

MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, JANUARY 5, 1898.

Number 746

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 25, 26, 27 and 28. Customers' expenses allowed.

If You Hire Help

You should use our

Perfect Time Book and Pay Roll.

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

BARLOW BROS.,

GRAND RAPIDS, MICH.

The Preferred Bankers Life Assurance Co.

Incorporated by

100 MICHIGAN BANKERS

Maintains a Guarantee Fund. Write for details.

Home Office, Moffat Bldg., DETROIT, MICH.

FRANK E. ROBSON, PRES. TRUMAN B. GOODSPEED, Sec'y.

THE Grand Rapids FIRE INS. CO.
Prompt, Conservative, Safe.
J. W. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

COMMERCIAL CREDIT CO., Ltd.

Commercial Reports. Prompt and vigorous attention to collections.

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

Fancy Calendars

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

NINTH ANNUAL.

Partial Report of the Kalamazoo Convention.

The ninth annual convention of the Michigan Knights of the Grip, which was held at Kalamazoo last Tuesday and Wednesday, was a success in every respect.

The annual address of President Hammel is printed in full elsewhere in this week's paper.

The report of the Secretary showed a falling off in membership, as compared with a year ago, when the total active membership was 1,853. The new members which have been taken in during the year number 145, and during the same time eighteen members have died and 201 have been dropped because of delinquency, leaving the present membership 1,779—a loss of seventy-four during the year. The receipts of the death fund during the year were \$7,064 and the receipts of the general fund were \$852. The expense of the Secretary's office was \$861.15 and the expense incident to the meetings of the Board was \$187.87.

The Treasurer's report showed the total receipts of the general fund to be \$1,742.51 and disbursements \$1,240.21, leaving a balance in the fund of \$502.30. The receipts of the death fund were \$7,485.59 and thirteen disbursements of \$500 each, leaving \$985.59 in the fund and five death claims still unpaid.

The report of the Legislative Committee will be found in full on another page of this week's issue.

The Committee on President's Address reported as follows:

1. That the Association commend the spirit of economy which we are assured by the President has actuated all the doings of the Board of Directors during the past year and that the transmission of the same spirit be recommended to the Board of 1898 and all future boards of our Association.

2. That this Association ratify the recommendation of the President in that the Secretary and Treasurer be required to furnish a bond for the faithful performance of the duties of their respective offices from some one of the most reliable guaranty associations of the United States.

3. That we are gratified that the "dry subject" of the Lampkin souvenir book has been satisfactorily settled, and we congratulate the Association that it is rid of this troublesome matter, and recommend that the Association in the future keep aloof from all such enterprises and attend strictly to the business for which the Association was organized.

4. That so much of the address as relates to the subject of interchangeable mileage be referred to the Committee on Resolutions.

5. That so much of the address as relates to the subject of the payment of death claims of the deceased members of the Association be referred to the Board of Directors, with the recommendation that we desire all such claims honorably considered and paid as speedily as possible; and we pledge ourselves to honor all assessments made on us as individual members of this Association, to carry out and honorably maintain this grand feature of our organization.

6. That we approve of the action of the Board of Directors in filling the

office of Secretary for the unexpired portion of the term of our lamented brother, Secretary D. C. Slaght, and in arranging that two-thirds of the salary received for the remainder of the year be paid over to his widow for her use and benefit. To do right and mete out justice should be the desire and intent of all individuals and associations. This action was just and right and we commend it.

7. As to the subject of amending the constitution, we express ourselves in hearty sympathy with the views expressed by the President in his address, and would advise that all amendments proposed to the constitution be carefully considered and scrutinized and the results weighed well before adopting same.

N. B. JONES,
LAWRENCE VERDON,
M. HOWARN.

The report was adopted.

The Committee on Resolutions submitted the following report:

Whereas, It has pleased Almighty God to summon by death during the past year our esteemed brothers, A. B. Hetwood, E. Averill, Ira D. Durgy, N. B. Clark, W. H. Sheller, T. H. Baker, J. C. Myers, A. E. Button, Geo. C. Fletcher, Aviah Sprague, U. Hoffmaster, J. S. Shaub, W. H. Jewett, J. D. Davis, J. B. Morehouse, Geo. H. Reiblet, Wm. P. Hutchins and Dell C. Slaght,

Resolved, That by death there have been taken from our membership worthy and esteemed brothers and that we recognize our great loss and the still greater loss to their friends and families.

Resolved, The Michigan Knights of the Grip, in convention assembled at Kalamazoo, Dec. 29, 1897, do extend to the families and friends of our deceased members our sincere and heartfelt sympathy in their bereavement, and be it further

Resolved, That a copy of these resolutions be spread upon our minutes and a copy forwarded to each of the families of our departed brothers.

Resolved, That the thanks of the Michigan Knights of the Grip be and are hereby tendered to our outgoing officers for the efficient manner in which they have carried out the duties of their various offices during the year 1897.

Resolved, That a vote of thanks be extended to the municipal officers of Kalamazoo and citizens in general for the large-hearted hospitality with which they have received us and for the universal kindness which they have extended to the visiting knights and their ladies during this convention.

Resolved, That a special vote of thanks be hereby tendered the ladies of Post K and the ladies of Kalamazoo in general for the marked kindness and courtesy shown visiting ladies during this convention.

Resolved, That a vote of thanks be tendered Post K for the excellent manner in which they have taken care of the officers and members of the Michigan Knights of the Grip during this convention.

Resolved, That a vote of thanks be extended to the press of Michigan in general for the efficient manner in which they have at all times furthered our interests.

Whereas, Our Committee on Legislation, through E. P. Waldron, chairman, has made to us a most comprehensive report, showing in detail its efforts in our behalf, and also in behalf of commercial travelers generally, to remove objectionable features of the present interchangeable mileage; and

Whereas, The efforts of the Committee, through hard work, tact and diplomacy, born of experience and

good common sense, have accomplished nearly all we could desire in the way of a Michigan mileage book, and

Whereas, This new book will not only be a great convenience to us and the firms and corporations we represent, but marks emphatically a praiseworthy concession on the part of Michigan railroads to their patrons, and reveals anew and signalizes the benefits of united action for us and characterizes the Michigan Knights of the Grip as a potent organization for good work and reform. Therefore,

Resolved, That the hearty thanks of the Michigan Knights of the Grip are due and are hereby tendered our efficient Committee who had this matter in charge.

Resolved, That the thanks of the Michigan Knights of the Grip are hereby tendered the Michigan railroads named in the report of our Committee on Legislation for concessions made thus far in reforms they have promised to incorporate in the forthcoming interchangeable mileage book to be used on the railways of this State.

The report was adopted.

Election of officers resulted as follows:

President—John A. Hoffman, Kalamazoo.

Secretary—John C. Saunders, Lansing.

Treasurer—Chas. McNulty, Jackson. Members of Board—Eugene Converse, Jackson; J. W. Schram, Detroit; C. H. Smith, Saginaw.

Vice-Presidents for the twelve congressional districts were named as follows:

1. E. C. Stone, Detroit.
2. J. A. Bassett, Ypsilanti.
3. A. I. Lincoln, Hillsdale.
4. Frank M. Whitbeck, Benton Harbor.
5. Louis J. Koster, Grand Haven.
6. W. F. Sullivan, Lansing.
7. E. E. Mix, Lapeer.
8. Mark Brown, Saginaw.
9. Geo. Amiotte, Muskegon.
10. Wm. G. Tapert, Bay City.
11. A. W. Peck, Traverse City.
12. Chas. J. Houck, Marquette.

[The Tradesman regrets its inability to present a detailed report of the convention. A full stenographic report of the proceedings was taken, and it has been customary heretofore to furnish the Tradesman a copy of the transcript. The editor of the Tradesman made the usual request of Secretary Saunders at the close of the convention, and was assured that the precedent established in previous years would be pursued this year. For some reason, however, the arrangement appears to have been revoked, greatly to the regret of the Tradesman—and the same regret will be shared by the several thousand traveling men who will naturally refer to this week's issue of the paper for a full and complete report of the convention.]

Carriage axles can be kept oiled automatically by using a new collar which fits over the shaft and has an oil reservoir in the upper side, from which the oil flows through a groove in the collar to an oil passage made by cutting the top of the axle to register with the groove.

Seventy million gallons of olive oil are produced annually in Italy, the value of which is estimated at \$120,000,000. Californians assert that in twenty years their State could be made to yield the same amount of oil.

Dry Goods

The Dry Goods Market.

Staple Cottons—A good aggregate of business has been reported from nearly all houses handling medium and fine grade bleach cottons, and there was a decided hardening tendency to be noted at the close of last week's business. Low grade bleach cottons have been dull and without particular feature. The situation in brown sheetings and drills remains practically the same as when previously reported. Denims have shared in a more general request and prices have ruled steady, and judging from the manner in which orders are placed and expected, there are no great quantities of these goods in stock, in either first or second hands.

Prints and Ginghams—The most promising feature of this line is the market for light fancy calicoes for spring, and the demand has been of such an encouraging character that agents feel pleased with the prospects. This has been particularly for the standard and lower grades, and it is generally admitted that the standard of price is about right for the season.

Hosiery—New lines of hosiery will be opened in about two weeks, and probably very few, if any, will be shown before that time. Some handsome things in the way of fancies will be placed before the trade for buyers and a large amount of business is expected from this department. Liberal orders have been placed for spring importations and it seems now as if the market would be very well supplied. There will be more effort this season made by domestic manufacturers to produce fancy hosiery, and some of the samples that have been shown appear to be very satisfactory.

Dress Goods—In the dress goods department of the woolen market, the spring trade has been quite a disappointment. The trouble is that nearly all manufacturers expected to sell about four times as many goods as they did a year ago; they have had really no foundation, in fact, on which to base any such expectation. The chief reason why the spring business has been so unsatisfactory is that the retail dry goods merchants had such a very bad woolen dress goods season last fall and have carried over such large stocks that they are not encouraged to buy heavily for a season which, even under good conditions, never amounts to very much in woolen goods; especially when they are asked to pay 20 or 25 per cent. advance. Jobbers, of course, have bought fair stocks of goods; but their travelers are not meeting with enough business as yet to warrant their duplicating. There is no expectation that the duplicate business on woolen dress goods this spring will amount to very much. It is expected that the retail dry goods men will buy very sparingly, or just enough new things to tone up their "carried over" stocks with, and will use the spring season to clean up their stocks as far as possible and put themselves in shape to buy fresh goods for next fall. Indications are that fall dress goods will not be opened much before the 15th of March. Many manufacturers say that all interests would best be served if openings were delayed until April. The impression seems to be current that dress goods lines are opened entirely too early each season. They should be opened only just early enough to give the manufacturers a chance to make the

goods in time to be marketed by the jobbers.

Carpets—Large Western jobbers are offering extra super ingrain at such low prices that they have induced some buyers to place larger initial orders in anticipation of higher prices after Jan. 15, when it is expected that the mills generally will hold for a further advance of 2½¢ per yard, according to the quality of the goods. The stock of cheap goods in the hands of jobbers will at that time have been more generally distributed and, with the outlook inclining more towards higher prices for raw material, as the spinners are forced to come in and purchase wool at present market values, the manufacturers are justified in asking more money for duplicate orders. Some have already received sufficient orders to last them until present stocks of cheap yarns have been consumed. The cheap grades of cotton chain ingrain have had a larger call, as they have not advanced so much as all wool extra supers. Tapestries continue active, especially with those who are running cut order departments. The present prices are very low in comparison with yarn, and the many attractive designs this season have induced buyers to give them the preference. Axminsterers are sold ahead with some manufacturers for two months. Some lines are offered wholesale at 90¢ to 95¢ per yard. This has been the price since Dec. 1.

Why Merchants Should Cheerfully Furnish Signed Statements.

In discussing the reasons why a merchant should willingly give a statement of his condition when requested to do so by those who have the right to ask, F. J. Hopkins, of Janey, Semple & Co., Minneapolis, Minn., presents the following summary:

1. Because it is a fair, reasonable and equitable business proposition, that when one man is asking credit of another, involving financial obligations by the one and possible loss to the other, he should be willing to show what basis he has for the credit asked.
2. For the reason that it invariably works to the mutual benefit of both parties. The dispenser of credit realizes that in a signed statement, taken from the books of the applicant, he has before him the most reliable information possible to obtain. He is enabled, from what he believes to be the facts, to determine what line of credit the applicant is entitled to. It is given cheerfully and willingly and relieved of that suspicion that so many times accompanies the opening of an account where only guesswork forms the foundation for the credit. If he desires an extension, or at certain times of the year a little longer line of credit, he gets it, for he has established a confidence by his signed statement that nothing else will secure.
3. The questions asked on most statement blanks are of a nature that not only show the condition of business, but tend to indicate the character, prudence and business sagacity of the man. Many a merchant has been saved a loss, with his condition much improved, by the thoughtful and observing credit man suggesting an increase of insurance, or a decrease in the rate of interest, or a cutting down of indebtedness through the reduction of surplus stock, or urging work on the collection of large outstanding accounts and notes. And all this is for the improvement and benefit of the man who has made a full showing of his affairs.

Points Which Are Not Disputed.

First Lawyer—You are a shyster.
His Opponent—And you are a black-guard.
The Court—Now, gentlemen, let us take up the points in this case which are disputed.

Don't Be Too Confidential.

Not long since a lady entered the shoe department of a leading retail store in Chicago. During the "trying on" process the clerk said, "That is a splendid shoe; just exactly like mine." It is one of the idiosyncrasies of a certain class of customers that they have no desire to wear shoes like clerks in stores wear, and evidence of this was given to the clerk noted by the summary manner in which the lady turned the suggestion off with, "Will you kindly put on my shoe?" and swept out of the store, leaving the poor clerk dazed. Moral: Better not be too confidential with customers.

MERCHANTS

who have lost money trying to carry a stock of **clothing** should read this.

WHITE HORSE BRAND



This celebrated brand of

Ready-to-Wear Men's and Boys' Clothing

is sold in every state and territory by our agents who furnish the desired sizes from our great warehouses.

We want more good agents in towns and cities where we are not now represented. Men's suits, \$4.00 to \$15.00; Boys' suits \$3.00 to \$10.00. Men's pants 75¢ to \$4.00. Complete outfit free. Write for particulars.

WHITE CITY TAILORS,
213 to 217 Adams Street, Chicago.

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.

New arrivals of

Wash Goods

Ready to show January 10.

P. Steketee & Sons,

Grand Rapids, Mich.

That Fat Customer

Has been the worry of your life, as you have been unable to fit him in underwear. We have made arrangements with a large manufacturer of the Jersey ribbed goods to furnish extra sizes at any time. We also carry in stock as fine a line in Misses', Ladies' and Men's regular sizes as can be shown. Write us for samples and prices.

Voigt, Herpolsheimer & Co.,

Importers and Jobbers,

Grand Rapids, Mich.

Woman's World

About Some Women and Their Bonnets.

There have been two curious little stories about women and their bonnets in the papers lately, concerning which the paragraphists have made merry. One was an account of a servant girl who had saved up out of her earnings enough money to buy her a comfortable winter wardrobe. She needed everything in the way of clothing. A good gown, new shoes, warm underwear and a hat, and she joyfully started out on that kind of an excursion that women call shopping. The first place she stopped was a millinery store, and in it she espied the loveliest hat imaginable. It was a French "creation" of incomparable beauty, which she looked upon and coveted and bought, paying for it the whole of her savings. More than that, she put it on and flaunted down the street in it, peering in at the plate glass show windows to catch a glimpse of herself, and was insanely and idiotically vain and happy, until she met a dear girl friend who called attention, as girl friends will, to the disparity between her shabby frock and the gorgeous millinery that topped it. Then the poor, silly creature went home and attempted to take her life in a frenzy of regret over her folly and her hat.

The other story is another one of temptation and yielding to the allurements of French millinery, and tells how a man who had been out of work in Chicago for a long time at last got a position, and at the end of his first month's labor brought home his salary to his wife. The next evening he returned to his fireside, happy and expectant of the warm welcome he was to receive. His wife was out, but presently she came home with a square box and a radiant smile. She had been shopping, and she had bought a genuine bargain in a pattern hat that had been marked down from \$25 to \$18. She thought her husband would be delighted, but he wasn't. He thought about the bills they owed and he got up and danced a war dance all over the "confection," and strewed feathers and flowers and jet from Dan to Beersheba. The woman had him arrested for lunacy, believing that only an insane person could take that attitude towards a love of a hat, and it was in the police court that these interesting domestic facts were brought out.

It is inevitable that men and women should look at these little stories from an entirely different point of view. To a man they mean nothing but the gratification of silly vanity, but a woman knows that buying a bonnet is really one of the crucial tests of character. Indeed, so thoroughly is this recognized that it is almost a feminine axiom, "Show me your bonnet, and I will tell you what kind of a woman you are." It takes Spartan determination and self-control and infinite tact to buy the right kind of a bonnet, and when a woman sees a sister woman wearing just the proper sort of a thing on her head, she immediately gives her credit for possessing all those admirable virtues.

By some strange misuse of terms it is a custom to describe the woman who wears any sort of battered old hat, and goes in for politics and reforms, as "strong-minded." The real strong-minded woman is the one who can go into a store and not let her fancy run away with her good judgment. This

is not so easy as it may appear, nor is the weakness of buying unsuitable things confined to silly servant girls. Luxuries are always so much more desirable than necessities, and every woman who goes into a millinery shop is confronted with the same temptations.

She may have made up her mind to purchase a simple, durable, plain little hat for every-day wear, but the moment she enters the shop she beholds a gorgeous creation of feathers and lace and flowers and general loveliness, and altogether the last thing in the world for which she has any use. She knows that well enough, and she resolutely puts it aside. Then she relents and tries it on, just to see how she would look in it. It is entrancing, and she turns with disgust to the little hat which seems suddenly to have grown shabby and dowdy. She knows she possesses nothing to wear with that picture structure; that it is about four times as much as she ought to pay, and that there is no place to which she goes where it would be appropriate. Even so, but it is such a love of a hat! Such a dear! In short, to hurry over all the harrowing details of the logic by which she convinces herself that a picture hat is a necessity, if she ever gets out of the store without the confection and with the sensible little hat, she is a woman whose calm judgment and unshaken determination may be relied on in an emergency in life.

