

# MICHIGAN TRADESMAN

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Volume XV.

GRAND RAPIDS, WEDNESDAY, DECEMBER 29, 1897.

Number 745

## 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.**

## 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.

## STUDLEY & BARCLAY

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



4 Monroe St., - Grand Rapids.

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.

I. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel.

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

## 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.

# Crackers Made in Grand Rapids

Are known the world over. That is,  
when they are stamped

# Seymour

These goods are made from the best  
material obtainable, by the most careful  
process and are unsurpassed at every con-  
ceivable point.

We rest our case on quality solely.

**The New York Biscuit Co.,**  
Grand Rapids.



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RAPIDS  
PAPER  
BOX  
CO.

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samples on application.

**TRADESMAN COMPANY, Grand Rapids.**

## Now Is the Time

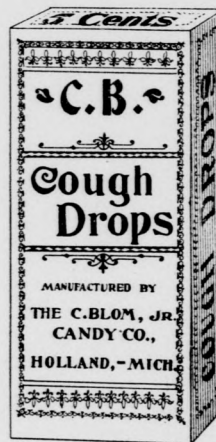
To prepare for your advertising for 1898.  
The prospects for a good year's business  
never appeared brighter for us all, and  
judicious advertising cannot fail to bring  
gratifying results. "Which method of  
advertising will pay me best?"

## That's the Question

Our plan is based on the correct princi-  
ple of mutual co-operation—giving the  
customer the benefit of the advertising  
bill. The best thing we can say for our  
method is: We will send you an outfit  
on 60 days' trial, subject to approval. A  
great many Tradesman readers have ac-  
cepted this offer. Catalogue for the  
asking.

**Stebbins Manufacturing Co.,**  
Lakeview, Mich.

Mention Tradesman.



## JERSEY CREAM



6 oz.  
6 doz. in case  
85c  
9 oz.  
4 doz. in case  
\$1.25  
1 lb.  
2 doz. in case  
\$2.00

For Sale by Leading Jobbers. **O. A. TURNEY, Mfr.,** DETROIT, MICH.



## Manitowoc Lakeside Peas

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

**THE ABLERT LANDRETH CO., Manitowoc, Wis.**  
Worden Grocer Co., Wholesale Agents.



# MICHIGAN TRADESMAN

Volume XV.

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Number 745

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, January 3, 4 and 5. 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.,**

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**100 MICHIGAN BANKERS**

Maintains a Guarantee Fund. Write for details.

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J. W. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

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Commercial Reports. Prompt and vigorous attention to collections.

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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.

## RAILWAY CONSTRUCTION IN 1897.

The Chicago Railway Age makes up its report of railway construction in 1897, showing that the new mileage within the year has been 1,864, a small increase over the mileage of 1895, the time when the lowest increase in twenty years was reached, with the figures 1,803 miles.

The Age shows that track laying was in progress last year upon 153 lines in 38 of the 49 states and territories. California stands first, with 210 miles laid on 9 different roads; Louisiana added 145 miles, Michigan 133, Georgia 119, Pennsylvania 116 on 14 lines, Wisconsin 115, Alabama 111, Missouri 110, Arkansas 109, Texas only 103, Illinois 92, and Mississippi about 90. For the other states named the figures are much smaller. No track was laid in eleven of the states and territories—New Hampshire, Rhode Island, Connecticut, Maryland, Kansas, Nebraska, New Mexico, Indian Territory, Arizona, Wyoming and Nevada, and five others barely escaped from this category by getting credit for from half a mile to a mile and a quarter each.

Railway construction reached its highest activity in 1887, when nearly 13,000 miles of track were added. The rapid decline during the succeeding eight years, and the slight improvement in the last two years, may be studied comparatively in the following statement of track laid annually for eleven years:

Year.	Miles.
1887	12,983
1888	7,109
1889	5,230
1890	5,079
1891	4,281
1892	4,192
1893	2,635
1894	1,940
1895	1,803
1896	1,848
1897	1,864

The Age expresses the belief that at the commencement of 1898 the United States will have 184,464 miles of completed railway. If the average of the last ten years is reached in the next two years, as seems not unlikely, the year 1900 will open with 191,500 miles. There is room in our vast country for as much more, and it is easy to believe that 100,000 miles will be added in the next fifty years or less.

## EXPERIENCED MEN NEEDED.

The retention of a Democrat at the Chinese court as the representative of this country through one Republican administration and the announcement that he will be kept at his post for some time to come is complimentary to Mr. Denby, but it also demonstrates the necessity for a wide reform in our present diplomatic system.

Mr. Denby has been in China long enough to have become far more useful than could be expected from any new man. He has learned China and Chinese methods and customs. He is acquainted with the diplomatic issues between China, the United States and Europe and has become especially acceptable to the Chinese government. No minister can prove of use to his country until he has reached such a position at the court to which he is accredited.

To replace our representatives so often that they virtually remain strangers to their duties and devoid of influence is a policy dangerous to our best interests. No other nation of any consequence pursues such a plan. The great powers train their diplomats as we train soldiers, while we oppose to such regulars the rawest of recruits.

If the civil service rules are valuable at home and in other branches of Government work, as tending to give us merit and experience in public affairs, they are doubly necessary for our diplomatic arm. True, we do not affect a foreign policy that would mix us with the interminable scheming for added power and territory that actuates other governments, but we have immense interests at stake abroad. We are becoming scattered over the world to such an extent that we are being drawn into the whirlpool of international complications whether we will or not.

Instead of hearing Congress talk of limiting the operations of the civil service law, we should rather hear of its proposed extension, at least to include our diplomatic corps so that we could always be represented abroad by men of ability and long experience—men capable of holding their own against the veteran representatives of other countries. Mr. Denby's case becomes an object lesson.

## THE SITUATION IN CUBA.

There has apparently been no real change in the situation of affairs in Cuba during the last few weeks. The Spanish administration has been busy endeavoring to reconcile the different political factions with a view to a general acceptance of the scheme of autonomy. Efforts have also been made to induce the insurgent leaders to accept autonomy, but no success has been met with in this direction.

As far as military operations are concerned, there have been reports of several skirmishes of more or less importance; but there is still the utter lack of reliable information to be contended with which has characterized the military history of the insurrection since its inception. While it is likely that the insurgents have made no definite progress from a military standpoint, it is equally sure that the Spanish have accomplished nothing in the direction of pacifying the island.

It now becomes a problem as to how long the Spanish government will be able to keep up a campaign which, after nearly three years, has accomplished nothing. The drain upon the Spanish treasury has been enormous, and Spain has about reached the limit of her borrowing power. The plan of autonomy is undoubtedly doomed to failure, for the reason that the insurgents absolutely refuse to even consider it.

Aside from the atrocious hanging of Colonel Ruiz, which is on a par with many of the barbarous acts attributed to the Spaniards, everything has progressed favorably for the Cuban cause of late, and the plan of tiring out the Spaniards seems to promise certain success in the end.

## ABOLISHING SUGAR BOUNTIES.

The demand that England adopt countervailing duties on beet sugars imported from countries paying an export bounty as a protection to the West Indian sugar producers is apparently greatly growing in strength. The depression and distress prevailing in the British possessions in the West Indies have reached proportions which call for prompt action at the hands of the British Parliament. Besides, the lack of purchasing power in the colonies resulting from their impoverishment has worked much injury to British manufacturers, so that the sugar growers have powerful allies, not only in the pronounced advocates of a paternal imperialism, but also in all the manufacturers and merchants interested in England's colonial trade.

According to the latest London reports, the advocates of a countervailing duty have regularly organized for an aggressive campaign to be waged when Parliament reassembles. Although the special royal commission appointed to investigate the colonial sugar industry have advised against a countervailing duty, it is reported that Lord Salisbury is disposed to take an opposite view, based upon the very showing of the injury sustained by the colonies made by the commission in their report.

Were England to impose a countervailing duty, continental beet sugars would be shut out of the only markets in which they sell extensively, and, as a result, the export-bounty system would be dealt a death blow. Even as it is, the continental powers are anxious to get rid of the bounties. Germany and Austria have arranged for a conference on the bounty question, the purpose being to arrange for joint action in abolishing the bounties. It is reported that France has also expressed a desire to take part in this conference.

The action of the United States in placing countervailing duties on bounty-fed sugar was the entering wedge which has inaugurated the downfall of the bounties. Whether England follows our lead or not, it is not likely that the bounties can long survive, although it must be admitted that action by the British Parliament would precipitate matters.

After this, people who eat butter in Minnesota will know what they are getting, unless they are color-blind. Judge Lochren has decided that the Minnesota "pink law," providing that all oleomargarine or butterine offered for sale in that State must be colored a bright pink, is constitutional. The decision has been filed in Duluth, where the case was brought, and copies were filed with Assistant Attorney General Edgerton and Dairy Commissioner Anderson. The State Supreme Court has previously held this "pink law" to be constitutional, and Judge Lochren sustained that opinion.

The January payments of interest and dividends are estimated at \$90,700,000 at New York, \$12,000,000 at Boston and \$10,000,000 at Philadelphia.

## Dry Goods

### The Dry Goods Market.

**Cottons**—The break in the price of bleached and brown cottons which has been looked forward to for some time has at last come, and the past week has shown some decided changes in not only nearly all the leading lines, but most of the others. It looks as though the bedrock had at last been reached, and buyers who have long been waiting for the expected changes are now placing orders with a comparatively free hand, not speculative as yet, but to fill requirements. So far bleached cottons have shown more activity than browns, although the latter are by no means neglected, and have received a reasonable share of attention.

**Prints and Gingham**s—More has been accomplished on strictly new lines of fancies for spring than in the more staple styles. The prices probably have a good deal to do with this, and have induced buyers to place more than ordinarily good orders.

**Hosiery**—While the hosiery branch of the knit goods business is not quite as active as it was a few weeks ago, still considerable business has been accomplished. The demand has been diversified, covering nearly every line that is on the market. No new lines of any consequence are opened now, nor will there be until after the first of January, and very likely there will not be a very large business done until the 15th. New lines are arriving from Chemnitz, and from the samples that we have been permitted to see, there will be some of the handsomest lines shown this coming season that have ever been placed upon the market. While there will be many loud and gaudy colors, there will be a large proportion of neater effects in styles that will please many people who, up to the present time, have disliked the fancy hosiery so much in vogue.

**Velvet**—The velvet manufacturing plant of Rossie Bros. is to be moved from Suechteln, in Rhenish Prussia, to Mystic, Conn. The chief reason for this change is to be found in the fact that the American market of the company has become very large and the high tariff rates on this line of goods in the Dingley law greatly handicaps the trade. The new factory will be one story high, 150 by 160 feet, and about 100 people will be employed at the beginning in the various departments.

**Flax Yarn**—As a result of experiments which have recently been carried on in New England mills, it is reported that a process has been found by which flax waste can be made into yarn suitable for toweling, dress goods, crash suitings, etc. The waste is worked on ordinary woolen machinery, both in carding and spinning, and has been spun down into quite fine, even, and smooth yarn. When spun, it is bleached. There is a good demand for the yarn, and those who are engaged in the new industry hope to sell their product readily.

### The Trouble with Cotton Goods.

From the American Cotton Reporter.

The depression in such goods as standard sheetings and shirtings is one of the features of the cotton goods market. Such goods as the Fruit of the Loom, Dwight Anchor, and Lonsdale sheetings, which for many years have sold freely under a steady demand, have ruled dull and weak, the prices for these fabrics declining to the lowest point on record.

In accounting for this depression, it has become quite common to say that there has been an overproduction of goods. The production of standard cotton goods, however, is no greater now than it was three years ago. Indeed, the production of some of these has been reduced by the makers, who have gone off, to some extent, on convertibles. The trouble has been a reduction in consumption in the past three years.

What is accountable for this reduction in consumption? This class of goods has been simply displaced, to some extent, by a line made principally in the South, which has filled a niche in the Western trade formerly supplied by the goods first described. These Southern goods weigh four yards to the pound; they are made into sheets with a seam in the center and bleached on the grass. They are woven 2 yards wide, with five yards to the sheet. These sell for 4c per yard. The bleaching costs from a half to one cent per yard, making the total cost of the goods, when bleached, not over 5c per yard. An entire sheet, therefore, would not cost over 25c. The same thing in the North costs 40c or more. The Southern goods are made of 20s warp and 22s filling and are woven 56x60, whereas the Fruit of the Loom is composed of about 28s warp and 38s filling and woven to twice the count. The Southern makers use heavier yarn which "mashes up" well and makes a washable fabric which will not crack and which will wear fully as well as the standard goods made in the North. Westerners have bought these goods very freely in the past two or three years, and this is believed to account in large measure for the depressed condition of the market for standard sheetings and shirtings.

### The Generosity of Millionaires.

From the Metal Worker

It is a too common fashion in these days to denounce the accumulation of great wealth. Millionaires are sometimes spoken of as if they composed a kind of criminal class. Their riches are held forth—in most cases without a shadow of justice—as circumstantial evidence of their knavery. The mere fact of a man being the possessor of a large fortune stamps him in the minds of some unthinking and prejudiced individuals as a public enemy whose interests are diametrically opposed to those of the people at large. No matter how honestly and with what patient toil he may have amassed his wealth, there is a lurking feeling that he has selfishly grasped a much larger share of this world's goods than should rightfully belong to any one man. No doubt there are too many cases in which large wealth has been accumulated by means which, to say the least of them, do not measure up to the standard of the Golden Rule. There are, and have been, millionaires who fully deserved the popular disesteem in which they were held. Some who have made their money honorably have hoarded it selfishly and transmitted it for the aggrandizement of their families, applying none of it to the public welfare. But we venture to say that these unworthy specimens are the exception and not the rule among American men of wealth. In no other country in the world does the sense of stewardship appear so pronounced among the wealthy as in this. Colleges, educational institutions, libraries, observatories, hospitals, museums, art galleries, churches, charitable institutions of all kinds, by the hundred and the thousand, all over the land, stand as mute but eloquent witnesses to the generosity and public spirit of the men of wealth who have founded, endowed or munificently assisted them. Science, art and learning have been fostered and promoted by the much maligned millionaires to an extent utterly unthought of in former generations. Every year sees public gifts for philanthropic and educational purposes poured out on a scale of increasing liberality, showing that the possession of riches does not necessarily or even generally deaden the moral sense or the finer feelings of their possessors.

### Tampering With Outside Affairs.

Chas. F. Jones in Printers' Ink.

A business man that wishes to be permanently successful must attend strictly to his business, and let all outside affairs alone. A retail merchant in New York City said to me some weeks ago: "I have made more money on sugar within the last ten days than I have made in my store in a year." This is only an admission that luck was this time with the storekeeper who meddled with outside affairs; for it might have been that he would have had to say: "I have lost more money fooling with sugar in the last ten days than I can make in my store in a year."

A great many failures in business come about through tampering with outside affairs. Sometimes luck is with this class of people, but the great majority of times it is against them. The man who allows anything else to take his mind away from his business is, nine times out of ten, sure of making a failure in the long run. Strict attention

to business, forgetting that there is any other business in the world except your own, avoiding all temptation to speculate or invest in outside affairs, is the surest way to succeed with the one business that absorbs your mind. This applies to every class of business that I know anything about. Even the bookmaker at the race track, as a rule, makes a success of his business where he attends strictly to bookmaking and leaves outside affairs alone.

### Novel Scheme of a Brooklyn Firm.

A new departure is that made by a Brooklyn firm. They have originated what they term a "complaint blank." With every package of goods sent out from the store is a printed form requesting the customer as a favor to report any cause of dissatisfaction.

The sardine factories in Eastern Maine have closed, after a short season, in which the pack is far below the average.



## PANTS....

AND

## ...OVERALLS

Our Spring line is a winner. Values and styles that beat any we have ever offered. If you are not on our list of customers drop a card and salesman will call.

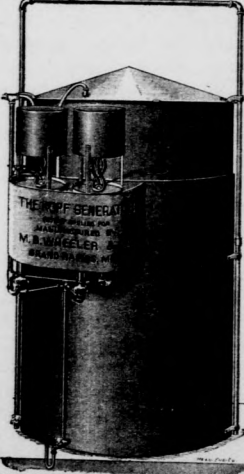
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Manufacturers and Jobbers,  
GRAND RAPIDS, MICH.

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

**P. Stekete & Sons,**  
Grand Rapids.

## The Light of the World is

### Acetylene Gas



Our many plants now operating in Michigan furnish the best of satisfaction. Nearly as cheap as Daylight. Valuable information free.

**M. B. Wheeler & Co., Mfrs.,**  
25 Fountain St., Grand Rapids, Mich.

## Woman's World

Woman's Vanity of Her Life a Part—  
'Tis Man's Whole Existence.

Women have so long been accused of vanity that the world has become almost persuaded that they possess a monopoly of that weakness. Every imaginable shortcoming and sin is laid to that account; That women wear graceful but unhealthy trailing skirts when short ones would be so much more convenient; that no consideration of hygiene can induce them to adopt the baggy and abominable bloomer; that they adorn their heads with the bodies of slain birds, and ornament their garments with the skins of murdered beasts; even their lack of physical strength is attributed to the vanity that makes them preserve an ethereal waist measure at any cost, and wear low-cut evening gowns when they should have on high-cut red flannel.

It is a subject on which men have been ever eloquent, and of which patient and long suffering women have heard a great deal, and so I fancy that even the meekest of her sex must read with a certain satisfaction of the St. Louis society man who had his throat cut by his collar the other day. The newspaper accounts of this deplorable accident say that the man is what is known among men as a "swell dresser," and that in particular he has a neck built upon such liberal and giraffe-like lines he can wear a collar that is the despair and envy of all the other dudes in the city. A few mornings ago, resplendent in all his shining expanse of white linen, he boarded a car, and started down town, but when he attempted to get off his foot slipped and he received a bad fall. Upon getting up he found his clothes and face covered with blood, and that he had gotten a severe wound from the points of his collar, which had penetrated his throat, inflicting two ugly gashes that required the services of a physician.

This incident seemed to score one against the men for unapproachable, self-sacrificing vanity, for no woman has yet been discovered choked to death by her Medici collar, although many a short-necked woman, of late, has felt that a certain verse in the Bible would take on a new meaning if it were amended to read, "She, being in torment, lifted up her eyes," at church or theater, and we are all ready to admit that we never had any idea of how uncomfortable a garment could be until we made acquaintance with the deceitful shirt waist, with a man's laundried collar and cuffs on it.

The truth is men have talked so glibly about women's vanity that we have overlooked the fact that they have just as many weaknesses in the love of fine dress and display as their frail sisters, and that their vanity is just as conspicuous. Of course, they haven't as good an opportunity to show it. Unkind fate has narrowed them down to a Spartan simplicity in the way of personal adornment, but what they have they make the most of. No debutante fussing over her first party frock was ever so particular as a man about his neckties. He doesn't hesitate to consign half a dozen white lawn ones to the scrap basket if he musses them in tying, or fails to get the proper set to the bow, while no amount of family affection would induce him to wear a home-made one. There are places he couldn't be dragged to without an evening suit. If

he suspects his collars to be a thread too low, or not to have the proper cut, he dumps them incontinently into the ash barrel, without one thought of the wastefulness.

Indeed the man who goes in for fashion at all does so with a recklessness that fairly appals a woman. She always has her little economics—the sewing woman who comes to the house and makes over things, the cleaned gloves, the hat she retrims and uses another season; but a man scorns anything but the best, and is horrified at the mere suggestion that he should economize by having a cheap tailor make his everyday coat, or that he should wear last year's hat. The crown is an infinitesimal degree lower or higher; there is the smallest change in the curl of the brim, but it is fatal and you couldn't sell him one if you threw in a chromo with it. Then look how he has his clothes on his mind. Does he ever forget that crease in his trousers? Never for a single instant. He is always thinking about it. In the theater, in the car, in the parlor, the moment he gets seated, he begins hitching at it, and it is worse than useless to attempt to attract his attention until it has been tenderly settled in place. Now it is just as awful and heart-breaking a thing for a tailor-made frock to bag at the knees as it is for his precious trousers to, but you never see a woman in public spending her time pulling at a seam in her skirt.

Women are vain enough, heaven knows, but as a general thing they are subtler about displaying it than men. Take the self-made man, for instance—the man who from poverty has worked up to being rich. He can never keep from talking about himself. "I did this, I did that," is the burden of his song. "I was a poor boy, sir. I had no education. I tramped into the nearest village, bare-footed, with my clothes tied up in a handkerchief. I got a place in a little store, and worked early and late, and saved every dime, and now I am a millionaire." Madame, his wife, may be just as vulgarly vain and proud of the money as he is, but she knows better than to talk about it. She never brags that she is self-made. On the contrary, she seeks to give the impression that it took all the united civilization and culture of the world to produce such a creature. You never hear a woman boast of the days when she was poor and hungry. She intimates that she has always dined on turtle soup, and was brought up on a champagne bottle in infancy. Her vanity may be just as offensive as the man's—only it is different.

But the most amusing and childlike exhibition of vanity of which men are ever guilty is when one is told that he looks like some famous man, and goes around, forever after, in some ridiculous pose, trying to emphasize the resemblance. Think of the well-meaning and commonplace young men we have all known who went about with a distraught air, and a pale and melancholy countenance, because some indiscreet person had detected their fancied resemblance to Booth. Recall the pompous gentlemen whose principal object in life seemed to be to cultivate a pair of whiskers, and who are forever relating how they were mistaken in a hotel for Chauncey Depew, or the excessively English American who spends his days and nights imagining he looks like the Prince of Wales. This is one phase of the vanity question that is distinctively and exclusively masculine. A woman's

admiration for another woman never reaches the pitch of wishing to look like her.

A man's belief in his personal charms never wavers. He never grows too old, or too ugly, to arrogate to himself admiration that a woman in her palmyest days would hardly dare to claim, and that is the reason we see so many men so easily taken in by designing women. The elderly millionaire, although he be the ugliest and most ungainly of his sex, can see no reason why he shouldn't fire the fancy and come up to the ideal of budding 16. The warning advice of friends falls on deaf ears, and he turns indignantly on those who tell him that she is marrying him for money and position. In his own eyes he is still, now and forever, the embodiment of all the manly charms and graces, and he can never be persuaded that any woman wouldn't consider it a pleasure and an honor to be permitted to fall in love with him. A woman, on the other hand, is taught from the cradle that she may only hope to inspire love while she is young and attractive, and when her glass tells her that is no longer the case, she looks with suspicion on a compliment, and distrust on lovemaking. Of course, there have been cases where elderly and wealthy women have married mere boys, but they are exceptional instances; while, as far as men are concerned, it may almost be said that the aged millionaire has come to be regarded as the perquisite of the wily ingenue. She gets him every time, when she wants him, and it is only after the marriage ceremony it dawns on him that she had any other object in view than pure and unadulterated affection.

After all, vanity in men and women alike is a very amiable weakness, and we could better spare a better quality. The woman who has no vanity is a monster to be avoided. She doesn't care how she looks, and she is a frump whose clothes appear to have been pitchforked at her. Her house is austere and comfortless, without the nameless little adornments and fripperies that make one homelike. If she has no vanity, she does not care to win our admiration, and so she says the things we ought to hear, and not the agreeable things we want to be told. In a word, she robs life of poetry, illusion, grace, and reduces it to the level of the strictly useful. If men were not vain, pray what could women do? What arguments were ever equal to a subtle compliment, what logic so irresistible as a little judicious flattery? By that means does a clever woman win her husband, and keep him once she has gotten him. If men were not vain—but, thank heaven, they are! God made them that way to match the women. DOROTHY DIX.

## 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.

## 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.

CANNED FRUITS

CANNED VEGETABLES

Owing to the shortage of fruit in our State last season, we are having an unprecedented sale on all kinds of Canned Goods.

## Musselman Grocer Company

Grand Rapids, Mich.

Don't let your stock get low.

Look out for higher prices on Tomatoes. Ask our salesmen about those Nunley, Hines & Co.'s

Yellow Peaches.

CANNED FISH

CANNED MEATS

## Around the State

### Movements of Merchants.

Negaunee—Harry Pearce has sold his meat business to Thos. L. Collins.

Alma—E. R. Griffith & Co. succeed F. W. Hooper in the meat business.

Boyer City—Wm. Pratt, of Lake City, has opened a jewelry store here.

Olivet—W. C. Henry, of Battle Creek, has purchased the bakery of E. A. Turner.

Port Huron—Lewis A. McCarthar succeeds Alex. McCarthar in the grocery business.

Benton Harbor—Chas. Hirsch has purchased the meat business of Geo. Weninger.

Kalamazoo—Allen & McGregor have opened a new grocery store at 214 West Main street.

Flint—J. L. Moore has opened a grocery store on the corner of Smith and First streets.

Grand Ledge—Stokes & Tucker will engage in the undertaking business about Jan. 1.

Detroit—Lill E. Benedict succeeds Owenshire & Benedict in the grocery and meat business.

Orleans—A. J. Hale has sold his general stock to J. M. York, who will continue the business at the same location.

Ferrinton—Mr. Packard, formerly of Wayne, continues the hardware business formerly conducted by L. E. Woodruff.

