style of Barbour, Kirchner & Co., manufacturers of neckwear, will be changed Jan. 1 to W. C. Barbour & Co.

Battle Creek—A. J. Harvey has purchased the stock of the Battle Creek Broom Co. and will conduct the business hereafter.

Lansing—G. R. Malone and G. H. Kuhns have organized the Sanitary Supply Co., for the purpose of manufacturing a sanitary bed-pan.

Ypsilanti—Mathew Stein has sold an interest in his retail and manufacturing cigar business to Mathew Roser and the style will hereafter be Stein & Roser.

Lakeview—Lewis Fuller, who has been in the planing mill business here for several years, has sold his mill and will conduct a furniture store hereafter.

Port Huron—Peddler & Zell is the name of a new firm now being established for the manufacture of pianos and organs and the repair of musical instruments.

Montague—I. S. Calkin has sold a half interest in the Montague roller mills to A. L. Dickinson. The business will be continued under the style of Calkin & Dickinson.

Alpena—The Cleveland Cedar Co., of Saginaw, has leased the old Comstock mill yard at this place, where the company will handle its winter's purchase of cedar in this section.

Gaylord—The Campbell, Brown Lumber Co. has been operating its mill 11½ hours a day for some time. The mill will run all winter and will begin sawing hard maple and birch logs about the first of January.

Lakeview—The Stebbins Manufacturing Co. is very busy on orders for its advertising goods and is operating its factory to its utmost capacity, working 12 hours a day. It will start a night crew soon if business keeps on improving.

Good Harbor—The Schomberg Hardwood Lumber Co. will start its mill Jan. 15 and run continuously, day and night, until next fall. It is expected that the total output of the mill will be 6,000,000 feet of hardwood and 2,000,000 hemlock.

Detroit—The American Cash Register Co. has filed articles of incorporation with the County Clerk. It has a capital stock of \$25,000, all paid in, and the shares are held as follows: Darius N. Avery and John H. Avery, 500 each; Julius G. Hoffman and Wm. B. Norton, 750 each.

Detroit—The capital stock of the Glasgow Woolen Mills Co., which has filed articles of association, is \$15,000, all paid in. All but two of the 1,500 shares are held by Wm. C. Loftus, of New York, and Jeremiah J. Hartigan and Frank Rockford, of Detroit, hold one share each.

Iron Mountain—The Chapin Mining Co. is closing contracts for its annual supply of timber and logging, which are mostly purchased from the homesteaders in this vicinity. The company this season will buy 1,250,000 feet of hemlock logs, and about 30,000 pieces of logging.

Glen Haven—D. H. Day has purchased 200 acres of valuable timber lands adjoining his camps on Glen Lake. The timber is hemlock and hardwood and will be operated upon this winter. Mr. Day will get out about 3,000,000 feet of logs this winter and his camps are already at work.

Entrican—The statement in the Tradesman of Nov. 24 in regard to J. Blindbury and H. Ingraham having purchased a burr stone feed mill and operating it in connection with their grist mill, is, in part, an error, as Mr. Ingraham has no partner and conducts the business in his own name.

Ishpeming—Kuhn, Nathan & Fisher Co., of Chicago, has foreclosed on a chattel mortgage held against Blumentahl & Rutenberg of the Star Clothing House of this city. About a week ago the firm uttered chattel mortgages on the stock to the extent of \$20,000. This was divided among several creditors, but the firm mentioned above and the Peninsula Bank of this city held the principal claims. The Bank's mortgage was the first one given and, of course, will be the first to be settled after the sale of the stock is made. The mortgage issued in favor of the Chicago house was to secure a claim amounting to \$8,400. The firm is reasonably certain of getting the money due, as there is over \$20,000 worth of goods in stock.

Grand Rapids Gossip

F. L. Longwood has opened a grocery store at Perrinton. The Worden Grocer Co. furnished the stock.

J. H. Clifton has opened a grocery store at Shepherd. The stock was furnished by the Clark-Jewell-Wells Co.

E. H. Hinsley has engaged in the grocery business at Sherman. The Musselman Grocer Co. furnished the stock.

Fisher & Lake have embarked in the grocery business at Coral. The stock was furnished by the Worden Grocer Co.

H. C. Holmes has embarked in the grocery business at East Jordan. The Musselman Grocery Co. furnished the stock.

F. M. Potter, grocer at the corner of South Division street and Burton avenue, has opened a meat market in connection.

G. Dobben has established himself in the grocery business at Newaygo, purchasing his stock of the Lemon & Wheeler Company.

The Kelley Shingle Co. has located a grocery stock at its camp near Traverse City. The Lemon & Wheeler Company furnished the stock.

Egbert C. Shay has sold his grocery stock at the corner of Fifth avenue and East street to E. E. Brainard and A. J. Stingle, who will continue the business at the same location under the style of E. E. Brainard & Co. The report that Carey C. Shay would continue the business proves to be unfounded.

Eli Lyons, who was engaged in general trade at Altona for ten years prior to four months ago, when he sold out to M. B. Armstrong, has re-engaged in general trade at the same place. Spring & Company furnished the dry goods, the Musselman Grocer Co. supplied the groceries, the Herold-Bertsch Shoe Co. furnished the boots and shoes and H. Leonard & Sons supplied the crockery and glassware.

J. F. Jessup, who was formerly paymaster for the West Michigan Lumber Co., at Woodville, has taken the State agency for the publishing house of Garetson, Cox & Co., of Buffalo. He is located at 204 Houseman block, where he is in readiness to receive the congratulations of his friends. Mr. Jessup is a gentleman of excellent business qualifications and the Buffalo house is fortunate indeed to secure his services.

"I contributed \$5 to the carnival fund this year," recently remarked a West Bridge street merchant, "but I would give \$25 rather than have the thing repeated another year. I never saw such a falling off in sales in my life. People were so excited over the events of the week that they did not stop to eat. It reminded me of war time and the frenzy which took possession of the people during the progress of important and decisive battles. They could not apply themselves to work and eating and sleeping were matters of secondary consideration."

A certain local milliner whose personal character is probably far from immaculate, judging by the reports which are current from time to time in regard to him, recently advertised to give away hats on a certain day. A young lady from Chicago who was visiting friends

in the city was attracted by the announcement, called at the store, selected a hat which she knew was actually worth several dollars and proceeded to walk off with the trophy. The proprietor of the establishment followed her to the door, enquired if she enjoyed a carriage ride and, on being assured that she did, made an engagement to meet her on a certain street corner in the evening. It so happened that the young lady had completed her visit and left for Chicago on the afternoon train, but she acquainted her brother with the circumstance and he and a friend were on hand at the place agreed upon and enjoyed the spectacle of a man driving back and forth for an hour or more, apparently in search of something he did not see.

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 holds up to figures that have been quoted for a month or two. These figures will probably rule during the winter, as the movement is restricted to some extent by the cold weather.

Butter—The market is still weaker than a week ago, owing to the more liberal arrivals of dirty grades. Separator creamery is held at 21c, while dairy ranges from 17c or extra fancy down to 10@12c for cooking grades.

Cabbage—Slow sale at \$3 per 100.

Carrots—35c per bu.

Celery—15c per bunch.

Cranberries—The market is strong, but prices are no higher than a week ago. Jerseys command \$7 and Cape Cods and Wisconsin fetch \$7.50.

Eggs—The receipts of fresh eggs are very light and prices have an upward tendency, strictly fresh having advanced to 21c. Storage stock is held at 14c, case count, 15c for candled and 16c for fancy candled.

Game—Dealers pay 75c per doz. for rabbits, \$1.20 per doz. for No. 1 squirrels.

Honey—White comb is steady at 12c and dark buckwheat is firm at 11c.

Lemons—Messinas are out of the market, although a few new ones are expected in the coming week. Californias are the chief offering, although a few Verdellis are on the market.

Lettuce—Hothouse goods fetch 15c per lb.

Onions—White Globe and Red have declined to 60c. Spanish, \$1.75 per crate.

Oranges—Louisianas are out of the market. The receipts were restricted to a few cars this year. Mexicans are still coming, but the California receipts are increasing and will soon supplant the Mexicans. Seedlings from California are expected by the end of the week and quotations are already being made on them. The movement is very good, and the quality of the fruit good for the early shipments.

Sweet Potatoes—Virginias command \$3; Illinois Jerseys fetch \$3.75; genuine Jerseys are held at \$4.50.

Potatoes—The market is a little weaker, but not sufficiently so to make any material difference in quotations.

Poultry—Hens and spring chickens are very plentiful at 5@8c. Ducks are in fair supply at 8c. Turkeys are in active demand and adequate supply at 8@10c. Geese are in plentiful supply at 8c.

Holiday Excursion Rates.

For Christmas and New Year holidays, the C. & W. M. and D., G. R. & W. Railways will sell tickets at one and one-third fare to stations in Michigan, Ohio and Indiana. Selling dates: Dec. 24, 25, 31 and Jan. 1. Return limit: Jan. 4.

GEO. DEHAVEN, G. P. A.

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

The Grocery Market.

Sugar—There has been no change in the price of refined sugar during the week, except the advance of an unimportant grade of soft, and no fluctuation is expected within the next few days. The raw market shows a better demand, and refiners are buying at full prices.

Tea—Prices are very steady and cheap teas are very hard to get. Jobbers and retailers are now beginning to reach the end of their supplies, laid in early last summer in anticipation of an advance in the duties. The movement of tea is very steady and is probably cut short to some extent by the extreme low price of coffee.

Coffee—Actual coffee has had a decidedly stronger tendency and the market is $\frac{3}{8}$ c higher than last week's quotations. A change of sentiment seems to have asserted itself and the sales to the country are encouraging. Enquiries from all quarters show that an interest more than ordinary is being manifested by the trade in the low prices.

Dried Fruits—Prunes are steady. They are at present as low as at any time during the season and the future is uncertain. There may be an advance and there may be a decline. Raisins are slightly easier, although the demand has increased. The holiday trade has started up and the decline in the face of these conditions is only explainable by the anxiety of the trade to move stock. Peaches are selling better at reduced prices. The lack of interest hitherto prevailing is the cause of the weakness. Apricots rule quiet at unchanged prices, although reports from the Coast state that apricots are the stiffest dried fruit on the list. The market is clearing up well. Currants are in fair to good demand, at unchanged prices.

Canned Goods—Very few goods in this line are now going to retailers, and jobbers are not being much attracted to the market for further supplies. All the winter stocks have been shipped out. The general market is very firm, and canned goods, especially fruits and vegetables, have fared exceedingly well this season. No surplus stocks will be found on the market at the opening of the next packing season.

Crackers—The fact that cracker bakers have withdrawn all quotations leads to the belief that the deal between the three companies is practically closed and that a restoration of old prices will soon occur.

Rice—The stocks of foreign rice are about exhausted. Domestic rice is in good supply and prices are low. The movement has been very much checked hitherto by yellow fever in the South. This depression, however, is being overcome, and no reason now exists why the movement should not resume its normal proportions. The quality and price of domestic commend it to general use this season.

Fish—Cod is very firm and is moving well. An advance of $\frac{1}{4}$ c has occurred during the week. The salmon pack has been large, but the export demand has taken a goodly slice of it, and the supply will not be excessive, to say the least. The sardine market has nominally advanced 10c per case.

Provisions—The market is about steady with the exception of lard, which is easier, both as to pure and compound. Prices on provisions, both spot and future, are very low, but the packing is heavy and stocks are accumulating. The trade generally are sanguine about next season's prospects, and expect

higher prices on account of the better financial condition and the improvement in general business, which will have an effect upon the consumption. The production is sure to increase from year to year, if anything faster than the consumption.

The Grain Market.

Barring the December wheat corner in Chicago, there was a weakening tendency in the wheat market during the past week. There was no cause for it, as our exports were as large as ever, having been exceeded but once, and that was in 1891. The exports in less than five months have been 100,000,000 bushels and to-day alone the exports were over 1,100,000 bushels. The question now arises, How long can this depletion of our stocks go on and not affect prices? For the crop year ending July 1, 1896, our exports of wheat were about 145,000,000 bushels, and in five months we have shipped out about $\frac{2}{3}$ of the average amount exported during any one year for the last ten years, but still prices have not responded to the situation. Our visible will now begin to decrease and, were it not for the immense receipts in the Northwest, there would not be near, as much in sight, but when the cash grain is worth more than May, every one is willing to sell, as there is no inducement to hold it unless much higher prices are in sight, which undoubtedly will come after the grain has left first hands. The winter wheat receipts are very moderate at present and, unless tax times assist in swelling the receipts, the millers will have to be looking for wheat.

There is more enquiry for flour and the trade is waking up to the fact that stocks are light and, as some dealers are anticipating higher prices, they begin to buy. The demand for bran and middlings is very good and prices are about 50c per ton higher.

Corn has shown some animation and it looks decidedly better for holders of this cereal. Oats are also firmer.

The receipts were about normal, being 24 cars of wheat, 12 cars of corn and 10 cars of oats.

Local millers are paying 86c for wheat.

We note that there is considerable said in the papers about wheat flour being adulterated with corn product, either by mixing in white corn flour or corn starch. We are happy to say that Grand Rapids millers are not on that list. This adulterating has been practiced to quite an extent by Southern millers for the last two or three years. While it is not injurious, it is a fraud, nevertheless, and when a dealer buys wheat flour he does not want to get a mixture of the corn product. Here is a grand opportunity for the Food Commissioner to show what he knows about wheat flour.

C. G. A. VOIGT.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' Hall, Tuesday evening, Dec. 7, President Dyk presided.

A communication was received from W. F. McLaughlin & Co., pledging the Association to keep their brand out of the hands of cutters, which was accepted and placed on file.

B. S. Harris moved that the grocery stores be closed at noon on Christmas and New Years. Adopted. Two years ago the grocery stores were closed all day; one year ago at 10 o'clock; but this year it was deemed best to keep open doors until noon, on account of Saturday being a busy day for grocers.

There being no further business, the meeting adjourned.

Woman's World

Laziness the Besetting Sin of Women.

Madame Coupon came slowly out of the fashionable physician's consulting room, her rich silk-lined skirts rustling at every step, and a prescription held between her pudgy fingers.

"Certainly, doctor," she was saying, "I will send the prescription down and have it filled at once, but the idea of telling me to walk two miles every day is the most absurd thing in the world. Why, I haven't walked two blocks in ten years. I'm afraid, after all, you don't quite understand my case, and how easily I am fatigued," and she passed with a heavy step on to her carriage.

The doctor smiled cynically.

"Rich and lazy women," he remarked, "were ordained by a merciful providence for the support of physicians."

I looked up enquiringly, and he went on:

"Did you ever think?" he asked, "that one of the chief causes that enables doctors to set up carriages, masseurs to open bank accounts, and complexion-wash makers to become millionaires is the laziness of women? There isn't a physician in the whole country doing a good practice who hasn't dozens of such cases. Women with flabby skins, lack-luster eyes, and lifeless hair flock to him complaining of sleeplessness, nervousness, headache or indigestion. Nearly always it is a plain case of too much to eat and not enough to do, and if the doctor gave a candid opinion he would say: 'My dear madame, you are suffering from a chronic case of laziness and my prescription is to go to work.'"

"Of course, he doesn't make any such unpolite remark. He knows women dote on drugs and adore being dosed, so he gives some harmless prescription and advises the bicycle or golf, or something of the kind. If he can get his patient to take the exercise she gets well and goes through the length and breadth of the town sounding the praises of Dr. Cureall's pills, other anaemic and lazy women follow in her wake to his door and his fortune is made.

"In my opinion, the besetting sin of women is laziness. Does anything else account for the way they congregate in hotels and boarding-houses, except the fact that they are too lazy to keep house? Because they dread the worry and work of seeing about meals and dealing with incompetent servants, they deny themselves all the sweet privacy of a home. Yet there is no other such deadly and relentless foe to a woman's good looks and health as the boarding habit. Once let a woman acquire it, and not all the lotions and beautifiers in the world are going to enable her to keep her figure and her complexion. Think of the daily routine, with its aimless monotony, and cease to wonder that it makes invalids. Madame gets up late in the morning, with no definite purpose in view but getting through the day. She descends languidly to breakfast, and, that over, lounges in the parlor until her room is set in order. Perhaps, if she feels very energetic, she gets on the street car and rides downtown to make patient and long-suffering clerks amuse her by pulling down piles of goods while she indulges in the pastime known as "shopping for samples." Then she goes home to lunch,

dawdles through the afternoon, eats enough for a workingman at dinner and at bedtime finds herself the victim of insomnia. Is it any wonder that nature revenges itself for such an outrage by giving her a sallow complexion and a rebellious liver?

"Of course, before long her mirror tells her she has gone off in looks, and she hies away to the complexion specialist, who steams her, and kneads her, and plasters her over with pastes and lotions; but there is no counterfeiting the look of health. The quick rush of good, red blood through her veins, the strong and supple muscles speak for themselves, and are not to be mistaken for rouge and flabby flesh, and the woman who is the victim of boarding wonders how it is that poor Mary or Sallie, who are only moderately well off and have to do so much of their own work, keep their complexions and look so young and well, while she, who has nothing on earth to do and has every luxury, is grown hopelessly stout and ugly.

"It doesn't occur to her that work in moderation, without worry, is the very best blessing that ever befell the human race. She looks upon work as an unmitigated curse, and responsibility as an evil she is perfectly justifiable in shirking whenever she can. Yet all the ingenuity of man has never been able to devise any scheme of exercise so good for the general human needs as old-fashioned, everyday work. Bicycling and golf have come very near being the salvation of the race; physical culture is a direct intervention of heaven for the benefit of women who can only do things in classes; but these don't take altogether the place of work—the work that absorbs us body and brain and soul, and leaves us at night tired enough to fall asleep without needing any other narcotic than the happy consciousness that we have done some service to our kind.

"Now, I am not one of those who believe in laying the shortcomings of men on women's shoulders, but I have seen more than one home broken up by a woman's laziness. It is tiresome to keep the house attractive and clean, and to have a daintily set table, and the woman is too indolent to make the effort. Everything is disorderly, and uncomfortable, and after a while the husband drifts into the way of spending his evenings at a saloon, or a cozy corner of the club. Sometimes the woman thinks it easier to go dowdy and slouchy than it is to take the trouble to dress prettily, and who need be surprised when the man of artistic and refined tastes grows weary of admiring a slattern and turns to some other woman who considers him worth dressing for? Some times—heaven help her—a woman is so lazy she shirks her most sacred responsibility and turns her little children over to the care of hired servants, letting an ignorant and unloving hand mold that life for which God himself will hold her accountable. I tell you, there are times when I think these idle, care-free women need to exercise their flabby souls just as much as their flabby muscles. Both have grown anaemic from lack of use.

"Another potent cause of ill-health among women who have nothing to do," continued the doctor, reverting to his original topic, "is that they have too much time to think about themselves. That is the greatest calamity on earth. The woman who is too physically lazy to keep house or keep up some system-

atic occupation is generally too mentally lazy to care to really use her mind. She is given to silly and sentimental novel-reading and she varies this diversion by imagining she is ill. Of course, she doesn't feel well. Nobody could who lived such an existence. Then she begins to canvass her system for signs of disease. Mostly she decides on nervous prostration, which has an air of dealing with glittering generalities and is a handy amateur kind of disease to have, because it doesn't often interfere with the things she wants to do. Anyway, she has no trouble in launching herself on an expensive career as an invalid, that forbids anything so heartless as the mere suggestion of going to work and doing something useful.

"You think that is an extreme view. Not a bit of it. How many women have you known who were considered semi-invalids, and pitied and coddled, who have been suddenly cured by having been thrown on their own resources, to sink or swim, live or starve, by their own efforts? Perhaps the indulgent husband or father would die, leaving no support for a houseful of little children, except poor, sickly Miss Hannah, or Mrs. Smith, who had been almost bedridden for years. We all gloomily prophesied they would starve, but they didn't. The frail little woman braced up, forgot about herself and went to work, and in a year or two was generally well and healthy.

"Now," concluded the doctor, snapping together his prescription blanks, "I'm not making a general charge of laziness against the whole sex. I know plenty of women who could give points to the little busy bee about improving each shining hour, but I do say that a large part of the sickness among women, and much of the ugliness, is the direct

result of laziness. Many women are too lazy to take exercise, and they have no color; they are too lazy to bathe properly, but content themselves with a dry rub with the corner of a wash rag, hence many of the bad complexions we see; they are too lazy to brush their hair like a groom would curry a horse, hence their hair lacks sleek glossiness and is dull and lifeless. If every woman in the land would make her own beds and sweep her own floors every morning, there would be little need for masseurs and physical culture classes, and a lot of us doctors would have to take in our signs and hunt for other occupations."

DOROTHY DIX.

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Our "Buzz Saw" Tea Deal

Will create a decided sensation among our retail customers. We intend it for a Christmas offering, and it eclipses anything we have ever offered in this line before.

Our proposition is simply this: With one 85 pound can of Japan Tea at 25c per pound, we will ship Notions, Toys, Dry Goods, Books, Dolls, Metalware and Silverware, and sundry other articles too numerous to mention, free of charge.

The Tea is first-class value at 20 to 21c per pound—it is a fair value at 25c. Any dealer that cannot see his way clear to realize fully fifty per cent. of the entire cost from the notions, etc., alone is at perfect liberty to return the entire outfit at our expense.

Our terms are 60 days net to regular customers; we reserve the right to fill only one order; we do this owing to the fact that the amount of Tea we have to offer under this deal is limited.

As our rule is "first come, first served," hustle in your initial order. It is dollars to doughnuts you will beg us to make it a repeater. No orders will be accepted after December 15th.

The James Stewart Co., Limited,

Saginaw, E. S., Mich.

The Irishman's Stratagem and What Came of It.