That this amount of character is to be looked for in every woman is generally admitted, so we smile with good-natured toleration and fellow feeling—for have we not all been there ourselves?—at our friends' millinery mistakes. Nevertheless, we are quite aware that there is a language of the hat, and that every woman is an adept at reading it. Our hats are little straws, even in the winter, that show which way the winds of character blow, and that often tell more than we realize.

Of course, no one needs to be told that the woman at the theater who calmly blocks off the view of the stage with a hat with forty-seven feathers on it, until the usher makes her take it off, is unmitigably selfish. Everybody knows that, but that hat is a dead straight tip to watch out for your own interests if you have any dealings with her. She'll never consider anyone's pleasure or interests but her own, and the hat gives it away. The woman who wears an elaborate hat with a shabby gown and rusty shoes is shallow minded and lacking in good judgment. She's a woman who will spend the money on a vase for the parlor that ought to have bought good roast beef for the family. She is not the woman to tie to, or to give your affection to, or to depend on in time of trouble. She is like one of the little pleasure boats you see on summer seas all canvas and show, without the proper ballast, and the first hint of a storm sends her careening over. The woman over 30 who wears a sailor hat is the woman who refuses to accept her age, and clings with desperate determination to the semblance of youth after she has lost the substance. The elderly woman who wears a jaunty hat, instead of a decent and appropriate bonnet, is the one who does not know how to make the best of circumstances. She lacks a certain fine sympathy and love of harmony, and her house is generally a jumble of conflicting and contradictory ornaments. Oftener than not she is a bad manager, a poor econ-

omist and a person who does things on hasty impulse and repents them at leisure. The sallow woman who wears a pale tan or a grass-green hat is her own worst enemy. The woman whose hat is always on crooked, and appears to have been thrown at her, is the woman who has no system about her, who never has a meal on time, or keeps an appointment, or is ready for anything. She may be amiable, and intelligent, and charming, but beware of her, for she is an aggravation to the soul of the prompt and orderly.

But the woman whose hat is always appropriate to the occasion, who appears in the morning in a trim, neat affair that wind and weather cannot injure, and that is pinned on so that no storm can budge it; who knows when and where to wear her gigantic picture hats, and look like an adorable seraph in them, and who knows that the theater, or a lecture, or a concert is no place to exploit millinery triumphs—that is she whose hats proclaim her virtues from afar. You know, as well as if you had been told, that she is considerate of the rights of others, that she is neat, orderly and businesslike, that she has sound discretion, and, in a word, is the kind of a woman who is thoroughly satisfactory in every relation of life.

Whether we admit it or not, we are largely judged by our clothes, and it is not such a bad criterion, either, or one into which the question of money wholly enters. We express ourselves in what we wear—our tastes, our desires, our judgment, our culture and our ignorance. Especially is this true of our hats. We know the shabby servant girl in her flaunting hat for what she is; and we never see the wife of a poor man parading the street in a gorgeous and

costly Paris pattern bonnet without reading in it the whole pitiful tragedy of extravagance, and debt, and misery. The warden of the Illinois penitentiary said last year that their wives' demand for expensive millinery sent more men to prison than drink.

Any way you look at the bonnet problem it is an important one, and one worth studying. It has a moral side and an aesthetic side, and should not be treated in the flippant manner of those women whose bonnets appear to be accidents. A hat should never be an injudicious indulgence, an inappropriate afterthought or an ill-directed ambition. It should be an expression of one's self, with a slight concession to the rights of the public.

DOROTHY DIX.

In All Honesty.

Little Russell was taken into the doctor's office while papa was getting some medicine for grandma's rheumatism. There happened to be a parrot in the room that kept up a constant clatter.

On the way home, Russell remarked, "Papa, did you see that woman chicken that kept talking all the time?"

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.

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

Around the State

Movements of Merchants.

Coleman—F. A. Niggeman has sold his jewelry stock to Harry Myers.

Newaygo—A. W. Gleason has opened a new drug store in the Bailey building.

Menominee—Richard Edling has purchased the drug stock of Ad. Paalzow.

LeRoy—Bert Price has sold his confectionery and cigar stock to Charles Green.

St. Joseph—Capt. Jas. McDonald has purchased the grocery stock of H. M. Stevens.

Bay City—C. W. Thornwaite & Co. succeed Thornwaite Bros. in the harness business.

Holland—Peter De Boe has purchased the candy and confectionery stock of Will Blom.

Saranac—A. S. Densmore has purchased the R. J. Anderson harness shop on Main street.

Howell—Henry T. Browning has retired from Wm. McPherson & Sons, general dealers.

Detroit—The Wills Creek Coal Co. has notified the County Clerk that it has gone out of business.

Detroit—Gillett & Hall are succeeded in the grain and commission business by Carson, Craig & Co.

Mendon—Sheldon & Bebee have filed mortgages aggregating \$5,000. They are extensive grain buyers.

Calumet—The Levin Jewelry Co. has purchased the jewelry and musical instrument stock of R. Bervie.

Port Austin—Robt. E. Hawks succeeds Hawks & Co. in the furniture, grain and implement business.

Zeeland—G. & J. J. Van Den Bosch have opened a clothing and men's furnishing goods store at this place.

Muskegon—H. A. Wolff, piano dealer, and W. H. Wilson have formed a partnership for the sale of bicycles.

Lakeview—Lee & Blumberg have embarked in general trade at Knotmaul, two and one-half miles south of this place.

Manton—Morris Kent, of Kalamazoo, will erect a grain elevator and cold storage warehouse at this place in the spring.

St. Johns—Wm. Bond has purchased the market building of the St. Johns Land Co. and will embark in the meat business.

Ludington—Rohn & Weimer have uttered a chattel mortgage on their shoe and men's furnishing goods stock to H. V. Huston.

Vassar—Marvil Ogden, whose grocery store was recently closed on a chattel mortgage, has settled with his creditors and resumed business.

Menominee—W. H. Dunham has retired from the firm of Lawrence & Dunham, grocers. A. W. Lawrence will continue the business.

Lyons—Wilkins & Bloss, bakers, have dissolved partnership. Mr. Bloss will continue the business and Mr. Wilkins will return to Lansing.

Otsego—Geo. H. Fisher has purchased the interest of Byron S. Waters in the grocery firm of Fisher & Waters and will continue the business.

Big Rapids—Weisman & Wilinsky, proprietors of the Chicago department store, have dissolved partnership, Mr. Wilinsky continuing the business.

Paris—J. F. Reed has retired from the firm of J. F. Reed & Co., dealers in general merchandise. The business will be continued by the remaining partner under the style of J. G. Reed.

Northville—Yerkes & Harmon and A. K. Carpenter have consolidated their hardware stocks and will hereafter do business under the firm name of Carpenter, Yerkes & Harmon.

Benton Harbor—Charles A. Jackson has been buying furs at this place for a quarter of a century, but not in eleven years has he bought as many furs as during the present fall and early winter.

Portland—Geo. R. Smith, a local jeweler, died recently from lockjaw, caused by his hand having been caught in a cutting box. He had been engaged in business at this place for over thirty years.

Grand Ledge—C. J. Tucker and Geo. Stokes have formed a partnership and embarked in the undertaking business. Mr. Stokes will also be employed as salesman in the bazaar store of Mr. Tucker.

Ypsilanti—Geo. C. Bardley, Cashier of the First National Bank, has resigned and purchased a half interest in C. W. Rogers' book and drug store. His successor in the bank will be D. L. Quirk, Jr.

Chelsea—The private bank of Reuben Kempf, of Chelsea, is to be merged into a State bank with a capital stock of \$40,000. Articles of incorporation were filed with the State Banking Department Jan. 4.

Ithaca—Peterson & Walker have uttered a trust deed on their shoe stock to Geo. Reed, receiver of the First National Bank, to secure their creditors. It is claimed that the stock will inventory \$4,600.

Coldwater—The firm of Milnes & Miller, one of the largest grocery and meat firms here, has dissolved, George D. Miller withdrawing. Robert Milnes and son will continue under the name of the Milnes Supply Co.

Port Huron—Goodman & Co. have uttered seven chattel mortgages on their clothing stock, aggregating \$8,289. Four of the mortgages, amounting to \$5,178, run to relatives—probably for alleged borrowed money.

Grand Ledge—The stockholders of the State Savings Bank of Grand Ledge have decided to discontinue business on account of inability to make money. The assets are sufficient to protect depositors and stockholders.

Menominee—The Kirby, Carpenter Company's old store has been closed, after being opened for over a quarter of a century. The remnant of the general stock has been purchased by Abe Simansky, of Peshtigo.

Casnovia—Albert Norris has retired from the firm of A. Norris & Son, general dealers at this place. Jas. L. Norris will continue the business. The co-partnership has been in existence since Nov. 20, 1882, and the fifteen years since intervening have been years of prosperity.

Detroit—Rothschild & Bro. are the only Americans allowed by the Spanish government to raise tobacco in Cuba during the rebellion. They have three plantations near Guira de Melena, guarded by Spanish soldiers. The firm pay and feed the soldiers at their own expense, and own the forts which the soldiers occupy.

Freiburgers—The Tradesman stated last week that A. C. Graham had removed his general stock to Port Huron. Mr. Graham informs the Tradesman that he is still doing business at the old stand, although he has removed his most valuable stock (his family) to Port Huron for the winter, as has been his custom for three years past.

Manufacturing Matters.

Flint—The Flint P. Smith Lumber Co. will start its mill next week and will operate it during the winter.

Bay City—The French Land & Lumber Co. has contracted to furnish the Michigan Central Railroad 50,000 ties.

Grand Ledge—N. B. Allen, of Lansing, has purchased the woodworking department of the carriage business of Robt. Smith.

Saginaw—The Saginaw Basket Co. has decided to increase its capital stock from \$30,000 to \$50,000. The officers of 1897 were re-elected for the coming year.

Jackson—The Weeks-Colley Manufacturing Co. has opened a branch office at 114 Wooster street, New York. Geo. H. Colley will have charge of the branch.

Vassar—Frank Miller is building a shingle mill here, and the machinery is now being put into the building. He has secured a large quantity of shingle timber.

Big Rapids—H. H. Herrenden & Co. and W. D. Osborn have formed a partnership for the manufacture of a sheet iron stove under the firm name of Herrenden & Co.

Lawndale—Robt. McKinney, of South Saginaw, has organized a stock company to manufacture cheese at this place, the coming season, the factory to be erected this winter.

Portland—E. Mayette has merged his basket factory into a stock company, with a capital stock of \$2,000, all paid in. New machines will be purchased and the business increased.

Saginaw—W. B. Mershon says the demand for packing box material is unprecedented, and for sixty days his firm has been crowded to the utmost limit to take care of the orders received.

Mayfield—J. L. Gibbs is getting out logs as fast as they can be procured. The mill will start soon and the cut this season will be 2,000,000 feet of hardwood and 1,000,000 feet of cedar.

Jackson—A company will be organized at this place, with a capital stock of \$20,000, for the purpose of manufacturing a slack coal-burning furnace under patents held by N. J. Corey, the inventor.

Manton—Seaman Bros. have leased a portion of the planing mill of A. Green & Son and put in a shingle mill with a capacity of from 70,000 to 80,000 per day. The product is exclusively cedar shingles.

Douglas—J. E. Devine has sold his interest in his new machine for making Climax baskets to E. E. Weed & Co., who are now sole owners of the patent. The St. Joseph Iron Works is making thirteen of the machines, which will be placed in the Weed factory as soon as completed.

Manistee—The Buckley & Douglas people are running good sized camps at different points along their road, the Manistee & Northeastern. Now that the snow roads are good again the Manistee & Grand Rapids has full trains at work, and is hauling up to the capacity of the rolling stock.

Manchester—The Manchester cheese factory opened just a year ago and since then has used 1,345,599 pounds of milk, which made 135,462 pounds of cheese, which realized \$10,474.71. The old officers were re-elected as follows: B. G. English, President; Ed. E. Root, Secretary; Frank Spafard, Treasurer; E. S. Hagaman and H. Calhoun, Managers.

Saginaw—The Saginaw Valley Lumber & Salt Co. has sold and shipped 21,000,000 feet of lumber from its mill and yard the last season. The company will have a full stock for its mill for next season's run.

Detroit—The Sun Vapor Stove Co. has been incorporated with a paid-up capital stock of \$100,000. The stockholders, all of Detroit, are: Edward G. Mummery, 7,500 shares; Wm. G. Hastle and Robert S. Hutton, 1,000 shares each; N. S. Wright, 500 shares.

Detroit—The Detroit Meter Co., capital stock \$100,000, all paid in, filed articles of association Monday. The stock is held as follows: Theodore D. Buhl, 2,445 shares; same, as trustee, 50; Chas. H. Jacobs, 1,936; same, as trustee, 5,010; Jefferson M. Thurber, 299; Albert P. Jacobs, 60.

Port Huron—C. H. Farman and J. S. Messacar, proprietors of the Riverside Canning Co., of Wallaceburg, Ont., have spent the past few days in the city trying to organize a stock company with a view to starting a factory in North Port Huron. They ask for \$4,000 local capital, half of which has already been subscribed.

Bay City—The increased demand for shingles during the fall has given this commodity quite a boom, and stock is moving as rapidly as cars can be obtained to ship the stuff away. The local stocks are exhausted, and the interior mills are being drawn upon by local dealers. A large quantity of shingle timber will be put in during the winter.

Dowagiac—A milling company here annually furnishes the Russian Jews in Chicago with flour during the Feast of the Passover. The Rabbi of Chicago and A. Harris are now at Dowagiac superintending the manufacture of 1,000 barrels, which will have their mark of approval when shipped. Everything used in the manufacture is specially prepared.

Coldwater—A stock company will shortly be formed for the manufacture of a rowboat which is the invention of Levi Monroe, of this place, and it is expected that 500 boats will be placed on the market by May 1. The boats will be made in two sizes, the smaller boat being capable of carrying from four to six persons, and the larger from six to eight. They will be constructed of cedar, pine, spruce, cottonwood and whitewood, and by an arrangement of air-tight compartments, the capsizing or sinking of the craft is rendered impossible.

Manistee—The question of hardwood is going to be quite a puzzling one the coming season. There seems to be an apathy in that line displayed by our mill men which has not been present for several years past. The fact is, there has been no money in hardwoods. The price of the logs has been run up by specialty manufacturers. Bicycles need rock elm; hoops soft elm—and so it goes until a mill man cannot well buy a log and get out whole. As a consequence, there is not going to be half a crop of hardwood harvested, in this section at least, and if a like condition prevails at other points the effect on general trade ought to be beneficial. Again, the small operators have been well squeezed the past few years, and have no money with which to do any logging or sawing unless somebody furnishes the money, and that somebody else does not seem to be forthcoming.

Gillies N. Y. Clearance Tea Sale now on. Phone Visner, 1589.

Grand Rapids Gossip

Sikkema & Mohrhard have sold their meat market at 242 East Fulton street to R. Gifford.

F. Hendley has opened a grocery store at 36 Ellsworth avenue. The Ball-Barnhart-Putman Co. furnished the stock.

A. R. Dravenstadt has engaged in the grocery business at Eagle. The stock was furnished by the Ball-Barnhart-Putman Co.

Dennis Bros. have established an office at Central Lake for the purchase of hardwood logs, which will be sawed at the mill of Geo. Bradford.

C. E. Kellogg has purchased the drug stock of Mrs. Laura Oliver at 702 Madison avenue and consolidated it with his own drug stock at 693 Madison avenue.

W. R. Brice & Co. inform the Tradesman that they will open their branch house in Grand Rapids about March 15, and if the results are as satisfactory as they expect they will be, the arrangement will be made a permanent one. This would be a great convenience to Michigan dealers and shippers, as it would furnish a responsible outlet for a large quantity of eggs which now go to other markets.

The Grocery Market.

Tea—Holders are very firm in their ideas, and are not anxious to sell, even at full prices. It is impossible to get concessions from anybody. There is no reason to change the prophecy that the coming months ought to show a good tea trade and considerable advances.

Coffee—The tone of the New York market has been somewhat unsettled. There seems, however, to be a fairly confident feeling expressed over the immediate prospects for trade and prices, there having been more of a disposition shown to place credence in the crop damage reports from Santos, and with prices on their present low basis it is figured that the market will be especially sensitive to adverse developments, particularly of the nature of crop damage, which naturally means a reduced yield. The steadily increasing consumption of coffee has been a factor that has attracted much attention in the trade.

Dried Fruits—The consuming requirements for the winter so far have been large. Stocks of all descriptions in distributors' hands are reported to be unusually small for the season, and holders are looking for a good business after the turn of the year.

Canned Goods—Tomatoes have advanced 5@7½ per dozen over last week's prices. Further advances seem likely. Corn is firm, in sympathy with tomatoes, although no actual advance has occurred. Peas are not selling, and won't until late in the spring. There is no demand for peaches, which rule at unchanged prices.

Syrups and Molasses—There has been more or less enquiry for pure sugar syrup, which is more or less scarce, but as yet rules at unchanged prices. The expected advance in glucose, which would affect the compound-syrup market, has not yet occurred, but may during the coming week. The demand for syrup is rather below the normal for this season, owing to the warm weather. There has been some little demand for choice molasses during the week.

These are tolerably scarce, but fancy open kettles are very scarce. Prices are as yet unchanged, but advances in fine goods are expected.

Provisions—The market is very firm and prices are advancing daily. The principal cause of this is the strong foreign demand, which is making prices at present.

Fish—Mackerel is selling right along, although not in very large lots, and practically all of the demand is at present speculative. An advance of 50c@ \$1 per barrel is likely during the next few days. Cod is selling slowly, but is firm. Neither herring nor lake fish are selling. Salmon is quiet, with unchanged prices. Sardines are looking up still, although the demand is not very heavy.

Rice—Business has been quiet, as with few exceptions trade is waiting until after inventory before making purchases beyond immediate wants. Prices of domestic grades are unchanged.

The Produce Market.

Apples—Michigan grown Northern Spys are in moderate request at \$3.25@ 3.50 per bbl. The quality is far from choice. Ozarks and Etrus, from Arkansas, fetch \$4.

Bananas—The special holiday demand cleaned the market up close on fancy fruit. Values are very firm. The poor and medium goods are going out to local peddlers.