Houghton—Charles DeMarce has reopened a grocery and confectionery store at his old stand in the Colombe block.

Whitehall—H. H. Terwilliger, of the Muskegon County Bank at Montague, will open the bank at this place next month.

Detroit—Wm. F. Lount, formerly of Bay City, has purchased the stock of the Clinton avenue pharmacy at 243 Clinton avenue.

Grand Haven—Peter Van Woerkom has purchased the stock of Wm. Juistema in the Red Front grocery and will continue the business.

Marquette—Hoard & Brown, dealers in bicycles and electrical supplies, have dissolved. The business will be continued by F. H. Hoard.

Houghton—The Roach & Seiber Co. has completed its cold storage warehouse and has actively embarked in the produce and commission business.

Benton Harbor—John B. Morrison and Bert Morrison have leased a store in the Graham block and will open a boot and shoe stock about March 1.

Thompsonville—R. McDermott has assumed control of the grocery stock of O. L. Lovejoy by surety for Mr. Lovejoy on his bond as village Treasurer.

Henderson—Ed. Bunting, Jr., has purchased the grocery stock of J. J. Davidson, at Owosso, and removed it to this place, where he will embark in business.

McBride's—C. H. LaFlamboy has just completed a new store building, 26x60 feet, one story high, and will occupy same with his hardware stock and produce business.

Plainwell—B. G. Foreman has returned to Plainwell and re-engaged in the meat business in the building formerly occupied by J. T. Flagor as a harness shop.

Jackson—D. M. Osborne & Co. have leased a portion of Robert Lake's big building and will utilize the space for offices and a warehouse for the display and storage of the firm's harvesting machinery.

Muskegon—Capt. L. Larson, who has been sailing on the steamer Dyer between Chicago and Buffalo during the past season, has opened a fish and oyster house at 24 West Clay avenue.

Alma—The Alma Mercantile Co. will remove its stock of dry goods to the Pollasky block, where it will remain until the proposed changes in the Opera House block have been accomplished.

Petoskey—S. Rosenthal, clothier, accompanied by his wife, will sail for Europe early in January and spend several months at the baths at Carlsbad. They will probably return the latter part of May.

Lapeer—L. J. Hoddrill has retired from the firm of L. J. Hoddrill & Co., grocers and grain and produce dealers, and will engage in banking. G. H. Cary will continue the business at the old stand.

Niles—It is rumored that several leading firms are to consolidate and occupy the Hotel Niles property, on the corner of Main and Front streets. Their object is said to be the creation of a genuine department store.

Alma—Messinger & Co., dealers in clothing and men's furnishing goods, will remove their stock into the large double store in the new Pollasky block, now occupied by the Central Clothing Co., and merge their two stocks into one.

Cadillac—John M. Cloud has sold his interest in the hardware stock of Cloud & Morgan to J. H. Murray. The new firm will be known as Morgan & Murray. Mr. Cloud has been engaged in the hardware business at this place since 1873.

Woodland—Carpenter & Son, formerly engaged in the hardware business at Lake Odessa, have purchased the furniture stock of A. L. Cooper and will continue the business at this place. Mr. Cooper retains the undertaking business.

Barryton—The new store building of J. E. Geiger is nearly completed. The lower floor, under the management of Mr. Geiger, will be used as an agricultural implement and carriage repository. The upper floor will be fitted up for a lodge room.

Benton Harbor—Edgar Nichols has purchased the notion, book, cigar and confectionery stock owned by Harry Kidd and consolidated it with his own. He has also formed a copartnership with Geo. R. Dater, of the firm of Kidd, Dater & Co.

Negaunee—Harry Pearce, who has conducted a meat market business in his own block on West Iron street for some time past, has disposed of his shop to Thomas L. Collins, formerly of this city, who has been running a similar business at Ishpeming for the past three years or so.

Detroit—A country dealer walked into a wholesale shoe house here last week and anxiously enquired for some Goliath laces. He knew that the kind he wanted were represented by a strong man, but he couldn't think of Sandow, which is the label. However, he was supplied with some "Goliath" goods.

### Manufacturing Matters.

Tustin—A. R. Bentley has sold his feed mill to Shultz & Co., who will convert the same into a flour mill.

Detroit—The Moore Lumber Co. has decided to go out of business, and the details of management are now being arranged before the final step is taken. At the present time the majority of stock is owned by Arthur H. Fleming.

Boyer Falls—W. H. White & Co. have added a machine shop, 24x40 feet in dimensions, to their blacksmithing shop.

LeRoy—Dennis Bros. have sold their entire stock of hemlock lumber (1,000,000 feet) to John J. Foster & Co., of Greenville.

Traverse City—The J. E. Greilick Co. has begun the manufacture of kitchen cupboards, milk safes, sportsmen's cases, etc.

Hopkins Station—F. D. Miller, of the Springhill cheese factory, has shipped 2,280 cheese to the Worden Grocer Co., at Grand Rapids, during the past season.

Onaway—T. W. Dickerson is getting out the timber for his stove mill, which he expects to have in operation by May 1. It is expected that the institution will furnish employment for forty men.

Holland—C. L. King has retired from the basket manufacturing firm of C. L. King & Co., having transferred his interest to his partners, F. H. and L. J. Hanchett, of Chicago, who will continue the business.

Bellaire—Ricker Bros. have purchased the water power and a tract of land at Van Buren Junction, at the connection of the new Kalkaska, Grand Rapids & Southeastern and C. & W. M. Railroads, and will establish a large stove factory there.

Detroit—The Merchants and Manufacturers' Exchange is planning for its annual meeting, which will be held at the Hotel Cadillac Wednesday evening, January 12. The meeting will be followed by an elaborate dinner, and a list of speakers is being prepared.

Cadillac—Mitchell Bros. have invested over \$200,000 in hardwood lands during the past six months and are still buying every available tract of hardwood timber they can handle to advantage. They anticipate a rapid advance in this class of property in the near future.

Saginaw—The Saginaw Lumber and Salt Co. manufactured about 24,000,000 feet of lumber during 1897 at its mill plant at Crow Island. It is getting out a fair stock of logs in the Georgian Bay territory this winter and the officers of the company regard the outlook for the coming year as encouraging, expecting a better price and increased demand for lumber.

Menominee—The new Richardson shoe factory is almost completed. It will be in operation by March 1. The machinery will be removed from Janesville, Wis., about February 1. Mr. Richardson says he has so many orders ahead for goods to be delivered early for the spring trade that delay will be costly. It will require a train of twenty cars to move the plant.

Saginaw—Gardner, Peterman & Co., organized for the purpose of manufacturing all kinds of cooperage stock and shingles, have filed articles of association with the County Clerk. The company will carry on its operations in Gratiot and Arenac counties and elsewhere in Michigan. The capital stock is \$75,000, all paid in and the stockholders, with the number of shares owned by each, are Melville G. Gardner, of Saginaw, 2,250; Cornelius Peterman, Breckenridge, 2,250; Albert L. Gilbert, Saginaw, 1,500, and Daniel Mahoney, Riverdale, 1,500.

Houghton—Arrangements have been consummated for the consolidation of the Arnold and Copper Falls copper mines. The Arnold has ground enough open at No. 1 shaft to supply the stamp

mill for two years to come and enough mined and stocked for two months. The showing at this shaft is excellent, as is also that at the second shaft started, and with the advantage of a stamp mill such as that possessed by the Copper Falls, the coming year should bear splendid results from the consolidated property.

Detroit—Charles A. Strelinger & Co. have written the Merchants & Manufacturers' Exchange, stating that a short time ago they received an order for goods from a firm in Amsterdam, Holland. They looked up the standing of the firm, and were surprised to learn that their correspondent was one of a number of Amsterdam firms which order goods from United States manufacturers and dealers and fail to pay for them. A list of seventy firms accompanies Strelinger & Co.'s letter, that seem to be engaged in a systematic attempt to swindle American houses.

Ishpeming—The attempt of the mine workers' union to force companies to grant employes a raise of pay was unsuccessful. Very few members came out last week to cast ballots, to decide whether or not a walkout should be declared. The great majority of those who voted were opposed to the proposition. In consequence of the union's failure to carry out its threat, mine managers met Dec. 24 and decided to increase wages 10 per cent., dating back to December 1. This will place the lowest pay of common laborers at \$1.35 and the average earnings of miners will be \$2 or over. It is generally thought that the union will now go to pieces, as members assert that they have become tired of supporting the leaders.

Menominee—Men who go to the lumber camps this winter are making wages about 30 per cent. higher than those paid last year. A year ago men were in the woods begging for work at \$18 per month, and this year all the men who apply are being put to work at monthly wages at from \$22 to \$24. The scarcity of work in the woods last year filled the State with tramps, but this year the tramps are comparatively few, the result of plenty of work. The demand for labor of all classes is not so great just at present, the period when inexperienced men can be used being about to close. Since the recent heavy snows the logs are being hauled to distributing points, which work requires experienced men, for whom the demand is larger than ever.

### Nearly Thirty Years a Grocer.

Eaton Rapids, Dec. 28—W. D. Brainerd, who recently sold his grocery stock to J. F. Knapp, came to this city in 1856, and went into business for himself in 1860, starting a grocery store. In 1878, he had the misfortune to burn out, but he immediately re-established the business and continued it until 1885, when he sold to E. D. Corbin and went to Coronado, Kansas. In Kansas he engaged in the real estate and banking business, continuing in such business until 1888, when he returned to this city and bought a half interest in the drug and grocery stock of Mr. Soule, who was then located in the G. A. R. building. Mr. Brainerd and Mr. Soule ran this business together for about two years, when Mr. Brainerd purchased Mr. Soule's interest and moved the stock into the building he now occupies. In 1895, he sold the drug stock and converted the store into an exclusive grocery house, of which he has been the proprietor until the recent sale.

Gillies N. Y. Clearance Tea Sale now on. Phone Visner, 1580.

## Grand Rapids Gossip

### Movement Toward Reduction of Banking Capital.

In line with the bankers in other cities, there is talk here of reducing capital and of consolidations. The National City Bank has appointed a committee of the directors, made up of Hon. T. J. O'Brien, Col. George G. Briggs, L. J. Rindge, N. L. Avery and T. Stewart White, to report upon the advisability and plans for a reduction of the capital of that Bank from \$500,000 to \$300,000. The Old National Bank is seriously discussing a reduction from \$800,000 to \$600,000, and some of the directors are strongly in favor of the change. The total capitalization of the State and National banks in the city now is \$2,950,000, and, after the payment of the semi-annual dividends, the surplus and undivided profits will amount to nearly \$600,000, making the actual bank capital about \$3,500,000. The deposits, according to the statements published December 15, aggregate \$11,250,586.06, and of these deposits over \$6,000,000 bear interest, either in the shape of certificates or as savings deposits. The amount of unproductive capital carried in cash and reserve is nearly \$4,500,000, and it is this enormous dead-weight which inspires the movement for the reduction of the capital upon which dividends must be paid.

The movement for the consolidation of some of the banks has not yet assumed a definite form, but it is being strongly urged in some quarters and it is quite likely that something will be done in that direction. The charters of three National and one savings banks will expire by legal limitation within the next five years and the total capitalization of these four banks is \$1,750,000. Two more of the National banks, with \$600,000 capital, will cease to have a legal existence within the two years following. The first of the banks to expire is the Grand Rapids National, in 1900; in 1902, the Fourth National and Grand Rapids Savings Banks will wind up, and in 1903 the charter of the Old National will expire. The National City has until 1905 to run and the Fifth National can stay until 1906. One form of the consolidation talk is in the direction of organizing one big bank which will absorb two or more of the present banks. The consolidation idea is favored mainly on grounds of economy, as the entire business of two or even three of the banks can be done at little if any greater expense than that of any one of them, while the savings in salaries, rents and other charges would be ample to make a dividend on a good sized capitalization.

During the past year the banks have reduced the interest rate on deposits to an average of 3 per cent. Even at this rate the depositors, without taxes to pay and without risks to run of loss, really realize more from their money than do the stockholders. Few of the banks in this city net the stockholders 3 per cent. on the money actually invested, counting the surplus and undivided profits as part of the capital. Twenty years ago there was a theory in banking circles that large capitalization was not only advisable but necessary. Time has brought changes in this theory and now a comparatively small capital and a healthy surplus are considered more desirable than large capitalization. When most of the banks here were organized,

the lumber business in Western Michigan was at its height. It was nothing uncommon for heavy operators to borrow \$100,000 or more at a time, and the interest rate was 7 per cent. The lumbermen do not borrow dimes now where they used to take dollars and the current interest rate is no longer 7 per cent. The furniture manufacturers used to keep their yards filled with lumber and their warehouses loaded with finished goods, and this necessitated heavy borrowing, but now they run their lumber from the cars to the dry kilns, so that the extra lumber stock is reduced to a minimum. As for the warehouses, they are kept as cleanly stripped as possible of surplus finished stock. The furniture manufacturers are doing business on as nearly a cash basis as possible, and it is the same with the merchants. They are taking the discount wherever offered and a 1 per cent. a year savings is regarded as a consideration worth looking after. Some of the changes that have occurred in the banking business in late years are the result of natural evolution, but others and the more important are the results of the lessons which the recent hard times have taught. The changes brought by the hard times are in the direction of conservative and safe business methods, but they have left the banks heavily loaded with idle money.

### The Produce Market.

Apples—Northern Spys are in moderate request at \$3.25@3.50 per bbl. The quality is far from choice. Arkansas Jonathans, fine in appearance and excellent in quality, command \$5. Ozarks and Etrus, also Arkansas products, fetch \$4.

Bananas—The market is good, and the movement is better than usual. Quite an increased volume of business is reported as a result of the Christmas demand.

Butter—Dairy was dull and sluggish last week, but the demand picked up the fore part of the present week and transactions have been satisfactory in point of quantity and price. Fancy grades easily command 14c. Factory creamery is held at 21@22c.

Cabbage—The market is sluggish and unsatisfactory, choice stock commanding only \$2.50 per 100.

Carrots—25c per bu.  
Celery—10@12½c per bunch, according to size and quality.

Cranberries—Cape Cods have declined to \$7.50, while Wisconsin remain stationary at \$8. Jerseys are again in market, commanding \$7.50.

Eggs—Strictly fresh, carefully candled, command 20c. Storage stock is held at 12c, case count, 13c for candled and 14c for fancy candled.

Honey—11c for white comb and 10c for dark.

Lemons—The market is lower on all varieties. The demand is light and receipts are on the increase.

Lettuce—12c per lb. for hothouse stock.

Onions—Red fetch 65c; yellow command 75c; Spanish are held at \$1.75.

Oranges—The receipts of California and Mexican is very good and prices are lower by 25c per box on the whole line. The movement is very good for the holiday trade.

Potatoes—The movement is light, there being a tendency on the part of shippers to hold on until prices stiffen up again. The seeding demand from the South, which is beginning to be felt, is expected to improve matters very materially.

Poultry—The market is flat and dealers are advising shippers to hold their stocks for a few days, in the expectation that the demand will improve. Turkeys command only 8@9c, ducks and geese go at 7c, fowls bring 6c and chickens only 7c.

Sweet Potatoes—Kiln dried Illinois Jerseys fetch \$3.75. Genuine Jerseys are entirely out of market.

### The Grocery Market.

Sugar—The market is strong and active, all conditions indicating a higher range of values. Eastern conditions are much as they were, with light stocks of granulated in the hands of refiners, and a strong market in raws in both this country and Europe.

Tea—Nobody wants to sell at any concessions, and few are anxious to sell even at full rates, because the general expectation is that these will be even higher after the first of the year.

Coffee—The war between the package coffee houses is still on, and the extra inducements made to the retailers to handle this class of goods are causing a neglect of bulks in favor of the package goods. The general conditions of the market are such as to indicate a continued low price for Brazils. The Eastern coffees are still in but fair supply, and are unchanged in price.

Dried Fruits—Dates are lower, because the second and more liberal importations are now on the market. This is the usual course of the market. Raisins are weak. Prunes are steady. Reports from the East show figs to be advancing. Fancy figs are especially scarce and wanted for the holiday trade. The crop is reported to be short and the demand advancing. Reports from the Coast show the raisin market to be quiet. London layers are about cleaned up on the Coast. The entire product of raisins is reported to be larger than that of last year, although the proportion of fancy goods is smaller. On the Coast the general demand is slow, and a lack of interest is shown by Eastern buyers. This condition is attributed to the fact that the product marketed earlier in the season was of such large volume as to make the Eastern buyers believe the stocks to be practically inexhaustible; for this reason they are supposed to be waiting for the market to decline. The export trade that was very good at the beginning of the season is very light now.

Molasses and Syrup—There is an understanding that glucose will advance in a few days, and this will doubtless carry compound syrup up with it. Sugar syrup is not selling. The surplus is pretty well reduced, and the price is unchanged. Molasses is in very fair demand, although the weather has been against it until lately. The market for good New Orleans molasses, fine stock, has advanced in New Orleans 1@3c per gallon. This has not yet affected the Grand Rapids market, and hardly will until the prevailing conditions change.

Canned Goods—Tomatoes have advanced about 5 cents per dozen during the week and are at present writing very firm. The demand at the advance is very fair. Corn is quiet and rules at unchanged prices. Very little trade is reported in it. Peas are in precisely the same condition. Peaches are rather dull and the demand is very light, prices being unchanged. But little activity in canned goods is expected until the spring. The winter from now on will probably be dull.

### The Old Peddling Law Again in Force.

The Tradesman regrets that the Supreme Court found it necessary to annul the peddling license law passed by the last Legislature on the ground of unconstitutionality. The original draft of the law was prepared by the attorney of the Michigan Tradesman, and had the law been enacted as it was intended it should be, the Supreme Court would not have been called upon to pass upon its validity. The feature the Supreme

Court objected to was incorporated in the bill by a rural legislator and, in spite of the objections of the Tradesman and the Committee of the Michigan Retail Grocers' Association having the matter in charge, the objectionable feature was permitted to remain. Of course, the matter will not be allowed to rest here and between now and the next session of the Legislature an aggressive campaign will be conducted in the interest of a re-enactment of the measure along the same lines as the original draft presented to the last Legislature.

Attorney General Maynard holds that the Legislature of 1897 did not intend to repeal previous laws bearing upon the subject without enacting a new law instead and that, therefore, the old law providing for hawkers' and peddlers' licenses to be taken out upon application to the State Treasurer is now in force. The question what the peddlers will do who have paid their money for licenses under the law just knocked out, and who will be compelled to secure new licenses under the old law, is not passed upon in the opinion. The law now in force is found in sections 1257 to 1266, Vol. 1, and 1266a to 1266e of Vol. 3 of Howell's Statutes.

### Flour and Feed.

During the past month flour buyers have been proceeding very cautiously and, as a rule, making purchases for immediate shipments only. Everywhere there is a feeling of distrust and fear that present prices will not long be maintained and that the usual collapse of prices, forced up by speculative trading, will be sure to ensue. The outcome of the December deal in Chicago is awaited with considerable anxiety by the trade, but if the parties who have accepted the delivery of large quantities of cash wheat in that market are strong enough to hold it and are indifferent about selling, the position of the market will be greatly strengthened and buyers will take hold with confidence. The most authentic advices now concur in two things—that the export demand will be good for the next three or four months and that there will be a considerable falling off in farmers' deliveries of wheat.

Domestic flour stocks are not large and, with a good demand at home and abroad, values are likely to be well maintained and seem likely to go higher rather than lower.

Millstuffs are in good demand and tending higher. Feed and meal are a little stronger, on account of the upward tendency of corn and oats.

WM. N. ROWE.

### Hides, Pelts, Wool and Furs.

Hides remain quiet at the former advance, with no accumulation. The market is well cleaned up on all grades.

Sheep pelts are extremely scarce, as farmers will not sell the few they have, preferring to increase their flocks, having plenty of feed.

Furs have quieted down, it being too late to ship for January sale in London; also for the holiday trade at home.

Wool remains firm, with a slight advance in some grades and with large sales of territory at the seaboard. There is little enquiry, as holders' prices are well known and are above the manufacturers' ideas and also above previous ruling prices. An attempt at combination is being made by the manufacturers to control prices of the raw product, but supplies in sight do not brighten the outlook for them. WM. T. HESS.

## DRINKS AND DRINKERS.

## How They Differ in European Countries.

Written for the TRADESMAN.

The other day a German lady in Dresden described to us an American dinner to which she had been invited: "I think it must have been a very fine dinner," she said, "for there was everything to eat, and I did not even know the names of some of the things; but, would you believe it, there was not a drop of anything to drink on the table except water, and of course black coffee after the meal! The idea of giving a dinner and offering nothing to drink! Is that the way you do in America? I nearly died of thirst. I afterward invited these same people to my Louse and showed them how guests ought to be treated. Yes, and they seemed to like my good wine, too. Why, in Germany, it is considered an insult to the guests if they are not offered the best the house can afford in the way of drinks. Even a poor washwoman has beer on her table and most people offer wine. I don't wonder the Americans look pale and sickly if they live on water that way. I hope you are not offended at what I say; but it is true, all the same."

There certainly does seem to be something peculiar about the European air which makes the system demand more stimulants to keep it normal than are required in America. Then, too, the water is poor in most places on the Continent, and even the milk supply is not to be depended upon. So what are the people to do under such conditions? If they were Americans they could not rest a moment until they had discovered a method for making chemically pure water. But they are Europeans, made up of a number of nations each with its own peculiar environment and tastes.

Did you ever notice an American just landed in Europe? He is easier to spot than a hen's nest. Nowhere does he show his natural instincts more strongly than at the table. When the wine list is put before him by the obliging waiter he shrugs it unceremoniously aside with a shrug and a "No thank you, I always take water." And he stands by his in-born, inbred principles and tries to drink the semi-transparent, ill-smelling, lukewarm stuff called water and, with eyes closed and olfactory nerve asleep, imagine himself back at the well on the old farm. Forlorn delusion! He begins to study his Baedeker, and finds people are warned against the water in the special city where he is stopping. He next buys a spirit lamp and boils his drinking water, or orders it boiled at his hotel or pension, and congratulates himself on driving away so easily the fever phantom that dogs his footsteps. But, somehow the water is not quite satisfactory yet. True, the liquid in his glass is much clearer, because a thick deposit of sediment has been left behind in the boiling kettle; but he is still conscious of an undefinable, sickish sort of smell issuing from the depths of his glass, and tries to disguise the taste and smell with lemon and indulges in lemonade on all occasions. But, alas! he too soon discovers there are times and places even for lemonade. The charms of soda or seltzer water are even more fleeting. A heavy, tired, enervating sort of feeling seems to creep into the very marrow of his bones, and he wishes the sun would try to shine through the murky sky and give him spirits to do up the necessary sight-

seeing in double-quick time. His neighbors, aware of his condition, suggest some wine or beer to give him strength, and at the same time they dilate on the purity of these articles in their special country, and how much better they are for the system than water or milk, which are only fit for babies. So, blushing and hesitant, he orders a bottle of the staple stuff, and thinks how ashamed he would be to have any of "his people" or his friends see him, at the same time promising himself not to indulge in more than this one bottle. But he finds he cannot manage any better without the second bottle, and the third is inevitable, and almost before he has time to realize the fact he is no longer a tenderfoot but has acquired the tastes and habits of a native. If he travels much he soon learns it is better to adapt himself to the customs of the country; and, after all, is it not rather interesting to fit into the readymade grooves and feel at home anywhere, even although it necessitates a change every day?

How amusing it is to see how each nation thinks it, and it alone, has solved the food and drink problem. Yet,

"What's one man's poison, signor,  
Is another's meat or drink."

In Italy one cannot escape drinking wine—most people, however, are ready to admit they find it no punishment. The wine is light, sweet and pure and can be indulged in freely without feeling any ill effects. At Naples the water is considered good, but in the neighboring towns of Pompeii, Amalfi, Sorrento and Capri the water is a veritable poison; but, on the other hand, is not the renowned Capri wine just at hand a nectar fit for the gods! Rome has been famous since the time of the Caesars for her pure water supply; nevertheless, the Frascati wine is more popular. Another drink much esteemed is a liquor distilled from the eucalyptus tree and considered especially useful to ward off malaria. In Florence, Pisa, Leghorn and Venice one must resort to the native wines. The Italians, as a people, are very particular about their wines and can detect the least adulteration. It is said that the poorest Italian workman, or beggar living in a shanty on the Roman Campagna, although he may subsist on crusts of bread dipped in olive oil, onions and macaroni the year around, never fails to lay in each fall a large supply of good wine, and many times drinks a better quality than the rich man who depends on his wine merchant. The Italians are a convivial, happy-go-lucky race of people, never content without plenty of boon companions and flowing cups. There are numberless people in Italy like Micawber, "waiting for something to turn up;" meanwhile, they live a life of idleness, drink to each others' health and make business for the restaurants. No one in Italy with work or without ever lives in the house, and under a sunshiny sky there is a special attraction about the out-door accommodations of the various restaurants. People flock to them by the multitude and the waiters are as busy as the streetcar conductors after the latest play in the theater or the most popular opera. There is a restaurant facing St. Mark's Square in Venice, "Florian's," which has not closed its doors night or day in three hundred years. There seems no time when many of the little tables are not full of people drinking *caffè e latte* or sipping *caffè nero* or choice wine. On moonlight nights in summer, especially when there has been music on the Grand

Canal, people leave their gondolas at ten, eleven, or twelve o'clock at night long enough to eat slowly a dish of gelato (ice cream) or granita (water ice) and "Florian's" is then thronged like a club house or newspaper office on the evening of presidential election. There is a soft drink in Italy which I have tasted nowhere except in Naples and Florence, and in the latter city there is a building devoted exclusively to it. About the door is a conspicuous decoration of cocoanuts and artificial leaves, for the drink is some sort of concoction made from cocoanut. People flock to this shop and sip a small glass of this semi-milky, very sweet and slightly aerated drink.