Written for the TRADESMAN.

Five or six men, myself among the number, were sitting around a cheerful old-fashioned fireplace in a village hotel in the Far West, one rainy day in 1877.

Aside from two or three lines of railroads, the old stagecoach was the vehicle for travelers in that region, and these coaches also carried mail for Uncle Sam and frequently more or less express matter. On many of the principal Star route mail lines north and south of the Central Pacific R. R., besides the coachman or driver, there was an armed man on the outside, known as "the guard." This man held one loaded Winchester in his hands, with another in easy reach for "gentlemen of the road," as they were called, but vulgarly known as highway robbers, who often attempted to "hold up" the coaches, and occasionally succeeded.

The conversation turned upon this subject, and several of those present were asked to relate their experience. It had never been my own good or bad fortune to be with a party who were "held up," but I was deeply interested in the several experiences related. One in particular, told by a commercial traveler named Walton, from St. Louis, amused the party and is worth printing.

"I was a passenger," said Mr. Walton, "on one of the through mail and passenger coaches on the Star route from Fort Maginnis, Montana, to Denver, Colorado. We had nine through passengers aboard, beside several way passengers on the upper deck outside and the driver and guard. There were no women. We were drawn by six horses and our driver was an expert in "handling the ribbons." This coach generally stopped for nothing, either day or night, except to allow us a meal of victuals in quick time, and to change horses. I will only describe the fellow passenger on my right in the coach, as I had a slight acquaintance with him only, before starting. He was apparently a rather verdant Irishman of middle age, dressed in warm but somewhat soiled and dilapidated clothing, and carried on his lap his only baggage, a medium-sized old satchel, made of colthide with the short hair on. As it occasionally jolted against me, I inferred it was partly filled with some heavy substance. He did not join in the general conversation of the passengers, except to throw in a dry but witty remark which was invariably applicable and convulsed the crowd with laughter. I had previously learned that his name was O'Flaherty, and that for about a year past he had been trapping for furs, a part of the time in the vicinity of Flathead Lake, Montana, and also in the British Provinces many miles farther north; had sold his stock and was then on his way to London, Ontario. I also learned that our route lay through a wild and uninhabited region in Montana, and that perfect safety was hardly to be expected.

"All went well with us the first twenty-four hours out. But the second day was cloudy, with skies portending a storm, and about 4 o'clock in the afternoon we entered a valley with small scrubby trees, and chaparral growing close up to the highway, obstructing the view on the east side of the road, while a short distance away on the west a deep narrow gulch, with small hills beyond into which the road seemed to end, barred the vision in that direction.

"We were rushing along at a spanking pace, when—Bang! went a gun. As the coach was brought to a halt, four men with guns presenting came into view from the thicket on the east and ordered, 'Hands up, and all out on the left side!' All quickly obeyed. 'Now face the coach!' was the next order, which was as quickly done. The driver and guard, taken by surprise, found themselves covered with two guns and were powerless. A single move on their part meant sure death to one or both.

"In less time than it takes to tell it, one of the robbers, dropping his gun beside a companion and stepping in front of us, commenced hauling out the hand baggage, tossing each piece into the brush in a pile. As he drew forth O'Flaherty's satchel rather roughly, Mike found his tongue and, speaking in his broad Irish brogue, said: 'Beggin' yer parthons, Misther Thafe, Oi wud advise yez ter go slow wid thet coltskin bag o' mine, else yez moight git hurted wid it. Only some ould clothin' and a few ither ould thraps thet ye'd hev no use fur.'

"But the man was in too much haste to heed what was said and, finding it much heavier than the others, merely looked back at his companions and, nodding his head affirmatively to them, drew a dirkknife from his breast pocket. Ripping open the top, he thrust in his right hand, drawing forth several pieces of soiled linen. Then, hastily feeling still deeper, he uttered a yell which startled even his own companions, and a volley of oaths followed as he held up his right hand, from the crushed and bleeding fingers of which dangled a good-sized steel trap.

"Och! murther!" roared O'Flaherty, without moving hand or muscle; 'didn't Oi till yez Oi had a few ither ould thraps in me bag, an' yez paid no attintion to it?'

"At that instant, and while another of the bandits had dropped his gun to assist his companion, who was suffering acutely, the guard on our coach noticed another coming around a hill just beyond the gulch, with horses on a run and, seeing help so near at hand, turned quickly and fired at the robber who had laid down his gun, killing him instantly. The chorus of yells from the oncoming coach caused a hurried retreat of the bandits, who fired at us as they ran toward the gulch on the west.

"After the general confusion and the stampede of the robbers, it was found they had carried with them one satchel each, containing in all between three and four hundred dollars in money and some valuable clothing. There had not been time for them to rifle the mails. The guard, who fired the fatal shot, was found to be seriously wounded in one shoulder, and two of our passengers were slightly hurt in an arm and hand. We bound up our wounded as best we could; and O'Flaherty grasping his mutilated and bloody bag, we were soon on the road again.

"Arriving at Denver, O'Flaherty and myself at once boarded a train for St. Louis. After registering at the Lindell, we were about to part company, when I asked Mike to tell me why he had a trap set in that old satchel when it contained nothing of any value, as I well knew.

"The man smiled, as he replied: 'Yez is hardly a stranger to me, Misther Walthon, so come up wid me to me room and Oi'll expllain,' and he led the way.

"As we entered, he pushed the bolt of the door, drew up a couple of chairs beside the dresser, then, grasping the old satchel, opened it and drew forth eight steel traps, all set and with chains attached. These, and a few pieces of underclothing were all its visible contents. Opening his pocketknife, he proceeded to make an incision near the top of the morocco lining, from which he drew forth five packages of open bank notes, and on the band of each package were the figures \$500!

"This," said he, 'is the proceeds of my twelve months' thrapping expedition; and he had purposely loaded the satchel with the set traps, rightly judging its weight would tempt any thief to examine it before carrying it away with him, and that then, whether caught or not, he would abandon it. Judging by the results with the highwayman, his conclusion had been well founded.'

FRANK A. HOWIG.



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Size at top of ash base	14 in.	18 in.
Interior main fire chamber	14 in.	18 in.
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E. A. STOWE, EDITOR.

WEDNESDAY. - - - DECEMBER 8, 1897.

BAD BUSINESS POLICY.

The local association of clergymen, which has had the carnival matter under consideration for several weeks, has reached final action on the matter by the adoption of strong resolutions denouncing the carnival and protesting against its repetition. The Tradesman has already registered its protest against the carnival on both business and moral grounds, and the experience of other cities along the same lines appears to confirm all the Tradesman has said in regard to the bad business policy of such affairs. Boston has just passed through a similar ordeal, and the New England Grocer, in referring to the event as "Insanity Week," summarizes the unfortunate features of the affair as follows:

A merchants' week in which the wholesale trade might bring to Boston the merchants of New England and supply them with goods to be retailed to the customers in their respective towns and cities has some excuse, but to turn about and invite the customers of these very dealers who had stocked up with goods to come to Boston and purchase these same goods at bargain sales is an outrage upon every country merchant in New England.

The merchant in the home town and city invests his capital in business, pays taxes, employs help, and helps the institutions of that municipality. He deserves the support and patronage of the residents in that town or city. We are surprised that the railroads should be led into any such trap, for it cannot but help injure the general prosperity of New England. We are zealous of Boston's rights, will do everything we can to increase her prosperity and multiply her business interests; but we do not believe it ought to be done at the expense of the merchants in other towns and cities. In fact, it is suicidal for these are the feeding schools upon which Boston depends very largely for her success in business.

The jostle and the bustle incident to these events are not conducive to good buying, and the so-called bargains are no better than are offered every Monday to the suburban shoppers. The wise customer is the one who spends his money at home, where he can shop at his leisure and obtain good returns for his money.

We are not surprised that the country merchants throughout New England are indignant. We should be very much surprised if they were not angry, because it is an imposition for any market to sell a merchant his goods and then invite his customers to the same market to purchase their supplies on especially favorable terms.

Big trade spreads are never of perma-

nent benefit to any community. We are told that the only ones who reaped a harvest in the Lynn carnival were the druggists, cigar dealers, restaurants and saloons. People went there from curiosity and not to buy goods. While this may not be true in Boston to so large an extent, we doubt if the bargains offered are commensurate with the efforts spent to secure large sales. A few big retail dealers may reap a harvest, but the great generality of trade secures no benefit from merchants' week. The truest and best trade methods are those that encourage loyal and steady support of home interests. To our mind, the carnival demoralizes trade, disturbs the general trend of business affairs and instead of being an evidence of prosperity, as some papers claim, is really an evidence of unsettled and undesirable business conditions.

The bargains we read so much about have not even the merit of those named by Whimpton's little boy, who, upon hearing that twins had been presented to the happy household, declared that his mother had been getting bargains again.

Imperative requisitions by the Government authorities for the protection of bunting for navy flags are what insure the superiority so well known to characterize the American article. The regulations prescribe that the fabric be made entirely of wool of the best quality, and show no imperfections, the weight to be five and one-fourth pounds avoirdupois per piece of forty yards of ten-inch width, the yarn to be evenly spun, the warp and filling to contain not less than thirty-four threads to the inch, and the warp, two ply with one-ply filling properly twisted; further, a tensile strength is required of sixty-five pounds for the warp and forty-five pounds for the filling, in test pieces two inches wide. The colors must be as "fast" as it is possible to make them, and not liable to be seriously affected by being soaked continuously for twenty-four hours in fresh water and then thoroughly washed in water with which is combined a good grade of laundry soap. Every stripe and device on the flag made of this superb material is measured with the most perfect geometrical accuracy, and the stars are put on so carefully and evenly that when the flag is held up to the light the stars, which are made of muslin and put on both sides, appear to be a part of the fabric. The stars are cut with chisels out of bleached muslin laid thirty thicknesses together on a large open block.

The Grand Rapids Retail Grocers' Association has scored a strong point by securing an agreement from W. F. McLaughlin & Co. to keep their package coffee out of the hands of the cutters. Heretofore it has been impossible to make any progress along these lines, because the goods have been sold through the jobbing trade and any protest to the manufacturers has been met by the reply that they could not control the distribution of their goods when they got into the hands of a second party. Now that the jobber no longer handles the goods and all shipments are made direct from the factory, the sincerity and good faith of McLaughlin & Co. will be put to a fair test.

European capitalists are to establish linen factories in Portland, Ore., the neighboring region producing that fiber of the finest quality and in any desired abundance. It is the pioneer movement in what bids fair to grow into an important industry.

It is estimated that 12,000,000 of bicycles have been built in America and Europe up to date.

GENERAL TRADE SITUATION.

While the great volume of general business throughout the country continues unchanged, there are more changes in prices, both up and down to chronicle than for several weeks past. In some localities the heavy buying of the autumn months seems to have supplied the markets to an extent to cause a diminution of trade, but such instances are made good by more favorable conditions elsewhere.

The notable features of the stock market are the increased activity in the trading, the general tendency to advance and the change in the kind of stock most in demand. Sales were double those of the same time for several weeks. The advance was almost all along the line, ranging from 60c to \$1.25 per share. The shares mostly in demand were those of a number of the leading railroads, instead of the market being monopolized by sugar and gas, as had become the custom. It would seem that the steady maintenance of increased earnings has continued until it is beginning to affect the situation again.

The week was characterized by quite a sharp reaction in wheat, although the movement continued undiminished. The exports for the week are said to have broken all previous records. That the reaction in the price of wheat was speculative would seem to be indicated by the fact that there was quite an advance in corn and with the same heavy movement.

The iron situation seems to be more quiet, with little change in prices. The most notable feature is the reported combination of the wire and rod producers, which seems likely to amount to more than the one attempted a year ago.

In textiles there has been another decline in print prices again, breaking the low record. The wool market has been decidedly less active, although prices are yet well maintained. The activity in the boot and shoe market, in which Eastern shipments continue to break all records, is without decrease.

Bank clearings continue in proportion with last week, the difference—16 per cent. increase—being accounted for by the holiday. Failures were 250, against 233 for the preceding week.

WOMAN'S GROWING LABOR FIELD

In this day of trying social and business conditions, when it is constantly becoming harder and harder for man to find "a place spread for him at nature's table," it must be gratifying to all right thinking people to find that woman is becoming more and more an independent bread winner and obtaining footholds in different departments of labor that relieve her of much of the want and suffering that she has borne in the past.

A notable illustration of her progress and capacity as a rival of the other sex in these, to her, new fields of labor, is furnished by a report recently made by our postoffice department in response to a request from Germany as to what had been the general experience of our postal service with women employees. The report says that women are employed in all branches of the service except as letter carriers, clerks in the railway service and inspectors. They are paid the same salaries as men for the same class of work, and the general conclusion of the department is that the services of women have proven almost, if not equally, as satisfactory as those of men. In the departments at Washing-

ton there are 167 women employed who draw salaries ranging from \$1,800 to \$2,400 a year. There are in the country 6,670 women in charge of postoffices, and it is estimated that some 80,000 women all told are employed in the postal service.

This is the record in but one department. Thousands of other female clerks are found in the other great branches of the public service, in the Interior and Treasury departments especially. The Government is helping woman to demonstrate her capacity and maintain herself as an equal of man in certain kinds of work and particularly work involving no hard manual labor. In law, medicine, theology and mercantile pursuits she is rapidly taking a secure position and at no distant day will be able to feel her financial emancipation at least. There is no special political significance in all this and little of the advanced woman suffrage movement. It means simply that woman is being generally accorded her right with propriety in this country to win her own support when she desires to do so, or when necessity forces her to labor. Her advent into the ranks of the toiling thousands need not soil her skirts nor blunt her womanly sensibilities, but ought to finally result in a good influence upon her male co laborers.

Interesting experiments to test the cost of using electricity for cooking, made by Prof. John Price Jackson, are reported in the Boston Transcript. The experiments were practical, the electrical stoves and ovens being used for weeks in preparing the meals for a family of six. It was demonstrated that the average cost per meal for cooking by electricity was 16.6 cents, this including the heating of the water for washing the dishes. Equally careful experiments with coal and a kitchen range showed the cost of that method of cooking per meal to be 3.15 cents or about 19 per cent. of the cost of cooking by electricity. Laundry work of the same family cost 22.7 cents with electricity, and 12.25 cents with coal. Aside from the matter of economy great advantages were found in the use of the electricity, notably the absence of the dirt of coal and ashes, as also the disagreeable gases and the ease with which a uniform temperature, so desirable in baking, could be maintained.

The Sherlock family are noted horse traders in Tennessee, Mississippi, Arkansas and Alabama. They intermarry, and one of the family characteristics is the largeness of the men and the diminutive size of the women. Whenever a member of the band dies his body is shipped to Nashville and placed in a vault. Every year, in the month of May, the family meets in that city, when the dead are removed from the vault and interred with appropriate services.

The Fish and Game Protection Club of Montreal, Can., asks the province of Quebec to give a bounty for wolf scalps, and one of their observant members suggests that while they are about it they should include foxes, as these animals, he is convinced, are much more destructive of small game than wolves, even. The fox, he says, is the great destroyer of partridges, and in his tramps through the woods he has had abundant proof of it.

New York justice appears to be quick enough when the newspapers discover the crime and criminals and the latter confess and turn State's evidence.

WRITING AND THINKING.

Editors and publishers have discovered that there is an army of good writers in this country, a multitude of men and women who express themselves with propriety and force upon all the ordinary topics of literary discussion and not a few who possess a considerable narrative and descriptive talent. Those fate-dealing authorities to whom manuscripts are submitted with a view to publication are constantly rejecting compositions which, by reason of their solid merits, command a respectful consideration but for which they can find no place within the scope of their several undertakings. The editor of one of the most popular magazines in the United States made a statement some years ago for the benefit of contributors, or would-be contributors, from which it appeared that the professional readers employed by his establishment had to examine, on an average, fifty different manuscripts every day. Nothing could be more conclusive than the simple array of figures of the inevitableness of the disappointment of the vast majority of those who hope to achieve distinction by addressing the public through the medium of monthly magazines.

What, then, is the test? Upon what principle do editors and publishers proceed in discharging their difficult task of selection? That is the question which literary aspirants should wish to have answered first of all. To simplify the problem, then, suppose that the critic to whom the ultimate decision is left has before him two compositions of unquestionable merit so far as mere literary workmanship is concerned. Let it be supposed that each of these compositions bears upon every line the impress of wide learning, scholarly accuracy and artistic refinement, and that in these respects there is no appreciable difference between them. If they deal with different subjects that difference may settle the question of choice; but if the two writers have fallen upon the same theme, their relative originality must be the decisive test.

It is the first business of daily journals to publish the news—otherwise they have no claim to the distinctive title of newspapers. Their very advertising columns, although paid for and dictated by advertisers for the promotion of private interests are, properly considered, news columns, replete with late and important general intelligence. The local reports, the letters sent through the mails and the items transmitted over the wires, all belong to one class. Nothing in that class has any value if it fails to convey something new at the point of publication. The editorial columns are mainly devoted to the discussion of the news and of topics of contemporary interest. If old subjects are taken up it is because of their relation to questions of present interest, or because events of recent occurrence have brought them again into prominence. Journalism, however, has undergone a development which renders it somewhat difficult to draw the line between the respective provinces of the newspaper and the monthly magazine. The magazine does not undertake to report the whole body of news in all the various spheres of public interest from day to day, but it is nevertheless devoted to the publication of new things—novel ideas, inventions, discoveries, and every indication of growth or development which promises to prove of permanent importance—striving in all its departments to reflect the distinctive features of the liv-

ing age. This, its dominant tendency, is to be remarked even in the pages it devotes to strictly literary contributions. The poem and the story, too, must somehow sound the note of contemporaneity. An ancient theme may be selected, an archaic style may be affected, as nowadays a long-discarded fashion in dress is sometimes revived; but in every such case the old must be assumed, so to speak, with the consciousness of modern criticism, and under its antique drapery the composition must still reveal something new.

In fiction there are no plots, in poetry there is no measure, absolutely new; and the latest philosophies hide under some novelties in nomenclature, perhaps, speculations as old at least as Aristotle and Plato. It is, moreover, one of the "discoveries" of modern science that some of its own recent theories were advanced and rejected centuries ago. Yet the demand for something new persists, and the reading public turns scornfully away from every obvious repetition of old ideas between the covers of new books. This holds good of literature generally, not of newspapers and magazines only, and when one thinks of it calmly, it is only fair to ask of each young author, in his turn, what actual addition he has made to the world's store of intellectual wealth. For, if a man has nothing new to say, why should he invite the public to hear him speak or to read his essay! This is a very serious question, and it may serve to sadden some people who are fond of expressing themselves through the medium of written words; but it does not follow that one should cease to write because there is no demand for the publication of his work. The pen, says Bacon, makes an exact man. There is hardly any better mental discipline, hardly anything more educative, than the practice of reducing thought to precise expression in black and white. Many a supposed idea looms up largely in a kind of mental haze that will appear meager and commonplace when it has been strongly grasped and held still long enough to be exactly stated in plain words. It is a practice that clears the head and pricks vanity's empty bubbles. But if a man will think seriously of serious subjects from day to day, and if he will write what he thinks clearly, the chances are that he will say fewer silly things, and it may be that he will work out something at least that will be "worthy to be put in books." It is strange that so little attention is paid to the practical art of composition in schools and colleges. There is no other exercise that teaches so many things at once, or that exercises so many faculties at once; but boys and girls are taught grammar and rhetoric and logic, a multitude of rules about writing and thinking, instead of being trained by actual practice in thinking and writing. It is true, as it has already been remarked in this article, that there is even now no dearth of fluent and correct writers in this country; but what is needed here and everywhere is a more general habit of patient thought and calm expression.

The Russian government has decided to adopt the metric system, and the minister of finance is about to issue a decree substituting the metric measures for the old Russian.

A French experiment has succeeded in grafting tomatoes on potatoes. The hybrid plant is said to produce tubers underground and tomatoes on the stalk.

RIGHT SORT OF IMMIGRATION.

Now that the necessity for excluding the illiterate population from the suffrage franchise is being impressed upon the state constitutions, both North and South, the line of argument that justifies the rescue of political control from ignorance and pauperdom also pleads as forcibly for the exclusion of foreign illiterates and paupers from the country.

Soon after the meeting of Congress there are to be brought before it measures for the restriction of immigration upon a test of illiteracy. It is proposed to require that all immigrants from foreign countries, over the age of fifteen years, must be able to read and write English or some other language. In this connection may be mentioned an article by Mr. Prescott F. Hall, Secretary of the Immigration Restriction League, published in the North American Review for October. He admits that, while additions to the population of an intelligent, industrious and honest immigration have accomplished a great deal for the development of the country, the crowding in of paupers and illiterates is an unmitigated evil.

Mr. Prescott quotes statistics to show that, previous to 1870, three-quarters of all immigrants came from kindred races, from the United Kingdom, France, Germany and Scandinavia. In 1880 these countries sent us only three-fifths, and in 1896 only two-fifths, of the total immigration. On the other hand, Southern and Eastern Europe—that is to say, Austria-Hungary, Italy, Poland and Russia, which in 1869 sent less than one-hundredth of the total immigration—in 1880 sent one-tenth, and in 1896 over one-half.

It is from those latter countries that the lowest classes of immigrants are brought. These undesirable immigrants are exercising a most demoralizing influence on the general population. Taking the social statistics of the single State of Massachusetts, where the returns are very complete, the writer quoted finds that in that State persons of foreign birth furnished in 1895 ten times as many criminals as an equal number of native birth and parentage. And, contrary to much that has been predicted, the second generation who were born in this country furnished five-sixths as many criminals as the foreign born. If one considers drunkenness alone, the foreign born furnished three times as many criminals as the native born. This shows that, in the past at any rate, the country has been receiving some elements that tend to lower social morality.