Beets—25c per doz.
Butter—The few weeks immediately succeeding the first of the year usually witness considerable dulness and somewhat of an accumulation of butter, but it is hard to predict what will happen this year. This depends entirely on the weather and on the demand. At this writing the market is better cleaned up than usual. Fancy dairy is firm at 16c, while factory creamery is stationary at 21c.

Cabbage—The market is without change, choice stock commanding only \$2.50 per 100.

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

Cheese—Supplies of full cream goods are rather in excess of the immediate call. Occasional offers are made to job under quotations, but the concessions are not liberal enough to encourage buying to any extent.

Cranberries—Cape Cods and Jerseys command \$7.50. Quite liberal supplies are in sight, and the movement is satisfactory.

Eggs—The market is firm. The receipts of fresh eggs have been about sufficient to supply the demand at firm prices. There has been an increase in the receipts of fresh eggs during the past week. On account of the growing scarcity of good held eggs, the demand is being diverted more to the fresh receipts, which prevents any decline in the fresh-egg market, the market holding firm at 21c, while storage stock fetches 16c for candled and 11@13c for case count.

Honey—12c for white comb and 11c for dark.

Lemons—Supplies are fully equal to the demand. Values hold to same figures quoted last week. California stock is forging rapidly to the front.

Lettuce—12c per lb. for hot house stock.

Onions—Red and yellow command 85c for No. 1 stock and 75c for common. Spanish are still in market, commanding \$1.75 per crate.

Oranges—Country buyers are showing more confidence in oranges, and proved it by buying freely for the holiday trade. Stock so far has given good satisfaction for early receipts, and with the reasonable prices promised through the balance of the season, handlers look for an extra large consumption.

Potatoes—Local dealers hold their supplies at 55c. There is no particular change in the market.

Sweet Potatoes—Kiln dried Illinois Jerseys have declined to \$3.50. Genuine Jerseys are entirely out of market.

Proper Province of the National and Savings Banks.

The announcement originally made in the Tradesman last week that two of the National banks were seriously considering a reduction in capital, and that the early expiration of several of the bank charters was giving rise to rumors of consolidations, caused much discussion in business and banking circles. The committee appointed by the National City Bank has, since then, reported adversely on the question of reduction. In the Old National the question has not been under formal consideration by the directorate as yet, and, of course, no action has been taken. As explained last week, the proposed reductions and possible consolidations are based on the large amounts of money the banks are carrying and the impossibility, in these days of more conservative business methods and debt-paying, to keep it profitably employed. The law requires the National banks to keep a reserve of 20 per cent. of the deposits and the savings banks must have a reserve of 15 per cent. A consolidated report of the condition of the banks on December 15 shows a reserve of about 40 per cent., and in some individual cases it reaches 50 per cent., and this large excess over what the law and prudence requires is proving burdensome. A large proportion of the deposits are in certificates of deposit or savings accounts and bear interest. After paying interest on the deposits, the expenses of running the banks and the taxes, the margin of profits for the banks is too narrow to be satisfactory. It is possible, while this banking question is under consideration, that suggestions from the Tradesman may not be in order, but one little one will be offered. The bank statements show that the four savings banks are doing a purely commercial business, in loans and discounts, to the amount of \$2,025,450.76. If the savings banks would go out of the commercial business entirely and confine themselves strictly to a savings business, it would relieve the banking situation very materially. The five National banks in this city, with a total capital of \$2,200,000, have ample capital to do all the purely commercial business and the National banking law confines them very closely to this particular line. The savings banks, however, have a wider range and can invest in mortgages, stocks and bonds—in fact, are required to do so to the extent of a certain per cent. of their deposits. The commercial business brings a higher rate of interest and the money turns more rapidly, but the expenses are heavier, the losses are more frequent and it is difficult, even with proper prudence in making loans, to keep the money out in times like these, when general curtailment is the order. If the savings banks would confine themselves as closely as possible to mortgages and bonds or collateral loans, it would be safer for them, better for the National banks and more satisfactory to the stockholders. The savings banks are now all of them in the field for mortgages, but much private capital is also in the field for mortgage investments, and the market is pretty well stripped of desirable loans of this character, especially as the tendency now is to pay, not to contract, mortgages. The savings banks, however, could very profitably invest their money in bonds—municipal, county, state—and high grade industrials. Municipal bonds are offered at from 4 to 6 per cent., de-

pending upon the size of the municipality and of the loans and the length of time they have to run. Industrials of high grade can readily be had at rates that will net from 4 to 6 per cent., and will average 5 per cent. or better. The bonds usually run for long periods and the only expense in doing a bond business is storage and clipping the coupons. An examination of the bank statements shows that the four savings banks carry mortgages, bonds and stocks to the amount of only \$1,694,961, while their loans and discounts, as stated, exceed \$2,000,000. The deposits aggregate \$4,243,461.38, and of these deposits \$3,073,045.03 is in certificates or savings accounts and bear interest. The interest rate is 3 per cent., but as many of the deposits are withdrawn before the end of the interest periods, the net rate will hardly average 2½ per cent. If the savings banks would confine themselves to a purely savings business, it is not difficult to figure out how they would fare. Deducting the 15 per cent. reserve required by law, the banks would have \$3,606,942 available for investment. If this were invested in 5 per cent. mortgages and bonds, or securities that netted an average of 5 per cent., the revenue would be \$180,347.10. Interest at the rate of 2½ per cent. on the savings deposits and certificates would amount to \$76,826.12, and, deducting this from the revenue would leave \$103,520.98 for expenses and dividends. No account is taken in this of the earnings of the \$450,000 capital stock of the banks. If confined to mortgages, bonds and collateral loans, the savings bank business would be clean and easy to handle, free from losses and with expenses reduced to a minimum. The Wayne County Savings Bank of Detroit is an example of this kind. It was started in 1872 with \$100,000 capital, and the book value of its stock to-day is between \$450 and \$500. Its commercial business does not average \$100,000, but its capital and deposits are invested in bonds and mortgages, and the dividends on the stock run up to something like 25 per cent. a year, with an occasional extra dividend; and, in addition, it pays the taxes. If the savings banks in this city would pursue the same policy there would be less complaint of an oversupply of ready money and stockholders, both state and National, would be better satisfied with results. This suggestion to the saving bankers is entirely gratuitous, but it is one they might find it to their interest to consider.

Hides, Pelts, Wool and Furs.

The demand for hides is greater than the supply, but prices are too high for tanners' use with the slight advance they have been able to obtain on leather. The situation is still a conundrum to both dealers and tanners of light stock, as the supply is so limited, and tariff or no tariff cuts little figure.

Pelts are something desired by pullers, but few are to be had at any price.

Furs are in good supply at good prices, as compared with the past few years. Exporters are not so anxious as they were while awaiting the opening sales in London on Jan. 8, which will determine future prices.

Wool is firm, with considerable being sold. There is some enquiry for fleece in the West. The question of supply is an important one, which will be determined by the outside world supply by the prices ruling at the coming London sales.

WM. T. HESS.

ANNUAL ADDRESS

Of President Hammel to the Michigan Knights of the Grip.

According to the custom adopted by our first President, and followed by all the Presidents who have preceded me, I hereby submit my annual address:

We have convened to-day to transact the business of the ninth annual convention of our grand organization. We assemble in the beautiful Celery City in response to an invitation extended us by Post K and the Mayor of the city of Kalamazoo. Our mission here to-day is to review the work of the past year and to instruct our officers in carrying out our wishes for the year to come.

I have striven to show my appreciation of the honor you conferred upon me at Detroit last year, when you unanimously elected me to fill the responsible position of President, by doing all in my power to advance the interests of our organization. I have devoted much time and attention to the duties of the office, which is necessary for a person to do who holds the position of President.

As chairman of the Board of Directors, I wish to report that the members of that body have looked after the interests of our organization earnestly and carefully, having at all times in view the welfare of the members and the protection of the widows and orphans of the members who have passed away. We have conducted the affairs of the Association on an economical plan, not expending a cent unless absolutely necessary, and not even carrying out some of the instructions given us by the convention in regard to the sending of two delegates to attend the convention of commercial travelers held at Nashville last summer. Your Committee on President's Address at the convention last year recommended that the President of 1897 and the President of 1896 be appointed a committee to attend said convention, which recommendation was adopted by the convention. Your Board of Directors, thinking it an expense we should not incur, notified the Committee that if they attended the convention they should go at their own expense, and as the "wave of prosperity" promised by President Symons last year has not yet struck me, at least one of that Committee did not attend the convention. By being economical in all things it has not been necessary to transfer any moneys from the death fund to the general fund, as provided for in the constitution.

A resolution was adopted by the Board, requiring the Secretary and Treasurer to give a guarantee bond, the provisions of which were enforced, the Secretary and Treasurer each giving such a bond.

I would recommend that the Board of Directors, in the future, require the Secretary and Treasurer to give such a bond, as, in my judgment, that is the only reliable security against losses which may occur.

At the first meeting of the Board of Directors, we had a very pressing invitation from Kalamazoo, also one from Port Huron, to locate the convention in the respective cities. It would have been a pleasure to accept both, but as we could locate the convention in but one place, and as Kalamazoo had extended us an invitation last year, a majority of the Board voted for Kalamazoo, and the convention was located here in the midst of the great celery fields of the country.

The much-talked-of and very unpleasant question, the Lampkin souvenir book, has been closed, ex-Treasurer Frost having settled the matter up, realizing \$200 from same, which he turned over to Treasurer McNoltz, who has placed the amount to the credit of the general fund.

This is the first time in the history of the organization we could say that we have an interchangeable mileage book, and it has been secured by the earnest and effective work of your chairman of the Legislative Committee, E. P. Waldron. He has spent time and money in his efforts to obtain from the railroads

a mileage book good on all Michigan roads, and he has been successful in having one issued good on all the principal roads of the State, except the Grand Trunk system. After many meetings of the Central Passenger Association, the mileage book, with all the objectionable features, such as exchanging mileage for tickets at the ticket office, rechecking baggage at junction points, paying \$30 for a thousand mile book and waiting until after the book is used up and the cover returned when \$10 is refunded, etc., was issued. It is needless to say that this book was a great disappointment to the members of the Michigan Knights of the Grip, who had reason to expect better treatment at the hands of the railroads; but through the vigorous opposition registered against it by nearly every member of our Association and the earnest efforts of Mr. Waldron, the Michigan roads have decided to issue a thousand mile book, with all the objectionable features eliminated, with the exception of paying \$30, with a \$10 rebate. This book will be issued about January 1 and will be accepted as fare on the following roads: Michigan Central; Lake Shore; Detroit, Grand Rapids & Western; Chicago & West Michigan; Grand Rapids & Indiana; Flint & Pere Marquette; Ann Arbor; Detroit & Mackinaw; Manistee & Northwestern; Pittsburgh & Lake Erie and the Nickel Plate. While I do not endorse the principle of paying \$20 in advance for transportation and depositing \$10 for the privilege of doing so, yet I must say that such a book will be a great advantage to our members over the old plan of buying a thousand mile book on each road traveled over, thus necessitating an investment of from \$60 to \$100 by each member. I am cognizant of the fact that your Legislative Committee and the Board of Directors have been severely criticised for not having obtained a book sooner; but let me assure you, the delay has not been caused by any fault of theirs. You must remember that it is slow business getting several railroad companies to agree to do business together on a uniform plan, with each one having its individual ideas, and it was only brought about by earnest, hard work. When the first book was issued, one of the principal objections, that interchangeable mileage could not be audited, was at once removed. In the new book we have removed the objection that conductors cannot be trusted to take out mileage on the train; and I think, with the same efforts continued, it will not be long until the railroads will admit that it is not necessary for a traveling man to deposit \$10 as a guarantee that he will not transfer his ticket to some other person.

While the amendment to the constitution which draws the line very closely in regard to applicants has affected the increase of membership quite materially, yet we have admitted this year about 150 active members and 140 honorary members; but as times have been hard, many of our members have been thrown out of their positions or put on commission, and have not been able to keep up their assessments, so that the new members have been offset by the numbers dropped out, leaving our membership about the same as it was last year.

Eighteen of our members have been removed by death, which is the largest number in the history of our organization in any one year. However, it has not been necessary to increase the number of assessments. We have made three assessments—the same number as last year—and the proceeds of No. 3, which is being paid very promptly, will adjust all claims against the organization.

November 18, our Secretary, Brother D. C. Slaght, who was a competent and faithful officer, was removed by death, which left a vacancy in the office of Secretary. Your Board of Directors was somewhat at a loss to know what course to pursue, as Brother Slaght had performed the duties of the office for ten months of the year and had not received any commission on scarcely any of the dues. Finally, a resolution was adopted,

providing that the Secretary appointed to fill the vacancy should receive one-third of the proceeds of the office for the remainder of the year and that Mrs. Slaght, widow of our late Secretary, should receive two-thirds. This decision was arrived at in compliance with Article 10, Section 1 of the constitution, which reads as follows:

The Secretary shall receive an annual salary of one-fourth of the amount received for dues from members and 5 per cent. of all assessments collected and placed to the credit of the beneficiary fund.

This resolution was not adopted in view of making any donation to Mrs. Slaght, it being the amount justly due her according to services rendered and by the provisions of the constitution I have quoted.

The Board appointed J. C. Saunders to fill the vacancy, who accepted on the terms provided for in the resolution, and I wish to state that we are very fortunate in securing the services of so competent and faithful a man as Brother Saunders. An assessment was ordered issued at once, the printed matter for same not having been ordered until he assumed charge of the office, but he gave the matter his personal attention and rushed out the assessments and invitations and attended to the other duties of the office in a businesslike manner. The thanks of the members are due him for the interest he has taken in the office, and right here I wish to thank him, personally, for the earnest and faithful services rendered in finishing up the work of the year.

I wish to thank Treasurer McNoltz for the kindness he has shown me and for his earnest work in the interests of the organization during the year. He has been a very careful and painstaking officer.

I wish to thank each and every member of the Board of Directors for the many courtesies shown me during the year.

In regard to the amendment to the constitution, I would recommend that you be very careful in changing the constitution. While some slight changes may be necessary, I think the constitution is about what we need for this Association. The tacking on of an accident insurance feature or increasing the death benefit would, in my judgment, result disastrously. I would recommend that the proposed amendment, which pro-

vides that the Secretary shall be appointed by the Board of Directors, be not adopted. I can see no good reason why the members who are interested enough to attend conventions are not as competent to elect the Secretary as is the Board of Directors. There are enough safeguards thrown around the organization, as in case a man was elected to the office of Secretary or Treasurer who was not competent, or for any other reason not thought to be the proper person for the position, the Board has the power to remove him, as provided in Article 5, Section IV., which reads as follows:

They (meaning the Board of Directors) shall have power to remove the Secretary and Treasurer for cause after due hearing by a majority vote of the Board. And they shall also have power to fill any vacancy thus made until the annual meeting of the Association.

In conclusion, I wish to thank each and every member of the Michigan Knights of the Grip for the kindness shown me during the year. I fully realize the honor you have conferred upon me in electing me to all the honorary positions in the Association—Vice President, member of the Board of Directors and President—from the bottom to the top of the ladder, unsolicited by me and always without a dissenting vote. This is an honor of which any one should feel proud, and I assure you that no one could appreciate the compliment more than I do; and, as I turn over the gavel to my successor and return to the ranks, I will still have the same interest in the welfare of the Association and shall always be ready to do anything in my power for the interest and promotion of our grand organization.

In your deliberations during this convention I ask you to be courteous with each other. If any of the members wish to criticise the actions of any of the officers, do it in a gentlemanly manner and, I assure you, you will have an opportunity to express yourselves on any and all subjects pertaining to the Association.

The contest for the offices may be sharp, but let it be pleasant. Elect good men, and remember that there can be but one man elected to each office, and if your choice is not made, do not be disappointed or provoked, but accept gracefully the will of the majority.

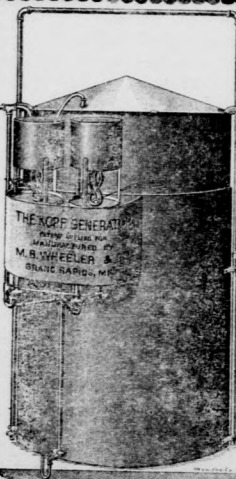
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25 Fountain St., Grand Rapids, Mich.

Annual Meeting of the Michigan Commercial Travelers' Association.

Detroit, Dec. 31.—The Michigan Commercial Travelers' Association held its annual meeting in the Merrill block yesterday, electing new officers and discussing several matters pertaining to the railroads. It was expected that the mileage book recently adopted would be dissected, but attention to it was confined to the report of the Railroad Committee. The Committee agreed that the mileage book issued during the past year did not have a redeeming feature, and while the members considered that the book for 1898 will show some improvements, they say it has many defects. The \$10 rebate scheme was condemned as unjust and unconstitutional, but the Association has no money to spend on lawsuits and it seemed to be the general opinion that if the mileage ticket did not meet the favor of members, all they could do would be not to use it. Several announced that they had already refused to use a rebate book.

There were about seventy-five members present, and some of those residing outside of Detroit protested vigorously against the expense of maintaining a club room. Some caustic remarks were made, one member claiming that the Secretary devoted his time to watching billiard games instead of hunting up new members. The Detroit members insisted that this social feature induced commercial travelers to join and that private subscriptions entered largely into the maintenance of the club rooms. The protests were finally laid on the table and the billiard tables will not be removed.

During the afternoon session a committee from the Ticket Broker's Association succeeded in bringing up a discussion of the anti-scalping bill and urged that the Association place itself on record as opposed to it. The bill was declared to be in the line of class legislation and several warm speeches were made against it. One or two speakers wanted to defer action, but they were sat upon and the President

was empowered to appoint a committee of three to draft resolutions expressing the sentiment of the Association against the bill. He named M. J. Matthews, J. A. Murray and J. W. Ailes. The committee was instructed to present their report to the Board of Trustees not later than January 2. The offer of the brokers to pay for getting up the resolutions was refused.

A communication from the National Convention Legislation Committee, of Syracuse, N. Y., asking that a committee of two be appointed to meet with them for the purpose of pushing certain bills, was laid on the table as no one seemed to know anything about such an organization.