Switzerland has no exclusive drink of her own. The inhabitants in its eastern part choose beer like their neighbors, the Germans, while in the western part wine is preferred. The native wines are rather sour, so the sweeter Italian, Spanish and French wines are imported. Switzerland is very cosmopolitan and it would seem as though any nation in the world could find drinks there to its special taste. But the Swiss seem more proud to advertise American drinks. In Lucerne and Geneva one can get a bad quality of ice cream soda at robbery prices. In Geneva there has been formed recently a society for encouragement in the use of non-alcohol drinks. In order to propagate their principles successfully they have opened up depots about the city where "soft drinks" are sold at cost. One can have a cup of good coffee for 2 cents or chocolate for 3 cents. Lemonade is only 2 or 3 cents, while seltzer is a cent for a small glass.

There are two things which a German must have of the very best quality, viz., coffee and beer. A German seldom breaks his fast in the morning with more than a cup of coffee and hot milk and a roll with butter. But at eleven o'clock, wherever he happens to be, whatever he may be doing, he must take his second breakfast, a sandwich and liter of beer, although a lady down town shopping prefers a cup of chocolate with whipped cream, with a cake or two. Dinner is eaten at 1:30 to 2 p. m., when the man of the house thinks nothing of drinking two more liters of beer. At 4 or 5 p. m., the afternoon coffee is drunk, and sometime in the

evening comes supper, with plenty of beer. As theaters, operas, concerts, etc., begin early in Germany, most people eat sandwiches and drink beer at the place of amusement where they happen to be for the evening. Many of the German men prefer to drink beer, smoke and discuss politics with other men and are seldom to be found at home in the evening, or even with their wives at places of amusement. They love their wives in a way, but the average German Frau is such a poorly educated creature she cannot talk plain sense for any length of time, and as to discussing weightier subjects, that is quite outside her scope. Even a man whose feet much outweigh his head cannot spend three hundred and sixty-five evenings in the year twirling his thumbs and repeating tweedledee and tweedledum to a butterfly or an oyster, even although she be the only darling he worships in all the world. So he preserves himself in beer and tobacco at his club each evening, and lives contentedly and happily to a green old age.

Under such conditions one would expect to see drunkenness on all sides; but this is not the case. I was in Germany more than a year, yet in all that time I never saw but two cases of drunkenness. Climate must have a great deal to do with the matter. There is little sunshine in Germany, even in summer weather, and the heavy leaden clouds seldom lift. How then can there be any lightness of body, mind or soul under such conditions? Then, too, a German drinks slowly. He thinks nothing of spending half an hour, or even an hour, over a liter of beer. It is a common sight to see husband and wife or two sisters ordering one glass between them. This must be a survival of the old custom of having one stone jug for the whole family, to be passed from mouth to mouth the length of the table. But probably the chief reason for the sobriety of the German people lies in the purity of the beer. Here is a receipt which was used in Berlin for testing the purity of beer as far back as the time of Frederick the Great. A little beer was poured on a chair and a man in leather jerkins would sit down in it. If he stuck fast to the chair the beer was good, if not—well, it was not fit to put in any good German's stomach. To-day the Munich and Pilsener

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beer sustains a world-wide reputation. The genuine article is supposed to be exported all over Germany, but it never tastes the same outside of headquarters. Many of the breweries in Germany make their beer after the same methods as these famous brands. Strasburg boasts of quite another kind, light in color and fruity in flavor, which is partaken of more as wine. However, along the Rhine wine is the accepted beverage.

The land in the wine districts is so precious that there are no dooryards or churchyards, the vine being cultivated to the very shadow of the eaves. Yet grapes are little eaten there and are harder to obtain than the choicest brands of wine.

In hot drinks chocolate almost vies with coffee and all cooks seem to be especially successful in making it. But tea! ah, it is a delusion and a snare—pale as a ghost, weak as a new born babe.

How different in Holland! Before one is fairly awake in the morning the maid is on hand with the cup that cheers but not inebriates, in order to give one strength and courage to get up and dress in the morning. At breakfast there is no choice of drinks, but the teapot is given a place at the festive board without a murmur or a dissenting vote from the assembled company. The coffee-pot "spouts" at noon lunch, but the teapot is called into service every two hours during the day and evening. The ordinary Holland people eat but one good meal in the day; however, that does not prevent them from eating "a polite sufficiency" at other times of bread and butter, tea, coffee, cocoa or milk. In The Hague, Amsterdam, and all other cities for that matter, there are

numerous little creameries where milk or cocoa are to be had all the day long. People flock to these shops by the score, and, if anything, the proportion of men is the greater. They sit at the small tables and quench their thirst with several glasses of milk or a cup or two of delicious cocoa. Of course, Holland indulges in her share of beer, wine and gin, as every other nation does. Good drinking water is so hard to procure that it is sold by the wineglass and costs as much as beer.

The distance from Holland to the Scandinavian Peninsula is not great, yet the habits and customs of the Northern people are radically different. It is said that no one can lose anything in Norway except his heart, and the Swedes, although an entirely different type of people, seem equally as honest. For instance, to illustrate how an entire stranger is trusted, one need not go beyond the Swedish railroad station. In the restaurant there are no waiters. A large table in the middle of the room holds all sort of food and drink. A person goes up and helps himself to whatever he prefers, then eats it at one of the small tables arranged around the sides of the room. When he has finished he goes to the desk and pays for what he says he has had. In this same country there is a social law which makes it a breach of etiquette for a person to drink alone. The custom, which seems peculiar to Sweden, is to begin a dinner or any other hearty meal with a cold lunch called "Smorgasbord." On a side table are placed various kinds of salt fish, cold meat, pickles, cheese, bread and butter and liquors. At the appointed time the family or company enter the dining room and each member takes a plate and glass and helps himself to

whatever he wishes to eat and drink. Everybody stands or walks around the room nibbling at these appetizers and drinking to each others' health. It is at this time a person is expected to absorb enough drink for several hours. After a few minutes of this sort of thing they all sit down to a bountiful hot dinner served in courses as in any other country. Milk is even more popular in Norway and Sweden than in Holland and beer is freely indulged in. At one time drunkenness was the bane of these twin countries, but the strict liquor laws of the past twenty or twenty-five years have greatly ameliorated this evil condition. The provisions of these laws require that no alcoholic spirits shall be sold at a hotel or on a steamboat and they cannot be procured in the smaller towns. In a larger city a license is granted to a monopoly which is bound to pay over to the municipality its profits after deducting the expenses and 5 per cent. interest on the capital invested. With this money the city is able to help those made irresponsible by drink.

England has won the gold medal for her tea and whisky habits. Tea is the accepted drink for breakfast and is indulged in several times more during the day. Tea determines business hours and controls social functions with as wise a judgment as it threw the gauntlet before the American Revolution. But the direst malady is the whisky habit. Although the gin palaces are built as far as possible outside the pale of civilization, although there are strong temperance societies established everywhere, although every minister denounces the curse from the pulpit and public opinion is against it, yet there is no country on the Continent where

drunkenness is so prevalent. It would seem as though the Devil himself had been shipwrecked on the Island and could not be driven away.

Yet France is just as near destruction, for she is being conquered by that fierce monster, absinthe. What it takes whisky years to accomplish, absinthe does successfully in months—almost days. How innocent that yellowish, greenish liquid looks not so different from lemonade! As the warm spring days come, people are seen drinking it at little tables all along the boulevards of Paris. How happy everybody looks, yet many of them are wrecks on the verge of insanity, ready to-day to commit suicide, to-morrow murder. What are the conditions, what the environments, that have produced such results? French children seem to be born with a taste for stimulants and are given wine from infancy. Before they scarcely reach their teens they are accustomed to the use of brandy at their father's table. Is it any wonder that these same people, so light-hearted, so pleasure-loving, so quick, so versatile, so capable of the highest as well as the lowest emotions and passions, should be stunted in their growth and that from maturity they should crave the strongest stimulants? A waiter in Paris never comes with an order of black coffee or milk without an accompanying flask of brandy for seasoning. Cognac and the liquors are drunk with no more qualms of conscience than the eating of bread and butter. The step to absinthe is neither long nor hard and before the fact is half realized there is a mighty army descending the steep road to destruction. ZAIDA E. UDELL.

Paris, France.

Let not the preacher exalt rites above righteousness

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - DECEMBER 29, 1897.

**GENERAL TRADE SITUATION**

The annual slackening in the volume of wholesale trade which is always a consequence of the approach of the holiday and inventory season is accompanied by the most favorable conditions as to retail activity and price movement known in many years. In spite of the fact that unusually large preparations were made for the holiday demand many dealers early found themselves with stocks exhausted in some lines. The unusual demand was not only characteristic of the trade here in Michigan, but is reported from all parts of the country, especially the South and West. With one or two unimportant exceptions the price changes have been in the direction of advance. It is significant that in this advance are to be included Bessemer pig iron and steel billets in view of the fact that the output in those products is breaking previous records.

In the stock markets the holiday dullness is accompanied with a general tendency to advance movement, which is a reflex of the generally favorable conditions. The fact that the advance movement is slow and cautious argues well for its permanence. The most notable feature in the money market is the fact that gold imports have begun again, in spite of the efforts of the Old World financiers to keep the yellow metal in their own coffers.

The general tendency to advance in the price of wheat has been taken advantage of by some of the Chicago speculators to strive to effect a corner in that cereal, which gives rise to all sorts of conjectures as to advances in the different futures. The actual change in price, however, is within the range of a couple of cents. The export movement for the month has been very large, amounting to 11,579,263 bushels, against 6,823,508 last year.

In the textile trade the situation as to cotton is more encouraging and the exports for wool show increased business. Cotton increased slightly in price and, while there is no change in prices of its products, there is a tendency to accept the situation and to prepare for business on the basis which it seems must be accepted. The feature of the boot and shoe trade is continued heavy demand, which keeps Eastern shipments at the highest.

Pig iron is stronger again at Pittsburgh, Bessemer at \$10 and Grey Forge

at \$9, and prices at Chicago are fully sustained. Nor are Eastern quotations lower, although in New York some Southern pig has been reduced 25 cents, presumably on account of prospective change in freights. The demand for iron and steel products has anticipated the beginning of the year by numerous orders, some of importance, which have given a much better tone to the markets. Chicago reports one trunk line purchasing four thousand cars; three drainage canal bridge contracts pending, of which one calls for 5,400 tons; extraordinary orders for hardware, bars and wagonmaking and sheets for tin-plate manufacture. It is stated that eight months' capacity of the Illinois Steel Company has already been booked ahead, and sales of rails have advanced the price thereto \$20, while 8,000 tons has been sold here for home and 2,000 for Mexican roads. The Eastern Bar Association has fixed 1.1 cents for refined, and tank steel plates at Philadelphia are slightly stronger.

The lessening of wholesale transactions attendant upon the season is responsible for the slight falling off in bank clearings of 3 per cent. from those of preceding week. The amount was \$1,330,000,000. Failures were small for the season of year which usually precipitates reckonings. The number was 280, as against 283 last week.

**THE NICARAGUA CANAL.**

The Chicago Tribune relates that some of the parties who have been engaged in the construction of the Chicago drainage canal are now endeavoring to revive interest in, and raise money for, the building of the Nicaragua Canal.

They claim that, with the improved machinery used in excavating the Chicago drainage channel, they can execute the Nicaragua Canal at a cost of not more than one-half or two-thirds of what was estimated by the engineers. The improvement in the mechanical devices for doing such work has been very great, and there is no doubt that the work can be done at vastly less expense than was that on the Panama Canal; but it is believed that the estimates of the probable cost of the work were, in the first place, too small, and that the \$80,000,000 first proposed by the engineers will have to be increased to more than \$100,000,000.

The present concession held from the Nicaraguan government will expire by limitation in 1899, and it is, therefore, necessary that some very prompt steps should be taken to prevent the grant from lapsing.

The grant was made in 1887, the Maritime Canal Company was incorporated by Congress in February, 1889, and work commenced the same year by the Nicaraguan Canal Construction Company as contractors. It is claimed that about \$5,000,000 has been expended on the work, but operations have been suspended for some years in consequence of financial difficulties. Earnest efforts have been made within the last few years to secure a guarantee of the bonds from the United States Government, but it has so far been unsuccessful.

Many demands for the National defense, as well as most important considerations of commerce, urge the construction and completion of this canal at an early date. The American people, however, show but little interest in the enterprise, and there is but little prospect that it will be taken up by the United States Government.

**CORRUPT POLITICS.**

The strangest fact in human affairs is that the most corrupt politics are to be found in a country where the government is wholly in the hands of the people.

Everybody knows in reason that the honest and decent people are in a majority in any country, and that the vicious and dishonest are in a small minority, and where a majority of the people elect the officials and make the laws, it would seem inevitable that all should be done in the interest of honesty, good order and the general welfare; but too often the contrary is true, and there can be no other conclusion upon such a result than that those who are supposed to be the best citizens either fail in their public duties, or their pecuniary interests are advanced by having pliable men in public office.

It cannot be denied that in many cases, in almost every department of the public service, whether in city, State or National Government, public works cost more than if they were done for private parties. The profits in most cases are divided between the contractors and those who give out the contracts. It is also a fact that public franchises of the greatest value are sold or given away for insignificant considerations, or for none at all.

Of course, there would be no corrupt officials if there were no officials to corrupt them. There would be none to take bribes if there were nobody willing to give them. In this way many solid citizens become involved in schemes whose success must depend solely on the corruptibility of public officials, and since such schemes can only be carried on by parties handling large capital, these persons who profit by the crimes of the public servants, although by their wealth and social position they occupy high places in the general esteem, make up a class vastly more dangerous to the good of the country, state or city than are the mere placemen and spoils-hunters.

It has been observed that in most communities, perhaps in all, there are considerable classes who gain their livelihood by disobeying certain laws; and the police authorities of most of our cities and towns appear to have more respect for the wishes of these lawbreakers than they have for the authority of the laws. When this goes on year after year, and is tolerated by the citizens; when men who have been chosen to enforce the laws, and have sworn that they will do it, hold conferences with the violators of the laws, and come to an understanding with them as to how much law they shall obey, and how much they may disobey, the moral sense of the whole community becomes perverted, the oath becomes a jest and a magistrate's word of honor a byword, the bond of the social order is weakened, and lawlessness becomes chronic and reckless and blatant.

These corrupt influences become so far-reaching that they are felt in national, state and municipal legislatures, and even in the courts. Lawmakers will assist in enacting laws against vice, and will not hesitate to countenance and even assist in their violation.

Who is responsible for all these evils? Evidently a majority of the people. Either they desire and profit by their existence, or they neglect their political duties, which demand that good men should be put in office and dishonest politics should be abolished. In any case, what is not resisted is accepted,

and such acceptance amounts to approval.

The vast increase of crime in the country is due entirely to political corruption. The laws are not enforced, because there is more private advantage in such failure than in their execution. It must be held that in a country where government is by the people, the people, speaking through a majority, are responsible for all the evils growing out of bad government and dishonest politics. There is no other conclusion to be reached.

It becomes useless to talk of political reform when the great body of the people do not care for any change for the better. So long as an individual's private interests do not suffer by bad politics, he may not trouble himself about the matter; but he ought to understand that political corruption will in the end so demoralize the people that the greatest injuries must come to all. The socialism that is growing up so vigorously in this country as to threaten its institutions is intended as a protest against the evils that have resulted from bad politics; but it offers only a violent remedy for the disease which so seriously affects the body politic.

If the people were to rise in mass against the dangerous public demoralization by putting good men in office, and demanding from them an honest and faithful enforcement of the laws, the disease could and would be cured peaceably; but if they shall fail to do that, then violent means will be tried, and they will operate in purifying the political situation, as does the hurricane in purifying the physical atmosphere, by destroying the good along with the bad; by outraging justice, honesty and innocence, while it sweeps away crime, corruption and dishonest government. If the peaceable means be not adopted, the violent measures will sooner or later be put in force.

The church pawnshop in New York is selling its unredeemed pledges. As no loan is made on security to be inadequate, it is said it will break about even. The interest charged is invariably at the rate of 1 per cent. a month. A feature of the plan, to encourage saving habits, is allowing borrowers to pay back a loan by installments of not less than \$1. If interest on a loan remains unpaid for more than fifteen months, the article is advertised for sale. While the direct result of the work has been more beneficial to the borrowing classes, the indirect results have been equally marked. Every pawnbroker on the East Side has reduced his rate of interest, some to 2 per cent., some to 1½ and some to 1 per cent. a month. They charged 3 per cent. formerly.

The Kansas City Times truthfully says: "The gigantic wheat duel between Leiter and Armour at Chicago is no more business than the desperate play of gamblers. So far from doing any good it really injures business by unsettling prices, by tying up millions in unproductive operations and by tempting other men to abandon legitimate industry for wild speculation."

Britishers are said to be mightily tickled with the sealing award. It is one thing, however, to get a judgment against this great and glorious republic and another thing to collect it. In the meantime our experience in the Behring Sea arbitration is not calculated to make us rush frantically before an international court soon again.

**INCREASE OF AMERICAN TRADE.**

The rather remarkable speech of Count Goluchowski, Foreign Minister of the Austro-Hungarian Empire, on the subject of the competition of trans-oceanic countries with the nations of Europe, appears to have struck a responsive chord in nearly every one of the countries of continental Europe, as there is no disguising the fact that Europe is becoming very much alarmed, not only at the inroads this country has already made in her trade, but over the promise of still greater inroads for the future.

With the feeling of alarm apparent in the Austrian Minister's utterances Americans need not concern themselves; but in the suggestive warning that he utters to the countries of Europe to combine against the threatened competition there is room for serious consideration. A turning point in European development had been reached, Count Goluchowski said, which called for the unremitting attention of the government. The great problems of material welfare, which had become more pressing every year, were no longer a matter of the future, but required to be taken in hand at once. The increasingly destructive competition with trans-oceanic countries, which had partly to be carried on at present and was partly to be expected in the immediate future, required prompt and thorough counteracting measures if the vital interests of the peoples of Europe were not to be gravely compromised. They must fight shoulder to shoulder against the common danger and must arm themselves for the struggle with all the means at their disposal. Just as the sixteenth and seventeenth centuries had been absorbed by religious wars, the eighteenth century was distinguished by the triumph of liberal ideas, and our own by the appearance of the nationality questions, in like manner the twentieth century would be for Europe a period marked by the struggle for existence in the politico-commercial sphere. European nations must close their ranks in order successfully to defend their existence.

It is not hard to understand the chagrin felt by European statesmen at the many evidences of the growing power of this country as a rival in the world's commerce. Not only are we crowding their manufactures out of foreign markets, but we are actually underselling them in their own markets, and that, too, without giving them the slightest chance of selling their goods on this side of the Atlantic. Although we sell great quantities of our produce to Europe, we are constantly diminishing our purchases from that part of the world.

Such being the facts, it is by no means astonishing that all the European powers are incensed against us, and it would not be at all wonderful should they combine to place obstacles in the way of our trade. This may be done by increasing the tariff on American goods, as France has been doing of late; or by grossly discriminating against us, as Germany has so frequently done. Isolated action is not what Count Goluchowski advises, however; but before European powers can be expected to effectually combine against us they will have to come to some agreement upon matters nearer home.

The feeling of hostility entertained towards us, while in no way abating our keenness in pushing our trade with the outside world, should serve as a warn-

ing that aggressiveness in commerce brings with it a whole train of dangers in the shape of international disputes and complications. A large foreign trade can be maintained only by a vigorous foreign policy, and the latter is possible only where there is ample power to make it effective. It is well enough for us to refrain from meddling in affairs in Turkey, Africa and China; but wherever Germany, France, Russia or other European countries succeed in annexing large strips of territory, they promptly take means to destroy American trade by placing prohibitive duties upon imports. Unless, then, we make up our minds to take a hand in dictating the future destinies of the countries still free from the yoke of European powers, we must be content to see our chance of capturing a large share of the foreign trade of the world gradually disappear.

Count Goluchowski's warning should, therefore, place us on our guard, and the authorities at Washington would do well to keep a closer watch upon the progress of events in the Far East. The United States' trade interests in China are immense, and they should not be allowed to slip away from us without an effort to preserve them.

**HOMES FOR MILLIONS.**

It appears from the recently published report of the Secretary of the Interior that the biggest real estate owner and the most active real estate dealer in this country is still our Uncle Sam, with a balance of acres still to his credit of 1,835,460,638, or more than one acre each for every soul on the globe at the present time.

During the fiscal year ending with June, 1897, nearly 5,000,000 acres were allotted by the land office under final entries, the number of such entries being over 33,000. In addition about 4,500,000 acres were allotted under original entry. The cash receipts from sales, fees and commissions amounted to something like a million and a half dollars. Out of these 9,500,000 entries 7,250,000 in round numbers were taken up under the homestead acts. Exclusive of Alaska, and of Government and Indian reservations there still remain some 600,000,000 acres of vacant public land. The greater portion of this is arid, but with irrigation could be made to produce bountifully. Allowing 640 acres to the family, nearly a million families can yet be provided with homes by the Government, not to mention the settlement of the reservations or the peopling of Alaska.

The possibilities of the United States in the way of the support of a dense population, when the arid lands have been rendered productive by irrigation, as will be the case at no distant day, stagger the imagination. Allowing two acres, a most liberal allowance, for the support of one person, this remaining public land alone could support a population of 300,000,000 souls! Then there are the waste places in territories and the public lands owned by states and the large private holdings, amounting in hundreds of cases to thousands of acres—adding as much more available territory for homes without any crowding, such as is now seen in Belgium and other European countries. It will be readily admitted that we could add from six to seven hundred millions more to our present population and support them in comfort were agricultural pursuits to keep proportionately as now in the lead of all others. We need not fear immigration—provided only that it is of the intelligent, industrious and moral kind.

**DEPRESSION IN FALL RIVER.**

As a result of the unfavorable conditions prevailing in the cotton goods trade, the mills at Fall River will reduce wages Jan. 1 fully 10 per cent. It has been evident for some time that the New England mills have been losing money. Stocks of manufactured goods have accumulated to an alarming extent and although prices declined to unprecedented figures, it still seemed impossible to move goods. Under such circumstances it became apparent to the mill owners that they must either close down for a time until trade should improve or resort to a reduction in wages.

A shut-down at this season of the year would have imposed a very serious hardship upon thousands of working people. A reduction in wages appeared bad enough, but it was preferable to the other alternative, hence the mill owners agreed to adopt it. That the claims of depression among the New England mills have not been exaggerated has been attested by the published results of the year's business. The annual dividend list of the Fall River mills shows that eleven mills have passed dividends this year, against three in 1896. The earnings of the mills were \$776,300, against \$1,368,875 in 1896 and \$1,742,625 in 1895, an average on the total capital invested of a little over 3.38 per cent., against 5.95 per cent. in 1896 and 8.18 per cent. in 1895.

The main reason assigned for the unprofitable character of business in New England is the successful competition of the Southern mills. This competition was felt even when trade was fairly prosperous, but since prices have dropped to such ruinous figures as have prevailed this fall, the advantage of the Southern mills has been overwhelming.

The advantage of the Southern mills is based upon a number of factors which operate constantly in their favor. In the first place, the great majority of Southern mills are new establishments, provided with the very best and latest machinery. Many of the Fall River mills are old affairs, hence are not as economical houses as their rivals. In the second place, the Southern mills have the great advantage of being right at the source of cotton supply, hence are able to save considerable in transportation and handling charges, which, in this day of keen competition, affords a great advantage. Lastly, it is claimed that the Southern mills pay less for labor.

For all these reasons the Fall River mills find themselves unable to compete successfully with the Southern mills. Should the alternative of lowering wages prove of no value in meeting the Southern competition, then, indeed, the New England cotton manufacturing industry will be in a bad way, and the process of removing the cotton milling interest to the South will be accelerated. It is now admitted, even by New England, that the South will be the future great center of cotton manufacturing, and seasons of depression such as the present, instead of retarding the movement, only serve to hasten it.

**THE MATERIALISM OF SOCIETY.**

It seems that America can no longer be singled out as the land where a golden key opens all locks and Moneybags is the courted favorite of society. There is no question that in this country wealth is a passport and that too much deference is paid to money, but the

same conditions are noticed in the very midst of aristocracies of blood and under the reign of monarchy in these days.