Taking the prison reports of Massachusetts, and leaving out of account the matter of drunkenness, as being likely to obscure the comparison as to intrinsically criminal tendencies, there is found a certain progression in the number of criminals per thousand furnished by the foreign born of the various nationalities. Thus Germany gives 3.6 per thousand; Scandinavia, 5.1; Scotland, 5.8; France, 6.1; Ireland, 7.1; England, 7.2; Russia, 7.9; Austria, 10.4; Hungary, 15.4; Poland, 16.0, and Italy, 18.2. The native born give 2.7 and the foreign born 5.4, or just twice as many.

In 1896 the percentage of illiteracy among Scandinavians was less than 2; among Germans less than 3, English, 5; Scotch, 6; Irish, 7; Greeks, 26; Russians, 41; Austro-Hungarians, 45; Italians, 55; Portuguese, 78. The nationalities which are the most illiter-

ate are those which furnished the greatest amount of drunkenness and crime. The same holds true as to the amount of money brought by immigrants—those from France, Germany, England and Sweden bringing the most (\$37 to \$18); while those from Austria, Hungary, Italy, Poland and Russia bring the least (\$13 to \$7) per capita. These figures do not give the numerical average money brought per capita, which would be extremely misleading, but are made up by taking into account the number bringing \$1 to \$5, \$5 to \$10, and so on.

A recent report of the United States Commissioner of Labor shows that those of foreign birth or parentage form 77 per cent. of the total population of the slum districts in Baltimore, 90 per cent. in Chicago, 95 per cent. in New York, and 91 per cent. in Philadelphia. And it appears that of these percentages Southeastern Europe has furnished three times as many as Northwestern Europe in Baltimore, nineteen times as many in New York, twenty times as many in Chicago, and seventy-one times as many in Philadelphia. In other words, the slums of our largest cities are largely a foreign product, and a product of the countries which have greatly increased their immigration in recent years.

The greatness of a country is not made up by the numbers of its population, but by the intelligence, honesty, thrift, industry and patriotism of its people. One such citizen is worth hundreds of rascals in the slums and more than worth thousands in the prisons. The immigration laws should be so framed that they will insure the introduction of the class of people who will make good citizens.

GERMANY AND HAYTI.

The demand made by Germany upon Hayti to pay an indemnity for the alleged ill-treatment of a German subject, and the threat to send a warship to Port-au-Prince, have given rise to some ill-advised talk on the part of people in this country with respect to the duties of the United States in the premises. These people think that, under the provisions of the Monroe doctrine, this country must prevent Germany from taking any vigorous action in Hayti. No such course is contemplated in the interpretation hitherto placed upon the celebrated doctrine of President Monroe.

When Great Britain threatened to seize a portion of the territory of Venezuela, President Cleveland very properly interfered, holding that such an act would be a violation of the Monroe doctrine. When, however, the British government landed troops at Corinto, Nicaragua, and occupied that town, in order to enforce the payment of an indemnity by Nicaragua for the ill-treatment of a British vice consul, President Cleveland made no protest whatever, holding that Great Britain had a perfect right to protect her subjects.

So long as Germany makes no attempt to annex any portion of Hayti, this country has no warrant for interfering, and it is not probable that President McKinley will interfere in any way, although it is possible that he may tender the kind offices of the United States to bring about a good understanding between the disputants.

The average weight of the brain of the despised Chinaman is said to be larger than that of any other race in the world except the Scotch.

Shoes and Leather

How Old Man Laster Filled His Position as Assignee.

Well, the agony is past and I'm settled down again and happier than I have been in ages.

I don't want to go through any more failures if I can possibly help it. As I told you in my last letter, the old man Laster took hold of things as though he had been stock assignee of the village for a score of years. He knew just what to do and did it.

He kept the little clerk and me hustling on the inventory and then he and I sat down and went over that awful list of accounts.

"E-m-m-m," the old man would say, "how'd you come to trust Jim Rusendorf?"

"Well, he said he'd pay just as soon as he sold his beans, and he talked so honestly that I thought—"

"One pair of boots—\$2.75. Would you have gone down in your pocket and loaned him \$2.75 if he'd asked you?"

"Certainly not."

"Well, this is the same thing, isn't it? By Jove, I b'lieve a man'll pay borrowed money quicker than he will for worn-out boots."

"Well, I made a clean dollar on the boots so the loss isn't quite so bad."

"That's just it," said the old man. "The prospect of profit blinds a man, doesn't it?"

I was forced to confess that it did seem to.

"I know just how it is," said Mr. Laster. "When a man hasn't had a customer all of the morning it does seem hard to put a pair of boots back in the case after working hard to fit and suit the customer, just because he wants credit. Particularly when he 'looks honest,' too. But that's just what the retailer has to learn. I served my apprenticeship at it and I make a good many mistakes yet. That's a good thing to remember, though, just the same—don't trust a man or a woman, or a little child, for any amount of goods unless you would loan them as willingly the cash instead of the goods."

Well, we clawed over those accounts all of one day, and when we got done we had checked off about one-third of them as hopelessly bad, one-third of them as cream, one-sixth as doubtful and one-sixth as "probably good."

The inventory of the goods didn't pull up quite so much as I had expected, considering what a short time it had been since we took the regular annual inventory, but we put everything down at its actual cost price, "at the mark," Mr. Laster called it, no matter how much less it was worth on account of old style, or being shopworn or bought at too high a price. "That's the best way," Mr. Laster said, "and then when the stock is sold"—it made me wince to hear that—"the buyer can judge better about what he can afford to pay, and altogether it will be better for the creditors."

Every day some creditor's agent or lawyer would drop around and bluster about this or that or the other thing, and make me feel bad, but they couldn't feaze the old man. He simply smiled and said that it was an unfortunate affair, but it was going to be managed for the best interests of all concerned. If they wanted to throw away the money necessary to make the attempt to break the assignment, or if

they wanted to put Mr. Fitem on the stand, it was all right, go right ahead. "I wouldn't have had anything to do with this matter," the old man said, "if it wasn't all right and legitimate, but I want everybody to be satisfied."

I noticed that the agents and lawyers were a good deal more bloodthirsty usually than the members of firms who came to look into matters, but then that was natural. The principal creditor only blows when it will do some good, but the special commissioner has to earn his money in some way.

By-and-by they stopped coming, and Laster went on with the proceedings. He wouldn't give out anything that looked like a statement until we had matters all to ourselves. Then he filed the official schedule, which looked nice. Here it is:

ASSETS.	
Goods, as per inventory,	\$5,800
Bills receivable,	1,210
Cash,	51
Fixtures (at actual cost),	182
Total,	\$7,243

LIABILITIES.	
Notes outstanding,	\$3,555
Bills payable,	2,185
Borrowed money (secured by note),	1,000
Total,	\$6,740

That looked as though the creditors would be paid in full, but I knew it couldn't be possible. It was a tough ending for all my high hopes.

One day Mr. Laster called me one side, away from the little clerk and the slaughter-sale men who were taking a look through the stock, and handed me this document. "Now, my advice to you," he said, "is to copy this letter and send it to every one of your creditors. Bring the copies to me and I will sign them as assignee, officially." I took the sheet and read:

Gentlemen—I find that the actual liabilities in the business of I. Fitem, the shoe dealer, who recently assigned to me, are \$6,740, of which amount \$1,000 forms a preferred claim for money borrowed to start the business. The nominal assets figure up \$7,243. Although the stock is in fairly good shape, I doubt if at the sale it will be likely to bring much more than forty-five or fifty cents on the dollar, say, at the higher figure, \$2,900. I doubt if over \$500 could be realized from the accounts, and the cash on hand and the fixtures will not net more than enough to make the actual assets \$3,500. When the preferred claim is taken out and the costs of the assignment, it looks very much to me as though not more than thirty or thirty-five cents would be left for the creditors. Some of Mr. Fitem's friends are anxious to put the young man on his feet again, and he has authorized me to say that he will be able to offer forty cents on the dollar as a compromise, providing all of the creditors will accept this amount in settlement. Please understand that I do not in any way urge or even request this, but from the estimates which I have been able to make it strikes me that the net offer in cash will be better than the probable dividend payable at the end of the period allowed by law. It will also enable an honest but unfortunate young business man to resume business and possibly be able to continue longer as a customer, when, if the compromise fails and the assignment goes through, he will not be able to continue business. I shall hold matters open for one week for answers to this letter before proceeding to wind up the business, and I request immediate answers.

Most truly yours,

A. LASTER, Assignee.

I could hardly understand it. "Why, Mr. Laster," I stammered, "it would take"—I figured hastily on a bit of paper—"it would take \$2,300 to pay

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.



Jahnnie 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.

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.

even forty cents on the unpreferred claims, and you know I haven't got a cent in the world, Mr. Laster."

The old man smiled comfortably. "Well," he said, "I have been thinking matters over a little and I think it can be arranged. Mrs. Green is so delighted that you have saved her money for her that she is perfectly willing that you should continue to have it, and as for the rest of it, if the answers come back at all satisfactorily, I have a little proposition to make to you which I think that you will be able to accept."

So I copied the letters out and sent them off, but unknown to Mr. Laster, and after he had signed the original letter, I added this postscript to each one in my own handwriting:

P. S.—For myself, and without the knowledge of the assignee, I desire to say that if the leniency mentioned in the assignee's letter is considered favorably, and my unfortunate business affairs are settled on that basis, I shall feel that whatever of good fortune shall come to me in the future will be due largely to the magnanimity of my creditors at this time; and while I will not want to start in business life again hampered by actual obligations, I shall never feel satisfied until all of my indebtedness is wiped out.

Respectfully,

I. FITEM.

Then we waited. Several of the answers came immediately. The larger houses in the East, some of them, accepted the proposition in ten words, without any ifs or anows whatever. Others quibbled a good deal, quite a number offered to settle for all of the way from fifty to seventy-five cents, and one or two absolutely refused.

I was pretty well discouraged, but not so the old man. He simply smiled, borrowed the attorney's pretty stenographer for an hour a day, and began a correspondence on his own hook. I don't know what he said to them in the long letters which he dictated to that girl, and I never could get her to tell me. But one day, a week or so later, when I had about given up hope and wondered if I hadn't better go out and look for a job, he called me into the store and showed me a series of letters, one from each creditor, accepting the offer without conditions. I have an idea that in one or two of the worst cases the old man brought a little pressure to bear of some sort, but I don't know anything about it. All I was sure of was that if I could raise \$2,500 I could go on in business and no questions asked.

Then it was that the old man broached a plan which almost caused me to fall off my chair. And this was it: That I should give my note to Mrs. Green for the \$1,000 and my note to him for \$2,000, and go into partnership, with him as an active partner, joining my \$7,243 worth of nominal assets to his \$18,000 worth of nominal assets, allowing him to work or loaf as suited him, and taking myself the active management of the business and rank as a one-third partner. He would settle the forty-cent matter as soon as I had accepted his proposition and the contract of partnership was drawn up and signed.

Did I accept? Well, what do you think about it? Mrs. Green had her note for one thousand cold, clammy dollars inside of twenty minutes. Mr. Laster had another for \$2,000, a cast-iron contract was drawn up between us, and, with my brain in a whirl, I was a business man once more.

I supposed then that we would begin at once the work of moving the goods from my little store over to the old

stand, but the old gentleman only smiled when I mentioned it in my enthusiasm, took me into his little sanctum, and unfolded the scheme which had been moulting in his brain all of the time.

It was a great one and worthy of him, and it made the biggest sensation in the shoe line that our town has ever experienced.

I will tell you about it in my next letter.—I. Fitem in Boots and Shoes Weekly.

How Baby Shoes Suppressed Two Susceptible Maidens.

From the New York Sun.

When Mr. De Kalb came to New York one morning the pockets of his overcoat were bulging with three pairs of small shoes, none of which would just fit the last De Kalb baby.

"Now, John, don't you forget to return those shoes and bring back larger sizes," was Mrs. De Kalb's parting injunction.

De Kalb is the young-looking father of three small De Kalbs. An unprejudiced person might conscientiously say that De Kalb is a good-looking young man, and, to his credit, De Kalb himself would be the last man in the world to admit it. He had noticed occasionally that young women looked at him with interest, but none of his friends ever accused him of posing for the benefit of such strangers. Two lively young women happened to ride down to the bridge in the same car with De Kalb, and if he hadn't been busy with his paper he might have noticed that they were discussing him, after a way that such young women have. From their expressions it was evident that De Kalb seemed to them a presentable young man whose acquaintance was desirable. As De Kalb got off his car to take a bridge train, the two young women turned to look at him and he saw them.

"Nice looking pair of girls," he thought, "and they are just at an age when they think it smart to be flirty. Too bad; but they will get over it. By jove! They are looking at me. Well, well, this is a joke on Mrs. De Kalb."

When De Kalb got into the car he found that the two young women were sitting opposite him. They talked to each other and smiled at him. De Kalb was amused. He learned that one young woman's name was "Mame" and the other's "Daisy," and their conversation dealt with "dictation" and "machines" and "Mr. Brown's correspondence" and the "lovely new clerk" who was in his first year at the law school. They were talking for his benefit. He was conscious of the fact that even when they seemed to be looking at each other they saw him out of the corners of their eyes; and De Kalb wasn't a conceited man, either. When the train was halfway across the bridge De Kalb smiled a broad smile.

"Here is where I get the joke on them," he thought, "and I think Mrs. De Kalb will enjoy it when I tell her about it. This is lovely."

Mame and Daisy each appropriated De Kalb's smile to herself and each was encouraged to look at him directly. De Kalb stuck his hands into his overcoat pockets and pulled out three pairs of baby shoes. The effect was electrical. Mame and Daisy stopped in the middle of their smiles like automatons whose machinery has run down. De Kalb was apparently engrossed in studying the merits of the small shoes in his hands. Mame and Daisy nudged each other and then looked as if they had struck an unspellable word in dictation. De Kalb finished his inspection of the shoes, put them back into his pockets and then grinned at Mame and Daisy.

The car had drawn into the station and the two young women got up with an extra switch of their skirts. As they left the car De Kalb heard Daisy say: "Did you ever take notice, Mame, what a lot of common men ride in these cars?"

"Indeed I have and it's something terrible the way they try to flirt. They make me tired."

De Kalb said nothing

Association Matters

Michigan Retail Grocers' Association

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

Michigan Hardware Association

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

Detroit Retail Grocers' Association

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

Grand Rapids Retail Grocers' Association

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

Saginaw Mercantile Association

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

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President, MARTIN GAFNEY; Secretary, E. F. CLEVELAND; Treasurer, GEO. M. HOCH.

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

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Grand Rapids Retail Meat Dealers' Association

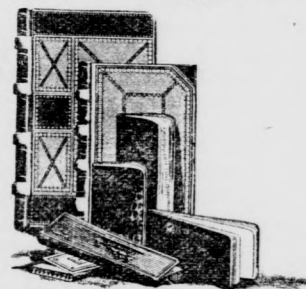
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My prices on all

Office Supplies



Will save you money.
Mail orders a specialty.

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

The Leader of all Bond Papers

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

Magna Charta Bond

A paper that will withstand
the ravages of Time.

Carried in stock in all the
standard sizes and weights by

TRADESMAN COMPANY

Manufacturer's Agent,
GRAND RAPIDS.



You now need

RUBBERS

Order them of

W. A. McGraw & Co., Detroit,

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

Try us on Mail Orders.

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.

Getting the People

Value of Illustration in Modern Advertising.

Written for the TRADESMAN.

The most primitive method of recording thought or expressing it by other than vocal means was by the use of pictures, and the earliest invented alphabets were all modifications of these forms. In some instances, as in the Chinese and allied languages, the original picture forms and significances are plainly traceable in their use to-day. That the pictured representation should be the most natural mode of expressing thought is sufficiently obvious and so the statement that in its appropriate place there can be no more effective method is a reasonable one.

In the earlier days of advertising the value of illustration was little recognized. The reason for this is to be found in the fact that the production of pictures suitable for advertising was a formidable undertaking on account of the crudeness of engraving methods. On this account, previous to the invention of the modern methods of making illustrations during the past fifteen years, there was little of engraving in use outside of the mechanical representations of the article advertised, or a few conventional faces and figures to call attention to hair dyes, cosmetics, etc. But the facility of modern methods has made such illustration so easy that most periodicals to-day present a wonderful profusion of pictured representations, among which the advertising ideas are liable to become obscured.

The fact that the thought expressed by the picture is the more quickly comprehended is reason enough for its employment. But in the very profusion the advertiser is liable to lose sight of this prime object and, instead of making the picture to illustrate the idea, it is used simply for decoration. In some cases, this use may be valuable; but to have much effect there must be exceptional merit or it is lost in the level of the commonplace. Some decorative art pictures are in effective use by the most extensive advertisers, which is evidence of their value; but this value must depend upon such a real artistic quality as will cause them to grow upon the observer, so that the eye will recognize them as attractive, although familiar. But the gaining of the public attention by such means is becoming more and more difficult on account of the great quantity of illustration, of all grades of merit and demerit.

In many cases the most practical and effective illustration is a simple and clear picture of the article to be advertised. This will catch the interested eye and convey in the most effective manner the idea of what is for sale. To depend upon catching the attention simply by the attractiveness of a picture expressing no particular idea and having no relation to the subject, and then upon prosaic type for the rest, is too roundabout a method to be effective in this age of directness and force.

There is, however, much of value in the use of such illustrations as in the simplest and most forcible manner express some idea introductory to the written portion of the advertisement, even although there may not be any particular pertinence in the illustration to the article advertised. In this case the value of the picture depends upon the principle that a pictured idea is the more forcible mode of expression. It

is to be observed that in this use of illustration, while the work should be artistic, the element of attractive prettiness must be ignored. It is impossible to make a picture serve the double purpose of expressing an idea forcibly and at the same time gain attention on account of abstract artistic merit.

There may be a seeming exception to this proposition in the improving methods of posing figures in some relation to the article to be shown. Examples of this have long been familiar in the use of cooking illustrations, in which the attractive features are the pretty faces and fine figures of the cooks. This method is coming more and more into use; and in some of the larger cities there are models who make a specialty of this sort of posing, and some of the best photographers are not above lending their skill to make such pictures effective. Recently, child figures are much sought for this purpose.

The use of pictures in advertising is increasing at a rapid rate and the education of the public makes a higher grade of artistic skill more and more essential. This requirement in turn is educating a great number of artists and designers, and enlisting the attention of those trained in other lines of art, until it is becoming an interesting speculation as to where the development in this direction will finally end. W. N. F.

Less Trust Put in Human Nature Now than Formerly.

"There is a heap of difference," said a commercial agency man, "between the credit system now and the system of only a few years ago. When I started in business it was the fashion for the out-of-town merchant to come to the market to make his purchases. He visited the merchant he wanted to buy goods of, and whether he knew him or not, the merchant in five minutes had made up his mind whether he wanted to sell goods to him or not, and just the amount and just the length of credit he wanted to give. In very few cases was there any investigation of a man's record. The merchant simply sized his man up and then acted on his judgment. The system wasn't bad, either, for those days, for it was seldom that a merchant who had had experience in dealing with men made a mistake. You could tell then what a man was after a five-minute talk.

"But to-day, good heavens! you talk to a man five minutes and you probably know less about him than you did before you saw him. I mean, of course, in the matter of business standing. The merchant who tried to do business on that plan to-day would be bankrupt in a month if he was worth millions to start with. The man who comes in looking for credit to-day gets just as good a reception as he did in the old days; but after he has given his order and goes away, his record is gone over with a fine tooth comb before he gets a cent's worth of credit. I don't know whether human nature has changed so that it is impossible to tell whether a man is honest now and will keep his word or not, but certain it is that you can't size a man up to-day by talking with him as you used to be able to size him up. More trouble is taken to-day to find out the trustworthiness of a man who wants \$100 worth of credit than was taken twenty years ago to look up the trustworthiness of a man who wanted \$20,000 worth of credit."

The right of a wife to search her husband's pockets is to be tested in an Allegany county court.

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.

That Drug Store Boy.

M. Quad in American Druggist.

I had no complaints to make about the boy whom my family druggist had about his store up to six months ago. Indeed, we took to each other, and were chuck-a-luck in all things. It's the boy who took his place—the long-haired, freckled-faced boy with the icy reserve—whom I have come to feel is doing me a rank injustice. It did not take me ten minutes to get acquainted with the other boy. My dog followed me into the place one day and pitched into the drug store cat, and between them they wrecked things for about ten minutes. I grinned and the boy chuckled. I laughed and he roared. There was a bond between us from that day on.

When the new boy was new to his place and a stranger to me I used to lie in wait for him and tell him funny stories and expect to see him swing his hat and hear him roar with laughter. The funniest thing I could get off would not even bring a smile to his face. After spending an hour with him on one occasion, telling him joke after joke, and while I was in the midst of a side-splitting story which I felt sure would fetch him at last, he rose up and quietly said:

"Excuse me, sir, but I have to fill a gross of bottles with castor oil this evening."

When I found that our drug store boy had nothing funny about him I tried his serious side. If I could not make him laugh I would try to make him weep. I told him sad and mournful stories for forty minutes by the clock, but he never heaved a sigh nor shed a tear. He sat and listened to me with an impassive countenance until I had talked out, and then he rose and quietly said:

"If you have wind on your stomach I would advise you to take soda mints."

It was discouraging, but I hung onto that boy in hopes to draw him out and see what manner of boy he was. One day, when I found him arranging the sticky fly paper, I asked him why they wouldn't make good porous plasters. He looked up at me a little bewildered, but yet losing none of his dignity, and did not answer. It was two weeks later when he said to me:

"I sold one to old Mrs. Adler for a porous plaster, sir, and she says they didn't get up no itching." It vexed me to find that the drug store boy was not like other boys.