The report of the Treasurer showed that the Association is in excellent financial condition, the receipts for the year having been \$37,397.24, and the expenditures, \$19,297.24. The Association pays a death benefit of \$2,500 and that amount was placed in the beneficiary fund to take care of the next death; \$3,500 was placed to the credit of the expense account, while the reserve fund contains \$15,245.24. The membership of the Association is 550.

The election of officers resulted as follows:

President—Chas. C. Snedeker.
Vice-Presidents—D. C. Barber, Detroit; A. D. Baker, Grand Rapids; R. P. Bigelow, Owosso; W. H. Eldred, Battle Creek; D. C. Clement, Chicago.
Board of Trustees—S. H. Hart, J. A. Murray, G. B. Hutchings.
Trustees of Reserve Fund—G. W. Edson and J. J. Alley.

Willard G. Day, of Baltimore, Md., claims to have discovered a process of making butter direct from grass without the usual intervention of the cow. The butter is claimed to have the odor of "grass" or "spring butter," and retains the garlic flavor when the product is secured from pastures containing wild garlic; it is also claimed that the butter will keep longer than that made from milk.

One Victory Won, Another Struggle Begun.

St. Johns, Jan. 3.—I was looking over the Tradesman of Dec. 1 to-day and noted an article which referred to the resolutions passed by the Board of Directors of the Michigan Knights of the Grip and also those passed by the Posts. I think we did not go too far in merely thanking the roads for what they had done and had promised to do. I have seen the Thrall ticket and, in my opinion, the scheme of signing a pad on the train while the conductor is pulling the mileage is practicable and as the slips to be signed are numbered consecutively, it is a check—and as good as could be expected—on all concerned. Of course, we know that interchangeable mileage is the kind of mileage which must come to us voluntarily, as no law can force you and me to change notes; neither can one road be compelled to take another's mileage; but interchangeable mileage is the most convenient mileage known to commercial travelers, and it is my prediction that it will be very popular, now that the main objectionable features are removed.

Later on I would like to see 250 pounds of excess baggage allowed with this particular ticket. Of course, I know that railroads cannot discriminate between persons, but they can allow concessions with certain kinds of transportation and, if they feel like favoring the commercial traveler, they can make the extra 100 pounds to be allowable upon the interchangeable ticket, which is properly the commercial man's ticket.
E. P. WALDRON.

Detroit Lifts Its Hat to Kalamazoo.

Detroit, Jan. 3.—Will you kindly permit the use of your valuable paper to give expression to the high appreciation we feel for the magnificent manner in which the members of our Post and the accompanying ladies were entertained at the ninth annual convention of Michigan Knights of the Grip,

held in Kalamazoo by Post K in particular and citizens of Kalamazoo in general.

We feel that this card of thanks but feebly expresses the gratitude we feel for the innumerable courtesies extended to us, and we beg to assure members of Post K and their ladies that the remembrance of their delightful personalities will never be erased from the tablets of our memory.

Should our city at any future time be honored with another convention of the Michigan Knights of the Grip, we pledge ourselves that citizens of Kalamazoo can walk right into our hearts and homes.

P. WALSH,
M. HOWARD,
J. W. SCHRAM,
JNO. MCLEAN,
Committee of Post C.

Post H Enjoys a Social Session.

Port Huron, Jan. 3.—Post H, Michigan Knights of the Grip, held its first annual social gathering at the Hotel Harrington on New Year's eve, a large number of knights and their ladies being present. A reception was held from 8 until 9:30 o'clock, after which drive whist was indulged in. At 10 o'clock, Manager Webster invited the guests to the elegant dining room, where a splendid supper was served. John C. Smith, President of the Post, presided. At 12:15 o'clock the knights and their ladies again repaired to the parlors and card playing was continued until nearly 2 o'clock.

Post H has thirty-six members and their first party was a complete success. D. H. Webster placed the hotel at the disposal of the boys and did everything possible to make the party a success. He was given a vote of thanks by the Post.

F. N. MOSHER, Sec'y.

The jubilee celebrations in England are stated to have led to the consumption of 468,000 barrels of beer more than usual in the first nine months of the year.

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The only official, authenticated Map published, of the State of Michigan. Authorized, examined, approved and certified by Seybrant Wesselius, State Commissioner of Railroads, and Wm. A. French, State Land Commissioner. It is absolutely correct and revised to January 1, 1898. It contains every town, village, railroad and county line, including the entire Upper Peninsula; also a complete key showing location and population of every town (census of 1897), and contains no advertising. It also shows a part of Illinois and Wisconsin. Printed in four colors, 36x48 inches in size, on 175-lb. No. 1 book paper. This splendid map will be sent, postpaid, securely wrapped in heavy paste-board tube, for **Fifty Cents**—your money back if you are not satisfied. Guaranteed far ahead of any map published which publishers sell for \$1.00.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - JANUARY 5, 1898.

ERA OF AMERICAN GREATNESS.

There is something animating, if not inspiring, in the promise of American supremacy in the twentieth century. That phrase, as everybody understands, really means the hegemony, the leadership, of the United States as the most powerful, or, at all events, as the most influential, of nations. The people of the United States are spoken of as "the Americans," not only because of their numerical superiority and the vast extent of their territory, but more especially, perhaps, because their National life, more than that of any other American people, is peculiarly their own, and their social and political institutions exhibit the widest departures from the models furnished by the Old World. There was a fair field for competitive enterprise here at the outset from one end of the hemisphere to the other. The maritime powers of Europe were naturally attracted to continents of unascertained limits and unexplored resources. The boldest spirits of Italy, Spain, France, England and Holland flocked hither, fascinated by the chances of fame, fortune or romantic adventure. There was room enough for all, but between the nations, at least for more than one century, there was a struggle for the survival of the fittest. If, after so long a time, the people of the United States are secure in their leadership of all "the Americas," it must be admitted that there is some justice in that award of history which names them, by eminence, "the Americans."

Moreover, the people of the United States have constituted themselves the special champions and exponents of the democratic idea in the New World. They have not only established under the jurisdiction of their own laws a refuge for the oppressed of all lands, but they have extended a general protection over every American republic, great or small, against the menace of interference and coercion from any of the governments of the Old World. Notice has been served upon Europe that there is no longer any territory open to colonization in North, South, or Central America, and, further, that all American peoples must be left entirely free to determine for themselves the form of the government under which they shall live. That undertaking must impress intelligent students as the most considerable, and possibly as the most significant, national, engagement of

which history bears record. But it has been taken, as it has been asserted, seriously, and it will probably be respected until the time comes when it will be no longer necessary.

In other respects, the diplomacy of the Government of the United States has been for the most part conservative. Prudently observing the wise counsel of the first President, it has so far avoided entangling alliances with European nations. The feeling, now becoming prevalent, that for the future the United States must make its influence more widely and deeply felt in the great family of nations is, probably, mainly attributable to a dawning consciousness of the fact that the material necessities of the people of this country, under the altered conditions of a new economic era, demand a more rapid commercial expansion. It was first of all necessary to conquer the land itself and develop its resources; but this part of the New World has grown old at last, and the people of the United States can no longer afford to neglect even the most distant markets. They possess all the natural resources requisite to the development of a magnificent maritime strength—iron and coal, forests and men, a grand array of superb harbors. Then there is the money, and there is the enterprising spirit ready to take prompt advantage of opportunity. What now remains to be done? Is it necessary to wait until a great navy has been built and some powerful foe has been driven from the seas? Must the Government secure possession of strategic positions, distant islands, keys to the Pacific or the South Sea? Not at all; for commerce little more is really necessary than the possession of commodities that can be exchanged abroad for things desired at home. The control of trade in any other quarter is not a matter to be referred to a board of military or naval experts. It is a question to be considered by producers of raw materials, by manufacturers, by merchants and bankers. Men of that class understand that victory in a struggle of this sort is simply a question of quality and price. A strong navy might be employed to interrupt commerce, or to defend it; but there never was a navy strong enough to create commerce. War is an exceptional condition, and presumably it will become more and more so with the advance of civilization. The people of the United States have not shown a disposition to oppose the policy of strengthening their navy; but they would be glad of an opportunity to build some merchant vessels, too. Above all, they want a tariff system under which foreign countries will find it profitable to trade with the United States, for they know that reciprocity is the essential condition of commerce. The Government must be supported, and it must be supported mainly by the collection of customs duties; but a sufficient revenue can be raised without the imposition of heavy duties, and prohibitive duties, of course, yield no return at all.

The discovery and declaration of the fact that this great country must have more commerce is the surest present indication of the coming of that happier future which its friends love to think awaits it. The growth of its trade relations will solve some of the most difficult problems with which its statesmen have now to deal.

Make haste slowly in your enterprise that you do not stumble and fall.

BOUNTIES AND RECIPROCITY.

It is becoming evident that the European sugar-bounty question is rapidly reaching a final solution. As stated several days ago, the German government has been sounding the principal beet-sugar producing countries of Europe with a view to bringing about a general conference on the question of entirely abolishing the bounties on sugar. The constant increases which have been made in recent years in the bounties paid have imposed a very heavy burden on the taxpayers of Europe, but there have been no corresponding benefits secured by the sugar producers. The Dingley tariff bill, by shutting the American market against beet sugars, has still further impaired the value of the bounties, so that it is generally regarded by well-informed public men in Europe that the present season will see the last of them.

About the most obstinate adherent of the export-bounty system is France, whose present Premier is a well-known agrarian. It is feared that the existing French Ministry will not favor a withdrawal of the bounties unless it becomes apparent that Great Britain will impose a countervailing duty on beet sugar. It is reported that the British Cabinet has already strongly intimated to France that, unless she enter into the proposed international arrangement for the abolition of the bounties, England would be forced to place a countervailing duty on beet sugar.

While the abolition of the sugar bounties would be an advantage to the cane-sugar producing countries in general, it may be very much doubted if anything but harm can result to the domestic sugar industry. The removal of the sugar bounties would pave the way for reciprocity treaties with the various European countries under the Dingley bill. As sugar would be the principal basis of concessions asked for by Europe, the acceptance of reciprocity treaties by the beet-producing countries would deprive American sugar of a portion of its present protection, because the Dingley act provides for a remission of 20 per cent. of the sugar duties on sugar from countries entering into reciprocal trade relations with us.

Instead of diminishing the sugar duty in any way, it ought really to be increased. In fact, it is evident that, unless the tax on sugar is increased, it will become necessary to levy a tax on coffee and tea, and to also increase the tax on beer. The country is really in no condition to stand reciprocity treaties on these particular staples, as the benefits to be derived by us are not in proportion to the sacrifices which would have to be made.

GREATER NEW YORK.

On New Year's day the cities of New York and Brooklyn, together with several smaller communities in their vicinity, ceased to exist as separate corporations, and merged into Greater New York, the second largest city in the world. The ceremony of inaugurating the government of the great city was exceedingly simple, unattended by any popular demonstration or parade. The simplicity of the affair may be gauged by the fact that the total expense attending the inaugural ceremonies did not exceed \$300.

The experiment of successfully governing so large a community will be watched with interest, not only in this country, but by the whole world, as there has been much doubt expressed of

recent years as to whether judicious economy and the better protection of life and property are best served by consolidating municipal administrations. No less an authority than the Marquis of Salisbury, the British Prime Minister, recently expressed the belief that it would be better to abandon the effort to consolidate the administration of the area covered by the metropolitan district of London, and return to a method which would insure a more strictly local government.

It will, of course, take some time to put the vast machinery of the great city into good running order, hence it will not be safe to analyze results until they shall be developed.

The destruction of the elephant has caused a scarcity of ivory and a rapid advance in prices, the cost being now more than \$4 per pound, which means a corresponding increase of the cost of the 85,000 to 115,000 billiard balls turned out yearly, and of which England absorbs about one-half. Balls when freshly turned are liable to crack through any sudden change of temperature, and are seasoned for three months in a warm room before finishing, to allow them to shrink gradually and dry true. Steel billiard balls are a new invention, but have not yet met with much favor.

A South Carolina Legislator, in an effort to stop the carrying of concealed weapons, wants to prohibit the "hip pocket" altogether. The hip pocket does not always carry the gun, but it is a dangerous arrangement. It often conceals the fruitful inspiration to the use of the gun—and particularly so in the prohibition and "dispensary" states.

Forty-one students have been dismissed from the Leland Stanford, Jr., University in California, on account of idle and dissolute habits. The recently announced policy of President Jordan to the effect that a university is for study, and for study alone, seems to be taking definite shape.

A Boston woman has invented a skirt adjuster, consisting of two pieces of wire sewed to the skirt, and linked together to form a hinge, with the outside ends having transverse interlocking portions which can be pinched together and fastened to secure the skirt in its shortened adjustment.

Queen Victoria's Christmas shopping takes place in a room in Windsor Castle, where samples of every imaginable novelty brought out for the holiday season are despatched from the shops, and from the collection she selects a toy for each child, grandchild, and all the members of her household.

The newest pattern bottle-washer is driven by a water motor, and can be operated by the ordinary pressure available from the main. The machine itself is provided with a new grip for gripping the brushes, so that the accidental slipping off is rendered practically impossible.

A New Yorker has invented a device to prevent the picking of pockets, consisting of a single piece of sheet metal stamped to form rings or loops for the watch and chain, with four projecting points or bars, bent in different directions to grip the sides of the pocket.

It amounts to something to be the Mayor of Greater New York—Judge Van Wyck has already had a cocktail named after him.

AMERICAN LACK OF ENTERPRISE.

The American people are the most ingenious and inventive on the face of the earth. Their genius is distinctly practical, and it is particularly employed in producing labor-saving machinery, in increasing the facilities of commerce, of travel and of the transmission of intelligence, and in the adaptation of scientific methods of promoting the economies, the comforts and conveniences of life.

In all these matters the American people are pre-eminent. So far as their country is concerned, their enterprise in developing its resources and in creating wealth is renowned; but beyond the limits of their country their energies and adventurous exertions do not reach. The Americans abandon their interests when these extend into foreign countries and they care so little for their own fellow-citizens when these are oppressed, robbed or murdered abroad, that it is seldom any persistent and decisive effort is ever made to give them protection or to redress their wrongs.

The Americans are a most martial and belligerent people, and when they can fight each other they will rush to the combat with zeal and eagerness; but they are extremely unwilling to engage in war with foreign nations. It is true they delight in fiery oratory and fierce invective against foreigners; but whenever a controversy with other nations comes to an issue that must be settled, the Americans are always willing to submit their claims or rights to arbitration.

The result of this extraordinary lack of enterprise outside the limits of their country is that the Americans have few ships engaged in foreign commerce, and nearly all of their vast exports and imports is carried by foreign vessels sailing under foreign flags.

This great republic has no colonies, no coaling stations for its warships, and no possessions outside its immediate territorial limits, and its naval establishment is so small as to be almost insignificant and entirely inadequate to the ordinary requirements of the public defense.

The state of affairs briefly outlined above is at all times strikingly strange and remarkable, but it is more than ever so at a time when the great nations of Europe are engaged in dismembering and parceling out the vast continents of Asia and Africa. As long as the great powers are occupied with this work of plunder and spoliation they are too busy to trouble themselves about the great republic whose people are too busy with their own personal affairs to care about what may be happening anywhere in the world outside their own domain.

Of course, there is nothing new in all this. It has long been the history of affairs in this country. But it might well be supposed that the Americans, who are at peace with all the peoples in the Old World and the New, were and are utilizing their extraordinary opportunities to capture the trade of all other countries. Such, however, is not the case. Little or no exertion is made to secure foreign commerce. Foreigners buy in America only what they are compelled to do; but they make great exertions to sell us their products, and in this they are very successful.

In this connection it is pertinent to remark upon a report made to the State Department at Washington, by United States Consul Wilburn B. Hall, at Nice, France. He shows what foreign mer-

chants are doing to secure, and the means by which they do secure, possession of trade in countries other than their own. Says Consul Hall:

Commercial travelers are found pushing forward in every trade center and in all provinces. They know their routes and their clients as we know our own; they are acquainted with the needs, conditions, tastes, habits, requirements of their special territories; they explain the goods as their confederates in the United States explain theirs; they make friends, clients and customers, and keep them as we do ours; they offer the facilities usual and customary.

If they represent interests foreign to the special countries where they solicit trade, they speak the language of their customers, and give them all details in that language; they never offer explanations, either oral or printed, or give weights, measures or prices in a language not read or understood by their customers; they offer the usual credits and facilities which prevail, and they know the commercial status of their clients, the varying tastes of communities and the local needs.

They are men of experience and judgment, having a clear knowledge of the laws of trade, the customs which govern it at home and abroad, and such ability and tact as enable them to seize every occasion for the advantage of their special trade.

They are men with pleasant and engaging manners, who are able to meet social requirements and use the acquaintances thus made for substantial foundations of intercourse; they do not permit themselves to rush through a town; they explore it, know it and its people, and in turn are known and regarded with respect; they are supplied with such means as will enable them to return civilities, and to maintain positions as gentlemen worthy of the regard of the houses or firms or interests they represent, and by their various qualifications they become trade powers in the various communities within their territories.

English, French and German representatives and commercial agents and travelers are found exploring the world's markets at home and abroad, creating new ones and holding old ones. They want trade and they secure it. They have systematic plans, and pursue them with definite views, and attain profitable results.

Very few American houses adopt these measures, and fewer are willing to conform to the foreign styles of goods, or to adopt the methods of trade and credit common to other countries. They endeavor to force their customers to adopt American styles and methods, and in this the failure of the Americans to a large extent is due.

The result is that nearly all the trade of Mexico, of Central and South American countries at our very doors, is in the hands of foreigners, and thus an enormous commerce and its profits are lost through the utter lack of enterprise on the part of the people of the United States. It would be highly becoming in the American people to cease boasting of their enterprise, when, in fact, they are so decidedly lacking in that important quality.

A schoolhouse in Iowa has been burned down because it became a center of infection for diphtheria. This was the third season that diphtheria had broken out in the school. It appeared no place else in the vicinity, and hence it was decided to burn the building. Physicians were unanimous in saying that the disease had been carried to the school by rabbits, many of which burrowed under the building and made it their home. Last winter the rabbits were driven away and the house was thoroughly renovated, but they came back, and when five of the children died of diphtheria it was thought best to destroy the structure.