The recent utterance of Lord Charles Beresford, one of the leading members of the old nobility of England, at a banquet in London, is attracting widespread attention. Lord Charles declared that money is now the open sesame to the best society in Britain and that "Mammon wins his way where seraphs might despair." It matters little how the wealth is acquired so its possessor is fairly decent and presentable. Parvenus who have "struck it," or accumulated millions by some lucky chance, rather than by brains, integrity and honest effort in legitimate business, meet with the same recognition that is accorded worthier men and crowd poor but brilliant men out of the "best sets." All classes bow to the Golden Calf. And this social apostasy is on the rapid increase.

The fact cannot but prove a source of danger to society and government. The condition excludes, more and more, the aristocracy of intellect and personal worth from a voice in public or social affairs and inspires men to seek the dollar above all other objects of human interest. It creates a materialistic religion with money as the God, and narrows ambition to a search for gold to the exclusion of the cultivation of those higher and nobler impulses of a former time, and of a regard for moral excellence, refinement, good ancestry and mental attainments.

Unfortunately, we cannot see a limit to the growth and sway of these new and sordid ideas. There is no hope for society save in the creation through education and religion of higher ideals than are now commanding the notice of the rising generation. Money is a good thing to have with which to supply physical and intellectual wants, but there are other things that are better after all—good conscience, a well-stored mind and character, and these and not money should single a man out for social and public honors.

**Two Valuable Publications in the Map Line.**

The Michigan Map Co., 1102 Majestic Building, Detroit, has lately placed on the market two official maps of Michigan which will, undoubtedly, command a large sale—a wall map of the State and a map portfolio. Both maps are carefully corrected up to Jan. 1, 1898, so far as railway extensions, projected railways and county and township boundaries are concerned. The map portfolio, in book form, shows ten highly colored maps; the official boundaries of all congressional, senatorial and representative districts; judicial districts, both National and State; accurate and carefully compiled statistics relating to State matters; duties of various officials and detailed information concerning public institutions; outline of Michigan history and other useful information. Both publications have the official approval of several State officers. The wall map is sent prepaid on receipt of 50 cents and the map portfolio is sold at the exceedingly low price of 25 cents.

**Futility of Spasmodic Effort.**

Spasmodic effort results in little; keeping eternally at it is what counts. Pumping up a prodigious amount of energy one day and allowing yourself to be inactive the next will leave a man always in the rut. The hill may be high and very hard to climb, but when struggling up the steep incline, and mayhap feeling somewhat discouraged, it is well to remember that every inch is so much ground gained, and it is usually your own fault if you lose it.

## Clerks' Corner

### Interested Herself in Her Husband's Clerk.

Written for the TRADESMAN.

When a woman among the fifties comes into a room with her knitting and calmly and determinedly takes a chair without an invitation, it means always that she has come to stay and has decided to say something while she stays. Mrs. Bostwick came in with that idea visible in face and manner. "I know," she immediately began, "that you two are going to talk about Will Morris and I want a finger in the pie. Mr. Bostwick doesn't know what moderation means and he always goes to extremes. A thing with him is always good or bad and he governs himself accordingly. Up to three weeks ago there were not words bad enough to tell what a good-for-nothing fellow this boy was. To-day the good words have failed, and Will is next door to Kingdom Come, and there's nothing too good for him. Now I don't like such business. I didn't believe all the bad things that were said about the boy and I didn't think—and don't now—that Mr. Bostwick was justified in his treatment of the fellow. Because somebody has pushed him into a position where he can see that Will isn't so black as he seemed to be, I don't think it's necessary to think he's an angel and fall down and worship him. Why not let him alone to work out his own salvation? If I understand young folks, especially young men, one of the greatest privileges they can enjoy is to be let alone. That's one of the blessings which come with being of age. Interference of any kind is intolerable. Especially do they not want 'bossing'; and they won't have anybody all the time telling them what they ought to do. This is what Mr. Bostwick is constantly forgetting. He likes Will and because the boy isn't 55 years old and isn't exactly like Mr. Bostwick, the old man is determined to make over the young one after his own model.

"I don't care what he does in that line, providing he confines his operations to the store; but when he brings the trouble into the house, Will isn't the only one to rebel. From something you've said," here the good woman looked over her spectacles at me, "Morris is now an angel and with the angels stands, at least that's what Mr. Bostwick thinks. Is he or isn't he?"

"Well," I replied, recalling another verse of the familiar hymn, "I'm not prepared to affirm that there's 'a crown upon his forehead, a harp within his hand,' at present. I take him as I find him, and I find him to be a straightforward young fellow with a warm, tender heart in his body; who likes me well enough when I mind my own business and who wouldn't hesitate to tell me if I should forget myself in that direction. I like him, Mrs. Bostwick. I like him through and through. He is true as steel. One always knows where to find him; and when I come across such a man as that, young or old, there's a man who will find a friend in me, if he wants one."

"I can't understand, then, how it happens that Mr. Bostwick hears such damaging things about him. Every once in a while this one will come and then that one will come and all of 'em have something mean to say about Morris. Where there's so much smoke there's apt to be a little fire. If Mr. Bostwick

would turn him off, that would be the end of it; but he won't and it begins to look as if it was the beginning of it; and before the matter goes any further I want to know who and what Will Morris is.

"Night before last the postman brought the worst looking letter I ever saw in my life. Mr. Bostwick slipped it into his pocket and was going to forget all about it (!); but I just made him hand it over to me. It was about Will from beginning to end. It wasn't signed; and while I think that hanging is too good for anybody who will do such a thing, there were statements that may have had some foundation in them. They were worth looking after anyway; but that man took that letter between his thumb and finger as if it had been so much filth, and after reading it walked deliberately to the grate and threw it into the fire. 'That's what I think of that,' says he, 'and if I had the dirty devil that wrote it, I'd give him the same treatment. If the cuss thinks he's going to prejudice me against the boy in any such way as that, he'll find himself mistaken.' Well, we've had Morris for breakfast and dinner and supper ever since. Now then, if there's anybody trying to play this mean, underhanded game with the boy, that's one thing; but if Morris isn't what he ought to be, I want to know it. You've told me out and out what you think. How would it do to tell me what you know?"

"I am sorry to say, Mrs. Bostwick," I answered, "that I have nothing more to tell you; but I am sure you will find this young man to be what Mr. Bostwick and I believe him to be."

"If I do," she said, as she bade me good night and withdrew from the room, "young Morris will have three good friends instead of two; and I promise you here and now that the third one will see to it that the boy suffers no longer from these slanderous tongues and pens." And she did.

RICHARD MALCOLM STRONG.

### How to Attach Prices.

Chas. F. Jones in Printers' Ink.

A great many storekeepers make a mistake in the way they attach the prices to their goods. The only proper system with which to mark goods is to put the prices in plain figures, so that everybody can see just what the article is to be sold at. Except in installments where one price is to be asked for cash purchases and another price for credit purchases, there is no excuse for using a system of marking which cannot be read by the customer as well as the clerk. Where a secret system of marking is used it many times creates in the mind of the customer an impression that the house does not do a strictly one-price business. In marking goods never mark the price on the goods itself; mark the price on a tag and tie or paste it to the article. Some people object to have other people know what they pay for their merchandise. Large articles are usually, of course, marked with a tag or sold from a catalogue, so that there is no price upon them which cannot be taken off. There are stores, however, that mark the price directly on small articles, such as handkerchiefs, neckwear, etc. Prices so marked are sometimes hard to remove and are objectionable to the purchaser. A little tag pasted on can quickly be taken off, and leaves no mark. Marking the price on the goods itself is particularly objectionable about Christmas time, when so many people buy for presents, and, therefore, do not care to have the person receiving the present acquainted with the price that they paid for it.

When a sinner turns saint, he is apt to overdo it.



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VICTORIAN EXHIBITION.

Special Features of Interest to Americans.

Written for the TRADESMAN

Next to the American women, the English ladies enjoy the greatest freedom. As a result, they have made rapid strides in development and any exhibition of their work shows them to be most fearless in undertaking new lines. Possibly this can be accounted for in their sovereign being a queen instead of a king. Certainly, from the time Victoria ascended the throne, women have enjoyed more and more educational advantages and, as a result, have steadily advanced and made themselves not only necessary in the industrial world, but useful as well in the professions. Could the advocates of woman's rights and woman's capacity have had a grander opportunity than at the Victorian Era Exhibition held November first at Earls Court, a suburb of London! It is needless to add they were not slow to avail themselves of this opportunity to prove their point by actual facts and show, in a tangible form, woman's achievements in England during the past sixty years. So successful were they that the Woman's Section was the most interesting part of the Exhibition and was crowded from early morn until late at night, with men as well as women.

The Duchess of Devonshire was President of the whole Section, but each department was represented by a band of active workers. All of the exhibits were classified under the following divisions: Literature, Nursing, Art, Music, Applied Art and Handicraft, Education, Philanthropy.

Take, for instance, the Literary Department. How woman's horizon has broadened and what rapid strides she has made in the direction of journalism and all higher forms of writing within the past fifty years. Before that time there were such stars as Miss Austen, Miss Burney, Miss Edgeworth and Mrs. Radcliffe—women who worked in solitude and sent manuscripts to the press with fear and trembling. Even the Brontes, George Eliot, Mrs. Gaskell, Mrs. Browning and Christina Rossetti, who have illuminated the Victorian Age—how different a tale were they able to tell of their own experience. Yet to-day, what are not the possibilities of the rising young woman!

The Literary Department at the Exhibition boasted of a number of original letters, manuscripts and sketches, besides portraits of most of the distinguished women. One saw such familiar faces among the groups of pictures as Mrs. Somerville, Mrs. Gaskell, Charlotte Bronte, Caroline Herschel, Florence Nightingale, Fanny Kemble, Maria Edgeworth, Harriet Martineau, Mary Carpenter, Amelia B. Edwards, Ellen Terry, Mrs. Gatty and Mrs. Ewing. There were the pink satin slippers in which Ellen Terry made her debut on the stage; the last letter George Eliot wrote, left unfinished; two autograph letters of Mrs. Gatty; autograph sheets from Daddy Darwin's Dovecot and Jackanapes, by Mrs. Ewing. Along the wall were placed bookcases filled with only the works by women.

When Florence Nightingale was asked to lend some relics of the Crimea, she answered: "The best relics of the Crimea cannot be represented in concrete form." That is not hard to appreciate, for is not Trained Nursing the fruit of Miss Nightingale's single-

hearted, unselfish devotion to the sick soldiers during that memorable war? The cart in which she rode from hospital to hospital, or even her bust paid for by penny contributions of the soldiers—do they represent her so faithfully as the numerous well-equipped hospitals which have sprung up within the last half century?

The London Hospital, Whitechapel, contributed such an exhibition as to make it possible to understand easily the inside workings of a hospital without needing to enter one. Dolls took the place of sick persons. There was the fever patient on a bed fitted with an ice-cradle. There was the accident bed, the cot arranged for the box splint, the cot for the gallows splint, the steam tent in position for use in tracheotomy cases. There were dolls in incubators, while not far off were live babies undergoing the same kind of treatment. Pretty nurses in costume danced attendance at each baby's bedside, and if they are a fair sample one cannot be too thankful he did not live during the days of "Sarah Gamp."

In going through any art exhibition one is generally impressed with the lack of originality in the woman's share. What is the reason? Why does her skill lie almost wholly in still life and flowers? She certainly has a vivid imagination, as well as keen sympathy, so that she ought to come into competition with men. Does not her success in society, in acting, in romance-writing, depend upon these very characteristics?

The Art Department at the Exhibition boasted of more than four hundred paintings, and if there was a preponderance of any one kind it was portraits. One is able to judge somewhat of the variety of the collection from such titles as these: "In the Midst of Life We Are in Death;" "Nearly Bed-time;" "The Fencing Lesson;" "The Harvest of the Poor;" "The Sins of the Fathers;" "By the Tideless Dolorous Midland Sea;" "The Prodigal Son;" "Love Whispering to the Shepherd."

Though such women as Harriet Hosmer and Rosa Bonheur have earned immortal fame on account of their originality and the superiority of their paintings, it seems more difficult for women to acquire the same reputation in the field of music, and they seem to be compelled to depend for their success upon their interpretation of the masterpieces. It is estimated that there are about three hundred and fifty living composers among women, but who knows any one of them by name? However, the English ladies managed to collect quite a mass of manuscripts and printed music. They had no new Haydn or Handel oratorios, no new Wagner operas, but an abundance of light little songs, operettas and dance music.

The World's Fair at Chicago is not so long ago that one forgets with how much interest the inventions in the Woman's Building were examined. The list of inventions at the Victorian Exhibition was long and interesting, and counted many appliances for making housekeeping and all other walks of life easier, such as: Window cleaner, foot warmer, non-slipping overshoe, sleeve extender, telescopic sunshade for cycle, scientific hairpin, bath for nervous and other disorders, fireguard for nursery, mail cart.

The Applied Art and Handicrafts Division could congratulate itself on little that was new. There was the regulation fine sewing, the embroidery, the lacemaking; also painted tapes-

tries, artistic bookbindings in leather and cloth, and silver and brass designs for vessels. Everything was good of its kind, but not superior to similar work of women in other lands.

The same criticism can be passed on the Educational Exhibition. Public schools and various colleges were represented. There was a Kindergarten room, a Demonstration room. The Manual Training Department was not strong and simply exhibited specimens of needlework, dressmaking and laundry work.

Before closing this paper, I cannot refrain from saying a few words concerning Philanthropy in England. In Italy the beggar begs or steals as much money as he can lay hold of. In London one is not followed by a stream of beggars, but is stared at, at nearly every corner and in nearly every shop, by contribution boxes that express their pleadings in such terms as these: "Please put in a penny for —," naming some benevolent institution; and men, women, and children alike give heed to the request.

Some of the institutions represented at the exhibition by practical work were the following: Christian Police Association, Portsmouth Soldiers' Institute, Santa Lucia Press for the Blind, Metropolitan Association for Befriending Young Servants, Children's Happy Evenings Association. There is a dignity about and respect for these institutions, due, no doubt, to the patronage by the Royal Family and the nobility. The Americans ape no titles nor aspire to become nobles; yet no people are more ready to bow to high degree and noble blood. Zaida E. Udell. Paris, France.

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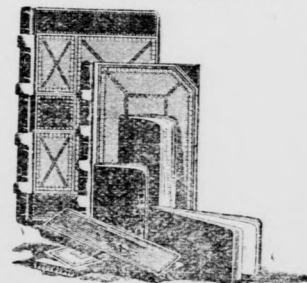
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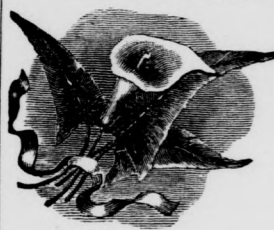
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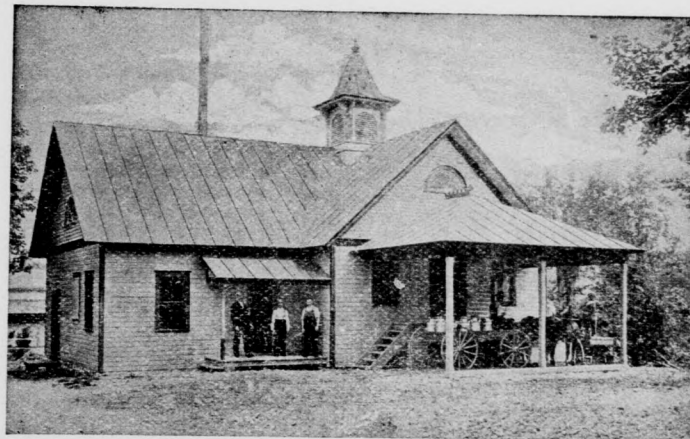
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## Shoes and Leather

When Pegs and Lasts Were Made by Hand.

I am now in my eighty-second year, and were it not that memory serves me well, I could hardly be made to believe that the changes that have taken place during my life were possible. To review the past may not serve to instruct the present generation, but it may give a little insight of the trials and toilings of their predecessors, and in a measure disapprove the idea that is held by far too many that the mechanic of to-day is worse off than he of four score years ago.

It matters little as to my years of life before I went to learn my trade. I was born and grew up in a little village in the eastern part of New York State. I attended school three months in the year, and as my parents were poor I had to earn my own living as soon as I was large enough, working for fifty cents a week and my board around a stone quarry.

At the age of fifteen I was indentured to the village shoemaker for a term of six years. I was to receive my board and clothes for the first three years, and in addition \$5 at the end of the fourth year, \$10 at the end of the fifth, and the princely sum of \$25 and a pair of boots at the completion of my apprenticeship.

The boots, however, were to be made by me during regular working hours, my employer furnishing all the stock. The quality of the boots, therefore, depended upon my own skill. I finished the boots and was highly commended by my employer for the skill and care taken in making them.

It was recorded in my papers that I was to do no work on the Sabbath, and that I must attend church service once on each Sabbath when service was held in the meeting house. I was to have two holidays a year, Fourth of July and Christmas, and my hours of work were to be from "sun to sun" between the first of May and the first of September, and from six o'clock in the morning until nine o'clock at night between the first of September and the first of May.

I was fortunate in having a kind employer, and I was seldom compelled to work full hours, and was allowed by him two weeks' schooling in the summer, and an hour each evening before bedtime to read and study. I lived with my employer as one of the family, and I so far won his good will that when he handed me my indentures at the expiration of my apprenticeship he complimented me highly, and gave me an extra five-dollar gold piece as a reward. I found in looking over my papers that he had given me very complimentary recommendations.

These may appear as little things to the boys of to-day, but in those days they were highly appreciated by all who were so fortunate as to obtain them, and I have retained my apprentice papers until the present time. Although now yellow with age and badly worn, I often show them to young men who complain of the tyranny of capital and of the fact that they must work ten hours a day.

As long as I remained the youngest apprentice I was to be up one hour before breakfast time, a position I held for three and one-half years. My first work in the morning was to start the kitchen fire in a large fireplace, such

an article as an iron cook stove being unknown in the part of the country where I lived. Then I had to provide wood for the day, open the little shop, clean up, and in cold weather build a fire in the small fireplace. By the time these tasks were completed breakfast was ready. This meal generally consisted of mush and milk, or mush and molasses, in summer and buckwheat cakes in winter. Salt pork or corned beef and potatoes was the regular dinner, except in "killing time," when we had fresh meat instead of the salt; for supper, bread and molasses and a dish of wild berries in season. On the Sabbath we generally had fried pork or a little fresh meat, procured from some farmer in payment for new shoes or repairing done, and a piece of pie or molasses cake. So much did I appreciate the pie that I believe it was the one good thing that helped me to overcome all the ills that beset me daily during the term of my apprenticeship. For the first six months I did nothing but the "chores" and watch my employer doing his work. He would occasionally give me a piece of leather and a knife and instruct me in a general way how to skive or otherwise cut the leather, and taught me the name of each tool and its use. At the end of six months I was given a bench and regularly installed as an apprentice, and for weeks I was kept at cutting strips of leather or an old boot leg and taught how to handle the awl, sew up a hole or put on a patch; and, no matter how simple the work, I was not permitted to take up anything else until I had made the work satisfactory to my employer.

During this time I was taught to distinguish the different kinds of leather and instructed in a general way how each was made. Later on I was taught the art of making shoe pegs. These were made from soft maple. My employer would select his logs and have them cut up in cross sections, peg length. Often these had seasoned for a year before they were ready for cutting up into pegs. This was done by splitting them up in strips of the required thickness by the use of a rine knife, such as was used by coopers. At first I spoiled many blocks, but in time I became quite an expert and could split off the strips to a uniform thickness. I next pointed the peg strips by a plane, after which the strips were cut into diamond-shaped pegs by the use of an old shoe knife. All this seems very simple, but I wonder what the boy of to-day would say if he were compelled to do it. I was next taught how to make a waxed end and to set on the bristles.

After being kept for two years on such work as I have described I was allowed to do repair work. My first job was to half-sole my own shoes, and for nearly a year thereafter I was kept steadily employed on repair work. At the beginning of my fourth year I was given the patterns and instructed how to cut out uppers, soles, etc., and to crimp uppers and boot legs and then to make lasts, as all the lasts used by my employer were made in his shop, from fine beechwood blocks. This was a tedious task, the details of which would be of no interest, but the lasts, when completed, were not inferior in form or finish to those now used. I worked at making lasts fully one-fourth of the time for one year before I could make one to suit my employer, who in all cases made the final measurements and gave the final finish.

I was so far advanced at the begin-

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ning of the fifth year that I was taught how to measure feet, cut patterns and fit up lasts, and from that time until the close of my apprenticeship I cut all patterns, took all measures, and fitted up all the lasts, and did nothing but new work, so that when my term had expired I was qualified to do everything in the line of boot and shoemaking and was deemed a skillful workman.

My six years ended at last and I confess that I experienced a feeling of regret when my kind employer handed me my papers and gave me my earnings. As he required no journeyman, he invited me to remain with him until I could complete my outfit, as I had determined to make a start by "whipping the cat." When all was completed I bade the old home good-by, and started out for myself, ten days after I reached my majority, with a good kit of tools, two suits of clothes and four dollars in silver in my pocket.

I determined not to interfere with my old employer's customers, so I walked fifteen miles before making application for work. At last I found a man who wanted shoes and boots made for himself and family, and I struck a bargain with him to work for fifty cents a day and be boarded and lodged. He had a large family, so that I was kept steadily employed for two months. I made lasts for all, and was very successful with my work. There being no opportunity to spend money, I had \$30 in my pocket when the job was completed.

I continued to "whip the cat" for three years, during seven months each year, and worked in the fields for the remaining five months. During this time I learned a lesson of life that could never have been learned in any other way. But, becoming tired of seeing the home lives of so many families, I left the old tramping ground and opened a shoe shop in a thriving village not more than five miles from where I now live. In time I saved enough money to buy and equip a farm, but I keep my old shoe-bench and tools as links that bind me to the past. Occasionally I visit the large shoe shops in a neighboring city to contrast those early days with the present. I recognize the folly of opposing improvements, but I cannot help wondering if, after all, our young men who have to battle with life without capital would not be better equipped if they were compelled to start as I did and work as I worked, learning the need of economy through that bitter experience which accompanies necessity.—Fitz in Boots and Shoes Weekly.

**Love Your Business.**

A man can no more be successful in a business he does not like than can a man be happy with a wife he does not love.

Enthusiasm is the power which impels men onward in any and every avocation. Without it men are lethargic. They will drift. But to pull against the tide they are as unable as they are unwilling.

Drifting, however, does not win the race, either in business or aquatic events. There must be the long pull, the strong pull, and the pull with vigor.

Men in business to-day have no easy task. There is a great deal to discourage and very little to encourage. There are foes within and foes without to contend against.

Under such conditions it is no wonder so many either fail altogether or eke out a mere existence.

The antidote for despair is enthusiasm, and the germ of enthusiasm is love for or pleasure in that business or avocation in which you are embarked.

Therefore, if you would succeed, get in love with your business.

**Tale of Woe Told by a Tireless Traveler.**

From the Chicago Inter Ocean.

Tales of hard luck are frequent among traveling men, the good-natured drummers, and it often happens that they have substantial grounds for their "kicks." This is certainly true in the case of J. L. Henry, who on Sunday morning ran up against an experience that would make a saint utter wicked thoughts.

Henry ably represents a hearse company, and has been sojourning at the Victoria Hotel for a few days, working hard in the day time, and endeavoring to inject some pleasure into his existence at night.

But his friends are fearful that he will never be joyful again, and that that complacent smile has left his face forever. He is now a pessimist. Not one of these half-way pessimists, who occasionally see a little sunshine, but one who is firmly convinced that a cruel fate is following him, and that he is doomed to be eternally "hoodooed."

His sad experience came about in this manner: On Saturday evening he rented a bicycle and started for a pleasure spin toward Washington Park. At Thirty-first street his wheel became frightened at a passing electric car. At any rate it began to buck, and in an instant it found itself in collision with a buggy. The buggy got the better of the argument, and the wheel and its rider were left behind in a somewhat shattered condition.

Henry gathered up the fragments of himself and wheel and sought a repair shop, not for himself but his wheel. An hour's work and \$7 in lucre put the wheel in good shape. The wait also gave his bruised joints an opportunity to stiffen. He then sadly mounted his repaired wheel and started slowly for home. He had only got a short distance when one of the pedals, which had not been properly repaired, gave way, and the unlucky rider found himself "up against it" again. He did not say anything, not even a mild mutter. He was too much angered.

Not being able to find a repair shop in the neighborhood, he decided to work his way home with only one of his lame legs. Then came the third chapter in this harrowing history. A policeman stopped him, and he realized that his lamp had been lost in the "mix-up" with the buggy. The situation was explained and the kind-hearted preserver of the peace allowed him to go on his way.

On reaching the hotel the crippled peddler of hearses settled for further damage on the wheel by paying the owner \$10, after which he sought his bed to nurse his bruised limbs and to dream of bicycles, cranks, hearses, and other pleasant things.