And I tried to put them up to pick a fuss with him. All held off but the grocer's boy, fearing that he might be carrying a bottle of vitriol in his hind pocket to defend himself. The grocer's boy said he'd tackle him for a quarter, but it wasn't much of a tackle. He met the drug store boy at the door and started to knock his cap off, but he was looked down upon with such dignity and indifference that he backed off and bumped his head against a telegraph pole. Then I tried flattery to get closer. I told the drug store boy that his head was level and his horse sense remarkable. I praised him for his honesty, his energy and his ambition. For thirty minutes I soft-soaped him in all directions, and ended up with an offer to furnish him the capital to set up in business. He kept his eyes fixed on a box of camphor balls while I was talking, and he had nothing to say until I had finished. Then he arose and brought me half a dozen slippery elm troches and said they were awfully good for anybody who talked too much.

I was still determined to get at that boy, and one day I left him three or four novels about pirates, Indians and boy detectives. There was no doubt in my mind that they would break down his reserve and win his confidence, but when I went in next day he was tearing up the novels to light a fire in the furnace. Next day I left him a theater ticket to a play in which no end of girls were abducted, half a dozen pirates hanged and a train of cars run off the track, and I felt sure I had caught him in my net. He didn't have a word to say, pro or con, but a few days later I learned that he had given the ticket

to a tramp who called at the store and tried to hit him for a nickel.

It was months ago that I made up my mind that our drug store boy was unapproachable, and that he would continue to hold me at arm's length all our lives. Then I assumed the dignified, imperturbable demeanor which had characterized him from the first, and there is no hilarity when we meet. If I enter the store for a corn cure I greet the druggist with a smile, and we talk of the weather, politics and all that. But if I enter and find the boy in charge we stiffly bow, transact business with hardly a word between us, and we realize that we can never be friends. It is all his fault. I admire him and long to chuck him under the chin and be friendly, but he stands me off. The other night, knowing that he was to come down to the house with a prescription, I cut the wire of the door-bell. He walked up the steps in his usual dignified way, gave a yank at the bell, and next moment he went head over heels down the steps. I ran out prepared to find him shocked out of his icy reserve and ready to make terms with me, but although he had busted both suspenders, tore his coat and barked his shin, he drew himself up and frigidly said:

"Mr. Blank, I am sorry to say I have pulled down the front of your house. Please make out and present your bill of damages."

I am all right with the lawyer's boy, the grocer's boy and the laundry boy, and I'd be all right with the drug store boy if he'd only meet me halfway. I have shown my readiness on dozens of occasions, but he continues to stand me off and withhold his confidence and friendship. He may be a determined boy, but I am also a determined man. Yesterday when I went in for a glass of root beer I made my last advances to him, and he must now take the consequences. I smiled at him, but he sent me back a stony stare. I poked him in the ribs, and he drew himself up like a crowbar. I winked at him and said I'd take a glass of root beer with a stick in it, and he drew the beer, dropped in a sliver off a box and looked coldly out of the window while I emptied the glass.

Circumstances Alter Cases.

There was a poor man once
Who had a piece to speak;
He also had a plan in mind
Designed to aid the weak.

All worldly goods, he said,
Should be apportioned so
That there might be no weak, no strong,
No lofty, and no low.

But Fortune smiled, and he
Became a wealthy man;
Therefore, he had no more to say,
And dropped his noble plan.

It Disappeared.

"Beg pardon, Grimly, did your wife lose that \$5 with which she started to the savings bank or was she robbed?"

"Partly both. She collided with the bargain counter of a department store."

Switzerland has nineteen associations devoted to collecting the discarded ends of cigars and applying the proceeds to charitable purposes. In one year they provided 1,720 poor children with clothing. A philanthropic society in St. Petersburg makes something like \$1,500 a month from a similar source.

A story is told of the late Baron Hirsch that conveys a valuable lesson. After writing a message announcing the gift of a fortune to a school, the great millionaire went over the telegram carefully a second time, condensing it so as to save a franc.

A Baltimore judge has decided that faith-cure doctors are not entitled to remuneration for their services. He takes the ground that the faith-cure physician renders no apparent services to the sick.

Mexico wants more ginger, and as the plant grows wild in many parts of the republic, its cultivation is to be encouraged. It is said that the crop will yield \$300 in gold to the acre.

Peerless Lard

Manufactured and Guaranteed

Strictly Pure

BY

Swift & Co., Chicago.

The largest manufacturers of lard in the world.

Read Their Guarantee

Chicago, Nov. 17, 1897.

Olney & Judson Grocer Co.,

Grand Rapids.

Referring to the question of the purity of your "Peerless" lard, we hereby wish to state and guarantee to you that the lard we have shipped you in the past under that brand has been pure lard; that the lard we are shipping you now as Peerless lard is pure lard, and as long as we continue to ship you Peerless lard it will be 100 per cent. pure lard.

Yours Resp'y,

SWIFT & CO.,

By W. B. Albright,

Manager Lard Department.

The "Peerless" Lard is sold only by

Olney & Judson Grocer Co.,

Grand Rapids.

The largest jobbers in Western Michigan.

Fruits and Produce.

Necessity of Care in Marketing Farm Produce.

While each of the various products of the farm and garden has to a greater or less extent its own particular characteristics, and requires a more or less different treatment, there are some general rules which apply equally to every kind of produce and to every market and which are of the utmost importance. The cardinal virtue in preparing all kinds of produce for market are neatness, cleanliness, and uniformity. The fact that the goods packed are to be eaten should never be lost sight of, nor should it be forgotten that if they are to bring the very highest prices they must be sold to people whose appetites are not easily tempted, but who have the money to pay for practically everything they crave, and who will and do pay well for the extra attractiveness which tempts them. With these facts in view, the great importance of neatness and cleanliness is easily apparent. Nor is it safe ever to aim at any but the highest prices for good produce, for should a shipment deficient in any way as to style, form, neatness, etc., happen to reach the market at a time when either the demand is light or the supply excessive, it will remain unnoticed until the "strictly fancy" goods have been picked up by the buyers, and then, the demand having been supplied, must await the next day's buyers, suffering severely by the delay and eventually being either sold to peddlers for perhaps less than the freight charges or hauled to the "dump," a total loss.

The following is a sample of an everyday occurrence: Two fine lots of radishes will come to market, both lots of the finest quality. One lot will be made up into bunches, in each of which the radishes will be of equal size and the bunch neatly tied. In the other the bunches will contain radishes of various sizes and the bunches be clumsily tied. The first buyer that comes along will snap up the first lot at a "fancy" price, while the second lot will be neglected until the demand is exhausted, and will ultimately sell for little or nothing. The same difference may be seen in several lots of carrots, careful washing proving an important factor with this and other roots. Neatness and attractiveness invariably pay well for the extra trouble expended.

Undoubtedly cleanliness is included to a considerable extent under the heading of neatness, but so important is it that it is deemed worthy of separate consideration. It is found lacking more often probably in the preparation of fruit than of other produce. Too often juice-stained cases injure the sale of really choice berries, or the dirty finger marks of the pickers on the boxes will turn the buyer away. It is needless to say that the presence of sticks, leaves, or other rubbish invariably injures the sale. Even potatoes have sold more readily because marketed in clean, well-filled sacks.

Uniformity is of the greatest importance and requires a little more effort. Some varieties of produce are invariably marketed in uniform packages, the 30 dozen egg case, for instance, being the universal standard, but others, particularly fruits and vegetables, are put up in various packages, and while some pertinent suggestions may be made, the only safe rule

to follow is to ascertain the requirements of the market or markets to which you expect to ship, and be guided by them. It may, however, be accepted as a practically unvarying truth that the finest produce will not bring the highest prices if packed in unusual packages. The writer saw an instance of this recently:

A Texas concern, new in the business, sent its fine crop of Gem melons to market in boxes containing 1½ bushels, the usual package in this market being a half-bushel basket. The commission merchant who received the consignment, although recognized as a leader in Gems, tried in vain to secure a higher price for the more generous boxes, but was finally obliged to sell them at the then market price for half bushels, viz., \$1.25. Fortunately, the producer was present when the shipment arrived and immediately telegraphed his associates to ship Gems thereafter in nothing but half-bushel baskets. As a consequence, the last shipment from that source, consisting of 500 bushels in 1,000 half-bushel baskets, sold for exactly the same amount as each of the two previous shipments, which aggregated 1,500 bushels each. Needless to say, that shipper will study the peculiarities of his market before making further shipments.

The above may seem like an exaggeration, but it was an actual occurrence, and the principle may be verified any day. The explanation is simple: The retailer becomes used to a certain sized package and knows immediately of how many divisions it is susceptible, if it is to be divided at all, and so can easily find its selling price and estimate his profit. New packages require new calculations, which the retailer has little time to make, and which he will not undertake unless obliged to. In the instances of the Gems referred to, they would meet with ready sale in half-bushel baskets, not only the size of the package but its convenience, the baskets being provided with bails or handles, particularly adapting them to the retail trade. The 1½ bushel boxes were too large for retail consumption and the packages too clumsy to be conveniently handled. Their purchase necessitated the retailer's providing additional baskets and making the necessary subdivisions, for all of which he could ill afford the time and for which the producer paid handsomely.

Honesty should constitute the next general principle to be observed. The mere mention of it may appear out of place in a paper of this nature, but it is not from a moral but from a money-making standpoint that it is here considered. There is probably no business to which the adage "Honesty is the best policy" so aptly applies, and it seems as though there were no legitimate business in which it is so often disregarded. We believe it can be safely said that in every instance when petty deception is attempted it proves a boomerang. Probably the dishonesty most commonly practiced is improperly "facing" packages, such as barrels of potatoes, apples and other fruits, baskets of peaches, and particularly boxes of berries. The trick has been tried so often that everyone, even the most inexperienced buyer, looks out for it. Before buying a case of berries every buyer will take out several boxes and one after another upset them into his hand. This, of course, exposes practically all the berries in the box, and if any deception has been attempted he is apt to

APPLES MICHIGAN GROWN NORTHERN SPIES.

CAPE COD CRANBERRIES.

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

BUNTING & CO, Grand Rapids.

Cranberries
Grapes
Celery
Onions
Apples

All kinds of

VEGETABLES

Ask for prices upon carlots or less.

The Vinkemulder Company,
Grand Rapids, Mich.

Potatoes -- Beans -- Onions

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

MOSELEY BROS.,

25-28-30-32 Ottawa St.
Grand Rapids, Mich.

Established 1876.

Wholesale Seeds, Potatoes, Beans, Fruits.

Harris & Frutchey

Wholesale Commission Merchants

Are a good firm to ship Butter and Eggs to.

60 Woodbridge St., W.,

Detroit, Mich.

MILLER & TEASDALE CO.

ORANGES FRUITS
NUTS
PRODUCE

We have 100 cars La Barca and Sonora Oranges rolling, which can be diverted to any point; wire for prices.

601 NORTH THIRD ST.,

ST. LOUIS, MO.

We are in the market to buy

PEAS, BEANS, POTATOES

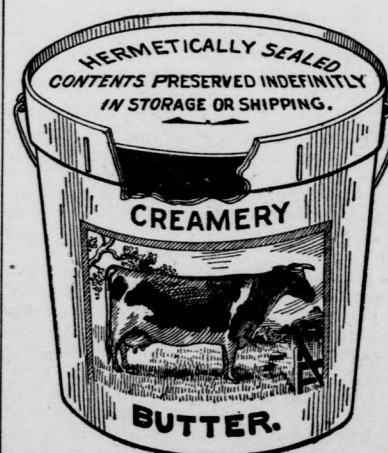
Onions and Onion Sets, Clover Seed, Allsyke, Pop Corn, etc.

If any to offer, Telephone, Wire or Write us, stating quantity.

ALFRED J. BROWN SEED CO.,

24 and 26 North Division St.,

GRAND RAPIDS.



Antiseptic Fibre Package Co.

Manufacturers of packages for marketing Lard, Jelly, Mince meat, Candy, Coffee, Cereals, etc. Pay for themselves in securing higher prices. Always clean and attractive. Furnished printed. Cheaper than packages now used.

187-189 Canal Street,
Grand Rapids, Mich.

lose faith in the entire shipment. With baskets such as peaches, plums, etc., are shipped in, several slits are cut in the sides, thus exposing the contents from top to bottom. Sharp hatchets are used to remove pieces from the sides of barrels, etc. But not only is immediate discovery almost inevitable, but even when the shipper is successful in fooling the buyer, the latter, discovering that he has been deceived, not only refuses ever after to purchase goods coming from the same shipper, but relates the story to his fellows—the story usually growing as it travels—until it not infrequently happens that the shipper's goods are practically boycotted, even the most fancy stock being neglected because it bears the shipper's name, trademark, or number.

On the other hand, painstaking care and patience will generally result in building up for the shipper an enviable reputation, securing for his shipments the top, sometimes a little above the top, of the market, because of their known unvarying good quality. When a producer desires to build up such a reputation, it will pay him to adopt a brand, as, for instance, "The Star," having first ascertained from his commission merchant that his brand will not interfere with any other on the market. He should then make it a rule, from which there must never be any deviation, to use it only on his choicest products, omitting the brand and using only his regular number on any shipment that cannot be rated "strictly fancy." Such discrimination against the poor qualities of one's own product requires strength of character and firmness of purpose, but such a policy steadfastly pursued will result in a reputation for the goods bearing the adopted brand which will never fail to obtain for them the very top of the market.

Packing is, after the quality of the produce, the next most important consideration. A little study of the route your produce must take to reach the consumer will convince you of this. A typical trip will be as follows: Several miles' ride in a spring wagon from farm to railroad, over a more or less rough road; then 10 to 500, or even 1,000, miles on the railroad; careless, hurried handling by trainmen loading the produce on the wagons of the commission merchant, and hauling over rough city pavements to his store; exposure for some time, and another haul to the store of the retailer, where it is again exposed for sale, and usually another haul at lively speed to the home of the consumer. Consider what this means to tender fruit or vegetables, and the necessity of extreme care becomes obvious. To pack properly requires experience, but some practical suggestions may be given:

On a farm whence considerable truck is shipped there should be a packing shed, if possible. A tight roof on poles is best, as the more air and light there are the better. Decay is the great enemy to be guarded against. Heat and moisture are the greatest promoters of decay. Wherever possible permit, your fruit or vegetables to cool from the heat of the day before packing. Make sure they are perfectly dry and packed tightly, taking care to bruise nothing. Bruising liberates moisture, which in turn produces decay. Either too tight or too loose packing results in bruising, for if, after being shaken down in transportation there is room in the packages for the contents to shake about they will certainly be bruised. In pack-

ing fruit, particularly, let the degree of ripeness in each package be uniform. When hard, unripe fruit is put in the same package with tender, ripe fruit the latter will be bruised and all decayed. Where it is possible, oversee the loading of the car and see that space is left for free circulation of air between the boxes, crates, etc., as this will do much to prevent heating and decay.

GEO. G. HILL.

Boosted the Undertaker's Business Unawares.

The debt of the struggling little church in the suburbs had all been paid off but \$600.

A clergyman noted for his skill and success in raising church debts had been sent for and was conducting the morning service. The sermon was over, and the work of stirring up the audience to the requisite pitch of enthusiasm had begun. Subscriptions rose rapidly to \$300, then to \$400, and, after considerable effort, to \$500, where they stuck. In vain the visiting brother exhorted and pleaded. The limit of the cash resources of the congregation appeared to have been reached, and at last he sat down, discouraged.

Then Brother Plantus, a highly respected undertaker, who had made a liberal subscription already, rose and said:

"Brethren, this thing sha'n't fall through after it has got as far along as \$500. I believe in a man giving as the Lord has prospered him, and, although I have given a pretty good-sized donation, I am ready to do more. I'll pay that last hundred dollars myself. Here's my check for the amount."

"I don't know your name, brother," shouted the visiting preacher, jumping to his feet with enthusiasm, "but I pray the Lord your business will double during the coming year, and I believe it will!"

Merit Coupled with Push and Energy.

We are pleased to notice the success of any business enterprise that started at a time when other concerns were being compelled to close their doors. This enterprising company had fairly begun the manufacture and introduction of their goods, when the hard times were upon them. Through all the hardships attendant on such hard times they have grown from an acorn-like establishment to giant-oak sturdiness, until their plant is now one of the largest and strongest in the West. The Computing Scale Company, of Dayton, Ohio, is on the top wave of success. The merit of their scales, their energy and push, and the apparent desire to give the public the best that brains and money can produce have made them leaders in the scale business. The Dayton Computing Scale, better known as the Money Weight System, was the first of its kind introduced to the public, and with almost 40,000 of these scales in use, we judge they have come to stay and we bespeak for this company a wonderful success in placing in the hands of the merchant a truly wonderful piece of mechanism.

Beware of J. B. Ballard, of Detroit.

Detroit, Dec. 4—French Bros., of Riley Center, secured a judgment against J. B. Ballard, a commission man, before Justice Goodson yesterday for the market value of 761 pounds of dairy butter. Ballard, it appears, obtained permission from Charles W. Rudd to put in a desk in Rudd's store, 31 Woodbridge street, and to receive his mail there. He solicited commission business and advertised, giving Rudd's telephone number as his own. In this way he secured the butter from French Bros. and never paid for it, selling it to Rudd for 9 cents a pound. A number of commission men were sworn and all of them varied on the price of butter at the time it was bought by Ballard. There was no defense.



COYNE BROTHERS

WHOLESALE COMMISSION MERCHANTS

161 S. Water St., Chicago.

BUTTER, EGGS, POULTRY, FRUITS AND VEGETABLES

Car Lots: POTATOES, APPLES, BEANS, ONIONS

References: W. M. Hoyt Co., Wholesale Grocers, Chicago. W. J. Quan & Co., Wholesale Grocer, Chicago. Bradstreet and Dun's Agencies.

Bankers: Merchants National Bank, Chicago.

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

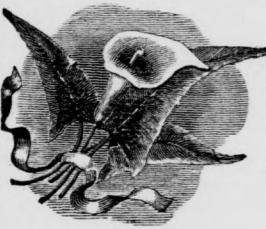


WE will send our Machine on 10 days' trial to interested parties, as we know that it will give satisfaction. A card will bring Circulars, Prices and a Machine if you wish.

MILLER BROS.,

Mfrs of Foot and Power Bean Picking Machinery.

ROCHESTER, MICH.



ABSOLUTE

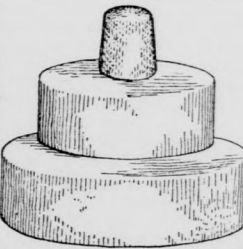
PURE GROUND SPICES, BAKING POWDER BUTCHERS' SUPPLIES, ETC.

FOR THE TRADE.

THE VINKEMULDER COMPANY,

PHONE 555.

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



R. HIRT, Jr.,

Market St., Detroit.

✿ Butter and Eggs wanted ✿

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

WANTED

Several car loads of

POTATOES AND BEANS

HERMANN C. NAUMANN & CO.,

Write for particulars.

33 WOODBRIDGE ST., W., DETROIT, MICH.

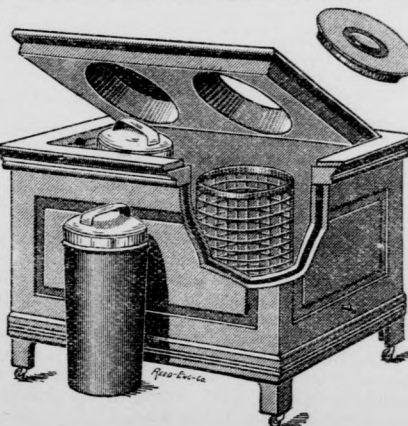
ANCHOR BRAND

OYSTERS

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

F. J. DETTENTHALER,

117-119 MONROE STREET, GRAND RAPIDS, MICH.



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.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, Dec. 4.—There is a growing sentiment in this community against the publication of advertisements in Governmental reports sent out by the Bureau of American Republics. This feeling crystallized Friday in a meeting of the representatives of the leading trade papers to protest against its continuance. If advertisements can be printed in one report, why not in others? Why should not the great department stores have a list of "bargains" in the agricultural reports? And what a field for patent novelties is offered by other departments! Seriously, the abuse is one that should be choked off at once, and every trade paper in the country should keep up the agitation until the publication of these advertisements ceases by act of Congress, if that be necessary.

During the week the jobbing grocers of this city have been having a rush of holiday orders and some of the stores are working hours overtime. In the retail stores the jam is larger than ever and after 9 o'clock no lone man should venture into the shopping district. Only frail, delicate women are equal to the task of crowding to the bargain counter through a row of women twenty deep.

There are many merchants from the interior here looking for novelties and they are hard to suit if they can't find what they want within thirty minutes.

Coffee is the one thing which shows no special Christmas cheer. It has been a dull and uninteresting week and prices remain at the low basis of last week. Supplies are large, the stock here and afloat aggregating 1,043,649 bags, against 606,448 bags at the same time last year. Rio No. 7, 6½¢. Advances from Europe Friday indicate a weaker feeling at the leading coffee markets abroad. For mild sorts there is a little better feeling, but, as a rule, there is still room for improvement. East India sorts are steady and rates are practically unchanged.

The sugar market has displayed a considerable activity, both for raw and refined. Orders for the latter, while not large in many cases, have been frequent and from all sections, so that in the aggregate a good quantity has gone out. There is no delay, however, in filling orders promptly. For granulated the list price is still 5¢.

Tea importers "profess confidence" in the outlook. There has been a slightly stronger tone to the market during the past few days and, while this is not an alarming symptom, it is not regarded as particularly encouraging. The better sorts of tea sell with a good degree of freedom at remunerative rates, but they are hardly in evidence enough to cut much of a figure.