ELECTING FEDERAL SENATORS.

It is announced from Washington that the Committee on Election of President, Vice-President and Representatives in Congress has reported a bill providing for such amendment of the constitution of the United States as will permit Senators to be elected by the people, and that members of the House of Representatives shall be elected for four years, instead of two.

The constitution, as it stands, requires that Senators shall be elected by the Legislatures of states, while Representatives are to be chosen by the popular vote, and for two years only. The intention of the constitution was to have the Senate stand for the states, while the Lower House of Congress directly represents the people.

In the Senate every state, without regard to population or territorial extent, is equal. The states have, each and all, equal privileges, equal rights, equal powers and equal representation in the branch of the National Legislature that stands for them. The Senate was created expressly to protect and preserve the rights of the states from Federal aggression. The Senate has a voice in all legislation, the concurrence of both houses of Congress being necessary to the enactment of any law or public measure; but it has functions peculiarly its own, such as the exclusive right to confirm or disapprove all appointments to public office made by the President, as well as that of ratifying treaties with foreign nations. The Senate was intended to be removed as far as possible from all popular clamor or pressure, its members being chosen to serve terms of six years, while the Representatives in the other house of Congress, coming directly from the people, are liable to be changed every two years to meet any sudden and radical change in popular feeling.

In view of these premises, it is plain that the proposed changes in the election of Senators and the terms of service of Representatives, if consummated, will work most radical and revolutionary results. To elect Senators by a popular vote will make them directly the creatures of and amenable to the people themselves. They will no longer represent the sovereignty and equality of rights of the states; but being, like the Representatives, creatures of the people, they will cater and truckle and trim to meet the popular demand, and the Senate will have no longer any proper right to a separate existence, or any existence, apart from the House of Representatives.

There was a time when the proposed change in the constitution of the Senate would have been rejected with the utmost promptness, and even with horror. That time has passed, however. The Senate, from being the constitutional bulwark and protector of the states against the aggressions of the Federal power and the wild and unreasoning fury of a sectional populace, became the most violent, radical and ferocious assailant of the rights of the states and of constitutional guarantees of their immunities.

The Senate, while it retains its functions, has entirely changed its nature, and it has forfeited all title to conservatism and to be considered the guardian of the states. Thus it is that it makes little practical difference to what extent the method of the election of Senators may be changed, or whether, indeed, there be any Senators or not.

In order to secure the consent of the

Representatives in the popular branch of Congress to this change, it is proposed to lengthen the term of Representatives to four years. Such a change will doubtless win favor with the Representatives, but it will remove them farther from the direct influence of the people. Instead of coming fresh from the people every two years, and thereby reflecting every change of public feeling and sentiment, they will only represent what may have been the feeling three and four years previous.

With two houses of Congress whose members are elected directly by the people at intervals of four years for some and six years for others, it is difficult to see any use or benefit in having two such bodies.

To change the constitution of the United States requires not only a two-thirds majority of each house of Congress, but also a ratification of the amendment by the Legislatures of three-fourths of the states, an act that is accomplished with difficulty except under the influence of some great public feeling or excitement.

In considering the question of a strike at the cotton mills at Fall River, the operatives are obliged to face the fact that there is a very small sum in their treasury—not much over \$100,000—with which to carry on a strike, and although they are making a determined stand to secure an arbitration of the matter of a sliding scale or a postponement of the cut until March, the sentiment is strong that there will be no strike. There is no doubt that the spinners, loom fixers and slashers will favor a strike, but the carders' and weavers' unions, the strongest of the organizations, will oppose this, arguing for the operatives to begin fortifying themselves for a great strike later on. With these five unions differing, the balance of power lies with the smaller and younger organizations, such as the machinists' and firemen's, and these are not strong enough to carry any vital question affecting 28,000 operatives.

The recurring indisposition of the Pope has again raised the question of beating the Vatican, a problem which so far has never been satisfactorily solved. There are no fewer than 11,000 rooms in the papal palace, and many of them never receive a ray of sunlight. Prof. Laponi, the physician to His Holiness, has tried by all the means in his power to maintain a normal temperature in the private apartments, but without effect and they remain much too cold for the daily diminishing vitality of the Pope. An architect recently submitted a plan for distributing hot air all through the Vatican, but when the cost was mentioned—\$180,000—the Pope dismissed the subject with a wave of the hand.

Paris papers report that the French ministers of commerce and finance have decided to submit to parliament a bill for the establishment of a national office of foreign trade, with a view of furnishing merchants with information regarding the best markets for exports. Uncle Sam's methods of doing business are being copied by more than one European state.

One-cent coffee and lunch counters for newsboys and bootblacks are to be established in various parts of New York under the superintendency of Harry McKnight, who was once a newsboy himself and who has done much to ameliorate the condition of the urchins of the street.

THE NEW MILEAGE.

Detailed History of the Agitation which Resulted in Its Adoption.*

The labor of the Committee this year has been following up the work which occupied the attention of the Legislative Committee last year—the much talked-of and the long-looked-for interchangeable mileage book.

This question of interchangeable mileage has been a matter of education and agitation—education on the part of the railroads and agitation on the part of the traveling public.

A general manager of one of the largest roads was heard to say, about a year ago, "The traveling men have educated us up to interchangeable mileage. The question would probably have come along in the usual course of time, with other improved tickets, but it would, undoubtedly, have taken several years but for the energy and earnestness of purpose of the traveling fraternity."

Only as far back as 1894, while I was President of this organization, I accompanied the Committee in several conferences with general passenger agents on this same subject, and we were assured then by some of the railroad men that the whole subject was impracticable, as the accounts could not be audited, and all that kind of talk; but there were others who were willing to listen and, judging from the progress we have made, they were given some schooling without paying any tuition.

However, it is only fair for me to say to you in this connection that the records of the meetings held at Chicago during the past four months show that the roads in Michigan have received a more thorough education in regard to the wants and needs of the commercial traveler than the remainder of the lines of the Central Passenger Association down in Ohio, Indiana and Illinois. It is well for us to bear in mind and impress upon others who do not belong to us that such a state of facts demonstrates and emphasizes the power of our organization.

Your Committee could not as individuals have commanded the attention of or impressed upon the roads with as much effect as they could as a committee, with upwards of 2,000 active, intelligent traveling men behind it. I will say that your Committee has ever been mindful of the interests of our members and did not for one moment lose sight of the one thing sought for—an interchangeable mileage book of convenient size or denomination, good on the train and good to check baggage to destination.

There were a great many of our people, good and sincere members, who pursued methods at variance with those of the Committee, having aims and aspirations in common with us, in the endeavor to obtain the same results. We were all anxious; all were doing what, from their point of view, they thought was the proper thing to do; every traveling man in Michigan was talking "interchangeable mileage" from all sides. The Committee could criticize no one and did not, for each had a part to perform, and each was doing his part in his own way. I can assure you, however, that it was far from being serene on the inside. Roads of one section were warring with roads of other sections, as the opportunity was extremely favorable; and, as I have said before, some roads were better educated as to our wants than others.

Your Committee presented its case as fairly and reasonably as it was possible to do and in as firm and emphatic a manner as its ability would permit. As we were a committee of a Michigan association, we had to prey upon the Michigan roads and confine our efforts to converting them to our way of thinking. We were impressed, of course, with the necessity of meeting those with whom we were to deal upon common ground. When we found the Michigan roads gradually coming, one by one, to our way of thinking—consulting our opinions and making us familiar with their contentions—you can see, I am

sure, why we confined our information to your President and Board of Directors; in fact, we were a creature of the administration. There was not a meeting but your Board knew the result thereof, and there was not a letter written but your President and each member of your Board of Directors had a copy.

June 1, your Committee called upon the Michigan roads and a thousand mile interchangeable book was settled upon—just the book which is now to be issued.

The exchange for ticket at agent's window was not thought of then nor the rechecking of baggage at junction points. At about that time the Central Passenger Association took up the subject and matters were delayed, as over forty different roads had to be consulted and all had views to be expressed and respected, and, as I have said before, the Southern roads in Ohio, Indiana and Illinois insisted upon the exchange ticket feature; also the restriction upon checking baggage, which two features made the ticket truly objectionable.

The latter part of July, we learned that the book was to be placed on sale Aug. 15 by the Central Passenger Association, with the exchange feature and the baggage restrictions contained therein. July 30 your Committee sent the following letter to the general managers of every Michigan road that belonged to the Association:

"Dear Sir—It is with the fullest appreciation of the true feeling that exists, and being in a position to most thoroughly know how the traveling public will protest against the features of exchanging the interchangeable mileage slip for tickets at the agent's window and baggage restrictions, I feel it is my duty to caution the railroads in Michigan on these particular points.

"The commercial travelers of the State have had implicit confidence that they would receive the interchangeable mileage this year as free from odium as possible. I am personally convinced that the Michigan lines are in accord with these views. The average commercial traveler is ever on the move, and his routes are constantly changed by circumstances that arise daily, and I may say, hourly, for business men go and come from the market, and the traveler often learns that his customer is out of town, or meets him on the train coming home, or at the station going away, so that he must change his route. Again, close connections are made at some points where there are many passengers to catch a fast train, and all must get their tickets changed and their baggage rechecked by the agent at the junction.

"This subject is of much greater importance to railroads in Michigan than in any other state in the Central Passenger's territory. The present system of mileage books has not seemed to require these features, and the Knights of the Grip cannot now see the necessity of hampering the otherwise popular book with these features.

"I sincerely trust that you will take into consideration all of the different phases of this subject. I hope it is not too late for the Michigan lines to bring to bear upon the Ohio, Indiana and Illinois lines the necessity of granting this proposed one thousand mile interchangeable book, without the particular features to which I refer, for I have already heard the rumblings of hundreds of those who travel constantly, and it would have a very decidedly good effect if the Michigan roads were instrumental in obviating these features."

War continued within, as I said in my letter, rumblings already having been heard from those who traveled constantly. Our position was laid before the Association by the Michigan roads and was championed by them. The contention was carried to a point where there was only one of two things to choose: One was to accept the book with the provisions just as they were, with the hope of gradually eliminating the objectionable features, or not to have the interchangeable mileage at all. They decided, after several weeks' debate, that it was better to take half a loaf than none at all.



Next to the satisfaction involved in handling

Pillsbury's Best Flour

and

Old Fashioned Lard

is that of being able to give your customers a good cigar.



These will increase your Holiday Trade.

Include some in your order when our traveling men call on you.

Clark-Jewell-Wells Co.,

Grand Rapids, Mich.

*Report of E. P. Waldron to annual convention of the Michigan Knights of the Grip at Kalamazoo.

The book was issued Sept. 1, less than four months ago. We were by no means satisfied with the book, so far as the objectionable features were referred to. However, we felt that it was one long and a most important step in the right direction to have the interchangeable mileage feature put into practical operation all over this State, and to demonstrate to all that interchangeable mileage is feasible, practical and businesslike.

We knew that we had "friends at court" in the Michigan roads, and were sure that if they failed to convert the lines of the other states to their way of thinking, they would issue an independent interchangeable mileage book, as they are now doing.

I was in Chicago Oct. 4 on private business and took occasion to call upon F. C. Donald, Commissioner, and O. W. Ruggles, General Passenger Agent of the Michigan Central, and they informed me that a meeting of the Executive Committee of the Central Passenger's agents would take place the following day, and invited me to remain over and meet them, assuring me that other representatives of traveling men's organizations would also be present. I therefore took advantage of the favorable opportunity of doing what I could, so far as my ability would permit, in pointing out the special objectionable features of exchanging tickets at the window and rechecking baggage at junction points. The traveling men from all of the states were unanimous in their plea to remove these objectionable features.

The latter part of November, when the Michigan lines became "weary of well doing," they expressed themselves to your Committee that they were now ready to give us the book they originally talked of in June. On Nov. 24, we wrote the following letter to our President and members of the Board:

"We find that the Michigan roads are unanimously disappointed in their efforts to secure reasonable provisions regarding an interchangeable mileage book now issued by the Central Passenger Association. They have worked in concert with the Central Passenger Association for three months, striving and hoping to secure a book that would be perfectly satisfactory to themselves, as well as to their patrons. So far they have been successful, and they are now ready to issue an interchangeable mileage book for \$30, with rebate of \$10, if used by the original purchaser, without having the objectionable features now contained in the present one; in other words, use it as the old one was used. This will be done independently of the Central Passenger Association.

"We will meet the General Manager of the roads in Michigan on December 6, and they will take decisive action upon the subject. I feel much interested in this matter and have given more time and attention to it than I would have done had I not known it was coming our way for some time; and I feel and know that we are just on the eve of securing the interchangeable mileage book good over all responsible roads in Michigan and without the objectionable conditions and restrictions which were a part of the Central Passenger book.

"To this end I wish, and most respectfully ask, you to write me at once giving me your opinion as to whether the book I have above mentioned will be entirely satisfactory to our members.

"I have written each member of the Board and others for their opinion, and trust I may be able to represent our membership by the information I receive from different quarters."

The following resolution was passed unanimously by the Board, and similar resolutions were also expressed from different parts of the State by letter and verbal assurances:

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

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

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

3. A book sold at \$20 flat, with a photograph of the purchaser or owner. If this cannot be done, then a book sold at \$30, with a rebate of \$10, will be acceptable.

This meeting referred to in our letter being a very important meeting, and desiring to have a solid front, I requested S. H. Hart, President of the Michigan Commercial Travelers' Association, and F. L. Day, Grand Counselor of the Union Commercial Travelers of Michigan, to meet us and represent their members, also. Mr. Day sent me a communication which represented his views, and Mr. Hart, personally with your Committee, went over the whole situation again before a full representation of both the general managers and general passenger agents of all the Michigan roads, and we were fortified with assurances by letter and resolutions that such a book would be satisfactory.

Mr. Hart and Mr. Day agreed with us identically as to doing away with the exchange feature and the baggage restrictions, but were not particular as to kind—whether it be photograph or rebate—but your Committee carried out their instructions as per resolutions.

The objection to the photograph came more from business men than from traveling men, some of whom were averse to having their pictures taken; others wear their beards differently in the winter than in summer, and men look different with their hats off than when wearing them, especially bald-headed men. The best reason, in my judgment, is that they wish to relieve the conductors from the responsibility of identifying the owner of the ticket, believing that his efforts can best be given to caring for his train and passengers. The \$10 feature is not the most important thing we can now ask the railroads for. Convenience and economy are the things sought for in interchangeable mileage. The ticket we shall have in a few days will be the most convenient ticket ever issued to the traveling public, being interchangeable on most of the roads of the State, two outside, and the Detroit and Cleveland steamship line. The book is to be honored by the conductor and can also be used to check baggage to destination.

Your Committee feels especially gratified over the final outcome, as it has had an unusually difficult problem to solve, and I can assure you, had we been representing ourselves in an individual capacity, we would have stopped before we commenced, but this victory means much for our Association, of which we think so much. It means that the traveling men, as a class, cannot afford to be without such an association. Our Association has been strengthened, and it will be respected from the outside for being successful; and I will say further that those from whom we receive this concession have respect for our persistency and fairness in our dealing with them, and I confidently believe it will not detract from our dignity one iota to show our appreciation for the consideration we have received, to the end that we may be in a position to ask for the next important thing for our members.

Tendency of the Trading Stamp Toward Extravagance.

From the New York Evening Sun.

"The trading stamp system," remarks a Richmond dry goods merchant who disapproves of the scheme, "is a great evil. It undoubtedly tends to make extravagant purchasers. The presents offered by the trading-stamp store seem to possess a peculiar attraction for the ladies, and several instances have come under my knowledge in which the wives of men of very limited means have made most extravagant purchases in order to fill their books and obtain a premium. Besides this, it has exerted a very strong influence against cash buying, though the promoters of the system, in introducing it, claimed that its effect was the opposite. It is a fact that many people who owe bills at stores that give checks frequently make large purchases, pay the cash

and demand stamps or checks, paying little or nothing on the old score. It is not at all unfair to assume that were it not for the stamps the purchases would be less and the liquidation of standing accounts be much larger."

It may be doubted whether the trading-stamp fad makes women extravagant who are not naturally so, but it is likely that some women would defer paying an old bill in order to add to their collection of stamps with the view of getting a dining-room table or a rocker when they turn the completed book in. Now the shopkeeper may have his grievance, but we should say that, as human nature is constituted, the customer probably comes out at the end of the procession which the stamp-selling company leads. He would be a very upright and conscientious shopkeeper who would not mark up his wares or get a little the better of a bargain with those of his customers who demand trading stamps. If the customer pays higher value for the goods she buys, how does she profit, even if she completes her book and gets her premium? It is notoriously a great undertaking to save enough of the stamps to obtain a premium worth the having, and most of the collectors give it up in despair. Perhaps they are wiser in giving it up than their sisters who persevere. In this business the customer is apt to be the consumer with a vengeance. There is nothing dull about the wits of the trading-stamp people.

An attempt is to be made to revive the drooping cotton industries of the Philippine Islands. It is sought to introduce modern machinery and skilled workmen and to develop the native products. Three cotton plants, indigenous to the island, are ready to hand for the manufacturer of goods, and what is most needed is the displacing of the primitive methods yet in vogue.

The female pack peddler is becoming a nuisance in Maine.

Association Matters

Michigan Retail Grocers' Association

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

Michigan Hardware Association

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

Detroit Retail Grocers' Association

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

Grand Rapids Retail Grocers' Association

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

Saginaw Mercantile Association

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

Jackson Retail Grocers' Association

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

Lansing Retail Grocers' Association

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

Adrian Retail Grocers' Association

President, Martin Gafney; Secretary, E. F. CLEVELAND; Treasurer, GEO. M. HOCH.

Traverse City Business Men's Association

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

Owosso Business Men's Association

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

Alpena Business Men's Association

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

Grand Rapids Retail Meat Dealers' Association

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

St. Johns Business Men's Association.

President, THOS. BROMLEY; Secretary, FRANK A. PERCY; Treasurer, CLARK A. PUTT.

Elgin System of Creameries

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



A MODEL CREAMERY OF THE TRUE SYSTEM

True Dairy Supply Company,

303 to 309 Lock Street,

Syracuse, New York.

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

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

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.