The morning found him stiff and sore and in a pretty good humor for swearing. He arose and found his bicycle suit demolished beyond recognition. A ray of brightness, however, stole into his heart when he discovered that his watch was uninjured. He laid it, with gentle hands, upon the dresser. After dressing, he went down to breakfast.

At the table the discovery was made that the watch had been left in the room. Hastening upstairs, he cursed his fate when he found that the key had also been left inside. Now it happens that the doors of the hotel have catch locks upon them, and Henry had sprung his before retiring on the eventful night preceding. Fortunately the transom had been opened for ventilation, and being exasperated to the verge of nervous collapse, he decided to crawl through, without letting any one know of his troubles. So he put his foot on the knob of the door and headed toward the inside. He had got his body pretty well through when some one was heard coming down the hall on the double quick.

"Come out of that. What do you mean?"

It was John Rowan, the porter, who now had him by the legs.

In vain he tried to explain, but Rowan held on, and, bailing a passing bellboy, sent for Clerk Charlie Fields,

Charlie soon grasped the situation, and a release was ordered. It was too late to back up, and so the journey was continued inland.

But more trouble was to follow. It was soon evident that his trousers were caught on a nail. They could be heard to rip, rip, with ever lunge forward, but the poor man was too far in to stop. Once on the inside the door was opened, and Charlie and the porter beheld a pitiable sight. The right leg of the trousers was ripped from the waist to the knee, and the wearer had thrown himself on the bed and was shedding copious tears of anger.

Becoming somewhat calmed in a few moments, he recollected that with the destruction of his trousers and his bicycle suit he was without apparel.

"Take 'em off and I'll have the housekeeper sew 'em up, while you rest a while in bed," suggested Clerk Fields.

This seemed sensible, and the idea was carried out. After waiting three-quarters of an hour, during which time

the clerk tried to console him, but could not, the trousers were returned. He had not smiled. The repaired garment was put on and without a word its owner started for the elevator.

"My God," he was heard to shriek, as he got halfway down the hall, "am I to be cursed forever? The blooming idiot has sewed up my pocket."

Clerk Fields wanted to laugh, but didn't dare, so he agreed that the title bestowed upon the innocent housekeeper was correct. Swearing that he would never have faith in anything again, Henry went to his breakfast. Until yesterday afternoon he had not smiled or spoken to a soul. And that is why his friends are worried about him.

China possesses the largest and richest coal mines in the world, which are destined some day to play a great role in the world's industry. The mines in the Shansi province alone are estimated by Prof. Richtofen to contain 630,000,000,000 tons.

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.

# Most People

Know the value of personal contact in conducting business of any kind. An advertisement in the columns of the

# Michigan Tradesman

Is just like personal contact. In fact, it is better, for it brings you in intimate touch with so many more people. We are just like one large family—relying upon and helping each other. Want to come under our roof? Write us at

## Grand Rapids

**Fruits and Produce.**

**Oleo Makers Pay the Fines and Expenses of Dealers.**

"I have nothing to say," remarked Food Commissioner Grosvenor recently, "about the criticisms which are being made upon the administration of my office. I have no apologies to make as to the prosecution of the oleo cases in the courts. The law in reference to oleomargarine was passed largely through the influence of the State farmers' organizations, the State Dairymen's Association, and the State associations of farmers' clubs. Up to September last little or nothing was done toward the enforcement of the law. The farmers who were instrumental in securing its enactment have done little or nothing towards securing the enforcement of its provisions.

"We thought that it was due to the people of Michigan in general to have all laws which our department is charged with enforced without fear or favor from different classes. This we are trying to do. We are not neglecting other business to enforce the act relative to oleo, but are carrying on prosecutions which properly come before us. It seems to be presumption to say that the people of the State would pass a law which they do not want to have enforced. In my opinion, any law which is obnoxious can be repealed if it is strictly enforced. Petitions can be presented to the Legislature setting forth the grievances of those who believe that the law is inconsistent or unjust, and in my mind there is no doubt that immediate steps will be taken to repeal such an act.

"It is a peculiar situation which we have to face. The spectacle of the immense amount of capital invested in the manufacture of oleomargarine coming into a State acknowledging the validity and constitutionality of the law, and still persisting in violating its provisions, is certainly an unusual one. The bill was passed in the Legislature in the face of an opposition, and the lobby got the best of it. I do not care to discuss these matters. The law is on the books, and it is my duty to enforce it. It makes no difference to me what is said about our office. If the law is an ill-advised one it should be repealed. Until such action is taken and I retain my commission, I will go right ahead in the discharge of my duties.

"Another thing which might interest the public," said Mr. Grosvenor, "is that I have letters to show that the manufacturers of oleo sent word to their customers that, in the event of their conviction under the present law, they (the manufacturers) would pay all fines and expenses of court. One dealer who has been prosecuted has admitted that he has not put up one cent for his defense. In small towns in which oleo dealers had not the protection of the manufacturers, several complaints have been made, in which those charged with violating the law pleaded guilty and had to pay the costs of court.

"The people should understand that the law is not aimed to suppress the sale of oleo, but simply to prohibit its sale when it is colored in imitation of butter."

**Tendency Toward Lighter Salted Butter.**

From the New York Produce Trade Review.  
More frequent complaints have been made of late of too light salted butter in this market, and it would seem as if buttermakers were making the same

mistake that they did regarding color. For the past two years there has been a steady trend toward lighter salted goods for home consumption, as well as to meet the needs of foreign markets. People have grown tired of eating butter that was heavily loaded with salt, and there came such a reversion of sentiment in favor of using less salt, that buttermakers were forced to recognize and supply that need. In the effort to meet the changing requirements, however, they are going to the extreme, and considerable of the butter received here during the past month has been entirely too fresh in the sense that it lacked salt. Whatever may be the need of foreign markets in the way of sweet butter, or that which contains a very little salt, it should be remembered that the American trade demands moderately well-salted goods, and for a large part of the year the product of this country is consumed at home.

There are to-day in this market numerous shipments of fresh creamery that have been so lightly salted as to be practically sweet butter. Outside of the Hebrew trade very few buyers can use this butter, and it hangs about the market regardless of the fact that sellers are willing to accept a less price for it.

No definite rule can be laid down as to the amount of salt to be used. The quantity must be varied at different seasons of the year, more being used during the winter. Much depends upon the conditions affecting the product. It is a known fact that some butters will take on more salt than others; and if washing is practiced one-eighth to one-quarter of an ounce more of salt should be used. In the absence of a rule that may be followed at all times and under all circumstances, the matter must be left to the skill and knowledge of the buttermaker; but by careful attention to the subject, with frequent information from the selling agents in the markets to which the goods are shipped, the present difficulty regarding too light salted butter may be quickly corrected.

**Proceeding Against Process Butter in Philadelphia.**

From the Grocery World.  
Nearly all of the Philadelphia wholesale dealers in butter are considerably agitated over a new campaign which the Eastern representatives of the Pure Food Department have started against what is known as "process butter." The manufacturers of this, Nice & Schriber, of Philadelphia, have been arrested during the last few days and a representative of the firm was taken before a magistrate, but the hearing was postponed because of the illness of a member of one of the firm's family. Nice & Schriber are said to have about \$20,000 in the factory which is turning out this "process butter," and as there is a ready market for all they can make, they will fight the action of the Pure Food Department as far as they can.

"Process butter" is bad butter which has been worked over. In its manufacture exactly the same processes are used as when oleo is made, except that where ordinary fats are used in the latter, in "process butter" the real butter oil is used. The process consists of boiling old or rancid butter until all of the oil is extracted, and the product is to some extent sweetened. This oil is then mixed with milk and the whole churned. The result is a butter, but of an inferior grade, which fact is apparent, however, only when the butter is tasted. The appearance and the smell are both like good butter. The Pure Food Department claims that the "process butter" is adulterated, because it contains an excess of water and too small a percentage of butter fat. It is alleged that somewhere during the process of manufacture water is added.

"Process butter" is sold in prints and has a very fine color and a good fresh smell. The taste, however, is bad, being of a peculiar nature and quite strong. The difference in the price is selling large quantities of the stuff. The retailer can buy the "process butter" for about 5 cents per pound less than he would pay for good, fresh creamery prints.

**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, Allsyeke, 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.

**R. HIRT, Jr.**  
Produce Commission Merchant  
Market Street, Detroit.  
Write for particulars.

**N. WOHLFELDER & CO.,**

**Wholesale Grocers and Commission Merchants**

**CHEESE, BUTTER and EGGS. Consignments Solicited.**

399-401-403 High St., East, DETROIT

**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.

**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.,**

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

Established 1876.

Wholesale Seeds, Potatoes, Beans, Fruits.



**GOTHAM GOSSIP.**

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Dec. 25—The year has been one that recalls a saying of Josh Billings. He said that his "Almanax" was one which had "no equals and darn few superiors." Eighteen ninety-seven has been so great an improvement over its immediate predecessor that there is great occasion for rejoicing. Peace and prosperity are words to conjure with just now, and from foreign strife and entangling alliances, Good Lord, deliver us!

Next week New York becomes a multimillionaire as to population. It will measure thirty-eight miles across from northeast to southwest between city lines. Stretch Grand Rapids out in any one direction as far as this and see where you are at. Within the limits will be included some of the most God-forsaken regions east of the Alleghanies. The city will embrace 369 square miles. Yet we are not puffed up; we are not proud, and in the future, as in the past, we will spell Chicago with a big C.

Business? Well, it has been an excellent week all around. Our jobbing grocers have been crowded and have worked like beavers to fill orders on time.

Thursday the coffee market was somewhat agitated. Reports came from Europe that the growing Santos crop was seriously damaged and that prices had taken an upward turn. The report had no influence on prices here, but sellers were not quite so free with their offerings of Rio No. 7. This grade is now quotable in an invoice way at 63¢ and the market may be called firm. The total amount here and afloat reaches the huge aggregate of 1,125,202 bags, against 741,675 bags at the same time last year. In mild coffees some quite large transactions have been reported, although prices are unchanged. Fancy Java is worth 27¢@30¢; Mochas, 17½¢@19½¢.

Refined sugars have been marked up ¼¢. The market is active and strong. Orders have been received from all points by mail and wire and the outlook is for this sort of market for the remainder of the year, although the mark-up seemed to cause a slight falling off in business done. Raws are firm. One of the most prominent buildings to be seen from the Brooklyn bridge now is the new Arbuckle refinery, which will probably be in operation by next fall.

In teas, we have had an excellent week and some large sales have been reported. There is yet room for improvement, but, as compared with the past few months, this has been a banner week. Orders from the country have been especially numerous.

Trading in rice has been light, but operators say they are rolling up their sleeves, preparatory to the rush they expect after Jan. 1. It is evident, they say, that stocks in the interior are light and there must come a demand that will make things hum.

In spices, about the usual demand has prevailed and, while there is room for improvement, matters might be worse. Several invoice lines of pepper have changed hands and dealers look forward to a good business all around as soon as stock taking is through.

In molasses, there has been a fair volume of business going forward, especially for the better grades, and the tone of the market is firm. From the country many orders have been received and there is very little haggling over rates. Syrups are in fair demand at recent quotations.

The canned goods market continues in excellent shape. There has been a steady improvement for several weeks and for tomatoes there is an especially lively demand. The consumption has been so much greater than was anticipated that holders have to "hustle" in some cases to get just the sort of goods wanted. Standard New Jerseys are cheap at \$1 and the range is to \$1.25. Corn, peas, string beans—in fact, almost every item—are to be put down as in better request and the new year will

come in with stocks more closely cleaned up than for a number of years.

Dried fruits are rather easy, but there is a better outlook than a month ago. Evaporated fruits in cartons are having a great sale, if one can judge from appearances.

In oranges and lemons, the week has been just a little quiet, but a better trade will probably spring up within ten days, as by that time supplies will need replenishing. Sicily lemons are worth \$2.25@3.25. Florida oranges, \$3@4.50.

The butter market shows a little improvement and best Western creamery is selling at 22c. Aside from this quality, there is no special enquiry.

There is a little more doing in cheese, both by exporters and the home trade. Small size, 9@9¼c.

The egg market is very strong. Best grades easily fetch 26c. Best Western, 22@23c.

**The Beautiful Structure of Egg Shells.**  
From Harper's Magazine.

An egg shell consists of concretions of carbonate of lime (chalk), deposited in and upon the fibrous surface of the egg-pod, and smoothed and soldered together into polygonal plates of greater or less thickness, so that under the microscope the surface looks like a tessellated pavement. The microscope further discloses the interesting information that eggs of the different group of birds possess recognizable characteristics, so that a trained eye can tell, by examining a fragment of shell, the general character of the bird that laid it, if not its specific identity; and this ability has done service in enlarging our knowledge of fossil birds, some of whose eggs have been recovered unbroken. The shell is always permeated by minute canals that admit air to the growing embryo, for without the presence and aid of oxygen the processes of organic development could not go on. Close these pores by varnishing, and the embryo would quickly die; on the other hand, such an exclusion of the air is one of the methods in use for prolonging the edibility of fresh eggs by excluding air and microbes. As the embryo grows, the air-pores enlarge, the shell becomes brittle, and its lining membrane splits at the large end, forming there a considerable cavity filled with air. When the chick has approached nearly to the time of bursting the shell, it ruptures the membrane—perhaps accidentally—and begins to breathe this air, and thus to get its lungs into working order. The beauty of this arrangement is that the tender youngling is thus provided with air warmed to the temperature of its blood, avoiding the chill of the outside atmosphere before its respiratory organs have grown strong enough to bear the shock. In order to enable it to break its way out of the shell, when its time comes, the tip of its soft little beak is armed with a temporary hard knob or excrescence called an "egg-tooth," which falls off soon after the chick's emergence.

**English Grocers' Trouble Over Boracic Acid in Butter.**

The English grocery trade is agitated over arrests which have been made for selling butter preserved in boracic acid. Last week a deputation of grocers waited upon the Health Committee of the Cardiff Corporation for the purpose of asking that no proceedings should be instituted against tradesmen selling butter preserved by means of boracic acid until the question had been definitely settled as to whether the use of this drug is injurious to health. The deputation pointed out to the committee that butter was formerly preserved with salt, but that working people now objected to it, and boracic acid was used. Numerous prosecutions had been instituted against grocers in other parts of the country, and, whilst in some cases convictions had been recorded, in others the summonses had been dismissed.

One trouble with the world is that there are so many people in it who are content to drift down stream.

**The Value of a Reputation.**

From the Massachusetts Ploughman.

A gentleman from a neighboring city, while purchasing strawberries of a dealer in Pittsburg, said to the dealer, "Those are fine berries. I can occasionally get as nice at home, but am not always sure of them." The dealer replied that he had not received a crate of soft or dirty fruit from the grower for ten years, and he could guarantee just such the season through. Thereupon the gentleman ordered six boxes sent him by express three times a week for the whole season.

Passing through the Boston market, I noticed some neatly put up fruit at one of the best stands in the New Faneuil Hall Market. I said to the dealer, "There must be money in that fruit for you." He smiled and replied, "Well, it is fine fruit and nicely put up. I always give it the preference, for I can depend upon it. If the grower telegraphs a shipment made I sometimes sell it all before it reaches me. There

is not so very much money in it for me, but I like to see it in front of my store. I consider it an honor to any man in Boston to handle these goods."

**Scarcity in Foreign Rice.**

Japan rice promises to be scarce this year. Reports give the shortage at from 10 to 20 per cent. As a result Japan mills are not preparing any for export, and advices from Japan state that the crop is late and prices are high. Japanese merchants purpose contracting for sufficient from Burmah to make up the shortage. All this makes it difficult to predict as to how prices will rule. Some of the Eastern importers are of the opinion that the present high prices in Japan are caused by speculation of European parties, and as a result they are slow in putting offerings in the market.

Never disparage the commonplace. What is more commonplace than a mother's love?

**BUNTING & CO.,**

WHOLESALE

Oranges, Cape Cod Cranberries, Honey, Lemons, Bananas, Sweet Potatoes, Red and Yellow Onions, Spanish Onions.

GRAND RAPIDS, - MICH.



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.,**

ROCHESTER, MICH.

Mfrs of Foot and Power Bean Picking Machinery.

Carloads of Fancy California . . . . Navel

**Oranges**

Be sure to get our price before buying.

**Hermann C. Naumann & Co.,**

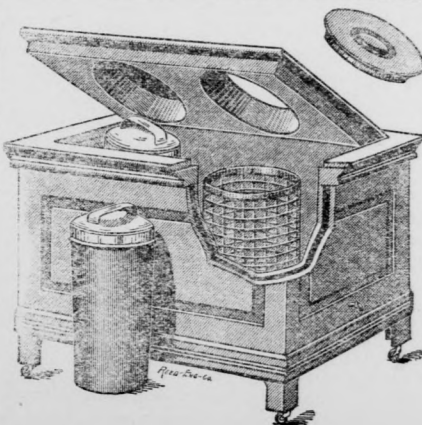
33 Woodbridge St., W., Detroit

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.

## Commercial Travelers

### Drinking Not Essential to Good Salesmanship.

I never hire a salesman until I see him," remarked a member of one of Boston's large wholesale shoe houses. Continuing, he said: "It is well enough to correspond with men whom you intend to engage as salesmen, but I believe that something more is needed. Recently I corresponded with several salesmen with the intention of engaging a man to represent our house. Then I interviewed these men, one after another, in person. The man who wrote the best letters was not the man whom I engaged. So I repeat that it is, in my opinion, absolutely necessary to have a personal interview with the man who is to represent you, in order to know just what he looks like, and what impression his appearance and personality may make upon the trade."

"I do not care for a brilliant salesman," remarked a shoe manufacturer the other day. "The man I can use best in my business is he who makes no special claim to brilliancy or originality, but who has within him a genius for hard work. That is all there is to the selling of shoes or any other goods. Constant effort tells the story of the most successful salesmen. While we occasionally see a brilliant man who commands a big salary and has enormous sales to his credit, yet we generally find in such a case that the man has some specially favorable conditions which the average salesman is not able to attain. It is the everyday, ordinary salesmen who are willing to work and stick to it day in and day out who accomplish in the long run the best results."

\* \* \*

"We have a salesman who sells lots of goods for us," remarked a member of one of Boston's leading wholesale shoe houses, "and he is a good fellow beside. He is, however, very slack and unbusiness-like in his methods. It is his frequent custom to write that he will send a certain batch of orders in two or three days, and then neglect doing so for many weeks. In addition to this, he makes many promises to his trade which it is impossible for us to carry out. We like this man, but we are not at all in sympathy with his methods. Consequently we shall probably be obliged to make a change unless we are able to reform him, which I think unlikely. No matter how good a salesman a man may be, he should bear in mind that there are other qualifications which go to make up the successful traveling man. It is easy enough to sell goods if you make the prices low and have attractive samples, but the true test of a salesman is in the careful fulfillment of his promises, both to his firm and his customers."

\* \* \*

Are road salesmen compelled to drink? A well-known commercial traveler unhesitatingly indorses "Yes" to this query. He declared that had he been a teetotaler he would not have had half his present income. "I have over and over again had to drink my way into their order books," he affirmed. "There was one house in particular which my house were always complaining I did not sell. The buyer was an elderly man who, so far as I could see, subsisted entirely on whiskey and water. He never paid for it. Whenever I met him, morning or afternoon, hot or cold, I had to stand him a drink. 'I will

give you a line one of these days,' he used to promise. The day was a long time coming. I resolved to hasten its approach. I knew his partiality for a certain blend. I laid in some bottles of it, and asked him to honor me by coming to dine and sample it. 'But you will have to put me up for the night,' he said. He was perfectly correct. He had to be carried to bed. I must confess I was little better, for the best part of the time he insisted upon my drinking with him. Next morning I was so unwell I had to miss a train or two. He, on the contrary, was quite revived. 'It was a grand night,' he said; and he marked his appreciation of my hospitality by sending around an order to me next afternoon."

There are people, I will admit, with whom a drink is a great inducement, but that a "commercial traveler" must drink, I look upon as a mean excuse of the fathering of individual weakness onto a noble calling. The best representative a firm can have, apart from business capacity, is one who neither drinks nor smokes. If at the present time you select a dozen buyers from important houses and ask each to have a drink, a good many times oftener than not the request would be refused, and the buyer would think less of the man that asked him.

Said the landlord of a famous country hostelry: "There are many more travelers on the road than formerly, but then they don't drink like the old school did. Why, it is a rare thing to hear a man ordering a pint of wine for his dinner nowadays, and if a man has more than water, tea or coffee, it is generally some aerated water. I was brought up to believe that the 'commercial', whether at feeding time or not, must be ever standing, or being stood."

A new type of road salesman has sprung up—keen, abstemious, hustling, alert. The modern traveler has no time for long, drowsy chats over glasses of grog. His aim is to cram as much as he can into a day's work. He knows that "there are others" on the road and that he will lose the order if his combinations are not made correctly; he knows also that there is only a short time in which he can work, and he wishes to take advantage of every second of time to enable him to meet the trade.

Said the head of one of our manufacturing houses: "Our late traveler was quite notorious in the trade as a hard drinker. Mind you, he did a splendid account, but very often used to go out in the morning and not turn up again for a few days. Yes, drinking with others, he got too bad to return. 'Was after an order that wanted a lot of getting,' he would explain. 'Had to stand so-and-so a lunch and other treats before he would let me book it.' So long as he did get the order it didn't matter to us, but I often used to think it a great pity that he was obliged to go this way to work. Last year he died. I engaged a young fellow who was a teetotaler and who at the time was doing fairly well with another firm. At first the orders dropped off. The 'boozers' looked at him with unfriendly eyes, but his capacity carried him through. Not a single customer has been lost to us, and this month, while he has only been with us a little over a year, he has nearly doubled the business of his predecessor."

One of the commonest excuses for bad habits among young men is that a fel-

low must be sociable to get along. If he drinks to excess on some occasions, if he stays out unreasonably late at night, or does anything else for which he is probably chided by those who naturally have an interest in him, the first thing the young man pleads in self-defense is the necessity of sociability. He probably could not define what he means by the term "sociability," certainly he would utterly fail to demonstrate how the cultivation of bad habits becomes contributory to success in any worthy application of the word.

It is true that people will drink at your expense and say, perhaps, that you are a good fellow, but in their hearts they neither thank you nor respect you. The very first fruits of the drinking habit is the stimulation of guile. It tends to weaken the moral sensibilities of a man. It leads him to stoop to do a mean or shameful thing, and ordinarily he will not hesitate to lie to cover his tracks.

\* \* \*

"Honesty is the best policy." The man who thinks it either smart or a showing of ability to deceive or take any advantage of a customer, even in the slightest way, has not learned the first rudiments of his lessons, which is to strive to cause his customer to have confidence in his assertions. Of course, a person should be honest from a higher motive than mere policy, but I am only considering the subject from a material standpoint. It does not pay, in the long run, to be dishonest, although one may gain a temporary advantage by stealing, in one form or another, for theft is theft, no matter under what name it is concealed. Trickery is sure to be eventually discovered, and the customer will desert him. When our

intentions are honest and we endeavor to do right, even then we make mistakes enough without having the mistakes added to it caused by the direct or indirect influence of intoxicating drink.

\* \* \*

I have traveled nearly this entire world, in the cold of the North as well as at the equator, and have never yet seen a time when intoxicating liquor was either necessary or beneficial. I have attended a great many banquets, both private and public, and am still a constant attendant at such affairs. I do not touch a drop of wine upon these occasions, and I have never yet been made to feel that I was placed at a disadvantage. I can honestly say that I believe a man's best and highest social success is assured just in proportion as he abstains from liquors. No man ever climbed many rounds of the ladder of success with a whisky bottle in his pocket.

Edward W. Bok, editor of the Ladies' Home Journal, says: "An indulgence in intoxicants of any sort has never helped a man to any position worth having. On the contrary, it has kept many from attaining a position to which by birth, good breeding and ability they were entitled. No young man will ever find that the principle of abstinence from liquor is a barrier to any success, social, commercial or otherwise. On the other hand, it is the one principle in his life which will, in the long run, help him more than any other."—J. B. Lewis, in Boot and Shoe Recorder.

Bourrier, after a series of experiments, has come to the conclusion that fresh meat in a room filled with the smoke of tobacco absorbs nicotine readily, and may under circumstances become so tainted as to lead to digestive disorders.

W. R. BRICE.

ESTABLISHED 1852.

C. M. DRAKE.

**W. R. Brice & Co.,**  
Produce Commission Merchants  
Butter, Eggs and Poultry  
23 South Water Street, Philadelphia, Pa.

To our many shipper friends:

The past year has had a good many ups and downs, and has no doubt been profitable to some of you, while right the reverse to others. Our business has grown year by year, and this has been the banner year. Our sales have run over the million dollar mark, and we believe that our success is due to the energy and perseverance with which we have conducted our business for many years. We believe we have a reputation for treating consignors squarely, giving them right prices, proper weights and quick returns. Would this not interest you? We wish you all a Happy and Prosperous New Year.