The rice market during the week has been quieter than for some time. Orders from the interior have been infrequent and city jobbers report little doing. A better condition is looked for soon after the beginning of the new year, as dealers, large and small, are at present reducing stocks of all kinds preparatory to the annual inventory. Prime to choice domestic, 5½¢@5¾¢.

Spice stocks seem to be ample to prevent any appreciation of quotations and the demand is not greater than usual. Some few mail orders have come to hand, but the general tendency is seemingly to wait.

In molasses, the jobbing trade is very quiet. Arrivals are freer, but the demand is not "equal to the occasion." Prices are practically unchanged. Good to prime centrifugal, 14¢@18¢; good to prime open kettle, 27¢@30¢.

The canned goods market is quiet. The whole range of goods seems to be depressed, unless tomatoes be the exception. For the latter there has been a good demand, with No. 3 standards held at \$1. Fancy, \$1.05@1.20.

Dried fruits are quiet. There is a growing demand for evaporated goods in cartons, and especially for apples and raspberries, for both of which there is a

satisfactory enquiry. Evaporated apples are hard to obtain, on account of the scarcity of fresh fruit, one evaporator stating that he had just purchased in this market twenty-five barrels of apples at \$4 per barrel, in order that he might fill an export demand.

Lemons and oranges are hardly as active as last week. Supplies of Florida oranges are larger than it was thought they would be and prices have sagged. For the better grades, of course there is an outlet at satisfactory rates.

Raisins, dates, figs, prunes, citron, etc., are moving with celerity and dealers are wishing that the holiday season lasted longer. This is a period that makes up for a long dull season.

For best Western creamery butter 23¢ is the prevailing figure. Arrivals are not excessive and, with a good demand, there is likelihood of still further advances. Other than best grades are quiet.

The cheese market is still dull, although a little more interest is manifest by exporters. Domestic trade is light and prices are practically unchanged.

Fresh eggs are scarce. Near-by, 26¢, best Western, 23¢. The chances are that we shall see a still further advance before the close of the year.

All kinds of beans are firmer and the outlook is encouraging.

She Changed the Conversation.

From the Wichita Sunday Eagle.

During the summer of 1886 a handsome New England lady paid a visit to one of the North Side society queens of Wichita. In due time a swell lawn party was given by the hostess at her home to make her visitor acquainted with her Western friends. Among those invited was the genial and witty Will Beatty. He was in from his trip off the road and, donning his best attire was soon at the party. He was presented to the visiting lady and it happened to be his good fortune a little later in the evening to have her on his arm promenading over the velvety lawn. In the course of conversation Miss Blank asked Mr. Beatty what business he followed.

"I'm a commercial traveler."

The lady, possibly in a moment of mental aberration, made this remark: "In the East commercial travelers do not go in the best society."

Before the last word had hardly left her lips Mr. Beatty replied: "They don't here either."

Conversation was carried on after that in entirely different channels.

The New England Maid with No Appetite.

Rebecca Dainty was a maid whose summers no one knew. Though she for fifteen years had said that she was thirty-two; And though she never felt real smart, folks called her rather bright, And while she had a good, kind heart, she had no appetite.

She always came to breakfast late, and ne'er forgot her sigh; First she would pass her little plate and try a piece of pie, Next she would cast her eyes around the table, left and right, To see if something could be found to tempt her appetite.

If on the table beans were found, to eat some she would try, And then of lamb chops spoil a pound, nor pass the codfish by. A piece or two of hot corn bread was always her delight, Although, poor thing, she always said she had no appetite.

She next would try a chicken's leg and then a piece of wing; Next she would eat a soft boiled egg and then most anything. She always wanted something right when first she started in, But how she coaxed her appetite would make an ostrich grin.

THOMAS F. PORTER.

The late George Palmer, of Reading, England, the head of the well-known cracker firm, left a personal estate worth £1,000,000. The whole of this was accumulated by his own industry in legitimate trade, for he started in business as a cracker baker practically without any capital, and he is not known to have engaged in financial speculation of any kind.

Women in Germany have no compunctions about taking up what would seem as rather extraordinary occupations, if recent statistics are to be relied upon. According to these tables there are in the fatherland three lady chimney sweepers, fifty-three female slaters, seven women workers in armory (whatever that is in these piping times of peace), nineteen clockmakers, 147 tinkers, fifty roadmakers, 379 blacksmiths, 309 masons and 2,000 marble workers.

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.

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, JAS. F. HAMMILL, Lansing; Secretary, J. C. SAUNDERS, Lansing; Treasurer, CHAS. MC-NOLTY, 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.

Wm. M. Averill, the veteran Muskegon grocery salesman, contemplates opening a dry goods and grocery store at Cedar Springs.

Geo. Miller, the clothing salesman, announces his intention of transferring his residence from Charlevoix to Traverse City about Jan. 1.

So far as the Tradesman's information goes, no other candidate than John A. Hoffman will be presented for the presidency of the Michigan Knights of the Grip at the Kalamazoo convention.

Egbert C. Shay, formerly engaged in the grocery business on East street (Grand Rapids), has engaged to travel for the Schulte Soap Co. (Detroit), taking the territory formerly covered by John Cooper.

C. L. Senseney, Western Michigan representative for the Stimpson Computing Scale Co., has relinquished that territory to R. P. Bigelow, who will hereafter have charge of the Western half of the State, as well as the Eastern portion. Mr. Bigelow's many friends will rejoice with him in his success as a scale salesman and manager of scale salesmen.

The special meeting of Post E (Grand Rapids), which will be held at Sweet's Hotel Saturday evening, promises to be one of the most interesting events ever held under the auspices of the organization. Two candidates seek the indorsement of the Post for the position of State Secretary and it is expected that the matter will come up at that time for consideration and action. Both gentlemen are well known to the traveling men of the city and if the friends of both candidates are out in full force, the parlors of the hotel will hardly be large enough to accommodate the crowd.

A good story is told on one of the officers of the Lake Superior Commercial Traveler's Club who resides at Hancock. He used to be quite a politician and at a hot election not long ago, everybody was scouring the town for voters. Tom knew it would be a close election and remembered that one man in his ward had not voted because he was too sick to leave the house. Tom sent a carriage to bring the sick man to the polls without fail. He was induced to come, but as he was being helped into the voting place, he fainted. Some one said he was dead. Tom, in his anxiety, ordered the crowd to stand back and let the sick man vote before he died.

Edward A. Sheets, traveling salesman for W. H. Miller & Co., wholesale fur dealers at Detroit, has not been heard from for a fortnight. He went on the road with about \$3,000 worth of fur sam-

ples, and the firm, becoming alarmed, made a search for the goods, finding the majority of them in Chicago pawnshops. Whether or not the remainder of the furs were sold by Sheets Mr. Miller does not know, but he has received information from Chicago that Sheets gave small fur scarfs to Palmer House bell boys. A sealskin sack was also found in pawn at Burlington, Ia. Mr. Miller thinks Sheets is on a spree. Heretofore his record as a traveling man has been admirable. Sheets lives in Detroit and has a family, from whom he is separated, living in Ohio.

In the opinion of the Tradesman, the Board of Directors of the Michigan Knights of the Grip made a serious mistake in refusing to promulgate the proposed amendment to the constitution, providing for the annual election of officers by means of a sealed mailed ballot. The Tradesman commended the suggestion several weeks ago and sees no reason why a proposition which possesses so much merit should not be permitted to go before the convention for consideration and action. The innovation was warmly commended by Ex-President and Ex-Secretary Mills, Director Tyler and many other members of standing and character and should not have been so precipitately sidetracked by the Board, which has evidently overlooked the fact that a board of directors is created and maintained for the purpose of serving the members of the organization and not to rule them with a rod of iron, to ignore their suggestions and effectually block the onward progress of the organization.

Four new faces will circulate among the customers of the Ball Barnhart-Putman Co.—John Watkins, John M. Marz, John J. Boer and another gentleman whose identity will be disclosed in the course of a week or two. Mr. Watkins will cover the territory which Dr. Evans has nursed so carefully for the past fifteen years. He hails from Lansing, where he has represented the Genesee Fruit Co. for the past seven years. John M. Marz will cover the route formerly taken by Chas. Reynolds before he was transferred to the territory formerly covered by S. R. Evans. He hails from Saginaw, where he represented Geo. A. Alderton & Co. for a couple of years. John J. Boer, who recently sold his grocery stock at Grand Haven, will cover the Holland colony and some of the Lake shore towns. Grant Galloway will hereafter devote his entire attention to the city trade, consequent upon the retirement of Arthur Fowle, who has engaged to cover the city trade for W. F. McLaughlin & Co., of Chicago. Messrs. Marz and Boer begin operations next Monday and Mr. Watkins will start out on his initial trip with the new house Jan. 1.

Post O on Record in the Moeller Matter.

Owosso, Dec. 6—At the last regular meeting of Post O, the following resolution was unanimously adopted:

Whereas, It has come to our knowledge that H. F. Moeller, Assistant General Passenger Agent of the F. & P. M. Railroad, has made unkind remarks about traveling men who find fault with the new mileage book, and certain members of our order in particular, calling them disreputable and dishonest; and

Whereas, Such remarks are unbusinesslike, ungentlemanly and wholly uncalled for; therefore be it

Resolved, That the seal of condemnation be placed upon the remarks made by Mr. Moeller in regard to members of the Michigan Knights of the Grip and traveling men in general.

Resolved, That the Secretary be instructed to have this resolution published in the Michigan Tradesman.

Further Particulars of the Kalamazoo Entertainment.

Kalamazoo, Dec. 7—We have engaged the Academy of Music, which, by the way, is second to none in the State. The whole lower floor is to be floored over even with the stage and canvased, and will be large enough to seat about 800 at the banquet Tuesday night, the same to be used Wednesday night for our ball, which we think will surpass anything of the kind ever given here. The traveling men, merchants and manufacturers have contributed very liberally and we have 85 per cent. of the amount needed in the bank today. The boys have taken hold with a right good will and are pulling together in fine shape. The heads of the several committees are hustlers and are working every minute to make this a successful meeting.

C. V. Cable has charge of the banquet, and, if there is anyone who knows how to get up something good to eat, Charles is the fellow. The lady members of the Reception Committee have gone to work with a will and the visiting ladies can be assured of a good time. We desire the boys who have wives to bring them along, and those who haven't any, to get 'em before that time and bring 'em down on their wedding trips.

The ladies will receive in the club rooms provided for that purpose and will serve tea and light lunch to visiting lady members. E. F. ZANDER.

Work Well Under Way—Resolution of Condolence.

Kalamazoo, Dec. 6—At a special meeting of Post K, held at the American House Sunday, Dec. 5, we had a report from all the committees of the coming convention. These reports showed excellent progress in the preliminary work of entertainment and demonstrated the complete success of the convention, so far as the local work is concerned.

The following resolution was adopted: Whereas, Although our Brother Slaght was personally unknown to most of the members of Post K, we recognize the fact that in his death the blow falls heavily upon his wife and immediate circle of friends; therefore

Resolved, That the members of Post K extend their heartfelt sympathy to Mrs. Fannie B. Slaght in this hour of bereavement; and that we deprecate exceedingly the loss that has thus befallen our State Association.

F. L. NIXON, Sec'y.

Secretary Saunders to be a Candidate at Kalamazoo.

Lansing, Dec. 6—I am instructed by Post A, Michigan Knights of the Grip, to notify you that at a meeting of the Post, held Saturday evening, Dec. 4, the members unanimously endorsed the candidacy of John C. Saunders for Secretary of the State organization, and ask you to kindly notice the fact in your next issue.

H. E. BRADNER, Sec'y.

Probably the oldest pharmacy in the world is one in Schweinfurth, Germany, which, although established in 1412, eight years later than the first German pharmacy at Nuremberg, is still "doing business at the old stand." It was founded by the city authorities, in obedience to the wishes of the citizens, and was equipped at a cost of 5,000 gulden, about \$2,000, an enormous sum at that era.

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.



NEW REPUBLIC

Reopened Nov. 25.

FINEST HOTEL IN HAY 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.

"Knights of the Grip"

You ought to provide yourself with some of our Flannel Night Robes and fine Union Underwear; they may save your life.

GARDINER & BAXTER,

LARGEST FURNISHERS IN THE STATE
GRAND RAPIDS.

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. MAXN, Detroit.
Treasurer—JOHN D. MUIR, Grand Rapids.

How One Clerk Got a Raise.

Stroller in Grocery World.

I saw a grocer so thoroughly mortified and humiliated last week that I felt sincerely sorry for him, although his humiliation came from his own fault entirely. Still, you can't help a sneaking sympathy for a poor devil that's getting the worse of a fight in public.

I've known this grocer for several years. The readers of this department will remember a reference I made several months ago to a grocer who had a great deal of trouble through his clerks eating. That was the one, and this trouble has continued up to the present time. He does a general-store business, rather than an exclusive grocery business, and employs three clerks. His business is large, and his clerks are kept pretty busy all of the time. Still they found a chance to eat, eat, eat. Great gad, but those clerks did stuff!

One clerk in particular, a poor, thin fellow, seemed to have his mouth full all the time. I don't believe I've ever been in that store when those clerks, particularly the thin one, weren't chewing away on something. You can't blame the grocer for getting hot over this. Every cent's worth those clerks ate meant a cent cut off his profits, and when you've got three healthy young pigs going at it all the time it means money. So this grocer thought and thought and racked his brain for some way to stop it. He threatened and he docked and he politely requested, and he did everything he could think of, but nothing worked except the clerks' jaws. They worked, and they kept on working. I suggested to the grocer one day that he give all three of 'em, secretly, a good dose of tape-worm medicine, but he scoffed at it.

Finally, the grocer got desperate. His business was running behind a little, and this made him irritable. He called his clerks in the back of the store about a month ago and told them in plain words that the first one he saw eating from stock he should have arrested. He was angry and he didn't take any pains to choose his words. He told me himself, so I know.

"I've done all I'm a-goin' to!" he told the clerks. "You'll stop this eatin' and stuffin' or I'll know the reason why! The first man that I catch eatin' from my stock is going to be hauled up before the 'Squire! See if that'll stop you!"

The clerks were badly scared, and shut their eating right off—until the effect of the old man's ultimatum wore off. Then they gradually resumed their little lunches, first when the grocer was out, and then when he was in, but with his back turned. At last, about two weeks ago, the thin clerk who had all along been the most incorrigible offender, was caught one day with his mouth full. The grocer asked him sharply what he was eating, and the clerk tremblingly told him crackers. Another question elicited the fact that they were from the stock, and then the grocer clapped on his hat and grimly marched out of the store.

The clerks knew very well where he

was going, for the old man always kept his word, whether to friend or foe. The thin clerk was too scared to do anything. Another one of the clerks told me, as a great joke on "Skinny," as they call him, that in his desperate fear he went down into the cellar to commit suicide, but couldn't find anything to do it with, so he trotted up again.

True to his word, the grocer came back in a little while with the town constable, who had a warrant for the thin clerk's arrest on the charge of stealing. The three of them went down to the office of the local 'Squire, who, by the way, is a character worth mentioning. He's an old man, as good as gold, and respected and loved by everybody in the place—except tramps and thieves. He's a kindly old gentleman, the friend of the needy and the confidant of the troubled.

The old 'Squire was in his office and held a hearing at once. By this time the poor clerk was an abject spectacle. You know what it means to be arrested in a country village, and this was the first time he had ever experienced the pleasure. The poor devil was dissolved in tears and couldn't stand up straight.

When the hearing began the grocer told his story. He told all about the trouble he had had with the clerks eating, and what he had tried to stop it, and how everything had failed. The clerk sat crouched up in a chair.

After the grocer had finished the old 'Squire started in to question a little.

"What do you pay this young man, John?" he asked, in the familiar vernacular of the country town.

"I don't know that that has anything to do with it," snapped the grocer.

"You must answer the question," said the 'Squire, mildly.

"I pay him \$4.50 a week!" said the grocer.

"How long has he worked for you?"

The grocer began to see the drift of the questioning and got slightly uneasy.

"About four years, I think," he said.

"It's nearly six years!" interjected the clerk, brokenly.

"You pay him only \$4.50 a week after he has been with you six years?" observed the 'Squire, in surprise.

"Not very high wages, is it, John? My boy," he continued, "do you live with your family?"

"Yes, sir," said the clerk.

"Is your father living?"

"No, sir."

"What is your mother's income?"

"Only what I make," said the clerk.

"except about a dollar a week she makes outside when she ain't too sick."

"Any other children beside you?"

"Two."

"And the whole income of your family is only \$5.50, is it?" asked the justice, taking off his glasses.

"Yes, sir."

"Do you get enough to eat at home?"

The clerk's head went down. It was hard for him then. His abject, pathetic attitude answered the question, so the justice didn't press it.

"John," he said, turning to the grocer, "do you realize that this poor fellow hasn't had enough to eat?"

The grocer said nothing.

"I don't think you care to push this case, do you, John?" the 'Squire continued.

The grocer, ashamed to show what he felt, got up and walked out of the office. The 'Squire dismissed the case, and the clerk also walked out. He's back at the store again. Last week when I went in there he said:

"I'm a-getting \$6.50 a week now."

And his mouth was empty, too.

Physicians and Druggists in Prussia.

A Prussian law forbids physicians to direct their patients to any special pharmacist in order to have their prescriptions compounded. A medical man has recently been fined 300 marks, under this statute, for displaying in his waiting-room a notice requesting his patients to have their prescriptions dispensed by a neighboring druggist. In the course of the trial another law was cited which debar pharmacists from giving Christmas presents to physicians.

An Anti-Cutting Pharmacien.

The Paris correspondent thus describes a circular which was wrapped around a bottle of cough-mixture purchased in a Paris West End pharmacy. The circular is headed, in large black letters, "A Public Danger," and is addressed to "An intelligent public that cares for its dearest interests." "The pharmacien's profession," it says, "is undergoing a trial that menaces its very existence, and constitutes a grave peril for the public health. For some time past some shameless persons, who are only pharmacists in name, have been carrying on a traffic in drugs by more or less dishonest means. They do not stop at fraud so long as they can make a large profit. A fortune at any price is what they aim at, even at the risk of figuring at the police court or assizes." An ample list is given of the substitutes for medicaments that are or can be made. The moral of the tale appears to be, "Avoid going to pharmacists who advertise; they are not honest. There are others who are fortunately more numerous, and who, without bombast, will supply excellent medicaments; go to them." The circular is signed "Dr. Dupony," but bears no address. The ending is very hysterical, and reads, "Mother, the health of your child is concerned. Husband, father and son, the lives of the beings that are dearest to you are in question. Will you sacrifice them with a light heart to enrich a few scoundrels who laugh at you and dishonor a profession that is respectable among all?"

A Texas Prescription Record.

W. F. Read, of Victoria, Texas, has been in the drug business since 1865. He tells the News, of Galveston, that he is one of the oldest drug drummers to be found, is personally acquainted with over a thousand druggists, but never before has he heard anything like this:

"Heaton Bros., of Victoria, Texas, refilled a prescription on August 18 (No. 382) for A. B. Petacolas, a lawyer of Victoria. This prescription was originally filled for one of Mr. Petacolas' children August 20, 1871; refilled the 18th of August, 1897; refilled for one of his grandchildren only two days of being twenty-six years. The prescription was written by Dr. Sherman Goodwin, who was practicing medicine in Victoria at that time, but who has been dead twelve or thirteen years. Heaton Bros. have a record of every prescription ever filled in their store since 1870, and showed me No. 1, written by Dr. Thornton, September 8, 1870. Dr. Thornton is now living at Victoria, and is the only one of the old doctors living to-day."

The Drug Market.

Opium—Is very firm, with prospects of very high prices the coming year.

Morphine—This article was advanced 10c per oz. on the 1st inst. Another advance would not surprise any one.

Quinine—Quiet at unchanged prices.

Nitrate Silver—Has been advanced 1c per oz., on account of the advance in bullion.

Cocaine—This article is very firm at the late advance and higher prices are looked for in the near future, as cocoa leaves are advancing.

Glycerine—Is steady at advanced prices.

Essential Oils—Lemon has declined and prices will be very low the coming

season. Lemon grass has again advanced and is very scarce. Higher prices are looked for.

Roots—Blood root is firm and scarce. Gentian is advancing abroad and will be higher here. The crop of hellebore is very small and higher prices will rule next year. Ipecac has advanced.

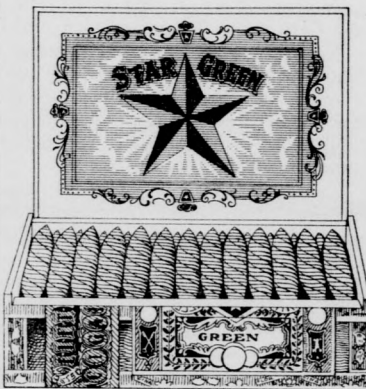
Linseed Oil and turpentine are unchanged.

Mock Palms for Store Decoration.

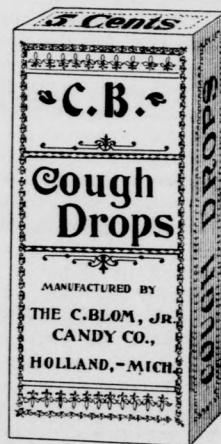
One of the best investments you can make is to put about \$10 into imitation palms. It would be better still if the amount were doubled. There is nothing more decorative than a plant and no plant more decorative than a palm. The mock palms are natural as life, do not die and need no care. They are splendid accessories for window display and when not in the window add a hundred per cent. to the appearance of the interior of the store. They cost about \$2.50 each.

Olive Culture for the South.