Shoes and Leather

Past, Present and Future of the Shoe Jobbing Trade.

In my opinion, a cool head and sound constitution, coupled with a fair amount of judgment and a goodly supply of tact, backed by a sufficient experience, is a combination that will go a long way toward making a success in the shoe jobbing trade. Personal popularity may be a feature, but it is a fact that most successes in any line of business are made not by the help of friends, but in spite of them. Then, too, the matter of advertising is not to be overlooked. This is an unknown quantity and just how to measure it is a question. I have frequently seen orders come in for lines advertised six months before their receipt. However, the trade journals need no bolstering, as they are able to take care of themselves. Probably the most important factor of all is square, impartial dealing. That there are customers who are unreasonable and hard to get along with goes without saying, but here is where cool judgment and a tactful handling of the issue in question comes in and customers of this kind, when they are once convinced that they are receiving conscientious treatment, will stay with you longer and stand closer than many others who appear to be easily suited. Another thing, the buyer who finds fault keeps us awake and up-to-date and gives us a chance to talk back and convince him, or defend our position, or back down from it, as the case may be, while your good-natured buyer is out from under and has other lines placed before you miss him. Customers who pay promptly have the right to dictate, and when they make themselves heard it is time to wake up.

I have never known a season when there has not been a scarcity of goods in the jobbing houses; there is always a run on some particular grades, and then there is a disappointment all around. Shortage of material, labor troubles, the inability of a factory to supply the demand, and many other causes have contributed to this end. The trade is becoming more and more floating in its character and if some one shoe springs into prominence, it means a scarcity all along the line. To meet these conditions and to get the best results to satisfy the trade as a whole, and not overload, requires attention to detail and hard work, and there again the sound constitution and good judgment comes in.

To realize the changes which have taken place in this particular line of business it is necessary to properly appreciate the exact conditions under which the business was carried on a quarter of a century ago. In those days cartons were unknown and varieties so limited that the retail dealer with a capital of five thousand dollars could not only buy all of his goods of the manufacturer, but, in nine cases out of ten, he had a little back room wherein he did more or less of a jobbing business. The wholesale house, which either represented goods of its own manufacture or the product of one or more outside factories, sold its goods in straight dozens or cases, and to them the business of placing goods, as far as the detail was concerned, was a simple matter. The four months' time and long datings added would cause us in our day to wonder how a successful and profitable business could be done;

nevertheless, many of the wholesale dealers who did a business of this character are still living, enjoying fortunes made on this very basis.

The jobber of to-day is not by any means an offspring of the wholesale dealer of twenty-five years ago, of whom nothing but a memory remains, but he is an independent creation whose existence became a necessity through the multiplying of lines, kinds and styles. The increase in this direction has kept on steadily, year by year, until now we have not only distributors of universal lines, but we have many "specialty" houses, who devote all their energies to distributing only a limited number of lines. To-day the jobber goes into the largest cities, fearlessly demands a hearing, and, as a matter of fact, is doing business with the brightest and best element of the retail shoe business. Under the conditions existing long ago, the manufacturer who did a business direct with the retail trade made but a limited number of styles, sold his product in fair-sized quantities, and the character of the trade which he sold meant few losses and satisfactory returns. To-day, to place the output of a factory direct with the retail trade he must largely multiply his accounts and increase his varieties, in order to do the same amount of business. This means considerable of an outlay for factory expenses and selling force, with the collection expenses attendant, and through this process of reasoning he has been forced to the conclusion that he can make a limited variety and put them out to the retail trade, through the medium of a jobber, at a saving of an expense represented by the jobber's profit, and thereby give the retail dealer his legitimate margin, and at the same time, the privilege of buying his goods when he wants them, and his sizes according to his needs. This, when you take into consideration that he has to keep on hand sizes and widths of at least three hundred shoes, affords an opportunity to keep his capital active. To do this he is constantly increasing his demands upon the jobber for more advanced ideas, quicker handling of his business, and a larger variety from which to select.

Only a few years ago a jobbing stock was well equipped when it could show half a dozen varieties at the same price; now it is necessary to show more than double that number, and every width is demanded from A to E E. The bringing of a variety of widths into the cheaper lines has been and is constantly on the increase, and as the requirements of the consumer are becoming more and more understood, there naturally follows a demand for a greater variety of lasts. At present it is possible to go into the market and pick from the floors of the jobbers men's goods running from 80 cents to \$1.50, made on lasts almost identical with the finer goods sold to the trade for from four to six dollars.

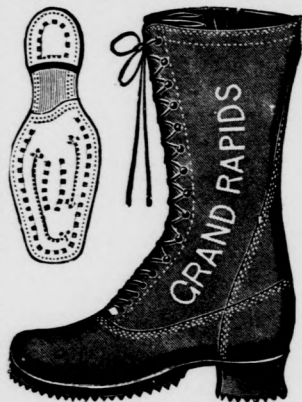
It would seem that the building of shoes, from an anatomical standpoint, as far as men's goods are concerned, has reached very nearly a state of perfection, and there has really been very little added in this direction for the last few years, and, while the boys', youths', and little men's goods have been improving, it is an unquestionable fact that the widest field for improvement in sight to-day is in women's, misses' and children's goods. The outline is substantially the same, whether the pencil follows around the foot of a

RINDGE, KALMBACH & CO.,

If you want the BEST line of

River Shoes

Buy ours. We know how to make them. See our full line for Spring before placing your order. The Qualities, Styles and Prices are Right and will please you.



12, 14, 16 Pearl Street,
Grand Rapids, Michigan

Agents Boston Rubber Shoe Co.

We Manufacture

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

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

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

Geo. H. Reeder & Co.,

19 South Ionia Street,
Grand Rapids, Mich.

Herold-Bertsch Shoe Co.

Wholesale

A General Line and a GOOD one at that.

Values that are Rock Bottom.

5 and 7 Pearl St., Grand Rapids, Mich.

When ordering Rubbers address
your envelope ✽ ✽

Hirth, Krause & Co.,
Grand Rapids, Mich.

✽ and get the best ✽

THE GOODYEAR GLOVE RUBBERS

man, woman or child, and yet for years there has been very little effort made to provide a natural swing and tread to women's, misses' and children's work. This is undoubtedly largely due to the fact that women are slow to accept even a suggestion of more width of sole in their footgear, and, as a rule, the goods made up to the present time on improved lasts have not found a ready market. Again, it is only a short time ago that the thinnest stock and the lightest sole was the only variety in the finest of women's wear that would find a ready sale. There has been considerable progress made in this direction, for now women's goods with heavy soles can be found in all of our first-class retail stores, but the sales of these are comparatively small, the bulk of the fine goods being sold in light weights twelve months in the year.

The character of the retail trade has changed very much; department houses have come into the field, whose specialty has been to distribute misses', women's and children's goods, while men's goods are being very largely distributed through the medium of specialty stores offering \$3 and \$3.50 goods. This has tended to reduce the volume of business for the legitimate retail shoe dealer, but has succeeded in improving his margins to quite an extent.

It would seem, from a close observation of the leather market and the manufacturing end of the boot and shoe business, that shoemaking is not even now down to its finest points. That there has been a marked advance in the price of leather within the last two years will be admitted by all without question, but the cold hard fact remains that a better shoe can be bought to-day for a given sum than ever before, and when we seek to discover the reason of this we are told that the improvements of machinery, together with a good volume of business, are constantly tending to reduce the manufacturing cost.

The outlook for 1898 is good beyond all question. Reports from the West, South and Middle West all point to a better condition in the near future, and New England industries, which were the last to succumb to the hard times, are one by one blossoming into activity and, with smoking chimneys and a full complement of orders, preparing to join the long-heralded procession of prosperity.—Shoe and Leather Gazette.

After Forty Years.

An epitaph as curious in its way as any of the quaint gravestone inscriptions that have been recorded is on a tombstone in the cemetery of a suburb of Paris.

The husband died first, and beneath the record of his name was placed, at his request, the line:

"I am anxiously awaiting you. July 30, 1827."

When his widow died, forty years after, the following line completed the inscription:

"Here I am. September 9, 1867."

Good Wages the Basis of Prosperity.

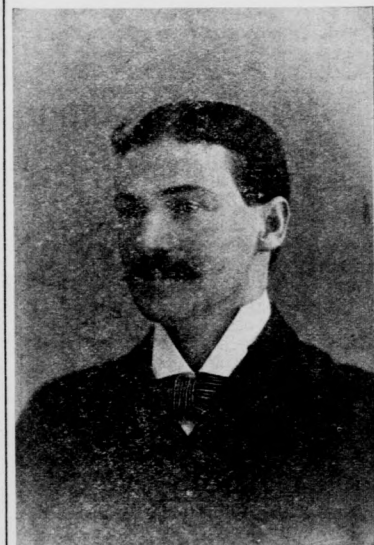
Low prices do not stimulate trade when the purchasing power of the people is low. Good wages lie at the bottom of a good home market. When wages are high purchasers are plentiful in all the stores, and when the stores are busy the factories are crowded with orders.

It is something of a surprise to learn that from Rome, the home of the arts, the value of the cheese annually exported from that city is only \$1,000 less than the value of the paintings, cheese being the second article on the list of exports from Rome.

SUCCESSFUL SALESMEN.

A. M. Grieve, Representing Strong, Lee & Co.

Angus M. Grieve was born on a farm nine miles from Guelph, Ont., Oct. 3, 1873, his antecedents being Scotch on both sides. He supplemented the district school with four years at the Guelph public school and then engaged in a general store as clerk, remaining two years. He then worked two years in a dry goods store, when he removed to North Branch, Mich., and entered the general store of Geo. Seaman, with whom he remained four years—two years of which time as manager of the branch store at Clifford. He then removed to Detroit and entered the employ of Strong, Lee & Co. as city salesman, covering the territory once a



week. This work he still pursues about two-thirds of his time, spending the other third among the trade at Toledo, Ann Arbor, Ypsilanti, Port Huron and Mt. Clemens. In August, 1896, the house sent him to Flint to close out the stock of S. C. Clark, and while there he met the only daughter of Chas. C. Pierson, whom he married March 24, 1897. He makes his home in Flint with the parents of his wife.

Personally, Mr. Grieve is of very strong character, and indefatigable in his efforts. He makes friends wherever he goes and has the good wishes of all with whom he comes in contact. Mr. Grieve attributes his success to untiring efforts, strict integrity and doing business on the square.

To Compete with America in Shoes

A British corporation has arranged to start a shoe factory at Galashiels, Scotland, capable of turning out twenty thousand pairs of shoes weekly. United States Consul Fleming, at Edinburgh, says this is the beginning of an attempt to compete with America in shoemaking, and that a number of these factories are to be established in different parts of the United Kingdom. More than 45 per cent. of the total imports of shoes into the British colonies are of American manufacture.

The Keystone of Success.

The manager of a retail store has anything but a sinecure if he conscientiously attends to business. There are so many details to be attended to; so many little odds and ends to bear in mind and so many points to think out—all these keep a man busy, and constant watchfulness is the keynote of success.

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

A fine chance to fit out the family in good rubbers at a very little price. Note that we say good rubbers. You should "make hay while the sun shines"—that is, buy while we sell desirable rubbers for women, misses and children, regular cut, round toes, at fifteen cents a pair.—Gimbel Bros., Phila.

Good shoes are health preservers. Poor fitting ones not only torture the feet, but look bad. Think of this when you start out to buy them. We show you nothing but what a first-class store ought to have, and our assortment of styles comprises everything desirable. Our prices are the lowest. We pick the good things out of the world's business library of remunerative facts, and can view with complacency the feeble attempts of eager rivals to counteract our successes.—George F. Streit, Altoona, Pa.

Children's shoes are the cause of considerable home thought, as the youngsters have a way of getting through uppers or soles with surprising celerity. Maybe it's the fault of the shoes. We guard against that here with better sat-

isfaction and results.—Strawbridge & Clothier, Phila.

Nearly every day we notice men and women on the street wearing shoes that do not fit. We can see wrinkles in the instep and under the instep. We note the heels are too large and that the vamps are too full. This is altogether unnecessary if you know where to buy your shoes right. Would you expect a fit of this kind in a glove? I hear you say no. Well, we would tell you very frankly that it is just as possible to get a good fit in a shoe, up-to-date, at any price from \$2 a pair up, as it is to get a fit in a glove. The only reason why there are so many fits in gloves is because the misfits are so readily seen and noticed. If you are interested in this kind of a fit in footwear, we guarantee to suit you in every way.—Davis Shoe Co., Salt Lake City.

He Was Not a Settler.

Drummer—"Uncle Swayback is an old settler, isn't he?"

Squam Corners Merchant—"You might call him an old resident, but he ain't an old settler—he's been owin' me for more than twenty years."

Duck Rubbers



Are getting very scarce, but you can get them now. Itaskas, Perfections, Michigans, Ottawas, Eries, Boots—anything you may need. Also the celebrated "Hub" arctics and "Storm" goods of the Boston Rubber Shoe Co.'s make from

W. A. McGRAW & CO., Detroit, Mich.

Write us for BARGAINS in

Rubber Boots and Shoes

Studley & Barclay,
Monroe Street.
Grand Rapids, Mich.

Page Wire Door Mats

NEAT DURABLE CHEAP

Standard sizes: 13x24, 18x30, 22x36, 26x48. Retail 65 cents and up. Agents wanted.

E. E. Metcalf, District Agt.,

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

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.

Fruits and Produce.

Process for Preserving Butter for an Indefinite Length of Time.

Mrs. Francis Shaw, of Chicago, has lately made a discovery which promises to be of inestimable value to producers and shippers of butter. Mrs. Shaw was formerly a resident of Iowa Falls, Iowa, and during the World's Fair built up for herself a lucrative retail butter trade in Chicago, supplying the Whaleback and other lake steamers, hotels and epicurean families with the choicest product of Iowa dairies. During the summer of 1896 she made one shipment, amounting to several hundreds in value, and through the neglect of assistants in Chicago came on to find the entire consignment rancid and unfit for delivery to her customers.

The loss plunged her into a deep melancholy, and she relates an odd story of the circumstances becoming the direct cause of placing in her hands a chemical secret, known to the Florentines three centuries ago, and ever since lost to science. Her invention is an indestructible enamel, fire-proof and electric-proof, and insoluble when exposed to saline moisture. She has no knowledge whatever of chemistry, and claims that on the evening of the day when she became aware of the loss of the large shipment of butter she went into Lincoln Park to be alone with her trouble. While resting near the Laflin memorial building she says that a thought came like a suggestion into her mind, convincing her that all butter tubs could be rendered hermetically perfect by the application of an enamel; following this conviction came the formula. She found herself impelled by a desire to try the experiment, and went immediately to a pharmacist and purchased the ingredients. So positive was she that she had been intrusted with a great chemical secret and that it had entered her mind by spiritual suggestion she took the precaution to purchase other drugs than those necessary to the formula, in order to protect the revelation. She went immediately to her home in Ravenswood, fired up the furnace and set to work, and before the birds carolled their morning welcome to the July day she had well in hand a process which is puzzling the chemists of Chicago, New York and Paris, all scientists having thus far failed to analyze the constituents of the enamel. The material looks like phallac. Prof. Milo F. Walker, of Chicago University and chemical lecturer of Chicago high schools, asserts that he has submitted the enamel to electrical and furnace heat, in the form of a brick of the material and sawdust, and so perfectly does it repel heat he was able to pick the brick up in his bare hands, while the steel plate upon which it laid was at white heat, shriveled at the edge.

A pine soap box was coated without and within with the enamel and placed upon the live coals of a great furnace. In thirty minutes the fire was reduced to charcoal and ashes, while this inventor of the enamel drew the unwarped enamel forms, inner and outer coatings, from the seething furnace and took them up in her hands. The material resists a degree of electric heat which will destroy asbestos.

Mrs. Shaw is a slight brunette of sanguine temperament, about forty years of age, and the mother of five young daughters. She is not a religionist beyond the standard of morality, "has

never investigated nor studied the occult or spiritualistic theories, but believes that her triumph in chemical invention came by spiritual suggestion from the spirit of her mother, who when living delighted in chemical investigations and experiments. Prof. Walker advances the theory that the human mind originates nothing after thirty-eight years of age, but that great agitation of feeling brings from the mind's storehouse available remedy or solace in the hour of emergency. He believes this to have been the case, a coincident memory rather than an inspiration given Mrs. Shaw.

A number of Chicago capitalists have become interested in the manufacture of the enamel, and after some legal complications are settled it will be placed upon the market. The cost of the material will be merely nominal. Mrs. Shaw has lately received valuable testimonials from the agricultural department at Washington, where the material has been thoroughly tested by Secretary Wilson, who used tubs coated with the enamel for large shipments of butter to the foreign markets last summer.

MARY F. ROBINSON.

Review of the Fruit Trade During 1897.

Chicago, Jan. 1.—The year 1897 brought no great improvement in the fruit business. The apple crop this season shows the single redeeming exception from the dealers' standpoint. The first four months of the year were affected by the tremendous supply of apples remaining from the crop of 1896. When the returns were all in the supply was estimated at about 200,000,000 barrels, and they brought practically no profit to any one engaged in the handling of the crop, except the barrel manufacturers and transportation companies.

The demoralization caused by the excessively low price, the lowest on record, was severely felt in all other lines of fruit. A backward spring and two sharp frosts made serious inroads in the early fruit crop, so that the supply coming from south of the Ohio River was very short. Later in the season droughts affected all small fruits, and trade lost in the fruit business cannot be regained. Cold rains at the time of blooming prevented the setting of Southern peaches. This, too, was a loss to the trade, so that all the early season was one of short supply and light business.

With the marketing of the fruit crops grown north of the Ohio River there was a change, and such an abundance of all small fruits was received on the market that up to Aug. 1 the season was exceedingly unprofitable, and prices were so ruinously low that they scarcely equalled the cost of marketing after the fruit was grown.

After July had passed the effect of the short crop of peaches was felt. The improved condition of the country at large was also an important factor, and at that time a firmer tone was noted.

Grapes were in very large supply and sold very low, but all other fruits were in demand and a fair margin of profit was realized.