**Commercial Travelers**

**Michigan Knights of the Grip.**

President, JAS. F. HAMMELL, Lansing; Secretary, J. C. SAUNDERS, Lansing; Treasurer, CHAS. McNOLTY, Jackson.

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

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

**Michigan Commercial Travelers' Mutual Accident Association.**  
President, A. F. PRAKE, 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.**

G. K. Coffey has signed with the J. P. Dieter Co., of Chicago, for a second year.

Sumner M. Wells, Secretary and Treasurer of the Clark-Jewell-Wells Co., is confined to his house by an attack of the grip.

W. F. Blake (Worden Grocer Co.) was taken with a severe attack of lumbago last Sunday and will probably be confined to his bed for some days.

Rev. Donald D. MacLaurin will preach the annual sermon to the Detroit members of the Michigan Commercial Travelers' Association at the Woodward Avenue Baptist church Sunday evening, Jan. 2.

Geo. A. Newhall (Clark-Jewell-Wells Co.) is unable to visit his trade for a couple of weeks on account of having contracted a severe cold. His territory will be covered in the meantime by Fred E. Morley.

J. Dow Trimmer, formerly editor of the Eaton Rapids Herald, but recently a resident of Jackson, has accepted a position as traveling salesman for the Shaw Stocking Co., of Lowell, Mass., his territory comprising the entire State of Michigan.

F. R. Lawrence, who has been representing the Art Stove Co. in Ohio for the past four years, has engaged to travel next year for the Detroit Stove Works, covering Northern Ohio and Southern Michigan. He will continue to reside in Lansing.

The twenty-third annual meeting of the Michigan Commercial Travelers' Association, for the election of officers and such other business as may come before the convention, will be held on Friday morning at the Association headquarters in Detroit.

M. G. Wood, who has covered Central Michigan territory for the past twenty years for various Detroit grocery houses, has severed his connection with Lee & Cady to accept a more lucrative offer from the Dow & Snell Co., of Toledo. Mr. Wood will continue to reside in Ypsilanti, which city has been his home for many years.

Thos. A. Wilkinson has accepted a position as traveling salesman for the Musselman Grocer Co. Mr. Wilkinson is well known to most of the trade of Western Michigan and needs no introduction in the territory which he formerly covered for the Valley City Milling Co., for which he has acted as traveling representative for the past seven years.

Charles Barnes, of the firm of M. L. Clark & Co., dealers in clothing and men's furnishing goods at Owosso, has secured a position as traveling sales-

man in Michigan for H. & M. Gais & Co., manufacturers of boys' and children's clothing, of Syracuse, N. Y. Mr. Barnes will continue to reside in Owosso, retaining his interest in the firm of Clark & Co.

The Tradesman regrets its inability to present a report of the Kalamazoo convention of the Michigan Knights of the Grip in this week's issue. As the Tradesman goes to press Wednesday noon and the convention closes its sessions Wednesday evening, it would be impossible to give more than a bare summary of the first day's proceedings in the issue of the current week, and it is therefore deemed advisable to defer the publication until next week, at which time the Tradesman hopes to be able to present a full and detailed report of the work accomplished.

**Drummer in Knee Breeches.**

From the Louisville Dispatch.

Arkansas has the youngest commercial traveler in the world. His name is Walter B. Hopkins, Jr. He lives at De Valls Bluff. He is just 12 years old and wears knee trousers, long stockings and a wide turn down collar like other boys of his age. Walter may be said to be a born drummer. He has been making money since he was 8 years old, when he embarked in the business of selling illustrated papers and periodicals. Walter recently sent to a rubber goods house for samples and started out on the road. His success did not meet his expectations and he sent to Chicago for samples of soaps and flavoring extracts. With these he made a success from the start. The merchants of his own town, struck by his enterprise, patronized him, and, thus encouraged, he extended his field, visiting other towns in the vicinity. His sales increased, and he further enlarged his territory. He got a neat sample case, bought a 1,000-mile ticket and began making regular trips of a week's length, taking towns on the Memphis and Little Rock railroad lines, and also making the towns and villages off the railroad, reaching them by stage or hired conveyances, and in every respect is a full-fledged drummer. The boy carries a dozen different kinds of soap and flavoring extracts in variety, and he rattles off their merits and prices like any veteran of the road. His contact with the world has not spoiled him. He does not smoke cigarettes, his manner is quiet and gentlemanly and he is not given to profanity. He is strictly business and is a great favorite wherever he goes.

**Kalamazoo's Greeting to the Grip Carriers.**

From the Kalamazoo Telegraph, Dec. 28.

To-day Kalamazoo welcomes the Knights of the Grip. The army of Michigan commercial travelers is here to-day and will be feasted to-night at the Academy of Music banquet.

The commercial traveler is a product of the nineteenth century. He is a ubiquitous fellow, seen everywhere and much liked. He has many homes, many friends, many stories and many sweethearts. He is a commercial necessity and is a jolly good fellow.

"The Knights of the Grip" is a formidable title, but smacks of chivalry and bravery. Their conquests are for cash, not glory; their victories are of peace and samples, not of war.

Kalamazoo, the handsomest and smartest town of 25,000 people in the land, welcomes the commercial travelers of Michigan!

Roy L. Newman, formerly book-keeper for the Wolverine Soap Co., of Portland, has opened an office at 19 Lyon street as the Grand Rapids representative of the Phoenix Accident and Sick Benefit Association of Benton Harbor.

The colder the climate the greater the size of the human brain,

**One of the Little Things of Business.**

Stroller in Grocery World.  
It's astonishing what little things mark the dividing line between a man's business success and his failure, things so little sometimes that a calculation which would include them would be looked on by the average business man as fol-de-rol.

It's hard to believe that the mere matter of having the entrance to a grocery store a step up from the sidewalk could affect its success, that is to say, could turn it into a failure in spite of the very best stock, the shrewdest business methods, the most courteous service, but there is strong reason, nevertheless, to believe that such is the case.

I used to know of an old and successful firm of retail grocers who were wont to assert with great positiveness that no grocery store whose entrance was a step up from the street, that is, where the customer was compelled to take a step upward to enter it, could succeed. At one time I thought this was stuff, but I'm not so sure now, because I've known a number of cases where grocery stores who had a step up failed, and where the cause of failure, aside of this step business, could not be found.

These remarks, and a few others which, with my readers' permission, will follow them, were inspired by the fact that a Market street store has been built with a step up. Don't take me as even insinuating that that one step is going to cause failure. I use their step simply as a text.

On the northeast corner of Tenth and Market streets stand two stores. One is occupied by Thomas Martindale as a grocery store, and the other has been occupied for various purposes. There has never been a merchant, whatever his line, in the latter store, who has not failed or who has not given the place up because of its unprofitableness. There has never been a merchant in the Martindale store but who has made a fortune. Thomas Martindale, the present occupant, is very well fixed, and he made a good part of his money right there at Tenth and Market.

Now, an odd fact in connection with the history of these two stores is that the hoodooed store—the home of the successive failures—has a step up and the Martindale store has none.

I know another store—a retail grocery store up town—which has been vacant for about five days. It is a new store, and has been occupied by three merchants, a hardware dealer, a druggist, and latterly a retail grocer. Each one of these has failed ignominiously. The neighborhood is a good one, the store well fitted and all of the environments apparently favorable. Yet here are these three failures, with nothing to explain them but the fact that he who wishes to enter the place has to mount one step. Surely, three business men, in different lines, would not have each so lacked business capacity as to have failed, in a well-located store, three times in succession. What other way is there to explain this, then, except on the score of the step?

There is a philosophical law which has a strong bearing on this matter. I've forgotten the exact language, but it runs something like this: "All bodies travel in the path of least resistance." That's why ships beating in the face of the wind tack from side to side, instead of directly against it. This may solve the step problem. We all have the elements of laziness in our composition. A single step seems like a small thing, but there is a repugnance against lifting the body to mount it, if we can escape it, and I believe that if there is anything in the step matter, this rule of philosophy is the reason.

One thing I'm sure of, and that is that the step doesn't make much difference to the credit customers. I don't mean that sort of a credit customer who pays up promptly every Monday morning, but he who waits and waits and waits until whole seasons pass before paying his account. That sort of an individual doesn't care a rap for a step. He would mount ten flights to get credit because he has to,

**They Favor the Torrey Bill.**

The Milwaukee Chamber of Commerce has sent a letter to all members of Congress and to each Senator of Wisconsin regarding the Torrey bankruptcy bill. The Chamber holds that it is important to the welfare of the country that the Torrey bill should become a law as soon as possible, and that its passage will materially aid the restoration of the prosperity of the nation.

The New York Credit Men's Association is sending a circular to members and others to influence pressure upon Congressmen in favor of the Torrey bankruptcy bill. It says, among other things: "We ask you, whether you are or are not a member of our Association, to write a letter to the Congressman of your district on your business letter head, urging him to do all in his power to forward and pass the bill. We should like to have the letter prepared beforehand and mailed on Jan. 7, 1898, believing that the simultaneous expression of the needs of the merchants and manufacturers of the country will have a great effect."

The parties to the combination of manufacturers of wire, wire nails and allied products have issued an official announcement of their purpose. They explain that provisional agreements have been made. They have three engineers making examinations of the plants, and the prices of these will depend on such investigation, but it is thought they will be found worth the prices named for them. Much of the stock of the new corporation is to be taken by the parties to the deal, and the balance is to be underwritten by J. P. Morgan & Co.

In Greenland potatoes never get larger than marbles.

**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.

**Hoskins & Company**

COMMISSION BROKERS.  
**GRAIN, PROVISIONS and STOCK**  
176 Griswold Street, Detroit, Mich.  
Hodges Building.  
Private wires: New York, Chicago and St. Louis.

**For Two Dollars**

A day, it's the finest hotel in the State; newly furnished, high-class table and excellent service, at

**The Griswold**

POSTAL & MOREY, Props. DETROIT, MICH.

**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.

**Drugs--Chemicals**

**MICHIGAN STATE BOARD OF PHARMACY.**

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

President, F. W. R. PERRY, Detroit.  
Secretary, GEO. GUNDRUM, Ionia.  
Treasurer, A. C. SCHUMACHER, Ann Arbor.

**Examination Sessions.**

Detroit—Tuesday, Jan. 4 and 5.  
Grand Rapids—March 1 and 2.  
Star Island—June 27 and 28.  
Marquette—About Sept. 1.  
Lansing—Nov. 1 and 2.

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

**MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.**

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

**Medicine and Medical Practice—No. 2.**  
Written for the TRADESMAN.

Having a leisure evening, I again called upon my friend, Dr. James Johnson, reminding him of his promise to enlighten me still further upon the subject of medicine. "Yes, yes," cheerily answered the gentleman; "I will be pleased to relate what I know to be true, and, as you are yet young, it may be of service to you in after years. It will, at least, furnish you food for thought, and as you intend studying medicine, whether you practice or not, it may possess a financial value. You will remember that I was relating my experience in a country practice. Well, it was far from what I desired or expected, either from a social or monetary view, and I resolved to locate in a large city in the Far West where there was more wealth and the fees were larger. To resolve was to act; and, arriving at the end of my journey, I at once secured an office and hung out my shingle, which, in its simplicity, afforded no clew to my school of practice. My first patient was the result of a street fight opposite my office and required some surgical work, which, fortunately, gave me notoriety; and the following day I was honored with a call which fairly weakened my faith in all medicine. A gentleman elegantly and fashionably dressed called upon me, presented his card, and, with a most courtly bow, remarked: 'I saw your name in connection with an accident yesterday and, being an old-time friend, concluded to call upon you.' Motioning him to a seat I glanced at his card, which was a very modest one, and read the name 'Geo. H. Turner, M. D.' For a moment I was fairly dazed and stared at the man as if in a dream. 'You do not recognize me,' said the stranger, but a smile upon his face and an extended hand proved a revelation. I instantly grasped the proffered symbol of friendship and pressed it warmly. He and I had been schoolmates in youth, and when I last saw him years before, he was a master workman at cabinetmaking. I knew that he possessed a really good high school education, and nature had done much for him in the way of polish, but I never knew he had studied medicine and, later, found that he had not. 'So you have changed your avocation?' I ventured to say. 'Yes,' was the reply, 'I have been reading medicine more or less during the years since we lost sight of each other, but was unable to attend a medical school, and now find that I do not have to. As a specialist I have my full share of patients, and my percentage of loss is even less than most others. I never met

with much success until I came West and changed my method of practice. I soon discovered that the truly conscientious physician, following strictly in the path of his alma mater, attains no success, compared with those who study human nature as it is and practice accordingly. I found that the larger proportion of chronic diseases were among the most ignorant of the very wealthy classes, generally residing in the larger cities. This was principally the result of denying themselves the requisite number of hours for rest and sleep and partaking of food without regard to time or place. In fact, to be in delicate health and under the constant care of a physician seemed to be a fashionable fad, and I at once changed my course of action, bowed to the inevitable, and rented a richly furnished office, employed a coachman, and advertised as a "specialist in chronic diseases." That word "chronic," seemed to include all diseases which were generally abandoned or deemed incurable by the general practitioner, and thus a large field was before me. This departure of mine called for increased expenses, but my enlarged fees soon left a goodly sum to my credit. I assure you, Dr. Johnson, that the best paying patients are not as a rule among our most intelligent and busy workers. They are busy with both hands and brain, and tell me they have no time to be ill. They are found among those who are uneducated and who have by some lucky windfall, hazard of a die, or chance speculation suddenly come into possession of a fortune. Once introduced and acknowledged as the elite of fashion—the gentler sex particularly—they soon become initiated into all its various mysteries unknown to the substratum of society. Practicing among this class of wealthy citizens as a specialist, I could not remain long unknown, and the demand for my services was such that I could select the patients I most desired and those from whom the largest fees could be consistently claimed. One of my patients (Case No. 64) was a Mrs. Jones, almost 70 years old, a widow and very wealthy. She was an extremely benevolent woman who, when able, was going about engaged in all manner of kindly charities among the poor; was illiterate, and had an idea that she was a confirmed invalid. I soon discovered that a placebo was all she required, and prescribed a pleasant mixture to be taken twice each day. At her request, I called to see her professionally twice a week, carefully noting her pulse and temperature, and she invariably had my fee for the visit—\$1.50—ready for me. On discharging her as convalescent at the expiration of a few months, she remarked seriously: "I feel it my duty to say that you are an all killin' good doctor!" "Rather an ambiguous compliment," I replied with a hearty good-natured laugh. "A big compliment, did you say, Doctor? Well, I mean what I say, and here is a little somethin' extra for you;" and she placed a bank check for \$10 in my hands, remarking, "Don't say a word, Doctor, it's none too much for you, and wuth it all to me. Should I be sick so again, I shall surely send for you, and I am sure you will oblige me by coming at once." I assured her that I was hers to command at any hour. Case No. 43 was a young lady, aged 14, and suffering from chronic indigestion. She had been a great sufferer; confined to the house and much of the time to her bed for the past two years before I was called. Five or six different physicians had diagnosed

her disease and prescribed for her; yet with only temporary relief. A majority of them could not agree as to the predisposing cause of her illness, as up to the age of 10 years she had enjoyed good health. She was much emaciated, ate food sparingly, wore an anxious, frightened expression upon her face, as if expecting the worst to happen at any moment. In conversing with her mother, I learned that at the age of 10 years, while her parents resided in the country, she came home from the hayfield one summer afternoon, quite badly frightened, and said that while drinking from a spring she had swallowed either a small snake or lizard. Gradually serious symptoms of disease of the stomach developed, and all the other symptoms described followed. I avoided walking in the footsteps of her previous counsel, and at once agreed with her and her parents that the inhabitant (?) of her stomach must be given a soporific, and then ejected by an emetic. This declaration met their united approval, and revived the drooping invalid, who pressed my hand gratefully. A Dover's powder was left to be given the patient the following evening at 6 o'clock, and two hours afterward I had decided to administer the emetic. Upon my second visit, I found the girl more quiet and cheerful, and the parents more confident of my skill. I had previously ordered that no food be given the patient that day after her dinner, and requested the parents to be present as witnesses if any unusual thing or substance was ejected. The emetic acted promptly, and with a pair of forceps, I drew from the partially digested food and mucus a small garter snake eight inches long, and held it aloft. The animal was apparently dead, yet as natural as if sleeping. The girl made a rapid and permanent recovery. It is hardly necessary to add that I furnished the dead snake which I drew from the pail, and as the young lady is now a ward of mine, I can affirm she is in good health and attending school."

FRANK A. HOWIG.

**The Joke Was on Him.**

"Och, now! an' phwat are iggs to-day, Mister Doolan?" asked Paddy, entering the grocer's shop.  
"Eggs are eggs to-day," replied the shopman, looking triumphantly at two or three lady customers, who smiled sweetly.  
"Sure, an' I'm moighty glad to hear it! The last iggs I had from here were nearly chickens."

**The Drug Market.**

On account of reasons given last week—the annual stock taking—there is very little doing in the Eastern markets in this line.

Opium—This article is a little easier, but with any demand the price will again advance.

Morphine, Codeine and Quinine are unchanged.

Borax—Is in a very firm position and higher prices will probably rule during the next year.

Gum Camphor—Has declined.

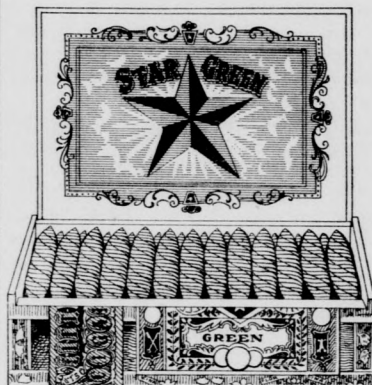
**One Woman Draws a Family.**

It's a good point for clerks to recognize the influence which children invariably exercise over their parents. If a child comes into your store, it is the part of wisdom to be polite to it and endeavor to speedily gain its good will. A woman invariably prefers to trade at a store where her children are treated with consideration, and one woman secured as a new customer by this method means a whole family eventually.

**Tartarine Out of the Market**

Michigan's Pure Food Commissioner has ruled that Tartarine is not salable, and we request that all persons in Michigan who have any in stock would return it to us or to the jobber of whom they bought it.

Wolverine Spice Co., Grand Rapids, Mich.



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

WHY NOT TRY THEM NOW?

**S. C. W.**

50 CIGARS

SOLD BY ALL JOBBERS.

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

**"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-

Table listing various medicinal and chemical products such as Aceticum, Benzozicum, Carbonum, and others, with their respective prices and quantities.

Table listing various medicinal and chemical products such as Morphia, Sinapis, and others, with their respective prices and quantities.

PAINT BRUSHES advertisement for Hazeltine & Perkins Drug Co. featuring decorative borders and text: 'We shall display Sample Lines of a complete assortment of Brushes January 1, 1898, consisting of Whitewash Heads, Kalsomine, Wall, Oval and Round Paint and Varnish. Flat, Square and Chiseled Varnish, Sash Tools, Painters' Dusters, Artists' Materials. and invite your inspection and orders. Quality and Prices are right. HAZELTINE & PERKINS DRUG CO. Grand Rapids, Mich.'

# GROCERY PRICE CURRENT.

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

<b>AXLE GREASE.</b>	
doz. gross	
Aurora	55 6 00
Castor C	60 7 00
Diamond	50 4 00
Frazier's	75 9 00
IXL Golden, tin boxes	75 9 00
Pica, tin boxes	75 9 00
Paragon	55 6 00
<b>BAKING POWDER.</b>	
<b>Absolute.</b>	
1 lb cans doz	45
1 lb cans doz	85
1 lb cans doz	1 50
<b>Acme.</b>	
1 lb cans 3 doz.	45
1 lb cans 3 doz.	75
1 lb cans 1 doz.	1 00
Bulk.	10
<b>El Purity.</b>	
1 lb cans per doz	75
1 lb cans per doz	1 20
1 lb cans per doz	2 00
<b>Home.</b>	
1 lb cans 4 doz case	35
1 lb cans 4 doz case	55
1 lb cans 2 doz case	90
<b>JAXON</b>	
1 lb cans, 4 doz case	45
1 lb cans, 4 doz case	85
1 lb cans, 2 doz case	1 60
<b>Jersey Cream.</b>	
1 lb. cans, per doz.	2 00
9 oz. cans, per doz.	1 25
6 oz. cans, per doz.	85
<b>Our Leader.</b>	
1 lb cans.	45
1 lb cans.	75
1 lb cans.	1 50
<b>Peerless.</b>	
1 lb. cans	85
<b>BATH BRICK.</b>	
American	70
English	80
<b>BLUING.</b>	
<b>CONDENSED PEARL BLUING</b>	
1 doz. pasteboard Boxes	40
3 doz. wooden boxes	2 30
<b>BROOMS.</b>	
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
<b>CANDLES.</b>	
8s	7
16s	8
Paraffine	8
<b>CANNED GOODS.</b>	
<b>Manitowoc Peas.</b>	
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
<b>CATSUP.</b>	
Columbia, pints	2 00
Columbia, 1/4 pints	1 25
<b>CHEESE</b>	
Acme	11 1/2
Amboy	11 1/2
Byron	11
Elsie	12 1/2
Gem	12 1/2
Gold Medal	11
Herkimer	11
Ideal	11 1/2
Jersey	12
Lenawee	11
Riverside	12 1/2
Sparta	11
Brick	10
Edam	75
Leiden	18
Limburger	10
Pineapple	43
Sap Sago	18
<b>Chicory.</b>	
Bulk	5
Red	7
<b>CHOCOLATE.</b>	
<b>Walter Baker &amp; Co.'s.</b>	
German Sweet	23
Premium	24
Breakfast-Cocos	45

<b>CLOTHES LINES.</b>	
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
June, 80 ft, per doz	80
June, 72 ft, per doz	95
<b>COCOA SHELLS.</b>	
20 lb bags	2 1/4
Less quantity	3
Pound packages	4
<b>CREAM TARTAR.</b>	
5 and 10 lb. wooden boxes, 30-35	
<b>COFFEE.</b>	
<b>Green.</b>	
<b>Rio.</b>	
Fair	10
Good	12
Prime	13
Golden	14
Peaberry	15
<b>Santos.</b>	
Fair	14
Good	15
Prime	16
Peaberry	17
<b>Mexican and Guatamala.</b>	
Fair	16
Good	17
Fancy	18
<b>Maracalbo.</b>	
Prime	20
Milled	21
<b>Java.</b>	
Interior	20
Private Growth	22
Mandehling	24
<b>Mocha.</b>	
Imitation	22
Arabian	24
<b>Roasted.</b>	
Clark-Jewell-Wells Co.'s Brands	
Fifth Avenue	28
Jewell's Arabian Mocha	28
Wells' Mocha and Java	24
Wells' Perfection Java	24
Sancatho	23
Breakfast Blend	20
Valley City Maracalbo	18 1/2
Ideal Blend	14
Leader Blend	12
<b>Package.</b>	
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
Merley	10 50
McLaughlin's XXXX	10 50
<b>Extract.</b>	
Valley City 1/4 gross	75
Pelix 1/4 gross	1 15
Hummel's foil 1/4 gross	85
Hummel's tin 1/4 gross	1 45
<b>CLOTHES PINS.</b>	
5 gross boxes	40
<b>COUGH DROPS.</b>	
C. B. Brand.	
40 5 cent packages	1 00
<b>CONDENSED MILK.</b>	
4 doz in case.	
Gall Borden Eagle	6 75
Crown	6 25
Daisy	5 75
Champion	4 50
Magnolia	4 25
Challenge	3 35
Dime	3 35
<b>COUPON BOOKS.</b>	
<b>TRADESMAN</b>	
<b>1</b>	
<b>5</b>	
<b>Tradesman Grade.</b>	
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
<b>Economic Grade.</b>	
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