The Department of Agriculture is working on a scheme to introduce olive culture into the Southern States. In his recent report the Secretary speaks as follows: "At present the olive is the leading factor in propagation, as it is considered desirable to fully introduce and encourage olive culture in such of the Southern States as seem suited to its profitable growth."



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



For Sale by Leading 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—
Declined—

Acidum		Conium Mac.		Sella Co.		Sinapis		Linseed, pure raw..	
Aceticum.	60 75	Copaiba.	1 10 120	Tolutan.	50	Sinapis, opt.	30	Linseed, boiled.	37 41
Benzoleum, German	70 75	Cubeba.	1 10 120	Prunus virg.	50	Snuff, Maccaboy, De	30	Neatsfoot, winterstr	39 42
Boric.	15	Erigeron.	1 10 120	Tinctures		Voes.	34	Spirits Turpentine..	36 42
Carbolicum.	20 41	Gaultheria.	1 10 120	Aconitum Napellis R	80	Snuff, Scotch, DeVo's	34		
Citricum.	4 42	Geranium, ounce.	1 50 60	Aconitum Napellis F	50	Soda Boras, po.	8		
Hydrochlor.	3 5	Gossypii, Sem. gal.	50 60	Aloe.	50	Soda et Potass Tart.	8		
Nitrosum.	8 10	Hedeoma.	1 10 120	Aloe and Myrrh.	50	Soda, Carb.	2 5	Paints	BBL. LB
Oxalicum.	12 14	Junipera.	1 50 2 10	Arnica.	50	Soda, Bi-Carb.	3 4	Red Venetian.	1 2 2 2
Phosphorium, dil.	15	Lavandula.	90 2 40	Assafoetida.	50	Soda, Sulphur.	3 4	Ochre, yellow Mars.	1 2 2 2
Salicylicum.	6 65	Limonia.	1 20 1 40	Atropine Belladonna.	50	Spts. Cologne.	2 60	Ochre, yellow Ber.	1 2 2 2
Sulphuricum.	13 5	Mentha Piper.	1 6 2 20	Aurant Cortex.	50	Spts. Ether Co.	50 55	Putty, commercial.	2 2 2 2
Tannicum.	1 25 1 40	Mentha Verid.	1 5 1 6	Benzoin.	50	Spts. Myrcia Dom.	2 40	Putty, strictly pure	2 2 2 2
Tartaricum.	38 40	Myrica, gal.	1 0 1 10	Benzoin Co.	50	Spts. Vini Rect. bbl.	2 40	Vermilion, Prime	1 2 2 2
Ammonia		Olive.	4 00 4 50	Barosma.	50	Spts. Vini Rect. 10gal	2 40	American.	1 2 2 2
Aqua, 16 deg.	40 6	Picis Liquida.	10 12	Cantharides.	75	Spts. Vini Rect. 5gal	2 40	Vermilion, English.	1 2 2 2
Aqua, 20 deg.	60 8	Picis Liquida, gal.	10 12	Capsicum.	75	Less 5c gal. cash	10 40	Green, Paris.	1 2 2 2
Carbonas.	12 14	Ricina.	1 0 1 08	Cardamon.	75	Quinia, S. P. & W.	3 40	Green, Peninsular.	1 2 2 2
Chloridum.	12 14	Rosmarini.	1 0 1 08	Cardamon Co.	75	Quinia, S. German.	3 40	Lead, Red.	5 4 6
Aniline		Rose, ounce.	6 50 8 50	Catechu.	1 00	Rubia Tinctura.	42 45	Lead, white.	5 4 6
Black.	2 00 2 25	Succini.	40 45	Cinchona.	50	Saccharum Lactis pv	7 8	Whiting, white Span	1 2 2 2
Brown.	80 1 00	Sabina.	90 1 00	Cinchona Co.	50	Salicin.	3 00 3 10	Whiting, gliders.	1 2 2 2
Red.	45 50	Santal.	2 50 7 00	Columba.	50	Sanguis Draconis.	40 50	White, Paris Amer.	1 2 2 2
Yellow.	2 50 3 00	Sassafras.	55 60	Cubeba.	50	Sapo, W.	12 14	Whiting, Paris Eng.	1 2 2 2
Bacca.		Sinapis, ess., ounce.	6 5	Cassia Acutifol.	50	Sapo, M.	10 12	Universal Prepared.	1 00 1 15
Cubee.	13 15	Thyme.	1 40 1 5	Cassia Acutifol Co	50	Sapo, G.	12 14		
Juniperus.	6 8	Thyme, opt.	1 40 1 5	Digitalis.	50	Siedlitz Mixture.	20 22		
Xanthoxylium.	25 30	Theobromas.	15 20	Gentian.	35				
Balsamum		Potassium		Gentian Co.	50				
Copaiba.	55 60	Hy Carb.	15 18	Gulaca.	50				
Peru.	2 40	Bichromate.	13 15	Gulaca ammon.	50				
Terabin, Canada.	45 50	Bromide.	13 15	Hyoscyamus.	50				
Tolutan.	75 80	Carb.	13 15	Iodine.	75				
Cortex		Chlorate, po. 17@19c	16 18	Iodine, colorless.	75				
Abies, Canadian.	18	Cyanide.	35 40	Kino.	50				
Cassia.	12	Iodide.	2 60 2 65	Lobelia.	50				
Cinchona Flava.	18	Potassa, Bitart, pure	2 60 2 65	Myrrh.	50				
Euonymus atropurp	30	Potassa, Bitart, com	15	Nux Vomica.	50				
Myrica Cerifera, po.	20	Potass Nitras, opt.	8 10	Opil.	50				
Prunus Virgin.	12	Potass Nitras.	7 9	Opil, camphorated.	50				
Quillaia, gr'd.	14	Prussiate.	20 25	Opil, deodorized.	50				
Sassafras, po. 13	12	Sulphate po.	15 18	Quassia.	50				
Ulmus, po. 15, gr'd	15	Radix		Rhatany.	50				
Extractum		Aconitum.	20 25	Rhel.	50				
Glycyrrhiza Glabra.	24 25	Althea.	22 25	Sanguinaria.	50				
Glycyrrhiza, po.	28 30	Anchusa.	1 12	Serpentaria.	50				
Hematox, 15 lb box.	11 12	Arum po.	2 25	Stromonium.	60				
Hematox, 1 lb.	13 14	Calamus.	20 24	Tolutan.	60				
Hematox, 1/2 lb.	14 15	Gentiana.	12 15	Valerian.	50				
Hematox, 1/4 lb.	16 17	Glycyrrhiza, pv. 15	16 18	Veratrum Veride.	50				
Ferru		Hydrastis Canaden	6 65	Zingiber.	20				
Carbonate Precip.	2 25	Hydrastis Can.	6 70	Miscellaneous					
Citrate and Quina.	75	Hellebore, Alba, po.	15 20	Ether, Spis. Nit. 3 F	30 35				
Citrate Soluble.	40	Inula, po.	15 20	Ether, Spis. Nit. 4 F	30 35				
Ferrocyaniidum Sol.	40	Ipecac. po.	2 10 2 25	Alumen.	24 30				
Solut. Chloride.	15	Iris plox, po. 35@38	35 40	Alumen, gro'd, po. 7	30 40				
Sulphate, com'l.	2	Maranta, 1/2 lb.	25 30	Annatto.	40 50				
Sulphate, com'l, by	50	Podophyllum, po.	22 25	Antimoni, po.	40 50				
bbl, per cwt.	7	Rhei, cut.	75 100	Antimoni et PotassT	40 50				
Sulphate, pure	7	Rhei, pv.	75 100	Antipyrin.	1 40				
Flora		Scizella.	35 38	Antifebrin.	15				
Arnica.	12 14	Sanguinaria, po. 15	1 1	Argent Nitras, oz.	50				
Anthemis.	18 25	Serpentaria.	30 35	Arsenicum.	100 12				
Matricaria.	30 35	Senega.	40 45	Balm Gilead Bud.	38 40				
Folia		Similax, officialis H	10 12	Bismuth S. N.	1 40 1 50				
Barosma.	28 30	Smilax, M.	25	Calcium Chlor., 18.	10				
Cassia Acutifol, Tin-	18 25	Squilla, po. 35	10 12	Calcium Chlor., 1/2 lb.	10				
nevelly.	25 30	Symplocarpus, Posti-	25 30	Calcium Chlor., 1/4 lb.	10				
Cassia Acutifol, Alx.	25 30	us, po.	25 30	Cantharides, Rus. po	75				
Salvia officialis, 1/2 lb	12 20	Valeriana, Eng. po. 30	25 30	Capsici Fructus, af.	15				
and 1/4 lb.	8 10	Valeriana, German.	15 20	Capsici Fructus, po.	15				
Ura Ursi.	8 10	Zingiber a.	12 16	Caryophyllus, po. 15	100 12				
Gummi		Zingiber j.	25 27	Cerina, No. 40	3 00				
Acacia, 1st picked.	65	Semen		Cera Alba, S. & F.	50 55				
Acacia, 2d picked.	45	Anisum, po. 15	12	Cera Flava.	40 42				
Acacia, 3d picked.	35	Apium (graveleons)	15 15	Cocculus.	40 42				
Acacia, sifted sorts.	28	Bird, Is.	40 6	Cassia Fructus.	23				
Acacia, po.	60 80	Carui, po. 18	10 12	Centaria.	10				
Aloe, Barb. po. 18@20	12 14	Cardamon.	1 25 1 75	Cetaceum.	45				
Aloe, Cape, po. 15	12 14	Coriandrum.	8 10	Chloroform.	60 63				
Aloe, Socotri, po. 40	30	Cannabis Sativa.	4 4	Chloroform, squibbs	1 25				
Ammoniac.	55 60	Cydonium.	75 100	Chloral Hyd Crst.	1 50 1 60				
Assafoetida, po. 30	25 28	Chenopodium.	10 12	Chondrus.	20 25				
Benzoinum.	50 55	Dipterix Odorate.	2 00 2 20	Cinchonidine, P. & W	25 35				
Catechu, Is.	13	Foeniculum.	10	Cinchonidine, Germ	23 30				
Catechu, 1/2 lb.	14	Foeniculum, po.	10	Cocaine.	3 55 3 70				
Catechu, 1/4 lb.	16	Lini.	3 4	Corks, list, dis. pr. ct.	70				
Camphore.	48 55	Lini, gr'd.	3 4	Creosotum.	35				
Euphorbium, po. 35	10	Lobelia.	35 40	Creta.	2				
Galbanum.	1 00	Pharlaris Canarian.	4 4	Creta, prep.	5				
Gamboge po.	65 70	Rapa.	4 4	Creta, precp.	11				
Guaiacum, po. 35	30	Sinapis Albu.	7 8	Creta, Rubra.	8				
Kino, po. 33.00	3 30	Sinapis Nigra.	11 12	Cudbear.	18 20				
Mastic.	60	Spiritus		Cupri Sulph.	24				
Myrrh.	40 45	Frumentum, W. D. Co.	2 00 2 50	Dextrine.	12 12				
Opil, po. 14.10@4.30	3 10	Frumentum, D. F. R.	2 00 2 25	Ether Sulph.	75 90				
Shellac.	40 45	Frumentum.	1 25 1 50	Emery, all numbers	8				
Shellac, bleached.	40 45	Juniperis Co. O. T.	1 65 2 00	Emery, po.	8				
Tragacanth.	50 60	Juniperis Co.	1 75 3 50	Ergota, po. 40	30 35				
Herba		Saacharum N. E.	1 90 2 10	Flake White.	12 15				
Absinthium, oz. pkg	25	Spt. Vini Gallii.	1 75 6 50	Galla.	23				
Eupatorium, oz. pkg	25	Vini Oporto.	1 25 2 00	Gambier.	9				
Lobelia, oz. pkg	25	Vini Alba.	1 25 2 00	Gelatine, Cooper.	60				
Majorum.	25	Sponges		Gelatine, French.	60				
Mentha Pip. oz. pkg	25	Florida sheeps' wool	2 50 2 75	Glassware, flint, box	70				
Mentha Vir. oz. pkg	25	Nassau sheeps' wool	2 50 2 75	Less than box.	60				
Rue, oz. pkg	25	carriage.	2 00	Glue, brown.	12				
Tanacetum Voz. pkg	25	civet extra sheeps'	2 00	Glue, white.	12 25				
Thymus, V. oz. pkg	25	wool, carriage.	2 00	Glycerina.	20				
Flagnesia.		Extra yellow sheeps'	2 00	Grana Paradisi.	15				
Calcined, Pat.	55 60	wool, carriage.	2 00	Humulus.	55				
Carbonate, Pat.	20 25	Grass sheeps' wool,	2 00	Hydraag Chlor Mite	80				
Carbonate, K. & M.	20 25	carriage.	2 00	Hydraag Chlor Cor	70				
Carbonate, Jennings	35 40	Hard, for slate use.	2 00	Hydraag Ox Rubm	90				
Oleum		Yellow Reef, for	2 00	Hydraag Ammoniat	45 55				
Absinthium.	3 25 3 50	slate use.	2 00	Hydrargyrum.	65				
Amygdale, Dule.	3 25 3 50	Syrups		Ientagobolia, Am.	65 75				
Amygdale, Amare.	3 25 3 50	Acacia.	50	Indigo.	75 100				
Anisi.	2 25 2 3	Aurant Cortex.	50	Iodine, Resubi.	2 00 3 0				
Aurant Cortex.	2 00 2 20	Zingiber.	50	Iodoform.	40 45				
Bergamini.	2 40 2 50	Ipecac.	50	Lupulin.	25 25				
Caliputi.	85 90	Ferri Iod.	50	Lycopodium.	40 45				
Caryophylli.	6 65	Rhel Arom.	50	Liquor Arze. et Hy	25				
edar.	35 40	Smilax Officialis.	50 60	drarg lod.	10 12				
Chenopadi.	75	Senega.	50 60	Liquor Potass Arsenit	10 12				
Cinnamon.	1 80 1 90	Sella.	50	Magnesia, Sulph.	2 3				
Citronella.	45 50			Magnesia, Sulph, bbl	14				
				Mannia, S. F.	50 60				
				Mentha.	2 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

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Grand Rapids, Mich.

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Anura. 55 6 00 Castor Oil. 60 7 00 Diamond. 50 4 00 Frazer's. 75 9 00 IXL Golden, tin boxes. 75 9 00 Fica, 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. CONDENSED PEARL BLUING 1 doz. pasteboard boxes. 40 3 doz. wooden boxes. 1 20 BROOKS. No. 1 Carpet. 1 90 No. 2 Carpet. 1 75 No. 3 Carpet. 1 50 No. 4 Carpet. 1 15 Parlor Gem. 2 00 Common Whisk. 70 Fancy Whisk. 80 Warehouse. 2 25 CANDLES. 8s. 7 16s. 8 Paraffine. 8 CANNED GOODS. Manitowoc Peas. Lakeside Marrowfat. 95 Lakeside E. J. 1 15 Lakeside, Cham. of Eng. 1 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. 12 Ideal. 11 1/4 Jersey. 12 Lenawee. 11 Riverside. 12 Sparta. 11 Brick. 10 Edam. 10 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 Guatamala. Fair. 16 Good. 17 Fancy. 18 Maracalbo. Prime. 20 Milled. 21 Java. Interior. 20 Private Growth. 22 Mandehling. 24 Mocha. Imitation. 22 Arabian. 24 Roasted. Clark-Jewell-Well's Co.'s Brands Fifth Avenue. 28 Jewell's Arabian Mocha. 28 Wells' Mocha and Java. 24 Wells' Perfection Java. 24 Sarsalho. 23 Breakfast Blend. 20 Valley City Maracalbo. 18 1/4 Ideal Blend. 13 Leader Blend. 12 Package. Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, 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 42 CLOTHES PINS. 5 gross boxes. 40 COUGH DROPS. 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 25 Dime. 3 25 COUPON BOOKS. Tradesman Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Economic Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00	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. 20 books. 1 00 50 books. 2 00 100 books. 3 00 250 books. 7 25 500 books. 10 00 1,000 books. 17 50 Credit Checks. 500, any one denom'n. 3 00 1,000, any one denom'n. 5 00 2,000, any one denom'n. 8 00 Steel punch. 75 DRIED FRUITS—DOMESTIC. Apples. Sundried. 5 1/2 Evaporated 50 lb boxes. 8 1/2 California Fruits. Apricots. 7 1/2 @ 8 1/4 Blackberries. 8 Nectarines. 8 @ 9 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 1/2 60-70 25 lb boxes. 4 1/2 50-60 25 lb boxes. 4 1/2 40-50 25 lb boxes. 4 1/2 30-40 25 lb boxes. 4 1/2 1/4 cent less in 50 lb cases Raisins. London Layers 3 Crown. 1 65 London Layers 4 Crown. 2 00 Dehesias. 4 Loose Muscatels 2 Crown. 4 1/4 Loose Muscatels 3 Crown. 5 1/4 Loose Muscatels 4 Crown. 6 1/4 FOREIGN. Currants. Patras bbls. 6 1/4 Vostizas 50 lb cases. 8 Cleaned, bulk. 8 Cleaned, packages. 8 1/2 Peel. Citron American 10 lb bx. 12 1/2 Lemon American 10 lb bx. 12 1/2 Orange American 10 lb bx. 12 1/2 Raisins. Ondura 28 lb boxes. 8 @ 8 1/4 Sultana 1 Crown. 11 Sultana 2 Crown. 11 Sultana 3 Crown. 11 Sultana 4 Crown. 11 Sultana 5 Crown. 11 Sultana 6 Crown. 11 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 Macaroni and Vermicelli. Domestic, 10 lb. box. 80 Imported, 25 lb. box. 2 50 Pearl Barley. Common. 2 40 Chester. 2 50 Empire. 2 75 Peas. Split, per lb. 2 Rolled Oats. Rolled Avena, bbl. 3 75 Monarch, bbl. 3 50 Monarch, 1/2 bbl. 1 95 Private brands, bbl. 3 Private brands, 1/2 bbl. 3 Quaker, cases. 3 20 Huron, cases. 1 75 Sago. German. 3 1/4 East India. 3 Wheat. Cracked, bulk. 3 1/4 1/2 lb packages. 2 80	Fish. Cod. Georges cured. 4 1/2 Georges genuine. 5 1/4 Georges selected. 6 1/4 Strips or bricks. 5 @ 7 1/2 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 mehs. 80 Norwegian. 11 00 Round 100 lbs. 3 40 Round 40 lbs. 1 60 Scaled. 15 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 00 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. 1 100 lbs. 6 75 No. 1 40 lbs. 3 00 No. 1 10 lbs. 2 30 No. 1 8 lbs. 69 No. 2 100 lbs. 5 00 No. 2 40 lbs. 2 30 No. 2 10 lbs. 65 No. 2 8 lbs. 55 FLAVORING EXTRACTS. Jennings'. D. C. Vanilla. 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. 12 1 25 No. 3 T. 2 00 No. 4 T. 2 40 D. C. Lemon. 2 oz. 75 3 oz. 1 00 4 oz. 1 40 6 oz. 2 00 No. 8 2 40 No. 10 4 00 No. 12 2 80 No. 3 T. 1 35 No. 4 T. 1 50 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 palls. 40 30 lb palls. 73 LYE. Condensed, 2 doz. 1 20 Condensed, 4 doz. 2 25 LICORICE. Pure. 30 Calabria. 25 Sicily. 14 Root. 10 MINCE MEAT. Ideal, 3 doz. in case. 2 25 NATCHES. Diamond Match Co.'s brands. No. 9 sulphur. 1 65 Anchor Parlor. 1 70 No. 2 Home. 1 10 Export Parlor. 4 00 MOLASSES. New Orleans. Black. 11 Fair. 14 Good. 20 Fancy. 24 Open Kettle. 25 @ 35 Half-barrels 2c extra. 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 Babbitt's. 4 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 RICE. Domestic. Carolina head. 6 1/4 Carolina No. 1. 5 Carolina No. 2. 4 1/4 Broken. 3 1/4 Imported. Japan, No. 1. 5 1/4 Japan, No. 2. 5 1/4 Java, fancy head. 5 1/4 Java, No. 1. 5 Table. 5 1/4 SALERATUS. Packed 60 lbs. in box. Church's. 3 30 DeLand's. 3 15 Dwight's. 3 30 Taylor's. 3 00 SALT. Diamond Crystal. Cases, 24 3-lb boxes. 1 50 Barrels, 100 3-lb bags. 2 75 Barrels, 40 7-lb bags. 2 40 Butter, 28 lb. bags. 30 Butter, 56 lb. bags. 60 Butter, 20 14 lb bags. 3 00 Butter, 280 lb bbls. 2 50 Common Grades. 100 3 lb sacks. 1 70 60 5 lb sacks. 1 55 28 10 lb sacks. 1 45 Worcester. 50 4 lb. cartons. 3 25 115 2 1/2 lb. sacks. 4 00 60 5 lb. sacks. 3 75 22 14 lb. sacks. 3 50 30 10 lb. sacks. 3 50 28 lb. linen sacks. 32 56 lb. linen sacks. 60 Bulk in barrels. 2 50 Warsaw. 56-lb dairy in drill bags. 30 28-lb dairy in drill bags. 15 Ashton. 56-lb dairy in linen sacks. 60 Higgins. 56-lb dairy in linen sacks. 60 Solar Rock. 56-lb sacks. 21 Common. Granulated Fine. 77 Medium Fine. 53	SAL SODA. Granulated, bbls. 75 Granulated, 100 lb cases. 90 Lump, bbls. 75 Lump, 145 lb kegs. 85 SEEDS. Anise. 9 Canary, Smyrna. 3 Caraway. 8 Cardamon, Malabar. 60 Celery. 11 Hemp, Russian. 3 1/4 Mixed Bird. 4 1/4 Mustard, white. 5 Poppy. 8 1/4 Rape. 4 1/4 Cuttle Bone. 20 SNUFF. Scotch, in bladders. 37 Maccaboy, in jars. 35 French Rappee, in jars. 45 SOAP. JAXON Single box. 2 75 5 box lots, delivered. 2 70 10 box lots, delivered. 2 65 JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd. 3 33 American Family, unwrpd. 3 27 Dome. 3 33 Cabinet. 2 20 Savon. 2 50 Dusky Diamond, 50 6 oz. 2 10 Dusky Diamond, 50 8 oz. 3 00 Blue India, 100 1/2 lb. 3 00 Kirkoline. 3 75 Eos. 3 75 One box American Family free with five. Schulte Soap Co.'s Brand. CHYDEAL 100 cakes, 75 lbs. 2 80 Single box. 2 75 5 box lots. 2 70 10 box lots. 2 70 25 box lots. 2 60 Allen B. Wrisley's Brands. Old Country, 80 1-lb. bars. 2 75 Good Cheer, 60 1-lb. bars. 3 75 Uno, 100 1/2 lb. bars. 2 50 Doll, 100 10-oz. bars. 2 05 Scouring. Sapollo, kitchen, 3 doz. 2 40 Sapollo, hand, 3 doz. 2 40 SODA. Boxes. 5 1/4 Kegs, English. 4 1/4 SPICES. Whole Sifted. Allspice. 10 Cassia, China in mats. 12 Cassia, Batavia in bund. 22 Cassia, Saigon in rolls. 32 Cloves, Amboyana. 10 Cloves, Zanzibar. 9 Mace, Batavia. 55 Nutmegs, fancy. 60 Nutmegs, No. 2. 50 Nutmegs, No. 1. 50 Pepper, Singapore, black. 10 Pepper, Singapore, white. 12 Pepper, shot. 12 Pure Ground in Bulk. Allspice. 12 Cassia, Batavia. 22 Cassia, Saigon. 18 Cloves, Amboyana. 10 Cloves, Zanzibar. 9 Ginger, African. 13 Ginger, Cochin. 18 Ginger, Jamaica. 23 Mace, Batavia. 70 Mustard, Eng. and Trieste. 18 Mustard, Trieste. 20 Nutmegs. 40 @ 50 Pepper, Sing, black. 12 Pepper, Sing, white. 15 Pepper, Cayenne. 20 Sage. 15
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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 lb. boxes..... 4
40 lb. boxes..... 3 1/2

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 1/2

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 Loaf..... 5 63
Domino..... 5 50
Cubes..... 5 13
Powdered..... 5 19
XXXX Powdered..... 5 25
Mould A..... 5 25
Granulated in bbls..... 5 00
Fine Granulated..... 5 00
Extra Fine Granulated..... 5 13
Extra Coarse Granulated..... 5 13
Diamond Confection..... 5 00
Confection Standard A..... 4 88
No. 1..... 4 63
No. 2..... 4 63
No. 3..... 4 63
No. 4..... 4 56
No. 5..... 4 44
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..... 3 94
No. 13..... 3 94
No. 14..... 3 88
No. 15..... 3 88
No. 16..... 3 81

SYRUPS.