The apple crop of 1897 was scarcely more than 25 per cent. of that of 1896, and has made a handsome profit to the grower and left a fair margin to the purchaser. Prices are fully two and one-half times those of last year, and with a supply less than the demand the outlook is bright for holders. The immense orange crop of California will have the market of this country almost to itself, and with a disposition to sell at a fair price the probability is that the entire crop will move at satisfactory figures.

As a whole, the year has been somewhat of an improvement over last year, but with this further factor—that the improvement that commenced late in the season still holds, and continues to the close with a confidence in the future not known for the last four years, and that promises well for the trade of 1898.

G. W. BARNETT.

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.

BUNTING & CO.,

WHOLESALE

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

GRAND RAPIDS,

MICH.

Harris & Frutchey

Wholesale Commission Merchants

Are a good firm to ship Butter and Eggs to.

60 Woodbridge St., W.,

Detroit, Mich.

MILLER & TEASDALE CO.

ORANGES FRUITS NUTS PRODUCE

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

601 NORTH THIRD ST.,

ST. LOUIS, MO.

We are in the market to buy

PEAS, BEANS, POTATOES

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

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

ALFRED J. BROWN SEED CO.,

24 and 26 North Division St.,

GRAND RAPIDS.

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

Cranberries
Grapes
Celery
Onions
Apples

All kinds of

VEGETABLES

Ask for prices upon carlots or less.

The Vinkemulder Company,

Grand Rapids, Mich.

GOTHAM GOSSIP.

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

New York, Jan. 1.—The coffee market during the last week of the old year was dull and uninteresting. Cables positively announcing that the growing crop is seriously damaged seemed to have no effect whatever and matters moved in the same channel they have occupied for some time. The amount of Brazil coffee here and afloat amounts to 1,192,000 bags, against 740,000 bags at the same time last year. Rio No. 7 is still quotable at 6½c. It is possible that there is a little firmer feeling than a month ago, but this is not said with much confidence. More West India grades changed hands than for some time previous. East India sorts move slowly.

The tea market is fairly steady. Some fairly good orders were received to be filled after the turn of the year, and altogether the feeling is one of rather more encouragement than has characterized the market for some time. Little was done in invoice trading, but dealers did not complain at the manner in which the old year treated them in its last week of existence.

Nothing especially interesting has taken place in sugar. Trading is of an everyday character and there seems to be no rush of orders that would prevent immediate delivery. Granulated has been marked up ¼c and is now listed at 5¼c. This year it is likely the American beet will take a more lively interest in the sugar market than heretofore.

This week is the one that is to witness the beginning of a great revival in rice. However that may be, the situation is certainly one that offers no occasion for growling over. Prices are firmly adhered to, and primary points report a satisfactory outlook. Foreign sorts are not in abundant supply and the demand is sufficient to keep the market well cleaned up.

Spice dealers are holding with more firmness to their supplies on hand and the situation is one that seems to warrant their action. The demand has not been sufficient to create any hardening in prices, but advices from abroad report a situation that cannot be altogether ignored by buyers here. Jobbers had quite a good trade and many of the orders were to be billed any time during the first week of this month.

Business in molasses has been rather quiet among jobbers, but there is an impending revival, it is generally thought, and in the meantime transactions have been on a conservative basis. Syrups are quiet, but sales have been on a firm basis and show no weakness.

Canned goods brokers, in many cases, say they have had the best business for December for many years. Tomatoes and corn are both firm and advancing. It is thought by many that we shall see tomatoes \$1.25 before another season's supply is available. One dollar was refused on Tuesday for a block of standard New Jerseys.

In dried fruits the demand has been of a "sorting-up" nature and no large transactions have been reported. Holders view the outlook with a good deal of complacency and tell us that a boom is on the way.

Butter is steady, but there has been comparatively little doing during the past week. Best Western creamery is held at 22c, and for other grades there is a sudden descent.

Rather more activity has been displayed in cheese, both among exporters and the home trade. Small size, full cream are worth 9@9½c.

While there is a fairly liberal supply, the demand for eggs is sufficient to take it nearly all.

All varieties of beans are quiet. Choice pea, \$1.12½@1.15. Medium, \$1@1.15.

Suggests a System of Licenses to Prevent Fraud.

From the New York Produce Review.

We have every reason to believe that swindlers are again plying their nefarious trade in this city under the guise of

commission merchants. We called attention to the matter in our last week's issue but wish to give further warning for the benefit of our readers. To some it may seem strange that we do not boldly publish the name under which these frauds crop up from time to time. It must be remembered that while certain evidences are very convincing of fraud, legal proof of guilt in this direction is difficult to secure until the damage has been done and some of the most gullible have been defrauded. Even then, under the existing laws, it is not often easy to secure conviction when the rogues know enough to keep within the forms of the law.

Any man who has produce to ship has ample means for ascertaining the reliability of those to whom he may wish to consign. He should simply refuse to send goods to an unknown house, no matter how attractive the plea, without getting satisfactory recommendation from some one whom he knows, either personally or by reputation. The fact that apparently good references are given is not any guarantee. The people whom we alluded to last week give references, but those to whom they refer know nothing at all about them. Some other swindlers here have referred to mythical firms whose mail would be opened by confederates, and the most encouraging replies sent to enquirers. Testimony as to reliability should be accepted only from some one in whom the shipper has reason to feel perfect confidence.

This precaution is so manifestly necessary that many of our readers may consider it foolish for us to be so often pointing it out; but it is a remarkable fact that any kind of a rascal can get up an attractive letter, stating that he has exceptional opportunities for the sale of produce of one kind or another, send it broadcast over the country and procure consignments. Although we cannot always mention names, we feel satisfied that readers of this paper are not likely to be caught in the wiles of these scoundrels.

We think it very unfortunate that frauds committed under the cloak of commission merchants are so difficult of conviction; in nine cases out of ten the snides are able to realize on their goods, shut up shop and leave the state before the red tape of the law unwinds enough to entrap them. Perhaps this curse to the trade might be removed or lessened if a law could be enacted making it illegal for any one to engage in a commission business without a license, to be procurable only upon satisfactory evidence being furnished as to character and responsibility.

The Fleeting Trade.

Most merchants agree that it is much easier to make new customers than it is to keep old ones.

But why?

Well, sometimes the old friends die or move away. Then, no woman limits herself to one place to do her trading. Some "shop" all the time, even for needles and thread. At one time they may be your customers, next week some other store owns them. It is human nature to change, and the last change is always the best—until we change again. The latest discovery is always the one we enthuse over.

Then, again, some real or fancied slight or wrong may drive your "old reliable" to a competitor, and likewise bring his customer to you.

Still, there must be something radically wrong with the store that cannot boast of its regular clients. If customers are always changing, and the merchant never sees the same face twice, a change in his methods is very necessary. Treat a man or woman right, and they will surely come again.

The up-to-date merchant is bound to prosper, because he is sure to hold most of his trade, and equally certain to attract new customers.

The West Milwaukee shops of the Chicago, Milwaukee and St. Paul Railway are busier with work than they have been since 1893. About 2,400 men are engaged in the various shops.

Used His Undertaking Wagon.

Queer things happen in suburban towns, where the residents have a way of utilizing means at hand utterly regardless of the consequences. Mrs. Stimpson, a notable housewife who lives in one of these terrestrial paradises, recently replenished her stock of household furniture at the only department store in the place and ordered the purchases sent home that afternoon, when she would be there to receive them.

She was in a particularly happy frame of mind as she sat at her front windows watching for their arrival, remarking with satisfaction the vacant places the new furniture would adorn, when an undertaker's wagon drove up and stopped in front of her door and a solemn-looking driver in rusty black descended from the front seat and rang her bell. She did not lose a moment in raising the window and calling to him in a frightened voice:

"Go away! You've stopped at the wrong house! There isn't any body here!"

"I don't want a body, ma'am; I've got some things I was to leave here," called the man.

"Take them back!" she commanded. "I tell you I won't have them! You ought to be ashamed to stop here! What do you suppose the neighbors will think!"

"Well, ma'am," said the man as he climbed on his wagon again, "if you

don't want your new furniture, all right, but I've got it inside."

"And I wouldn't take it as a gift," said the distressed woman. "The idea of bringing my goods in an undertaker's wagon!"

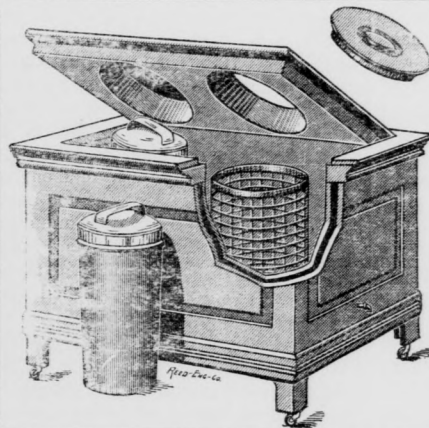
"We hadn't another vehicle in the barn, and you said you wanted it right off," responded the man as he drove away.

But the man of many callings who had utilized the last conveyance in his establishment lost the sale of the furniture and the good will of a customer who did not appreciate such mortuary enterprise.

A Hoodooed Grocery Store.

Kansas City has a "hoodooed" store. When Charles H. Warner started a grocery store on the northeast corner of Thirteenth and Cherry streets the wise ones of the neighborhood revived the superstition that has for a long time attached to the place and predicted short life for Mr. Warner's enterprise. All sorts of purchasable goods have been handled in the ill-fated room, and the proprietor of every business that has settled there has either failed or moved away. A few days ago, after three months of the grocery business, Mr. Warner, like the rest, closed up his doors and the stock and fixtures were carted away.

A heart without love is like a violin without strings.



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.

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.



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

MILLER BROS.,

Mfrs of Foot and Power
Bean Picking Machinery.

ROCHESTER, MICH.

Carloads of
Fancy California
. . . . Navel

Be sure to get our price before buying.

Hermann C. Naumann & Co.,

33 Woodbridge St., W., Detroit

THE MILLTOWN STORE.

Jane Huxley's Encounter with the Burglars.

Written for the TRADESMAN.

When Jane Cragin upon her marriage resigned her place as book-keeper in the store at Milltown, and it seemed best on all accounts to promote Jim Hankson, the clerk in the back store, to the place, the change was made with some misgivings on the part of both Jane and Huxley. The fellow wasn't "quick at figgers," his penmanship was bad and, what was worse, he didn't seem to care anything about either deficiency; but they both liked the boy, he had been a long time with them and, finally, when Jane said she would work with him and teach him until he got the hang of the thing, Jim took his place in the office behind the books and the promotion was confirmed. The fellow, however, did not seem to learn easily; and what troubled Jane more than she was willing to admit was the utter indifference which the new book-keeper manifested in the daily balancing of his accounts.

"What if it didn't come out to a cent? What earthly use was there in beginning back and going over page after page just for the sake of hunting up one cent, or a nickel, or even a quarter?" No argument seemed to move him; and, so long as he was willing to put his hand in his pocket and make up any deficiency, he "didn't see why that wasn't a good way out of the difficulty—if it was a difficulty."

Finally, when Jane had had enough of this nonsense, and could plainly see that he proposed to do what he had a mind to in regard to it, she said: "Now, Jim, stop talking and listen to me. It doesn't make any difference what you think about it, these books are going to balance, and you are going to do it; and don't you leave the office a single night without having these accounts straight. Do you understand? Yes or no, do you?"

Of course he said he did and that ended it for all practical purposes for the time; but by and by it was easy to see that the wrinkles between Jim's eyebrows were becoming alarmingly pronounced, and one day when Cy was in the office the unhappy accountant unburdened himself: "I'm as sorry as I c'n be, Cy, but the fact of the matter is these books don't balance, and they hain't balanced for weeks. I don't know what in thnnder the trouble is nor where it is, but if the blamed thing goes on so much longer, I shall start for the insane asylum. Don't look like that more'n you can help it—I know it means that Jane's got to come down here and worry over the books the Lord knows how long; but break it to her gentle like, so't she won't be hard on me, and do for pity's sake hurry up and have it over with. This dreadin' of it is awful wearin'."

The spirit of fun and mischief took possession of the proprietor of the Milltown emporium and "as soon as ever he could," he hastened home to break the tidings "gentle like" to "she 'twas Jane Cragin."

"I hate to tell ye awfully, Jane," he said, as he rushed into the house, "but that blamed Jim has got the books into such an everlasting snarl that nobody on the face of the earth but you can straighten 'em. You'd better go right down and tackle 'em. I've an idea that they are worse than anybody thinks of, and I guess you'd better give that Jim the hot end of the poker to start with,

and give him to understand that we can't have and won't have any more of such goin's on. It won't hurt him any and will give him an idea that the ground isn't any too sure under his feet anyway;" and, with his errand thus broken "gentle like," Cy hurried back to the store to see the fun.

It didn't help Jim's trouble a bit to have Jane interrupted in the very middle of some cakemaking which was going on in the Huxley kitchen. At the very minute when Cy came in, she was watching the clock and the cake that the last should be out of the oven just the time that the first dictated. When Cy came in with his story of her precious books, cake and clock were alike forgotten and remembered only when the burnt cake announced its own scorching story. Too provoked to say a word, she hastened down to the store. Jim was there to explain, but when he heard Jane's little beels coming down upon the floor clean and sharp, as if she were walking on stilts, the spirit of prudence, fostered by years of experience, settled down upon him, and whispered "how sublime a thing it is to suffer and be strong!"

Without deigning to look at him, and not venturing a word, Jane went straight to the desk and opened the books. She glanced down page after page, the scowl between her brows growing deeper and deeper and a smothered exclamation escaping her from time to time. Finally, when the little red spot began to gather in the center of each white cheek, discretion seemed to Jim to be "the better part of valor" and he "lit out." He did not go a moment too soon. Not with a bang, as too many men would have done, did Jane close those books, but with a sigh very much like the echo of despair she shut them, looked around for the vanished Jim and went out into the store.

"They might be worse, Cy," she said, as she stopped in front of her husband at the counter, "but not much. It's a snarl that I can't begin to untangle with a tea party on my hands, and I can't do it with the noise that is going on during the day. Let Jim keep his accounts on loose paper until I balance the books, and then I shall come over and work evenings, when everything's quiet, and straighten 'em out, and then come in occasionally and see that they are kept straight. All there is about it, Jim's undertaken to keep those books, and he's going to do it;" and, when Jane Cragin said anything in that tone of voice, there was no one around the Milltown store bold enough to dispute her.

At last, when the anxiety of the cake and the tea party was over—Mrs. Bettis said that "'twas just the nicest, hobnobbiest affair that Milltown had ever seen!"—Jane began her "battle with the books" one evening after "shuttin' up" time. For nearly a week she was at work, and on the last night, something after twelve, she laid down her pen, opened the drawer and exultingly exclaimed, "There! \$65.03, to a dot. Let that Jim do that thing again if he dares to! Now for a handful of caramels and then I'm through."

Suiting the action to the word, she left the office and groped her way in the dark to the candy case in the front part of the store. Slipping one of the sticky sweets in her mouth, she was feeling for a paper bag when she was startled by a noise in the office. Thinking that it could not be Cy, she dropped her candy and hurried back to

the office, to find three men taking the money from the cash drawer!

Jane's entrance startled them and they made a rush for the door; but she shut it with a slam and determinedly placed her back against it. Freeing her mouth of the caramel, she demanded that they return the money they had taken, and the burglars' cashier, cowed by her fearless manner, took out the \$65 and gave it to the plucky little woman. As luck would have it, Jane was wearing a new gown that day and, not having had time to locate the pocket—she had ordered a pocket—was obliged to turn her attention from the thieves to her garment, when one of the men, while she was thus off her guard, suddenly opened the door and all three rushed past her into the street.

Any one else, man or woman, would have rejoiced to be rid of the visitors. But not Jane Cragin. With a scream that awakened more than one sleeper in Milltown—Cy declared that the dead in the graveyard turned over—and despite her clinging garments, she rushed after the robbers in hot pursuit, overtook them at the turn in the road to the station and grabbed hold of the man who had the money, just as Cy and Jim and several other startled Milltowners came up to render assistance, among them the sheriff, whom chance had brought to the village for the night, who promptly took the burglars into custody.

Search of the trio revealed the possession of three cents, which Mrs. Huxley promptly claimed. Then, walking along with Jim and her husband, she said: "Jim, I want you to come with Cy and me to the office. The books are straightened now, and if I show you to-night where you have blundered, I shan't have to come to the store in the morn-

ing to do it.—There!" she exclaimed some time after, "the \$65.03 makes it exactly right. I knew there was just that in that drawer. And now I'll tell you again what I told you a long time ago: These books are going to balance, and, what's more, you are going to do it—even if you have to chase a gang of thieves for three cents, as I have to-night, all over Milltown. My! but I'm glad I got it;" and, while all Milltown was busy in praising Mrs. Huxley's pluck with the burglars, that worthy woman was exulting over the balance that "came out to a dot!"

RICHARD MALCOLM STRONG.

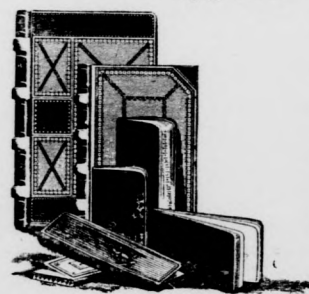
Provision Against Cold.

Dorothy was surprised to see some feathers on the legs of her grandfather's hens.

"I never knew hens wore leggings before," she exclaimed quickly.

My prices on all—

Office Supplies



Will save you money.

Mail orders a specialty.

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

W. R. BRICE.

ESTABLISHED 1852.

C. M. DRAKE.

May the New
Year be as
Prosperous to you
as you have made
the old year for us.

W. R. Brice & Co.



The largest handlers of
fancy Butter and Eggs
in Philadelphia.

Commercial Travelers

Michigan Knights of the Grip.

President, JOHN A. HOFFMAN, Kalamazoo; Secretary, J. C. SAUNDERS, Lansing; Treasurer, CHAS. McNOLTY, Jackson.

Michigan Commercial Travelers' Association.

President, S. H. HART, Detroit; Secretary and Treasurer, D. MORRIS, Detroit.

United Commercial Travelers of Michigan.

Grand Counselor, F. L. DAY, Jackson; Grand Secretary, G. S. VALMORE, Detroit; Grand Treasurer, GEO. A. REYNOLDS, Saginaw.