<b>ONE CENT COUPON</b>	
<b>Universal Grade.</b>	
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
<b>Superior Grade.</b>	
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
<b>Coupon Pass Books.</b>	
Can be made to represent any denomination from \$10 down.	
20 books	1 00
50 books	2 00
100 books	3 00
250 books	6 25
500 books	10 00
1000 books	17 50
<b>Credit Checks.</b>	
500, any one denom'n.	3 00
1000, any one denom'n.	5 00
2000, any one denom'n.	8 00
Steel punch	75
<b>DRIED FRUITS—DOMESTIC</b>	
<b>Apples.</b>	
Sundried	5 1/2
Evaporated 50 lb boxes	8 1/2
<b>California Fruits.</b>	
Apricots	7 1/2 @ 8 1/4
Blackberries	
Nectarines	7 1/4
Peaches	8 @ 8 1/4
Pears	8 @ 7 1/4
Pitted Cherries	
Fruunelles	
Raspberries	
<b>California Prunes.</b>	
100-120 25 lb boxes	3 1/4
90-100 25 lb boxes	4 1/4
80-90 25 lb boxes	5 1/4
70-80 25 lb boxes	6 1/4
60-70 25 lb boxes	7 1/4
50-60 25 lb boxes	8 1/4
40-50 25 lb boxes	9 1/4
30-40 25 lb boxes	10 1/4
1 cent less in 50 lb cases	
<b>Raisins.</b>	
London Layers 3 Crown	1 60
London Layers 4 Crown	2 00
Dehesias	
Loose Muscatels 2 Crown	4
Loose Muscatels 3 Crown	5 1/2
Loose Muscatels 4 Crown	6 1/2
<b>FOREIGN.</b>	
<b>Currants.</b>	
Patras bbis	6 1/4
Vostizias 50 lb cases	8
Cleaned, bulk	8
Cleaned, packages	8 1/2
<b>Peel.</b>	
Citron American 10 lb bx	13
Lemon American 10 lb bx	12
Orange American 10 lb bx	12
<b>Raisins.</b>	
Ondura 28 lb boxes	8 @ 8 1/2
Sultana 1 Crown	11
Sultana 2 Crown	11
Sultana 3 Crown	11
Sultana 4 Crown	11
Sultana 5 Crown	11
Sultana 6 Crown	12
Sultana package	14
<b>FARINACEOUS GOODS.</b>	
<b>Farina.</b>	
24 1 lb. packages	1 75
Bulk, per 100 lbs.	3 50
<b>Grits.</b>	
Walsh-DeRoo Co.'s	2 15
Bulk in 100 lb. bags	3 00
<b>Hominy.</b>	
Barrels	2 50
Flake, 50 lb. drums	1 00
<b>Beans.</b>	
Dried Lima	3
Medium Hand Picked	90
<b>Maccaroni and Vermicelli.</b>	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50
<b>Pearl Barley.</b>	
Common	2 40
Chester	2 50
Empire	2 75
<b>Peas.</b>	
Green, bu	85
Split, per lb.	2
<b>Roll'd Oats.</b>	
Roll'd Avena	3 75
Monarch, bbl	3 50
Monarch, 1/2 bbl	1 95
Private brands, bbl	
Private brands, 1/2 bbl	
Quaker, cases	3 20
Huron, cases	1 75
<b>Sago.</b>	
German	3 1/2
East India	3
Cracked, bulk	3 1/4
24 2 lb packages	2 60

<b>Fish.</b>	
<b>Cod.</b>	
Georges cured	4 1/2
Georges genuine	5 1/2
Georges selected	6 1/4
Strips or bricks	7 1/2
<b>Halibut.</b>	
Chunks	10
Strips	9
<b>Herring.</b>	
Holland white hoops, bbl	10 25
Holland white hoop 1/2 bbl	5 50
Holland white hoop, keg	72
Holland white hoop mchs	80
Norwegian	11 00
Round 100 lbs	3 40
Round 40 lbs	1 60
Scaled	15
<b>Mackerel.</b>	
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
<b>Sardines.</b>	
Russian kegs	55
<b>Trout.</b>	
No. 1 100 lbs	4 50
No. 1 40 lbs	2 10
No. 1 10 lbs	60
No. 1 8 lbs	51
<b>Wholesale.</b>	
No. 1	No. 2
100 lbs	6 75 5 00 2 50
40 lbs	3 00 2 30 1 20
10 lbs	83 65 40
8 lbs	69 55 35
<b>Jennings'.</b>	
D. C. Vanilla	D. C. Lemon
2 oz. 1 20	2 oz. 1 75
3 oz. 1 50	3 oz. 1 90
4 oz. 2 00	4 oz. 1 40
6 oz. 3 30	6 oz. 2 00
No. 8 4 00	No. 8 2 40
No. 10 6 00	No. 10 4 00
No. 12 1 25	No. 12 80
No. 3 T. 2 0	No. 3 T. 1 35
No. 4 T. 2 40	No. 4 T. 1 50
<b>Souders'.</b>	
Oval bottle, with corkscrew. Best in the world for the money.	
<b>Regular Grade Lemon.</b>	
doz	
2 oz.	75
4 oz.	1 50
<b>Regular Vanilla.</b>	
doz	
2 oz.	1 20
4 oz.	2 40
<b>XX Grade Lemon.</b>	
doz	
2 oz.	1 50
4 oz.	3 00
<b>XX Grade Vanilla.</b>	
doz	
2 oz.	1 75
4 oz.	3 50
<b>GUNPOWDER.</b>	
<b>Rifle—Dupont's.</b>	
Kegs	4 00
Half Kegs	2 25
Quarter Kegs	1 25
1 lb. cans	30
1/2 lb. cans	18
<b>Choke Bore—Dupont's.</b>	
Kegs	4 25
Half Kegs	2 40
Quarter Kegs	1 35
1 lb. cans	34
<b>Eagle Duck—Dupont's.</b>	
Kegs	8 00
Half Kegs	4 25
Quarter Kegs	2 25
1 lb. cans	45

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

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 1/2  
 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 points for the weight of the barrel.

**Cut Loaf**..... 5 88  
**Domino**..... 5 75  
**Cubes**..... 5 44  
**Powdered**..... 5 44  
**XXXX Powdered**..... 5 50  
**Mould A**..... 5 50  
**Granulated in bbls.**..... 5 25  
**Granulated in bags**..... 5 25  
**Fine Granulated**..... 5 25  
**Extra Fine Granulated**..... 5 38  
**Extra Coarse Granulated**..... 5 28  
**Diamond Confec. A**..... 5 25  
**Confec. Standard A**..... 5 13

No. 1..... 4 83  
 No. 2..... 4 83  
 No. 3..... 4 81  
 No. 4..... 4 75  
 No. 5..... 4 63  
 No. 6..... 4 56  
 No. 7..... 4 50  
 No. 8..... 4 44  
 No. 9..... 4 38  
 No. 10..... 4 31  
 No. 11..... 4 25  
 No. 12..... 4 19  
 No. 13..... 4 13  
 No. 14..... 4 06  
 No. 15..... 4 00  
 No. 16..... 3 94

SYRUPS.

**Corn.**  
 Barrels..... 16  
 Half bbls..... 18

**Pure Cane.**  
 Fair..... 16  
 Good..... 20  
 Choice..... 25

TABLE SAUCES.

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

TOBACCOS.

**Cigars.**  
 Clark-Jewell-Well's Co.'s brand.....  
 New Brick..... 33 00  
 H. & P. Drug Co.'s brand.....  
 Quintette..... 35 00  
 G. J. Johnson Cigar Co.'s brand.....



S. C. W..... 33 00  
 H. Van Tongeren's Brand.....  
 Star Green..... 35 00

VINEGAR.

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

**Washing Powder.**



No. 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.**  
 Whitefish..... Per lb. @ 9  
 Trout..... @ 9  
 Black Bass..... @ 10  
 Halibut..... @ 15  
 Cliscoes or Herring..... @ 4  
 Bluefish..... @ 10  
 Live Lobster..... @ 18  
 Boiled Lobster..... @ 20  
 Cod..... @ 10  
 Haddock..... @ 8  
 No. 1 Pickerel..... @ 8  
 Pike..... @ 7  
 Smoked White..... @ 9  
 Red Snapper..... @ 12  
 Col River Salmon..... @ 12 1/2  
 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 25

Hides and Pelts.

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

**Pelts.**  
 Shearlings..... 5 @ 30  
 Lambs..... 4 @ 1 10  
 Old Wool..... 6 @ 1 25

**Furs.**  
 Mink..... 50 @ 1 30  
 Coon..... 30 @ 90  
 Skunk..... 50 @ 1 00  
 Muskrats, fall..... 5 @ 12  
 Muskrats, spring..... @ 12  
 Muskrats, winter..... 12 @ 16  
 Red Fox..... 1 25 @ 1 50  
 Gray Fox..... 40 @ 70  
 Cross Fox..... 2 5 @ 5 00  
 Badger..... 20 @ 60  
 Cat, Wild..... 15 @ 40  
 Cat, House..... 10 @ 20  
 Fisher..... 3 50 @ 7 00  
 Lynx..... 1 0 @ 2 00  
 Martin, Dark..... 1 50 @ 3 00  
 Martin, Yellow..... 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  
 Opossum..... 5 @ 15  
 Deerskin, dry, per lb..... 15 @ 25  
 Deerskin, gr'n, per lb..... 10 @ 15

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

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

Candies.

**Stick Candy.**  
 Standard..... bbls. pails @ 7  
 Standard H. H..... 6 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 Candy.**  
 Competition..... @ 6  
 Standard..... @ 7  
 Conserye..... @ 7 1/2  
 Royal..... @ 7 1/2  
 Ribbon..... @ 8 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  
 Super 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..... @ 75  
 Gum Drops..... @ 30  
 Licorice Drops..... @ 75  
 A. B. Licorice Drops..... @ 50  
 Lozenges, plain..... @ 50  
 Lozenges, printed..... @ 50  
 Imperials..... @ 50  
 Mottoes..... @ 50  
 Cream Bar..... @ 50  
 Molasses Bar..... @ 50  
 Hand Made Creams..... 80 @ 1 00  
 Plain Creams..... 60 @ 90  
 Decorated Creams..... @ 90  
 String Rock..... @ 60  
 Burnt Almonds..... 1 25 @ 60  
 Wintergreen Berries..... @ 60

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

Fruits.

**Oranges.**  
 Mexican 150 176-200 @ 4 00  
 Cal. Seedlings..... @ 3 00  
 Fancy Navels 112 @ 3 00  
 126 to 216..... @ 3 75

**Lemons.**  
 Strictly choice 360s..... @ 3 25  
 Strictly choice 300s..... @ 3 25  
 Fancy 360s..... @ 3 75  
 Ex. Fancy 300s..... @ 4 00

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

**Foreign Dried Fruits.**  
**Figs.**  
 Choice, 10 lb boxes..... @ 10  
 Extra choice, 14 lb boxes..... @ 12  
 Fancy, 12 lb boxes..... @ 13  
 Fancy, 50 lb boxes..... @ 14  
 Imperial Mikados, 18 lb boxes..... @ 14  
 Pulled, 6 lb boxes..... @ 13  
 Natural, 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..... @ 12  
 Almonds, Ivaca..... @ 11  
 Almonds, California, soft shelled..... @ 13  
 Brazils new..... @ 9  
 Filberts..... @ 10  
 Walnuts, Grenoble..... @ 13  
 Walnuts, Calif No. 1..... @ 11  
 Walnuts, soft shelled Calif..... @ 10  
 Table Nuts, fancy..... @ 12  
 Table Nuts, choice..... @ 10  
 Pecans, Med..... @ 10  
 Pecans, Jumbo..... @ 10  
 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..... 4 80  
 Clear..... 4 40  
 Graham..... 4 75  
 Buckwheat..... 4 25  
 Rye..... 3 50  
 Subject to usual cash discount.

Wheat in bbls., 25c per bbl. additional.

Worden Grocer Co.'s Brand.  
 Quaker, 1/2s..... 4 65  
 Quaker, 3/4s..... 4 65  
 Quaker, 1s..... 4 65  
 Guard, Fairfield & Co.'s Brand.  
 Whole Wheat 1-16s..... 5 20

**Spring Wheat Flour.**  
 Clark-Jewell-Well's Co.'s Brand.  
 Pillsbury's Best 1/2s..... 5 55  
 Pillsbury's Best 3/4s..... 5 55  
 Pillsbury's Best 1s..... 5 45  
 Pillsbury's Best 1 1/2s paper..... 5 45  
 Pillsbury's Best 2s paper..... 5 45

Ball-Barnhart-Putman's Brand.  
 Grand Republic, 1/2s..... 5 55  
 Grand Republic, 3/4s..... 5 45  
 Grand Republic, 1s..... 5 35

Lemon & Wheeler Co.'s Brand.  
 Gold Medal 1/2s..... 5 55  
 Gold Medal 3/4s..... 5 55  
 Gold Medal 1s..... 5 45  
 Parisian, 1/2s..... 5 55  
 Parisian, 3/4s..... 5 55  
 Parisian, 1s..... 5 45

Olney & Judson's Brand.  
 Ceresota, 1/2s..... 5 55  
 Ceresota, 3/4s..... 5 45  
 Ceresota, 1s..... 5 35

Worden Grocer Co.'s Brand.  
 Laurel, 1/2s..... 5 55  
 Laurel, 3/4s..... 5 45  
 Laurel, 1s..... 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 00  
 Winter Wheat Bran..... 12 00  
 Winter Wheat Middlings..... 13 00  
 Screenings..... 10 00

**New Corn.**  
 Car lots..... 31 1/2  
 Less than car lots..... 33

**Oats.**  
 Car lots..... 25  
 Carlots, clipped..... 28  
 Less than car lots..... 30

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

**Crackers.**  
 The N. Y. Biscuit Co. quotes as follows:  
 Seymour XXX..... 6  
 Seymour XXX, 3 lb. carton 6 1/2  
 Family XXX..... 6  
 Family XXX, 3 lb. carton. 6 1/2  
 Salted XXX..... 6  
 Salted XXX, 3 lb. carton. 6 1/2

**Soda.**  
 Soda XXX..... 7  
 Soda XXX, 3 lb. carton..... 7 1/2  
 Soda, City..... 7 1/2  
 Zephyrette..... 7 1/2  
 Long Island Wafers..... 11  
 L. I. Wafers, 1 lb. carton..... 12

**Oyster.**  
 Square Oyster, XXX..... 6  
 Sq. Oys. XXX, 1 lb. carton. 7  
 Farina Oyster, XXX..... 6

**SWEET GOODS-Boxes.**  
 Animals..... 10  
 Bent's Cold Water..... 13  
 Belle Rose..... 8  
 Cocoanut Taffy..... 9  
 Coffee Cakes..... 8 1/2  
 Frosted Honey..... 12  
 Graham Crackers..... 8  
 Ginger Snaps, XXX round..... 7  
 Ginger Snaps, XXX city..... 7  
 Gin. Snaps, XXX home made..... 7  
 Gin. Snaps, XXX scalloped..... 7  
 Ginger Vanilla..... 8  
 Imperials..... 8 1/2  
 Jumbles, Honey..... 11  
 Molasses Cakes..... 8  
 Marshmallow..... 15  
 Marshmallow Creams..... 16  
 Pretzels, hand made..... 8 1/2  
 Pretzettes, Little German 6 1/2  
 Sugar Cake..... 8  
 Sultanas..... 12  
 Sears' Lunch..... 7 1/2  
 Vanilla Square..... 8 1/2  
 Vanilla Wafers..... 11  
 Pecan Wafers..... 15 1/2  
 Mixed Picnic..... 10 1/2  
 Cream Jumbles..... 11 1/2  
 Boston Ginger Nuts..... 8 1/2  
 Chimmie Fadden..... 10  
 Pineapple Glace..... 16  
 Penny Cakes..... 8 1/2  
 Marshmallow Walnuts..... 16  
 Belle Isle Picnic..... 11

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 1/4  
 Extra shorts..... 5 1/4

**Smoked Meats.**  
 Hams, 12 lb average..... 9  
 Hams, 14 lb average..... 8 1/2  
 Hams, 16 lb average..... 8 1/4  
 Hams, 20 lb average..... 7 1/2  
 Ham dried beef..... 15  
 Bacon, clear..... 7 1/2 @ 8 1/2  
 California hams..... 5 1/2  
 Boneless hams..... 9  
 Cooked ham..... 11

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

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

**Beef.**  
 Extra Mess..... 9 00  
 Boneless..... 12 25  
 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..... 10  
 1/4 bbls, 40 lbs..... 1 40  
 1/2 bbls, 80 lbs..... 2 75

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

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

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

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

**Pork.**  
 Dressed..... @ 4  
 Loins..... @ 6  
 Shoulders..... @ 5  
 Leaf Lard..... 5 1/2 @ 8

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

**Veal.**  
 Carcass..... 6 @ 8

**Oils.**  
**Barrels.**  
 Eocene..... @ 11 1/2  
 XXX W. Mich. Hdt..... @ 8 1/2  
 W. W. Michigan..... @ 8  
 Diamond White..... @ 8  
 D., S. Gas..... @ 8  
 Deo. Naptha..... @ 7 1/2  
 Cylinder..... 25 @ 36  
 Engine..... 11 @ 21  
 Back, winter..... @ 8

Crockery and Glassware.

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

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

**Milkpans.**  
 1/2 gal. flat or rd. bot., doz. 50  
 1 gal. flat or rd. bot., each 6 1/2

**Fine Glazed Milkpans.**  
 1/2 gal. flat or rd. bot., doz. 65  
 1 gal. flat or rd. bot., each 5 1/2

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

**Jugs.**  
 1/4 gal., per doz..... 40  
 1/2 gal., per doz..... 50  
 1 to 5 gal., per gal..... 6 1/2

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

**Preserve Jars and Covers.**  
 1/2 gal., stone cover, doz. 75  
 1 gal., stone cover, doz. 1 00

**Sealing Wax.**  
 5 lbs. in package, per lb..... 2

**LAMP BURNERS.**  
 No. 0 Sun..... 45  
 No. 1 Sun..... 50  
 No. 2 Sun..... 75  
 Tubular..... 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

**Rocheater.**  
 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.**  
 Doz.  
 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 Tiltng cans..... 8 00  
 5 gal galv iron Nacefacs..... 9 00

**Pump Cans.**  
 5 gal Rapid steady stream..... 9 00  
 5 gal Eureka non-overflow..... 10 50  
 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..... 5 30  
 No. 1 Tub., glass front..... 7 00  
 No. 12 Tubular, side lamp..... 14 00  
 No. 3 Street Lamp..... 3 75

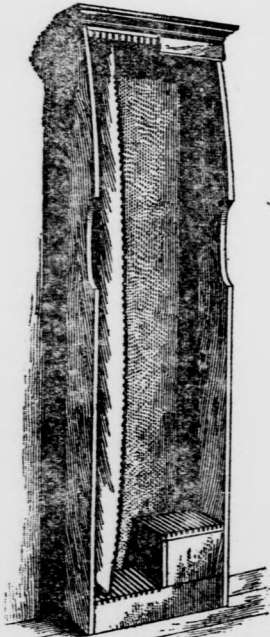
**LANTERN GLOBES.**  
 No. 0 Tubular, cases 1 doz. each, box 10 cents..... 45  
 No. 0 Tubular, cases 2 doz. each, box 15 cents..... 45  
 No. 0 Tubular, bbls 5 doz. each, bbl 35..... 40  
 No. 0 Tubular, bull's eye, cases 1 doz. each..... 1 25

**LAMP WICKS.**  
 No. 0 per gross..... 20  
 No. 1 per gross..... 25  
 No. 2 per gross..... 38  
 No. 3 per gross..... 50  
 Mammoth..... 70

## Hardware

**The Display and Care of Goods.**  
Written for the TRADESMAN.

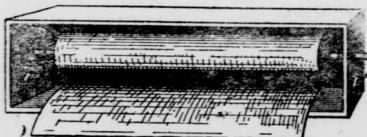
Among the unmanageable articles of the hardware stock may be classed the various sizes of crosscut saws. On account of the sharp teeth great care must be exercised in handling these goods, and when a quantity are kept where they are allowed to rest against each other the problem of removing the one required without receiving injury from it or from the others is one of considerable difficulty. There is shown in the illustration an arrangement which is



CROSSCUT SAW CASE.

perhaps as simple and inexpensive as any and which serves the purpose effectually. The side pieces of the case are of wood  $\frac{7}{8}$  inch thick and the case is 7 inches wide at the base. The width at the top is 4 inches, the case standing against the wall. As shown, it accommodates 12 each of 6 foot and  $5\frac{1}{2}$ -foot saws, and of course the same principle may be applied to other sizes. Saws are inserted top first into slots back of the top board, part of which is broken away in the cut to show the construction. They are thus kept from falling forward and are easily and quickly removed as desired.

Another refractory material to deal with is wire cloth in rolls. The simplest contrivance for the management of this fabric consists of a box the sides of which are slotted, and a bearing stick—a sawed-off fork handle—is inserted, while a stick is passed through the center of the roll, upon which the cloth revolves. The bearing stick bears up against the cloth, being held snug by a spiral spring hooked over each end and extending to the axis stick of the roll. This arrangement entirely overcomes

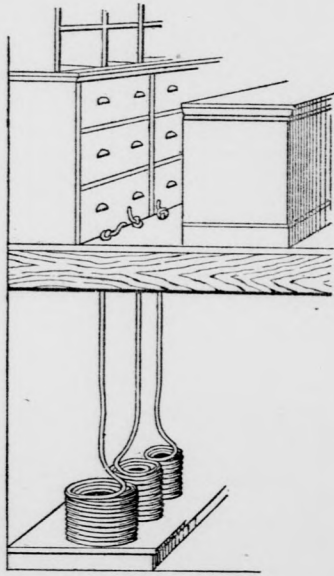


WIRE CLOTH BOX.

the loosening of the roll and makes the cloth much nicer to handle. The boxes

are placed in a tier one above another. On the floor in front is a 3-foot rule, made by driving brass-headed tacks into the floor, so in cutting off the cloth it is not necessary to use a pocket rule or yard stick. The edge of the cloth is always true, being cut level with the box. The annoyance of having wire cloth unroll and loosen up as soon as the original fastenings are broken is entirely overcome by this plan of handling it.

Another unpleasant and unsightly material, but one which needs to be accessible, is rope in its various kinds and sizes. Perhaps the best arrange-



ment is the one shown, which is in use in many places. The rope is kept in the cellar on a shelf next to the wall and under that portion of the store where it is sold. The ends of the different sizes of rope are drawn through the floor behind the counter, an arrangement which has the advantage that all sizes can be exhibited to the customer and the desired size measured off and delivered without encumbering the store room with the stock. When the rope is not being sold it will be seen by the cut that a knot is tied in the end, which rests on the floor. The rope should be taken from the center of the coil, to prevent it from becoming kinked or tangled. J. MESSERSCHMIDT.

### The Loss of Self-Respect.

Deacon in Furniture News.

On the train one evening last week I noticed opposite me two girls evidently sisters. The younger, perhaps ten years old, sat in the seat, but the other squatted on a grape basket at her feet with her face to the wall. Both had a kind of hunted, guilty look like that of the little girls you see gathering stuff in baskets from the garbage barrels in the city. As the conductor came down the aisle taking tickets, I saw by their furtive looks that the older one was trying to dodge paying her fare. After the conductor had gone by she rose and sat in the seat, having grown about four years in size by the act. I remember once seeing a mother jam her thirteen-year-old boy onto a handbag on the car-floor, pull off his hat and convert him into a ten-year-old for the inspection of the conductor.

If the railroad companies had lost as much by such deceptions as do the individuals who practice them they would all have gone into the hands of receivers long ago. No person can afford to lie, even to a railroad company. He may swindle the company out of a few dollars and some cents, but he cheats himself out of more self-respect than a large block of railroad stock will pay for.

## Potato Shovels



We have the Malleable and the Wire. Write for prices.

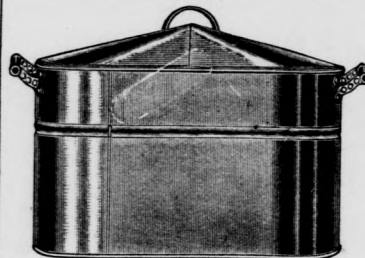
Foster, Stevens & Co.,  
Grand Rapids.

### Wm. Brummeler & Sons,

Manufacturers and Jobbers of

TINWARE,  
ENAMELED WARE and  
NICKEL PLATED WARE.

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



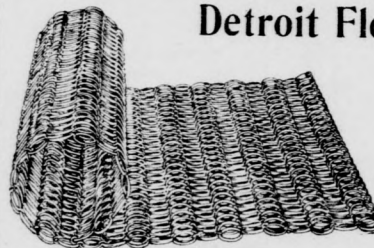
### Detroit Flexible Door Mats

STANDARD SIZES

16 x 24 in. 20 x 30 in. 24 x 36 in.  
Retail for \$1.00 upwards.  
Any dimension to order.

Made of Flat Wire. The Latest and Best.  
Supplied by all jobbers and the mfrs.  
Write for prices.

THE DETROIT SAFE COMPANY,  
67-85 East Fort Street, Detroit, Mich.



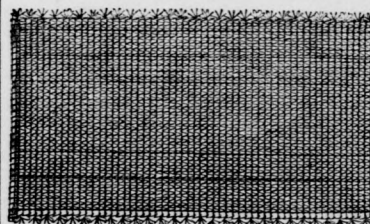
### Page Wire Door Mats

NEAT DURABLE CHEAP

Housekeepers insist on having them. Agents wanted.

E. E. Metcalf, District Agt.,

14 W. Bridge St. Grand Rapids.  
Page Fence Headquarters.



## 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.



Organization a Universal Panacea for Trade Evils.

Ante Lucem in American Artisan.  
I wish there was not a department store in existence nor a single easy payment house in the whole country. They are a menace to the retail business and but a stepping stone to the centralization of wealth. It will, however, take time to educate the people, and he who thinks more of his country than his sordid selfish interest should aid in the work by not selling to or encouraging that class of business.

A manager for a stove house asked me how it was that only two stove manufacturers were exempt from the Northwestern black list. This I could not tell him, but I could prove to him that one of the exempted companies boasts of a large clientage from department stores in certain states of the Union.