Corn.
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..... 3 75
Halford, large..... 2 25
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..... @
Trout..... @
Black Bass..... @ 10
Halibut..... @ 15
Cliscones or Herring..... @ 4
Bluefish..... @ 10
Live Lobster..... @ 18
Boiled Lobster..... @ 20
Cod..... @ 10
Haddock..... @ 8
No. 1 Pickerel..... @ 8
Pike..... @ 7
Smoked White..... @ 12
Red Snapper..... @ 15
Col River Salmon..... @ 18
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 @ 1 50
Clams, per 100..... 1 00 @ 1 10

Hides and Pelts.

Perkins & Hess pay as follows:

Hides.
Green..... 7 @ 8
Part cured..... 8 @ 8 1/2
Full Cured..... 8 1/2 @ 9 1/4
Dry..... 9 @ 11
Kips, green..... 7 @ 8
Kips, cured..... 8 1/2 @ 9 1/4
Calfskins, green..... 7 1/2 @ 9
Calfskins, cured..... 9 @ 10 1/2
Deaconskins..... 25 @ 30

Pelts.

Shearlings..... 50 @ 30
Lamb..... 40 @ 1 00
Old Wool..... 60 @ 1 00

Furs.

Mink..... 50 @ 1 30
Coon..... 20 @ 90
Skunk..... 50 @ 1 00
Muskrats, fall..... @
Muskrats, spring..... 12 @ 15
Red Fox..... 1 25 @ 1 50
Gray Fox..... 40 @ 70
Cross Fox..... 2 50 @ 5 00
Badger..... 20 @ 60
Cat, Wild..... 15 @ 40
Cat, House..... 10 @ 20
Fisher..... 3 50 @ 7 00
Lynx..... 1 00 @ 2 00
Martin, Dark..... 1 50 @ 3 00
Martin, Yellow..... 5 00 @ 9 00
Otter..... 75 @ 1 50
Wolf..... 75 @ 1 50
Bear..... 7 00 @ 15 00
Beaver..... 2 00 @ 6 00
Beaver Castors..... @ 8 00
Opussum..... 5 @ 15
Deerskin, dry, per lb..... 15 @ 25
Deerskin, gr'n, per lb..... 10 @ 15

Wool.

Washed..... 14 @ 23
Unwashed..... 17 @ 27

Miscellaneous.

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

Candies.

Stick Candy.

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

Mixed Candv.

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

Fancy-In Bulk.

Lozenges, plain..... @ 8 1/2
Lozenges, printed..... @ 8 1/2
Choc. Drops..... 11 @ 14
Choc. Monumentals..... @ 11
Gum Drops..... @ 6
Moss Drops..... @ 8
Sour Drops..... @ 8 1/2
Imperials..... @ 8 1/2

Fancy-In 5 lb. Boxes.

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

Caramels.

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

Fruits.

Oranges.

Mexicans 150 175-200 @ 4 25
Cal. Seedlings..... @ 3 50
Fancy Navel 112..... @ 3 25
126 to 216..... @ 4 00

Lemons.

Strictly choice 300s..... @ 3 25
Strictly choice 300s..... @ 3 25
Fancy 300s..... @ 4 00
Ex-Fancy 300s..... @ 4 50

Bananas.

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

Foreign Dried Fruits.

Choice, 10 lb boxes..... @ 10
Extra choice, 14 lb boxes..... @ 12
Fancy, 12 lb boxes..... @ 13
Fancy, 50 lb boxes..... @ 14
Imperial Mikados, 18 lb boxes..... @ 14
Pulled, 6 lb boxes..... @ 15
Naturals, in bags..... @ 6

Dates.

Fards in 10 lb boxes..... @ 8
Fards in 60 lb cases..... @ 6
Persians, H. M. B., 60 lb cases, new..... @ 6
Sairs, 60 lb cases..... @ 4 1/2

Nuts.

Almonds, Tarragona..... @ 13
Almonds, Ivaca..... @ 11
Almonds, California, soft shelled..... @ 14
Brazil new..... @ 14 1/2
Filberts..... @ 13
Walnuts, Grenobles..... @ 13
Walnuts, Calif No. 1..... @ 12 1/2
Walnuts, soft shelled Calif..... @ 11
Table Nuts, fancy..... @ 12
Table Nuts, choice..... @ 10
Pecans, Med. Large..... @ 8
Pecans, Jumbos..... @ 12
Hickory Nuts per bu., Ohio, new..... @ 1 75
Cocoanuts, full sacks..... @ 4 50

Peanuts.

Fancy, H. P., Suns..... @ 6 1/2
Fancy, H. P., Flags..... @ 6 1/2
Roasted..... @ 6 1/2
Choice, H. P., Extras..... @ 4
Choice, H. P., Extras, Roasted..... @ 5 1/2

Grains and Feedstuffs

Wheat.

Winter Wheat Flour.
Local Brands.

Patents..... 5 50
Second Patent..... 5 00
Straight..... 5 00
Clear..... 4 40
Graham..... 4 40
Buckwheat..... 4 25
Rye..... 3 50
Subject to usual cash discount.

Flour in bbls., 25c per bbl. additional.
Worden Grocer Co.'s Brand.

Quaker, 1/2s..... 4 55
Quaker, 1/4s..... 4 55
Quaker, 1/8s..... 4 55
Guard, Fairfield & Co.'s Brand.
Whole Wheat 1-16s..... 5 20

Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.
Pillsbury's Best 1/2s..... 5 45
Pillsbury's Best 1/4s..... 5 35
Pillsbury's Best 1/8s..... 5 25
Pillsbury's Best 1/4s paper..... 5 25
Pillsbury's Best 1/8s paper..... 5 25

Ball-Barnhart-Putman's Brand.
Grand Republic, 1/2s..... 5 50
Grand Republic, 1/4s..... 5 40
Grand Republic, 1/8s..... 5 30

Lemon & Wheeler Co.'s Brand.
Gold Medal 1/2s..... 5 55
Gold Medal 1/4s..... 5 45
Gold Medal 1/8s..... 5 35
Parisian, 1/2s..... 5 55
Parisian, 1/4s..... 5 45
Parisian, 1/8s..... 5 35

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 55
Laurel, 1/4s..... 5 45
Laurel, 1/8s..... 5 35

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..... 13 00
Screenings..... 10 00

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

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

Oats.
Car lots..... 24
Carlots, clipped..... 26
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..... 4
Seymour XXX, 3 lb. carton..... 4 1/2
Family XXX..... 4
Family XXX, 3 lb. carton..... 4 1/2
Salted XXX..... 4
Salted XXX, 3 lb. carton..... 4 1/2

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

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

SWEET GOODS-Boxes.
Animals.....
Bent's Cold Water.....
Belle Rose.....
Cocoanut Taffy.....
Coffee Cakes.....
Frosted Honey.....
Graham Crackers.....
Ginger Snaps, XXX round.....
Ginger Snaps, XXX city.....
Gin. Snaps, XXX home made.....
Gin. Snaps, XXX scalloped.....
Ginger Vanilla.....
Imperials.....
Jumbos, Honey.....
Molasses Cakes.....
Marshmallows.....
Marshmallow Creams.....
Pretzels, hand made.....
Pretzettes, Little German.....
Sugar Cake.....
Sultanas.....
Sears' Lunch.....
Vanilla Squares.....
Vanilla Wafers.....
Pecan Wafers.....
Mixed Picnic.....
Cream Jumbles.....
Boston Ginger Nuts.....
Chimmie Fadden.....
Pineapple Glace.....
Penny Cakes.....
Marshmallow Walnuts.....
Belle Isle Picnic.....

Provisions.

Swift & Company quote as follows:

Barreled Pork.
Mess..... 8 50
Back..... 11 00
Clear back..... 9 50
Short cut..... 9 50
Pig..... 14 00
Bean..... 8 00
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..... 7 1/2 @ 5 1/2
California hams..... 5 1/2
Boneless hams..... 8 1/2
Cooked ham..... 11

Lards. In Tierces.
Compound..... 4
Kettle..... 5 1/2
55 lb Tubs..... advance 3/4
50 lb Tubs..... advance 3/4
20 lb Pails..... advance 3/4
10 lb Pails..... advance 3/4
5 lb Pails..... advance 3/4
3 lb Pails..... advance 3/4

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 50
Rump..... 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, 1/2s..... 1 00
Deviled ham, 1/2s..... 60
Deviled ham, 1/4s..... 1 00
Potted tongue, 1/2s..... 60
Potted tongue, 1/4s..... 1 00

Fresh Meats.
Beef.
Carcase..... 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..... @ 3

Pork.
Dressed..... @ 4 1/2
Loins..... @ 6 1/2
Shoulders..... @ 5
Leaf Lard..... 5 1/2 @ 7

Mutton.
Carcase..... 6 @ 7
Spring Lambs..... 8 @ 9

Veal.
Carcase..... 6 @ 8

Oils.
Barrels.
Eocene..... @ 11 1/2
XXX W. W. Mich. Hdt..... @ 8 1/2
W W Michigan..... @ 8
Diamond White..... @ 7
D. S. Gas..... @ 8
Deo. Naptha..... @ 7 1/2
Cylinder..... 25 @ 36
Engine..... 11 @ 21
Black, winter..... @ 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
15 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 doz..... 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, bail, doz..... 85
1 gal. fireproof, bail, doz..... 1 10

Jugs.
1/2 gal., per doz..... 40
3/4 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..... 30
Corks for 1 gal., per doz..... 20

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..... 50
Security, No. 1..... 65
security, No. 2..... 85
Nutmeg..... 50
Climax..... 1 50

LAMP CHIMNEYS-Common.
Per box of 6 doz.
No. 0 Sun..... 1 75
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.
No. 1, Lime (65c doz)..... 3 50
No. 2, Lime (70c doz)..... 4 00
No. 2, Flint (80c doz)..... 4 70

Electric.
No. 2, Lime (70c doz)..... 4 00
No. 2, Flint (80c doz)..... 4 40

OIL CANS.
1 gal tin cans with spout..... 1 25
1 gal galv iron with spout..... 1 65
2 gal galv iron with spout..... 2 87
3 gal galv iron with spout..... 3 50
5 gal galv iron with spout..... 4 75
5 gal galv iron with faucet..... 4 75
5 gal galv iron with faucet..... 5 25
5 gal Tilting cans..... 8 00
5 gal galv iron Nacefas..... 9 00

Pump Cans.
5 gal Rapid steady stream..... 9 00
5 gal Eureka non-overflow..... 10 56
3 gal Home Rule..... 10 50
5 gal Home Rule..... 12 00
5 gal Pirate King..... 9 50

LANTERNS.
No. 0 Tubular..... 4 25
No. 1 B Tubular..... 6 50
No. 13 Tubular Dash..... 8 30
No. 1 Tub., glass foot..... 7 00
No. 12 Tubular, side lamp..... 14 00
No. 3 Street Lamp..... 3 75

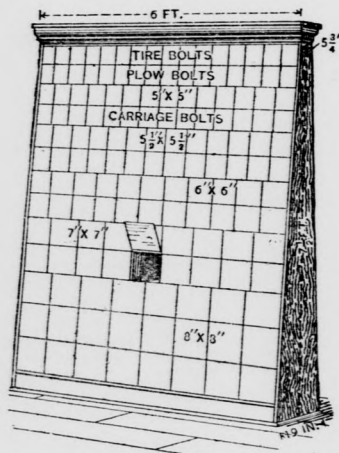
LANTERN GLOBES.
No. 0 Tubular, cases 1 doz, each, box 10 cents..... 45
No. 0 Tubular, cases 2 doz, each, box 15 cents..... 45
No. 0 Tubular, bbls 5 doz, each, bbl 35..... 40
No. 0 Tub

Hardware

The Arrangement and Care of Goods.

One of the most common annoyances in the retailing of goods kept in assorted sizes is the mixing of such sizes by haste in returning to the various receptacles. So, in providing for these kinds of goods, care should be taken to reduce the probability of mixing, as far as possible. In the common provision for retailing carriage, tire, plow and other kinds of bolts there are usually open pigeon-holes or boxes with the sizes indicated on the edges. Of course, it is largely a matter of chance whether, in returning the bolts, the proper box is located, and the frequency of mistakes is sufficient to keep up an annoying uncertainty as to whether you will bring out the proper size when relying on the labels.

The engraving herewith represents a method of caring for bolts which goes far to eliminate the danger of mixing and at the same time keeps out intruding objects, dirt, etc. The case, as shown in the engraving, is designed for a large and complete assortment of bolts and the plan may be easily modified for smaller stocks. The case is 6 feet wide, 7½ feet high and has 15

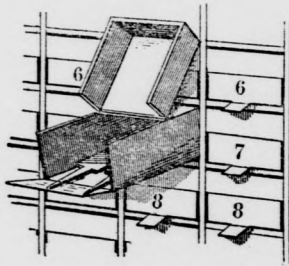


BOLT CASE.

places for bolts. The boxes or openings are made square, and of the following sizes, according to the sizes of the bolts; 4½x4½; 5x5; 5½x5½; 6x6; 7x7, and 8x8, as indicated in cut. Each box is provided with a door of tin or sheet iron, hung on a wire passing through a roll at the top of each, the wire extending across the case and being fastened in place by blind staples. The sizes of the bolts are plainly painted on the doors, which afford room to make the sizes sufficiently conspicuous; and, as each door has to be opened, there is little likelihood of returning to the wrong box. A case built upon this plan presents an attractive appearance and by its use a complete assortment can be kept at hand with little trouble.

Among the ugliest articles to handle and care for must be reckoned the various sizes and kinds of files. On account of the sharp tangs and points, which will pierce the stoutest paper, there is considerable danger and often quite serious injury is inflicted. The following illustration shows a section of a rack, which may be made larger or smaller according to size and variety of stock. The rack is provided with pigeonholes to accommodate the various sizes and styles of files, which are placed

in strong paper boxes lined with black Canton flannel. The manner of construction is plainly shown by the cut. When the hinged cover which shuts over the front part of the box is raised, as shown, it permits the front of the box to



SECTION OF FILE RACK.

fall open, so that the files can be removed without pulling the box more than a few inches out of its pigeonhole. The sizes are indicated by numbers on the boxes and the samples may be arranged on sample boards.

J. MESSERSCHMIDT.

No Luck in Horseshoes.

There is a truck-driver in New York City who stands ready to demolish any man who attempts to persuade him that horse-shoes are lucky. He started up street the other day with a load of discarded horse-shoes which were to be delivered to a junk shop in the neighborhood. He was hardly under way when the tail-board of his wagon fell out, and about a bushel of shoes were scattered on the pavement, and in picking these up, one of them fell upon his foot and injured him so that he limped for a week. While he was reloading, a rapidly driven car came down the street, and struck the rim of his wheel, demolishing two spokes, and he had hardly unloaded and started for home, before his horse took fright and ran away, smashing his wagon and nearly killing him in the bargain by throwing him against a pillar of the elevated road. On reaching home he found three of the children sick with the measles.

The Blight Has Reached St. Paul.

From the St. Paul Trade Journal.

The trading check fake has struck St. Paul, and has, we regret to say, induced a very respectable number of retail firms to adopt the scheme which has been exploited in so many other cities.

It is, perhaps, too much to say that the scheme is a fraudulent one, for the contract made is probably one which at common law could be enforced, but it is based on a keen knowledge of human nature, and upon the fact that the average small dealer will not advertise in the daily paper, but will take hold of a system which seems to promise him immediate returns.

Chicago in the Throes of the Trading Stamp.

The trading stamp scheme has been foisted upon the retail merchants of Chicago. The introduction was made a few days ago after the manner of announcing a new patent medicine or heralding the coming of a three-ring circus, save the music and the animals—an open carriage drawn by four horses contained four gaudily-dressed little girls carrying banners.

No Reason to Make Excuse.

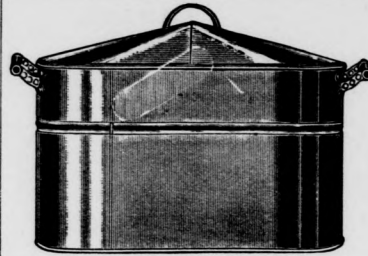
"Come and take lunch with me to-day," said one business man to another.

"I can't. I've an appointment."

"Can't you break it?"

"No; a man has promised to come to my office at noon and pay me some money."

"Oh, then, that's all right. I'll order the lunch for two. He won't come."



Wm. Brummeler & Sons,
Manufacturers and Jobbers of

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

Factory and Salesrooms, 260 South Ionia Street
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.

FARMERS' BOILERS



Every Farmer needs one. 30 gallon size complete for \$15. Delivered at any R. R. Station in Michigan. We have other sizes. Send for circular.

FOSTER, STEVENS & CO.,
GRAND RAPIDS.

THE ONLY WAY...

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

MICHIGAN TRADESMAN

We are willing to abide by their decision.

The Hardware Market.

With the coming in of December the demand for goods in holiday line is very brisk and in all other lines trade keeps up remarkably well. A general feeling of confidence seems to prevail the entire trade and the good prices which our farm products are bringing in many sections of Michigan, as well as the coming of winter, have resulted in a large demand for all classes of hardware. We think there is every evidence in the general outlook of the demand keeping up fully with December of last year and should not be surprised to see a large increase as the result of conditions now existing. The market changes but little in values, although at the present time there is considerable excitement in the wire and nail situation. Collections continue fair and we believe will improve as farmers dispose of their products.

Wire Nails—At the present time there is a good deal of uneasiness with all buyers, both jobbers and retailers, as to what the future will bring forth. Manufacturers have withdrawn all prices and decline to quote except for immediate specifications and shipments. Jobbers at the present time are unsettled as to the best course to pursue, but in many instances are covering their wants for the present month. The outlook at the present time is that the Association will control the output of all the wire and nails that are made and, if they do, the question of there being an advance made is somewhat doubted by the more conservative buyers. Jobbers at present are quoting \$1.75 from stock and \$1.50 at the mill, price subject to change without notice.

Wire—This article, in sympathy with the condition existing in the nail market, has resulted in an advance being made by manufacturers of \$2@4 per ton and even then they decline to accept orders except for immediate shipments. It is hoped that in the course of a week or two conditions will settle down so that merchants will be able to know what the future will be.

Cordage—Business in rope shows some falling off in volume, as is usual at this season of the year. This condition, in connection with the eagerness to sell goods, has not strengthened the market. Jobbers, however, make no change in prices.