I do not know what action the Minnesota Hardware Association will take on stove selling to furniture houses, but think nothing beyond an effort to induce a scale of higher prices. Prison-made stoves and the commissioning of stoves will no doubt come up for consideration, but the chap who expects to increase his business because his house doesn't sell that class (furniture and department stores) will have a lot of things to clear up. The chap who is going to move heaven and earth because some manufacturers see fit to sell furniture houses will have a heap of trouble getting around the fact his house prefers to sell a large Chicago department store rather than to sell fifty or sixty regular hardware dealers in the same city. Gentlemen, just see that there are no ditches the other side of the hedge before leaping.

In conversation with a dealer in reference to the retail hardware associations, he advanced the idea that such organizations should also be bureaus of information on subjects concerning the hardware trade. That is practically one of the objects to be accomplished so soon as perfected organizations can be had.

The associations are not going to discuss manufacturers, their goods and business in detail, but they will assume to keep abreast of the times, and on all important measures affecting the best interests of their membership, advise. They also expect from their membership a reporting of current events in their own transactions with manufacturer and wholesaler beneficial to all the membership.

It is through this interchange the association expects in a reasonable time to do a good work. For details and many things the dealer must consult his trade papers, scan the market reports, advertisements and news items. When a dealer tells me he doesn't have time to read the trade papers, I think he has put fifty good dollars behind him never again to see it.

A question oft propounded is, where do the catalogues get their supplies from? I am no soothsayer, don't know all that is, was, or is to be, but presume there are some in the wholesale hardware trade that you can't most always tell about. The domain of our Uncle Samuel is wide, and there are others and others, holes and holes upon holes in the skimmer.

But, gentlemen, do not concern yourselves so much about that at present as how you are to reach the consumer direct, get onto his curves, line up alongside of him, and cement that bond of friendship that should be a union of his business interests with your own. Get in touch with him and constantly keep in touch, make things pleasant for his coming, make efforts to improve his home market, make cash prices to him (for his cash) and show him you can sell as low as any one, saving freight, delays, breakage and giving the privilege of thorough inspection before buying. In the larger towns adopt the Rochester idea for the benefit of his coming to town.

I met a farmer a few days ago (often meet them) and in a twenty-minute talk he said he knew it was wrong, ill treatment to the home dealer, detrimental to the town, country and community,

and he could give no good reason why the farmer should send his ready cash from home for distribution and at last admitted that for cash he could always buy as cheaply at home. He also told me that in his home town the dealers had lately made some efforts (with success) to improve the home market.

United efforts in every town will bring good beneficial changes to local consumers. Gentlemen, get in line with your trade organizations. Get your neighbor who is in some other branch of business to line up with his fellows, get into home co-operation among yourselves, study the questions, and from their analysis the solution will be clear, and the great bugbears—department stores and catalogue houses—will disappear, because you will have absorbed their business in part, and unitedly will have convinced the manufacturer and wholesaler their best interests and the best interests of all commercial transactions are better conserved through legitimate channels. The time spent in wonderment of what someone else is doing is so much time lost. The soldier acts and acts promptly. Aggression wins out. Procrastination never won a race or brilliant success at anything.

Cut vs. Wire Nails.

In the course of an extended comparison of the virtues of cut and wire nails in the Age of Steel, Joseph Parker says:

There are three kinds of nails to be considered, viz., the wire nail, the iron cut nail and the steel cut nail. If the wire nail is easy to drive, it is also easy to draw, having less grip than either of the others, being so smooth, with so short a point. The ingress is not so gradual. It is therefore somewhat disastrous to cherry, mahogany, vermilion, in fact, any hard grain wood, hence there are quite a number wasted or rejected, particularly in small sizes, which, if not perfect, will glance off hardwood and deface the surface; hence it is a common practice to use wax or a prepared grease in order to drive freely; if not, it frequently bends or splits the wood. For packing box work, furniture and such like purposes it is much used with satisfaction, but it lacks the adhesion so essential in heavy and substantial work.

The iron cut nail is good for bolt in soft or hard wood. Will travel right if perfect; if not, will turn and become very difficult to draw. In green oak and other unseasoned wood, particularly if exposed to moisture, it will rust and swell, bursting the fiber. It is good for flooring and house work, and is used in contract car shops on account of its grip. But the good points of this nail are also applicable to the steel cut nail, which is preferable because of its reliable qualities, being pliable, strong, clean, even more difficult to draw than the iron nail; it cuts its way with less displacement, owing to sharper and cleaner edges, and is easier to drive; in fact, it is the most satisfactory nail for all purposes, particularly for heavy joinery, ship work, dock yards, pier work, elevators, bridge and trestle work, etc.

The Busy Merchant.

The successful merchant wastes no time. He is the busiest of the busy. He knows the condition of every department of his store, whether sales are increasing or falling off. He rights the wrongs with dispatch. He is thoroughly posted on his trade and the prevailing conditions of the country. He considers the rights of his customers as well as his own. He knows how to get trade and how to keep it. Considering the many duties of the merchant, who will deny that he is a busy man?


Made a Difference.

"It's a swindle," she said. "The idea of charging \$4 for that!"  
"Under the circumstances, madam," returned the floorwalker, who had been attracted to the spot, "we will make it \$3.99 to you."  
"Ah!" she said, producing her purse, "that's more like it."

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50& 5
Central Fire.....	25& 5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 50
Corrugated.....	1 25
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$25.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&10
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
NAILS	
Advance over base, on both Steel and Wire.....	
Steel nails, base.....	1 05
Wire nails, base.....	1 75
20 to 60 advance.....	Base
10 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 7/8 advance.....	85
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20.....	
"B" Wood's patent planished, Nos. 25 to 27 9 20.....	
Broken packages 1/4c per pound extra.....	
HAMMERS	
Maydole & Co.'s, new list.....	dis 35-75
Kip's.....	dis 25
Verkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list, 70
Blacksmith's Solid Cast Steel Hand 30c list, 40&10.....	

HOUSE FURNISHING GOODS.

Stamped Tin Ware.....	new list 75&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50
WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/4 inch and larger.....	5 1/2
Manilla.....	8
SQUARES	
Steel and Iron.....	
Try and Bevels.....	
Mitre.....	
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	\$2 70 \$2 40
Nos. 18 to 21.....	2 70 2 40
Nos. 22 to 24.....	2 80 2 45
Nos. 25 to 26.....	3 10 2 55
No. 27.....	3 20 2 75
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....	
SAND PAPER	
List acct. 19, '86.....	dis
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's 70&10.....	
Mouse, choker.....	per doz 1 25
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 10
Barbed Fence, painted.....	1 80
HORSE NAILS	
An Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Cistern.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	6 1/2
Per pound.....	6 3/4
SOLDER	
1/2@1/2.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.....	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x28 IC, Charcoal.....	7 00
Each additional X on this grade, \$1.25.....	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.....	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, per pound.....	9
14x56 IX, for No. 9 Boilers, per pound.....	9
Write for prices. 'Phone 1357.	
<b>THOMAS DUNN &amp; SONS,</b>	
WHOLESALE	
<b>HARDWARE SPECIALTIES, BELTING,</b>	
Engineers, Machinists and	
Factory Supplies.	
93 PEARL STREET. GRAND RAPIDS.	
	
<b>Tradesman</b>	
<b>Itemized</b>	
<b>Ledgers</b>	
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.	
80 double pages, registers 2, 850 invoices.....	\$2 00
TRADESMAN COMPANY,	
GRAND RAPIDS, MICH.	

**The United States and China.**

The condition of things recently developed in China has caused all the leading commercial nations to review the relations existing between them and the great Oriental empire. They are all asking themselves how they will be affected by the proposed dividing up of that vast country. The United States has interests in China second only to those of Great Britain, and greatly superior to those of either Russia and Germany, and yet the latter two powers have already inaugurated the work of annexing portions of China.

Our public men, and the great majority of our journals, take it for granted that we should pursue our traditional policy of non-interference. Is this a wise course to follow in the present instance, however? Having greater interests in China than most of the European countries, why have we not as good a right to interfere in Chinese affairs as any of them? It will be admitted that we have every right to protect our immense Chinese trade; and were that interfered with, Congress and the President would not hesitate to take all proper steps to act promptly. And yet the dividing up of China by Russia, Germany, France and other European countries would not only interfere with our trade with that part of the world, but absolutely destroy it.

It is to the interest of the United States that China should remain free from European domination. Should any of the European powers, and particularly the continental powers, annex portions of China, they would promptly shut out American trade by prohibitive duties. Why not, therefore, protest against the course of Germany and Russia? Considering the great interests this country has in China, not only in the volume of our trade with that country, but also in the number of our citizens residing there, we should have a voice in negotiations which are sure to grow out of attempts to annex Chinese territory. Next to Great Britain, the United States enjoys the largest trade with China, and more of our people reside there than those of any other nationality but the British.

It is reported that Great Britain and Japan propose protesting against any attempt to dismember the Chinese Empire. Why should not the United States join in such a protest? That would involve no formal alliances with anybody, nor even a threat of armed intervention. Such a course would be amply justified by our great trade interests.

FRANK STOWELL.

**The Grain Market.**

Owing to the manipulation of December wheat by the Chicago clique, the market dragged along during the entire week, closing about 1c lower, while the May option is about 1c up from one week ago. There have been more cash deliveries and Chicago now holds about 8,000,000 bushels of contract wheat. The visible increased 1,062,000 bushels, being about double the amount expected. The world's shipments were of good size and our exports seem to keep up remarkably well. It is certainly strange that our visible continues to increase while the exports are so large. Last year our visible decreased about 800,000 bushels. However, we may expect the receipts to decrease as December draws to a close. Europe expects that the United States will have to furnish about 4,000,000 bushels weekly for about sixteen weeks

yet, and by that time the Argentine wheat will be available. Should we export anywhere near that much, the question arises (as we have asked before), Where is the wheat to come from after about April?

Taking the time of the year into consideration, the demand for flour is very good. Mill feed has made another advance and is in excellent demand—more so than usual. This is probably due to the large amount of dairy farming.

Corn made a slight advance, owing to the fact that the visible showed a decrease instead of an increase.

Oats are getting into a very strong position and we would not be surprised to see much higher prices for that cereal.

The receipts were moderate, being only 47 cars of wheat, 9 cars of corn and 7 cars of oats.

Local millers are paying 87c for wheat. C. G. A. VOIGT.

**Profit-Sharing Plan of Jordan, Marsh & Co.**

The first profit-sharing plan to be adopted in Boston has been promulgated by Jordan, Marsh & Co., the biggest department store in Boston. The plan is to allow every employe 1 per cent. of his individual sales in addition to his regular salary. The announcement to this effect was greeted with cheers and loud demonstrations of approval by all the employes. The managers said that they determined to adopt the plan in order to give their employes an additional incentive to make sales and to work in the interest of the firm.

**New Bank at Ithaca.**

Ithaca, Dec. 28—The Ithaca Banking Co. will begin business Jan. 15 in the building formerly occupied by the First National Bank, which went into insolvency several months ago. The company is composed of Pontiac capital, comprising as its members W. G. Hinman, President of the Pontiac National Bank; John J. Pellett, Teller of the same bank, and D. H. Power, Cashier of the Oakland County Savings Bank. Mr. Pellett will remove to Ithaca and be the Cashier of the new bank.

For many years the sawdust dumped into the Ottawa River from the sawmills along the banks has been a serious nuisance. It is now proposed to abate it completely, and at the same time to start up a profitable industry, by using the sawdust in the manufacture of calcium carbide, the substance from which acetylene gas is made. It is even predicted that eventually dredges will be employed to reclaim the enormous deposits of sawdust at the bottom of the river.

The exportation of raw cotton from the Southern States to Japan by way of Pacific coast ports is practically double what it was last season. According to the figures of the Southern Pacific Company, there are at present in San Francisco 15,000 bales of cotton awaiting shipment to Japan. There are not steamers enough in the Pacific mail service to prevent a congestion of this and other westbound Oriental freight.

Burdett Bruce and Ira Cleveland, under the style of Bruce & Cleveland, have embarked in the grocery business at Wallin. The Clark-Jewell-Wells Co. furnished the stock.

Mancelona—C. F. Ackley is erecting a new saw and planing mill at this place. He is also building a handle factory in Rapid River township.

There are thirty-two cities in Austria with populations exceeding 20,000.

**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.**

**FOR SALE OR RENT—STORE BUILDING.** 30x70 feet, fixtures on ground floor, good-paying opera house above, dwelling rooms, barn and ice house in rear, adapted to any kind of business. Store fitted with electric lights. G. K. Coffey, White Cloud Mich. 457

**FOR SALE—FURNITURE AND UNDER-taking business:** an excellent opportunity to secure an old established business. Reason for selling, rheumatism. Small capital required; terms easy. Address C. E. Singer, Hillsdale, Mich. 458

**FOR SALE—ON ACCOUNT OF OTHER BUS-iness:** only dental office in locality of 40,000 people. Address 109 Bostwick St., Grand Rapids. 456

**FRATERNAL INSURANCE ORGANIZERS** attention—An opportunity to organize "Fraternal insurance without the lodge." The New Era Life Association of Grand Rapids, Mich., has accomplished this, and practical organizers now in the field are having splendid success. Two district organizers and local representatives wanted. Apply C. D. Sharrow, General Manager. 455

**WANTED—EVERY YOUNG MAN AND** young woman desiring improvement in Business Arithmetic to send for circular of the School of Correspondence and Business Arithmetic. Address A. S. Parrish, 109 Ottawa St., Grand Rapids, Mich. 453

**A GOOD DRUG BUSINESS FOR SALE:** \$3,000 in stock and fixtures. Must change climate on account of health. Address Dollars care Michigan Tradesman. 446

**WANTED—A GOOD FLOURING MILL,** best location in the State; also good planing mill. Address F. Salisbury, Middleton, Mich. 447

**FOR SALE—DRUG STOCK FOR CASH,** ONE-third its real value. Address Copperas, care Michigan Tradesman. 450

**HOUSE AND LOT, WELL RENTED,** 40 acre farm, land contract; first mortgage well secured and \$2,000 to \$5,000 cash for a good exclusive or general stock. Invest'gate. Wm. Fagan, Manistee, Mich. 451

**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 BUS-iness 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. Wellington & Co., Petoskey, Mich. 441

**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 126, Petoskey, Mich. 443

**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

**PATENT SOLICITORS.**

**FREE—OUR NEW HANDBOOK ON PAT-ents.** Cilley & Algier, Patent Attorneys, Grand Rapids, Mich. 339

**MISCELLANEOUS.**

**WANTED—POSITION IN NORTHERN** Michigan in wholesale or retail grocery or meat business. Six years' experience; first-class references. Address No. 454, care Michigan Tradesman. 454

**WANTED—POSITION IN NORTHERN** Michigan by registered pharmacist having twelve years' experience. Correspondence solicited. Good references furnished. L. J. Snafer, 31 Calkins Ave., Grand Rapids. 419

**WANTED SITUATION—PH. G. REGIS-tered** in Michigan desires situation by Jan. 1. Three years of city experience. First-class references. Address No. 453, care Michigan Tradesman. 452

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

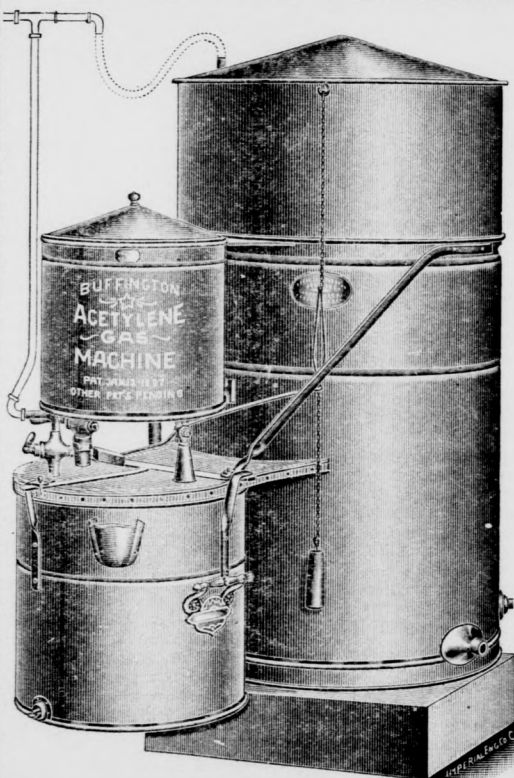
**The Profit**

in selling DIAMOND CRYSTAL SALT includes the new customers it brings to your door.

See Price Current.

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

**Exclusive Agency**



for Kent, Allegan and Ottawa counties of the celebrated

**Buffington Acetylene Gas Machine**

The best and cheapest light in the world. Estimates furnished and contracts taken. This machine is endorsed by the Board of Underwriters and is the most complete and simplest in the market. Satisfaction guaranteed. Write for further information.

**Sproul & McGurrin,** 184 E. Fulton St., Grand Rapids, Mich.

**Travelers' Time Tables.**

**DETROIT, Grand Rapids & Western.**  
Nov 21, 1897.

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

**Returning from Detroit.**  
Lv. Detroit.....8:00am 1:10pm 6:10pm  
Ar. Grand Rapids.....12:55pm 5:20pm 10:55pm

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

**GRAND Trunk Railway System**  
Detroit and Milwaukee Div

(In effect October 3, 1897.)

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

**WEST**  
\* 7:00am. Gd. Haven and Int. Pts...+ 10:15pm  
+ 12:53pm. Gd. Haven and Intermediate...+ 3:22pm  
+ 5:12pm. Gd. Haven Mil. and Chi...+ 10:06am  
+ 10:00pm. Gd. Haven and Mil...+ 10:06am

Eastward—No. 14 has Wagner parlor car. No. 16 parlor car. Westward—No. 11 parlor car. No. 15 Wagner parlor car.  
\*Daily. †Except Sunday.  
E. H. HUGHES, A. G. P. & T. A.  
BEN. FLETCHER, Trav. Pass. Agt.,  
JAS. CAMPBELL, City Pass. Agent,  
No. 23 Monroe St

**CHICAGO and West Michigan R'y**  
Dec. 1, 1897.

**Going to Chicago.**  
Lv. G. Rapids.....8:45am 1:25pm \*11:30pm  
Ar. Chicago.....3:10pm 6:50pm 6:40am

**Returning from Chicago.**  
Lv. Chicago.....7:20am 5:15pm \*11:30pm  
Ar. G'd Rapids.....1:25pm 10:35pm \* 6:20am

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

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

**PARLOR AND SLEEPING CARS. CHICAGO.**  
Parlor cars leave Grand Rapids 1:25 p. m.;  
leave Chicago 5:15 p. m. Sleeping cars leave  
Grand Rapids \*11:30 p. m.; leave Chicago 11:30  
p. m.

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

**GRAND Rapids & Indiana Railway**  
Dec. 5, 1897

**Northern Div. Leave Arrive**  
Trav. C'y, Petoskey & Mack...+ 7:45am + 5:15pm  
Trav. C'y, Petoskey & Mack...+ 2:15pm + 6:35am  
Caddillac.....+ 5:25pm + 11:15am

Train leaving at 7:45 a. m. has parlor car, and  
train leaving at 2:15 p. m. has sleeping car to  
Mackinaw.

**Southern Div. Leave Arrive**  
Cincinnati.....+ 7:10am + 8:25pm  
Fl. Wayne.....+ 2:10pm + 2:00pm  
Cincinnati.....+ 7:00pm + 7:25am  
+ 7:10 a. m. train has parlor car to Cincinnati  
2:10 p. m. train has parlor car to Fort Wayne.  
7:00 p. m. train has sleeping car to Cincinnati.

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

**GOING EAST.**  
Lv. Muskegon.....+ 8:10am + 11:45am + 4:07pm  
Ar. G'd Rapids.....9:30am 12:55pm 5:20pm  
†Except Sunday. \*Daily  
C. L. LOCKWOOD,  
Gen'l Passr. and Ticket Agent.

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

**WEST BOUND.**  
Lv. Grand Rapids (G. R. & I).....+ 7:45am  
Lv. Mackinaw City.....4:20pm  
Ar. Gladstone.....9:50pm  
Ar. St. Paul.....8:45am  
Ar. Minneapolis.....9:30am

**EAST BOUND.**  
Lv. Minneapolis.....+ 6:30pm  
Ar. St. Paul.....7:20pm  
Ar. Gladstone.....5:45am  
Ar. Mackinaw City.....11:0 am  
Ar. Grand Rapids.....10:00pm

W. R. CALLAWAY, Gen. Pass. Agt., Minneapolis.  
E. C. OVIATT, Trav. Pass. Agt., Grand Rapids.

**CANADIAN Pacific Railway.**

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

**WEST BOUND.**  
Lv. Montreal.....8:50am 9:00pm  
Lv. Toronto.....4:00pm 7:30am  
Ar. Detroit.....10:45pm 2:10pm  
D. McNICOLL, Pass. Traffic Mgr. Montreal.  
E. C. OVIATT, Trav. Pass. Agt., Grand Rapids.

**DULUTH, South Shore and Atlantic Railway.**

**WEST BOUND.**  
Lv. Grand Rapids (G. R. & L) + 11:10pm + 7:45am  
Lv. Mackinaw City.....7:35am 4:20pm  
Ar. St Ignace.....9:0am 5:20pm  
Ar. Sault Ste. Marie.....12:20pm 9:50pm  
Ar. Marquette.....2:50pm 10:0pm  
Ar. Nestoria.....5:20pm 12:45am  
Ar. Duluth.....8:30am

**EAST BOUND.**  
Lv. Duluth.....+ 6:30pm  
Ar. Nestoria.....+ 11:15am 2:45am  
Ar. Marquette.....1:30pm 4:30am  
Lv. Sault Ste. Marie.....3:30pm  
Ar. Mackinaw City.....8:40pm 11:00am  
G. W. HEBBARD, 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 Lithograph of Lookout Mountain and Chickamauga.

**WHOLE WHEAT FLOUR**

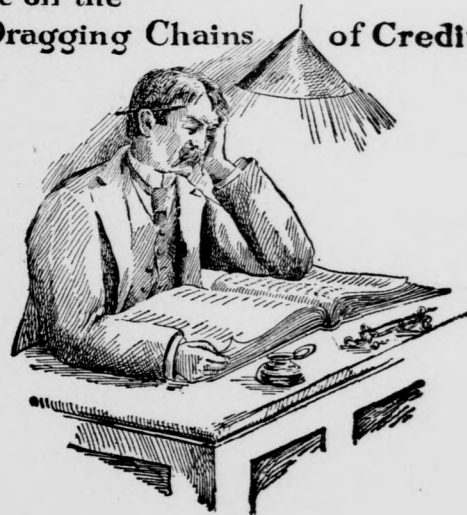
contains the entire grain of wheat with only the fibrous covering removed. Every pound of this flour represents 16 ounces of food value.



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.

**Begin the New Year Right**

Shake off the Dragging Chains of Credit



**Coupon Book System**

by abandoning the time-cursed credit system, with its losses and annoyance, and substituting therefor the

which enables the merchant to place his credit transactions on a cash basis. Among the manifest advantages of the coupon book plan are the following:

- No Forgotten Charge.
- No Poor Accounts.
- No Book-keeping.
- No Disputing of Accounts.
- No Overrunning of Accounts.
- No Loss of Time.
- No Chance for Misunderstanding.

We are glad at any time to send a full line of sample books to any one applying for them.

**TRADESMAN COMPANY**  
GRAND RAPIDS.

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.

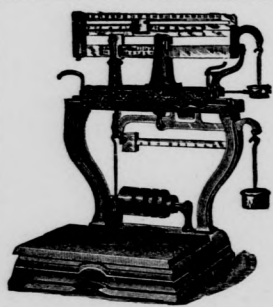


You don't realize what you have lost by an old method of weighing until **Our System** points it out to you.

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.**



## 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, or his clerks, or his family 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.

We can make calendars in any size desired, printed either from engraved plates or from type, with monthly pad, in one or two colors of ink.

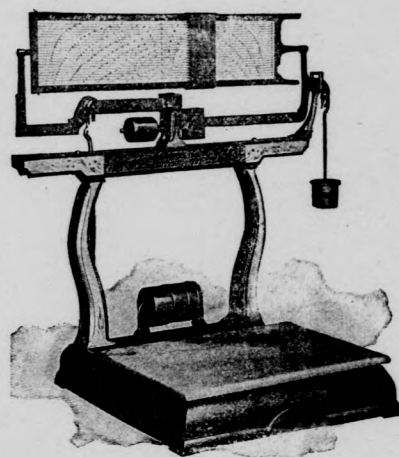
We also have on hand a large line of fancy colored calendars, which we can furnish on exceptionally favorable terms.

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.

## THE STIMPSON COMPUTING SCALE



Is superior to all others for Simplicity, Accuracy and Finish. So say thousands of merchants all over this vast country. Sizes for all kinds of business. If not using one send for our new catalogue.

**Stimpson Computing Scale Co.,**  
 Elkhart, Ind.

R. P. BIGELOW, Owosso, Mich., State Agent.