Enameled Ware—The movement looking to the consolidation of the greater number of the enamel ware manufacturers into one corporation is being actively pressed by those who originated the idea. Should the largest manufacturers succeed in making this consolidation, it will undoubtedly mean an advance in prices, as they all claim that at the present time the intense competition now existing between all manufacturers has resulted in goods being sold for less than they can be made, as well as a great many poor and imperfect goods being put on the market. Prices, however, have not been influenced by the talks of consolidation and enamel ware is being sold as low as ever.

Glass—There is nothing new to report on this subject. The factories are still idle, the differences between men and master not having been adjusted, and there is no telling when they will be. The discount at present is 60 per cent. Stocks are very broken and some sizes are impossible to get at all.

Schemes Alleged to Possess Fuel-Saving Properties.

I read an article the other day in which an eminent French engineer who

had been all over the world stated that in his opinion the reason why France and America were such conspicuous factors among the nations lay primarily in the rigid domestic economy of the first nation and the industrial economy of the second. The French chef makes delicious ragouts out of odds and ends the American cook throws into the garbage box, while the American manufacturer gains his lead by saving time and handling in manufacture.

This engineer cited an instance of a machine in a large factory that automatically sharpened all the tools in the place, making an important saving in the time of 300 mechanics in the department in which it was located. A perusal of stove papers shows that there is a marked trend at present in this country in the way of domestic economy, particularly in the saving of fuel, of which our prodigality in the past has astounded our European visitors, accustomed as they are to a very niggardly hoarding of the black diamonds. There was a time when an American housewife was looked on as a model of economy if she went so far as to sift her ashes.

Now every manufacturer of stoves and furnaces uses the most extraordinary pains to turn out a piece of goods that will extract all the heat possible from a given quantity of coal. I could talk for hours on the detailed constructions of various leading stoves and furnaces, showing the provisions made to prevent a waste of heat up the chimney. Then, too, take stove pipe radiators. The constant springing up of new firms in this line and the evident prosperity and wider sales of the old-time stove pipe radiator firms show that there is a large sale of these contrivances whose sole purpose is to prevent the waste of too much heat chimneyward. That the minds of inventors are turned toward this problem is shown by a perusal of the patent reports. A deflecting damper for cook stoves, used by a Western stove firm, concentrates heat under a single lid, enabling one to cook a meal with a medium fire, instead of piling on fresh coal. Another recent invention consists of a scheme for securing an air supply for the fire by bringing it down at the sides of the chimney, thus heating it before it reaches the combustion chamber of the stove. A Colorado inventor has brought out an adjustable fire box partition, by which the size of the fire box is narrowed or widened at will, thus effecting a marked saving over the present style. It certainly looks as though the coal problem, which is so important a one in this northern climate, is being solved by the inventive genius of the country. When I think of the many features in stove construction, not only of one firm but of a hundred firms, which beyond all question result in a great saving of fuel, and besides this the many general devices, such as radiators, fire box partitions, chimney air inlets, etc., applicable to all stoves, it certainly looks as though there was something of a hitch in the predictions of the statisticians who figure that all the coal in the world will be exhausted sometime about the year 2300. You must bear in mind, too, that the few coal-saving schemes I have mentioned are a mere drop in the bucket, as there are hundreds of others that possess fuel-saving properties.—Sidney Arnold in American Artisan.

The Buffalo aldermen have refused to appropriate any money for the instruction of public schoolgirls in the art of cookery.

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. K. 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
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BUTTS, CAST

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

BLOCKS

Ordinary Tackle.....	70
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CROW BARS

Cast Steel.....	per lb 4
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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.....	35& 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, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25

FILES—New List

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

GALVANIZED IRON

Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	17

GAUGES

Stanley Rule and Level Co.'s.....	60&10
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KNOBBS—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.....	10
8 advance.....	15
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
1 advance.....	100
Casing 10 advance.....	50
Casing 8 advance.....	15
Casing 6 advance.....	25
Finish 10 advance.....	35
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.....	80
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60

PANS

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

RIVETS

Iron and Tinned.....	60
Copper Rivets and Burs.....	60

PATENT PLANISHED IRON

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

HAMMERS

Maydole & Co.'s, new list.....	dis 35
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 10&10
Mason's Solid Cast Steel.....	30c list, 70
Blacksmith's Solid Cast Steel Hand 30c list, 40&10	

HOUSE FURNISHING GOODS.

Stamped Tin Ware.....	new list 75&10
Japaned 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
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ROPES

Sisal, 1/4 inch and larger.....	5 1/4
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.....	2 80 2 45
Nos. 25 to 26.....	3 00 2 55
No. 27.....	3 10 2 65
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	

SAND PAPER

List acct. 19, '98.....	dis
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SASH WEIGHTS

Solid Eyes.....	per ton 20 00
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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

An Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10

WRENCHES

Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	50
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 1/4
Per pound.....	6 1/4

SOLDER

1/2@3/4.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	

TIN—Melyn Grade

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

TIN—Allaway Grade

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

ROOFING PLATES

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

BOILER SIZE TIN PLATE

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

Write for prices. 'Phone 1357.

THOMAS DUNN & SONS,

WHOLESALE

HARDWARE SPECIALTIES, BELTING,

Engineers, Machinists and

Factory Supplies.

93 PEARL STREET. GRAND RAPIDS.

Size, 8 1/2 x 14—3 columns.

2 quires, 160 pages.....\$2 00

3 quires, 240 pages.....2 50

4 quires, 320 pages.....3 00

5 quires, 400 pages.....3 50

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

INVOICE RECORD or BILL BOOK.

So double pages, registers 2,850 invoices.....\$2 00

TRADESMAN COMPANY,

GRAND RAPIDS, MICH.

TRADESMAN Itemized Ledgers.

Commercial Travelers

Refused to Promulgate an Important Amendment.

Grand Rapids, Dec. 8.—The subjoined amendment to the constitution and by-laws was submitted to the Board of Directors of the Michigan Knights of the Grip at their recent meeting in Lansing and was rejected. I note, however, that a proposition to give the Board the power to elect the Secretary was adopted. Why not go further and give them power to elect all the officers, so that they may perpetuate themselves in office? Are they fearful that, if the members at large have a voice in the selection of the officers who are to spend their money, some of the present Directors will be found wanting in honesty of purpose and placed where they belong—in obscurity? LEO A. CARO.

The draft above referred to provided for the amendment of Section 4, as follows:

Section 1. To remain the same as at present.

Sec. 2. Cut out the words, "at the annual meeting," in the third and fourth lines.

Sec. 3. Change the words, "at each annual meeting," in the fifth and sixth lines, to read, "annually."

Sec. 4. To remain the same as at present.

Sec. 5. To remain the same as at present.

Sec. 6. To remain the same as at present.

Sec. 7. At the same time that the Secretary mails to the members the notice of the annual meeting, at least twenty days before the annual meeting, he shall enclose to each member a voting blank, arranged as nearly like an Australian ballot as is possible and containing instructions how to vote and the names of the officers to vote for and sufficient space below each to place therein the name of a candidate for said office. Each ballot shall contain on the upper left hand corner on the back the initials of the Secretary in ink and in his own handwriting and no other ballot shall be counted.

Sec. 8. The Secretary shall enclose with the ballot a return envelope addressed to the President. On the lower left hand corner shall be printed the word, "ballot." On the upper left hand corner shall be printed a space for the name, number and address of the member.

Sec. 9. Each member shall place in the proper space of the ballot the name of his choice for the office. He shall then place the ballot in the return envelope and write in the proper space his name, number and address, seal the envelope and mail the same. Failure to place the number or address shall not invalidate the ballot, but no ballot shall be counted that has not the autograph signature of the member in ink and in his own handwriting on the envelope. Any mark on the ballot except the necessary names of candidates shall make the ballot invalid and the same shall not be counted.

Sec. 10. At the annual convention and as soon after convening as is possible the President shall appoint a returning board of five members. He shall give them the ballots, unopened, and they shall at once retire to some private and convenient place and check and count the same. They shall use the Secretary's books for the purpose of ascertaining if each member who has voted is in good standing and entitled to a vote. No ballot shall be opened until all the envelopes have been checked. They shall then be opened in such manner that the identity of the voter shall not be disclosed. No envelope shall be opened unless the vote is a legal one.

Sec. 11. As soon as the votes have been counted, the chairman of the returning board shall report to the convention the result of the ballot, and the members receiving the highest number of votes shall thereupon be declared

elect. In case of a tie, the returning board shall by lot declare the election. The ballots shall be sealed in a safe package and placed in the custody of the out-going President, who shall preserve the same for the period of ninety days.

Sec. 12. Any candidate who may question the result of the ballot may within thirty days after the adjournment of the convention file with the Board of Directors a written statement of his grievances and if said Board, after investigation, find probable cause for said contest, it shall cause the ballots to be brought before them for a recount and reinvestigation. The Board of Directors are empowered to change the report of the returning board only upon the most convincing prima facie evidence of error or fraud.

Sec. 13. The written insertion in this section is as follows: "Ballots must be mailed at least five days before the annual meeting and no ballot shall be counted that has not a postmark upon it or is mailed later than midnight of the fifth day before the meeting."

Movements of Lake Superior Travelers.

H. F. B. Wendels (Bunte Bros. & Spuehr) is very musically inclined. He is looking for an engagement where he can be of some use in calling hotel guests early in the morning by songs.

Will C. Brown is in Appleton, Wis., for a couple of weeks, inventorying the stock of the Lake Superior Knitting Works, of which he is a part.

Harry Work (Woodward & Stone) expects to quit the road and start a pawn shop. He carries a watch in every pocket now.

F. S. McCurdy (Jenness & McCurdy) has finished his year's work and gone to Detroit.

Chas. Doty (Edson, Moore & Co.) is nearly through with his year's work.

A. F. Wixson (Fletcher Hardware Co.) will spend the holidays in Detroit and Bay City.

Harry Britling (A. Krolick & Co.) is on his last trip for 1897.

J. R. O'Neil (C. P. Collins & Co.) is loading the Lake Superior trade upon cigars now.

W. R. Smith (Hibbard, Spencer, Bartlett & Co.) will insert his head into the hymeneal noose Dec. 9. The lady is Miss Jennie McKana, of Escanaba. We can assure Miss McKana that, if Mr. Smith proves as good a companion to her at home as he is to the boys on the road, she will never have cause for complaint. For the present they will live in Escanaba.

Van Anden and Williams, the two Dromios—and jolly ones at that—have done the Upper Peninsula.

H. C. Carr (Plankington Packing Co.) has left his Lake Superior territory and will represent the same firm, with headquarters at Washington, D. C. L. P. Murray succeeds him in his old field.

Anything But Obliging.

Grand Junction, Dec. 6.—On Saturday evening, Nov. 27, I was at Grand Junction waiting the arrival of the last train into Grand Rapids. I repeatedly asked the night operator if the train was late, but none of my enquiries elicited any reply. He sat at his desk with his head on the top of it, as though he might be drunk, but just before the train came in he got up and walked around, so that I saw that he was neither drunk nor asleep. On the arrival of the train I boarded the smoker and when the conductor came around to take up my mileage, he said, "You came within an ace of spending Sunday in Grand Junction. This train stops at Grand Junction only on signal, and if I hadn't happened to have a passenger to let off there, you would have been compelled to telegraph your family that you had been sidetracked in Grand Junction. You should have told the operator that you wanted the train, so that he might give the proper signal." I told the conductor my experience with the operator, whereupon he stated that he had frequently had complaints of this kind made to him from that station. L.

The Pocket Directory of the L. S. Boys.

Marquette, Dec. 7.—The leather-bound vest pocket directory being compiled by the Secretary of the Lake Superior Commercial Traveler's Club, to be issued about January 1, will contain the by-laws, list of members, their addresses and the firms represented; the official classification and the Western classification in a short form; hotel, bus, baggage, stage, livery and railroad advertisements; excess baggage tariffs; a miscellaneous lot of information, such as postage rates, storm signals, holidays, rates of interest, a calendar, weights and measures; a few blank leaves, and four poems on traveling men! Several of the members have ordered extra copies. Those who do will please write the Secretary at once. They can be had at actual cost. The members' names will be printed on the cover of the orders that are received before December 20.

The following is one of the poems the book will contain:

At last, the Lake Superior
Commercial Travelers' Club
Is in a good condition, with
Headquarters at the "Hub."

Its members hail from thirteen states—
They're old and young and slim and stout,
And, if ever brought before the bar,
Judge Steere will help them out.

There's WEL C. Brown, the President,
The vender of the socks;
Three cracker men are members—
Tom Ryan, Work and Boex.

The shoe trade's represented by
James, Freeman, Hart and Telling,
Who capture lots of business from
Concerns that are worth selling.

The grocery men are numerous,
One calling every hour—
Comstock, Draper, Horton, "Glegg,"
"Mack," Baldwin, Packer, Power.

The candy men are with us, too;
Of them we'll have to speak,
Or else they'll feel dissatisfied—
Wendels and Willis Peak.

Montgomery, Howe and Dingley—
Latter of oils, not tariff bills;
Brown, Crane and Alexander are
The boys who sell the pills.

Our members in the dry goods line
Are quite a jolly lot—
Muldrew, Heiling, Doty and
Vice-President Truscott.

John Mangum warrants pantaloons
Not to ravel, rip nor rust;
George Wallace deals in dynamite
That anything will bust.

Buy hats from Quinn; tobacco goods
From Foley, Fee or Sweet;
Brooks, Karger, Carr or Jacobson
Will load you up on meat.

Lang, Pollock, Morrison sell oil—
All kinds from one big tank;
The coin received that they don't keep
Goes into John D.'s bank.

Stoves sold by Schall; "XXXX" by Moon
And Jenkins sells the flour;
The pickles Milne disposes of
Would make your sweetheart sour.

One great branch of trade with us
Is lumber, mostly pine—
Byrns, Danaher and Kelson must
Be mentioned in this rhyme.

Insurance men we must include—
John Bogue and Percy Teeple;
They differ from commercial men—
They tackle all the people.

Another lot of travelers
Sell hardware, iron and steel—
Dillon, Dunning, Nickerson,
Simpson, Baldwin, Biel.

The "Count," the oldest in the line,
Deserves especial mention;
The next, in years of service, are
Richards, Smith and Wixson.

Before this gets monotonous
Or the author quits his job,
And goes to writing poetry—
Or is strung up by a mob—
He begs to say that all the rest
Of members of this club
As well as those here mentioned
Deserve a little rub.
So he'll offer no excuses,
But knows he's in a fix
For writing trashy stuff like this,
And signs his name just "Wix."

A Canadian genius has invented a process whereby marble can be made out of gypsum. The gypsum is treated with some chemical solution which causes it to become crystallized, after which it can be worked with a turning lathe or chisel. It is said that the product takes a very fine polish.

WANTS COLUMN.

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

BUSINESS CHANCES.

WANTED—TO BUY A STOCK OF GENERAL merchandise worth from \$5,000 to \$10,000. Address W, care Michigan Tradesman. 442

I HAVE A PARTY WANTING GROCERY OR general stock. Must be a bargain. I have buyers for any line of merchandise. W. H. Gilbert, 109 Ottawa St., Grand Rapids. 440

FOR SALE—IN ONE OF THE BEST BUSINESS towns in Northern Michigan, my entire stock of groceries; only grocery store in Petoskey doing a strictly cash business. Good reasons for selling. For particulars write to J. Welling & Co., Petoskey, Mich. 441

FOR SALE CHEAP—\$1,500 STOCK OF DRY goods A bargain. Address box 5, Byron, Shiawassee Co., Mich. 445

FOR EXCHANGE—A PARLOR GRAND AUTO, cost \$75, for typewriter of equal value. Geo. H. Monroe, Pontiac, Mich. 444

TO RENT—FOR LIGHT MANUFACTURING purposes; two-story building, 28x78, with 20 to 30 horse power; electric lights; side track and two railroad connections; Chicago line of boats daily for six months in the year; located in best town in northern Michigan; timber of all kinds to be had; low rent. Address box 125, Petoskey, Mich. 443

FOR SALE OR RENT—MY MEAT MARKET at Interlochen, Mich. Only market in town; doing a good business. Address Ernest Blackmore, Lake Ann, Mich. 437

FOR SALE—FIRE PROOF SAFE WITH burglar chest, size 5½x3 feet, Detroit make; also one two-horse lorry in good condition. For particulars address Newaygo Mills, Newaygo, Mich. 435

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

FOR SALE—DRUG STOCK, INVENTORYING \$1,200, located at the corner of Leonard street and Alpine avenue, Grand Rapids. Reason for selling, owner is not a registered pharmacist. Address No. 34, care Michigan Tradesman. 434

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

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

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

PATENT SOLICITORS.

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

MISCELLANEOUS.

WANTED—POSITION IN WHOLESALE OR retail grocery or crockery business by sale-man of eight years' experience. Address No. 436 care Michigan Tradesman. 433

Portrait Calendars

We have lately placed on the market a line of portrait calendars which we think superior in many respects to the colored calendars so long in use, in that the customer who hangs up a calendar with the merchant's portrait thereon will think of him and his establishment every time he glances at the calendar.

This line of calendars is 7x11 inches in size, printed on heavy 8-ply coated litho. cardboard, with portrait of merchant at top of card and large monthly calendar pads wire stitched to lower portion of card, samples of which will cheerfully be sent on application.

In case you conclude to favor us with your order for anything in the calendar line, we trust you will send on photograph and copy for reading matter as early in the month as possible.

TRADESMAN COMPANY,
GRAND RAPIDS.

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

GRAND Trunk Railway System

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

GRAND Rapids & Indiana Railway
June 20, 1897.

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

CANADIAN Pacific Railway.

DULUTH, South Shore and Atlantic
Railway.

WEST BOUND.		
Lv. Grand Rapids (G. R. & I.)	11:10pm	47:45am
Lv. Mackinaw City	7:33am	4:20pm
Ar. St. Ignace	9:0 am	5:20pm
Ar. Sault Ste. Marie	12:30pm	9:54 pm
Ar. Marquette	2:30pm	10: 01pm
Ar. Nesteria	5:20pm	12:45am
Ar. Duluth		8:30am
EAST BOUND.		
Lv. Duluth		16:30pm
Ar. Nesteria	41:15am	2:4 am
Ar. Marquette	1:30pm	4:30am
Lv. Sault Ste. Marie	3:30pm	
Ar. Mackinaw City	8:40pm	11:0 am
G. W. Hubbard, Gen. Pass. Agt. Marquette.		
E. C. Oviatt, Trav. Pass. Agt. Grand Rapids		

TRAVEL
VIA
F. & P. M. R. R.

AND STEAMSHIP LINES
TO ALL POINTS IN MICHIGAN
H. F. MOELLER, A. G. P. A.

Are You Going

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

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

WHY NOT TRY THEM NOW?

S.C.W.

5c CIGARS
SOLD BY ALL JOBBERS

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

A Business Proposition

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

Michigan Tradesman

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

Grand Rapids, Mich.

They all say ≡

"It's as good as **Sapolio,**" when they try to sell you their experiments. Your own good sense will tell you that they are only trying to get you to aid their new article. : : : : : : : : : : :

Who urges you to keep **Sapolio**? Is it not the public? The manufacturers, by constant and judicious advertising, bring customers to your stores whose very presence creates a demand for other articles.

I. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel.

The Michigan Mercantile Agency

Special Reports.

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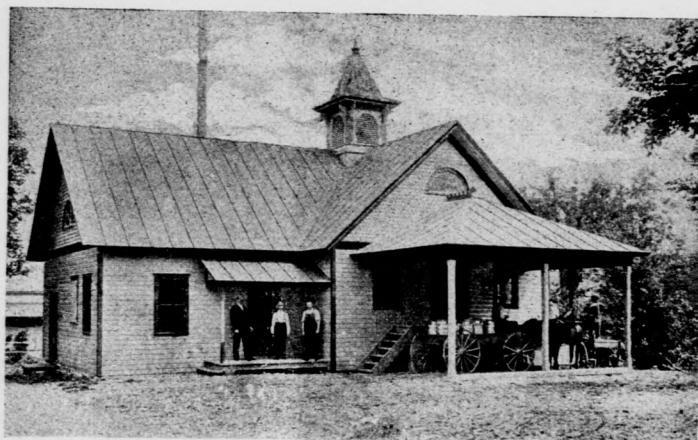
Represented in every city and county in the United States and Canada.

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

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

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,

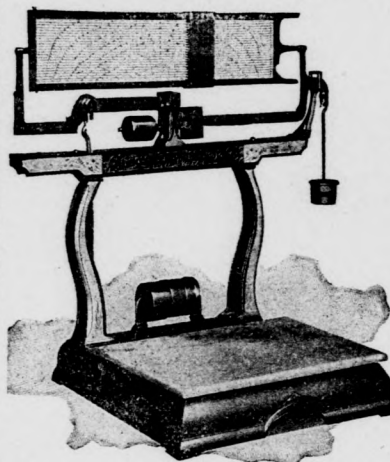
303 to 309 Lock Street,

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.

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. 466.

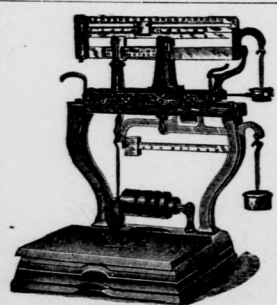
Is there a merchant in this land,
Who does not need a helping hand?
Statistics show but ten per cent.
Of Grocery men on business bent
Have ever made the thing a go
On scales where losses would not show.

To use the oldest scales invented
And close your store at night contented,
And wonder why with every year,
A bare living only you can clear,
Will always keep you mystified
Until **Our System** you have tried.



You don't realize what you have lost by an old method of weighing until **Our System** points it out to you.

The **Dayton Money Weight System** has found its way into nearly 30,000 stores in the United States alone.



DETAILS WILL INTEREST YOU. MAY WE SEND THEM?

THE COMPUTING SCALE CO.,

DAYTON, OHIO.