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

President, W. C. BROWN, Marquette; Secretary and Treasurer, A. F. WIXSON, Marquette.

Gripsack Brigade.

Charles Brodhagen, of Lansing, has taken a position with Lonn Bros., of La Porte, Ind., as traveling salesman.

F. L. Nixon, Secretary of Post K, sprung a surprise on the Kalamazoo boys by getting married last Thursday night. Someone wished him success and his troubles little ones.

Hub Baker has effected a life-time arrangement with the Clark-Jewell-Wellis Co. to travel in his old territory, all of which tends to confirm the statement that Hub is a spellbinder of no small degree.

D. B. Saltsman, traveling salesman for the Giddings & Lewis Manufacturing Co., of Fond du Lac, Wis., has accepted a position with the C. H. Dutton Co., at Kalamazoo, as mechanical engineer.

Nicholas Popma, for the past nine years behind the counter for Cornelius Stryker, has engaged to cover a portion of the city trade for the Ball-Barnhart-Putman Co. He has already entered upon the duties of his new position.

At a meeting of Post K (Kalamazoo), held at the Burdick House last Saturday, L. Verdon was elected Chairman, E. F. Zander Secretary and Treasurer, and Sig Folz, A. S. Cowing, G. M. Logan, Will Davis and F. L. Nixon members of the Board of Directors.

The next social party of Post E (Grand Rapids) will be held at Imperial Hall, on Wealthy avenue, Saturday evening, Jan. 22. A meeting of the Entertainment Committee, to make arrangements for the event, will be held at the Tradesman office at 3 o'clock Saturday afternoon.

Coldwater Republican: Anson R. Brown, who has for many years been in the employ of J. B. Branch & Co., has closed his labors with that firm and gone to Chicago, where he will enter the employ of Carson, Pirie, Scott & Co. as a traveling salesman, with Michigan as his territory.

Kalamazoo Telegraph: Sig Folz won the suit offered by Charles Friedman, the tailor, to be given to the most popular traveling man in the city, the same to be decided by vote. Mr. Folz' majority was a decisive one, and ought to be satisfactory proof that he has a friend or two in Kalamazoo. The vote of the winner was 2,153, and the nearest to it was 861, cast for L. Verdon. Ed. F. Zander came next, with 762 votes.

The manner in which the Kalamazoo traveling men entertained their guests on the occasion of the ninth annual convention of the Michigan Knights of the Grip plainly demonstrated their ability as entertainers of a high order. No detail that would conduce to the pleasure

of the occasion was overlooked. The hotel facilities were, in the main, excellent; the banquet and the accompanying program were superb, and the ball on the last evening of the convention was by no means the least enjoyable part of the occasion. The reception at the Kalamazoo Club, at the close of the final session, was in keeping with the other features provided for the purpose of creating a pleasant impression in the minds and hearts of all present. Amos S. Musselman, who has attended a great many banquets and participated in many after dinner programs, insists that the speeches made at Kalamazoo were, as a whole, head and shoulders above the average speeches delivered on an occasion of that kind.

Pleasant Words from Celery City Travelers.

Kalamazoo, Jan. 3.—The members of Post K wish to express to you our gratitude for the many kindnesses you have shown us in connection with our entertainment of the State convention of the Knights of the Grip. We feel that the large attendance and enthusiasm shown were, in great measure, due to your many references to it, for you have kindly published our notices and communications, besides referring to us in various ways.

We also feel especially grateful to you for the able manner in which you supported the candidacy of our beloved brother and fellow knight, John A. Hoffman, for the honorable and responsible office of President of the State organization, and feel that his final election by acclamation, amidst a storm of applause, was largely brought about by your wise and energetic support.

Therefore, we ask you to accept, as a slight recognition of your kindness, our heartfelt thanks, as the voice of one man, and assure you that we thoroughly appreciate your efforts in our behalf, and wish you a happy and prosperous New Year.

E. STARBUCK,
F. L. NIXON,
E. F. ZANDER,
Committee on Resolutions.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' Hall, Tuesday evening, Jan. 4, Vice-President Wagner presided.

A communication was received from Claude Buchanan, Secretary of the Peninsular Building and Loan Association, calling attention to the trading stamp scheme he contemplated promulgating in connection with his organization. The communication precipitated a very lively discussion along the lines of trading stamp and allied schemes, culminating in the adoption of the following resolutions:

Whereas, Many of us have discovered by bitter experience that the system known as the trade stamping scheme possesses no qualities worthy of any patronage; therefore,

Resolved, That this Association discourage the practice of the same; also any similar scheme; be it further

Resolved, That we indorse the action of the retail dealers of Ypsilanti in discarding the same as a step in the right direction; be it further

Resolved, That a copy of these resolutions be sent them, supporting their action.

There being no further business, the meeting adjourned.

The water famine in Kansas has assumed a serious aspect. Dozens of towns are hauling water by rail for thirty miles. Emporia's water supply has been exhausted. The Santa Fe and Missouri, Kansas and Texas railroads can get no water there for their engines.

Retaliate for Having to Close Their Butterine Plants.

Chicago, Jan. 3.—Chicago packers who manufactured butterine as a side line are now in the butter and egg business on a big scale. This is because the law prohibiting the coloring of butterine struck a fatal blow to that business and caused stockyards men to shut down their plants. Now they are offering for sale "to the trade" real butter and eggs "in quantities to suit and 5 off for cash."

Butter merchants in South Water street and dairymen think that they can distinguish blood and fire in the eyes of the packers. Some of them think the stockyards men have started out on a campaign of extermination in retaliation for the enactment of the law, which is generally credited to the country legislator and the butter merchant.

The packers insist there is not a semblance of justice in the new law, and are determined not to accept it until every means to disqualify it has been exercised. There are butter merchants who regard the butterine fit to associate with the ordinary palate, but draw the line at coloring.

They declare that the substitute can, by aid of the coloring—most of which is made in the State of New York—be made to imitate butter beyond the detection of the consumer. They want the law to stand merely as a protection for the genuine butter.

Armour & Co. seem to be the greatest source of fear to the butter people. The packers are advertising their butter, egg and poultry department in produce journals and emphasize their intention to pay cash and make liberal advances on shipments. They solicit sample lots of butter and promise an arrangement to buy their product regularly. They specify that their cold-storage system is a perfect one.

It is thought that Armour & Co. will arrange facilities for the handling of butter on a large scale in their 300 or more branches throughout the country. If such a step is taken butter men think that the Eastern butter merchants would suffer more than those in Chicago and its vicinity. The packers would have the advantage in securing lower freights, by which they could afford to undersell the commission men.

Swift & Co. handle butter, eggs and poultry, but claim not to do so on a large scale—merely as an accommodation to customers now and then. They eagerly await the decision of the courts in deciding whether the law holds good or not. Two or three test cases have been made, but with little hope for the packers.

Flour and Feed.

At the opening of the new year considerable enquiry is being made for flour, but on account of the halting and unsteady condition of the wheat markets, buyers and sellers differ so much in their views that the volume of trading is restricted. Exports continue on a large scale, as the result of a steady foreign demand, and a large amount is now going forward as flour, instead of wheat, which is a healthy sign. Receipts of wheat at some grain centers in this country continue to be large because of the high prices which prevailed in December; but the sections from which most of this grain has been attracted are known to have harvested a short crop, and the final result of an abnormally light movement later on is awaited with interest. The city mills have lost but very little time on account of the annual inventory, and as good orders have been booked for the past ten days, they will jog along at the usual rate. The prospect for a good volume of business for the next six months is excellent, and all that will be likely to hinder and interfere with a good trade will be an unusual manipulation of the price of wheat. Steady

markets and a good demand would be welcomed by both buyer and seller.

Millstuffs are in good demand, with prices well sustained and a shade higher. Feed and meal are moving rather more freely, with prices unchanged for the week.

WM. N. ROWE.

Report of the Pickle Crop.

The pickle crop reports from New England, New York, Ohio and the Mississippi River sections show a shortage of 120,000 barrels. The Chicago district, including Northern Indiana and Western Michigan, had a good yield. The pickle packers in the Chicago district have as much stock as in 1896. The salters put in the smallest acreage known for seven years, and all the old stock carried for several years was sold out early in the fall. McHenry county, Ill., the chief salting district, has not been so thoroughly cleaned out in twenty years. The Chicago district is the only one that can be drawn on to supply the enormous deficiency, and this section cannot supply one-fourth the quantity needed.

The Apple Situation.

The exports of apples to date have been 597,560 barrels, as against 2,122,400 barrels to same date last year, while the likelihood is that the total exports for the season will be kept within 800,000 barrels, as against nearly 3,000,000 barrels last year. While there is an important exportable surplus in Ontario, and a small one in Nova Scotia, the Eastern States will have few of their own to send away.

It is barely possible that China may feel the pins after a while which the Europeans are sticking in her extremities and arouse herself for a big kick. Her 400,000,000 cowards could make an ugly fight under British and Japanese officers, if cornered.

F. L. Woolston has severed his connection with White & White (Grand Rapids), to take the position of prescription clerk for B. Tripp, at Allegan.

Henry Heim, of Saginaw, succeeds Stanley E. Parkill as member of the State Board of Pharmacy, whose term expired Dec. 31.

No man suffers so much from rascality as the rascal.

Cutler House at Grand Haven.

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

HOTEL WHITCOMB

ST. JOSEPH, MICH.

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THE WHITNEY HOUSE

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

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COMMISSION BROKERS.

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

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Drugs==Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

F. W. R. PERRY, Detroit - Term expires Dec. 31, 1898
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HENRY HELM, Saginaw - Dec. 31, 1902

President, F. W. R. PERRY, Detroit.
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Examination Sessions.

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.

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Lessons To Be Learned from the Yearly Inventory.

Written for the TRADESMAN.

At the beginning of the new year almost every merchant who makes any claim to businesslike methods takes an inventory of his stock. To make and price up a correct invoice of any considerable amount of goods is a laborious task and one to which no one who has been often through the mill looks forward with eagerness. And yet it is dictated by all the canons of prudence and experience that at least once a year everyone engaged in a mercantile pursuit should take this necessary measure to find out exactly how he stands with the world, what his real income is and how it compares with his expenditures.

But a thorough and careful inventory ought to be something more than simply a means of coming at the total amount of stock so as to find whether the business is or is not on a profitable footing, or to furnish a basis for insurance adjustment in case of fire. When the inventory has been written out and footed it will pay to make a careful study of it. By referring to the bills of goods and the amount on hand it will be easy to determine what one is doing in any particular line. It is often the case that the business as a whole may be fairly profitable, and yet that certain portions of it are either yielding nothing or running at a positive loss. And there is no better time than the annual round-up to determine which branches shall be pushed more vigorously and which shall be pruned out entirely.

There is another thing which every merchant, big or little, ought to do and cannot afford to leave undone. That is to go over the inventory carefully and make a list of everything that can rightfully be termed "dead stock." If there has been judicious buying and constant effort to work off all odds and ends, the "dead stock" ought not to constitute a large proportion of the whole amount of goods; but, if such care has not been taken nor such special effort made, the sum total of goods that are not moving at all, or not selling as they should sell, will be surprisingly large.

Barring the giving of indiscriminate credit, there is hardly any other "loose screw" that is likely to cause so much ultimate loss to the average merchant as the accumulation on his shelves of old, dirty, out-of-date, soiled or otherwise damaged goods. It may be well to remark right here that if proper care be taken of stock, and general tidiness and cleanliness are maintained, most goods will retain their original freshness and beauty until sold. There are many

things in regard to which your customer will neither know nor care whether you have held them in stock a week or a year so long as they are all right and have the "new look," while goods that have been tumbled about and soiled will be rejected by the fastidious buyer, although they may have been in the hands of the retailer but a few days.

When the list we have advised making is completed, it will occur to the thoughtful dealer that there are different kinds of "dead stock." He will find he is not selling some lines because they are out of season. "Leaves have their time to fall," and some goods have their time to sell and it is practically useless to try to sell them at any other time. The famous woman who purchased the doorplate with Thompson spelled with a p on it is not a numerous type of humanity. Most people buy to supply immediate needs. You cannot sell them sticky flypaper in the winter nor fur overcoats in the summer. During the latter part of the selling season of any line of goods it is well to make special effort to close them out as low as possible; but, when the season is once past, the wise merchant will put these goods carefully away, making them as secure as possible against moth, rust, mice, or whatever other destructive agency by which they are particularly liable to be attacked, and hold them over.

In sharp distinction from the goods just mentioned stand fruits, vegetables and whatever other articles can be correctly termed perishable. And it will not do to wait until inventory time to dispose of such. Whoever handles must exercise eternal vigilance that this or that does not go down on his hands; better sacrifice in season than lose entirely. But even here tact and judgment play their ever-necessary part. Perhaps a groceryman, on looking over his stock of green goods, finds some cabbage a little past the very prime of life. Shall he offer these to each and every customer who visits his store? By no means. Let him wait until the right one appears. Perhaps it will be that worthy yet frugal lady who keeps a boarding-house down by the depot. In disposing of all wares that are not quite up to the mark in every way there is everything in offering to the right person. Such an one will not be offended but, on the contrary, rather pleased with the bargain. Of course, it is understood that all such things are to be sold for exactly what they are, with not the slightest attempt to misrepresent or conceal defects.

Some goods will be found on the list that have not sold simply because they have not had a fair chance to sell. They have not been properly displayed, attention has not been directed to them, they have been forgotten and neglected. All such must, as far as possible, be gotten into prominence. Whether or not to cut the price depends on the article and on the trade. A cut in price below a fair and legitimate margin should usually be for one of two things—either as an advertisement or to get what one can out of goods that will not move at regular prices. It is well to bear in mind that, while cutting prices is sometimes a necessary measure, it is for the sake of selling goods at a margin, not at cost or below, that you invest your money, pay rent and clerk hire and the thousand and one expenses of business. So it will be well to know that a given article will not sell at a profit before reducing the price, unless

you wish to make a leader of it. Then on all "stickers and hangers"—everything that you cannot sell for even what it has cost you—put a price that will move them, display conspicuously and keep at it until they are gone. Then don't buy a lot more stuff that won't sell, and next inventory time you will have less "dead stock" to harass you.

QUILLO.

Experiments with Sugar Beets.

The Government spends money freely in distributing seeds and plants among the people. The policy of the Department of Agriculture in the future will be to encourage the introduction of what will enable our people to diversify their crops and keep at home money that is now sent abroad to buy what the United States should produce.

Seven tons of imported sugar-beet seeds were distributed last spring in twenty-seven states, among 22,000 farmers, through the experiment stations of those states, to ascertain where the sweetest beets can be produced. Samples are now being analyzed at the experiment stations and where they are not prepared to do the work the beets are forwarded to the laboratory of the Department at Washington. There is abundant encouragement to lead us to conclude that our country will within a few years produce what sugar it requires. The Department will collect all the facts regarding the work of this season and publish them for general distribution. The pioneer work will be pushed energetically during the next year.

To Advertise California Fruit Abroad.

At the meeting of the California State Fruit-Growers' Convention held in Sacramento last month, a committee of fifty was appointed to solicit subscriptions to a fund of \$10,000 for the purpose of advertising California fruit products in European markets. The necessity for opening up new markets can be better understood and appreciated when the fact is taken into consideration that the maximum amount of French prunes produced in the State in any one year up to 1897 was about 65,000,000 pounds, and that this year, in the first three months of the season, there had been over 68,000,000 pounds sent out of the State; and there is yet on hand from 30 to 40 per cent. of the crop. This shows the increase in one variety only, and does not include the dried and canned fruits of all other varieties, such as peaches, plums, pears, apricots, etc., which, it is reasonable to suppose, have increased in like proportion.

Sam Jones has been looking over boys. He says: "I doubt if the old men keep close enough to the boys. If men of experience would be more companionable with the boys and manifest more sympathy with them in their troubles and follies, perhaps there would be fewer boys going astray, and more boys who have gone astray would be rescued. Not only the welfare of the home, but the future of our country rests upon the character of the boys growing up. A good boy is worth his weight in gold to any community; but the devil never put a worse thing off on a community than a bad boy."

Half of the self-denial and hardship practiced to reach and test the gold fields of the Klondike, if put into practice in your daily business life, will assure you a grateful measure of success.

The Drug Market.

There are several changes to note in proprietary goods the first of the year.

Sen Sen—This article has been advanced to \$1.20 per box; 5 boxes, \$1.10 per box; 10 boxes, \$1.05 per box.

Kickapoo Indian Sagwa—Has been reduced to \$8 per doz.

Kickapoo Indian Cough Cure—Has been reduced to \$2 per doz.

Steamboat Cards—The list has been advanced \$2 per gross.

Tiger Cards—The list has been advanced \$2 per gross.

Capsules—The United States Capsule Co. has reduced its price of empty capsules to 60c per doz. boxes; ½ gross lots, \$7.10 per gross; 1 gross, \$7; in 1,000s, 47c per 1,000.

Malt Nutrine—Has been reduced to \$2 per doz.

Opium, Quinine, Morphine—All are steady at unchanged prices.

Gum Camphor—This article has declined.

Cocaine—Has advanced 25c per oz. and the market is firm.

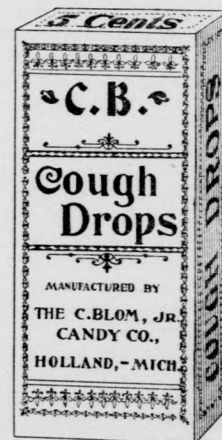
Castor Oil—This article has declined 4c per gal.

Linseed Oil—Has advanced and is very firm, on account of higher seed market.

A quiet market is reported from trade centers, but there are a good many articles likely to advance soon.



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



For Sale by Leading Jobbers.

"MASTER" "YUMA"

The best 5 cent cigars ever made. Sold by

BEST & RUSSELL CO., CHICAGO.

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

WHOLESALE PRICE CURRENT.

Advanced—Cocaine, Castor Oil, Linseed Oil, Turpentine.
Declined—Gum Camphor.

Acidum		Conium Mac.		Scilla Co.	
Aceticum	60 1/2	Copaiba	1 10 1/2	Tolutan	50
Benzoleum, German	70 1/2	Cubebae	1 10 1/2	Prunus virg.	50
Boricum	15	Exechthitos	1 10 1/2		
Carbolicum	20 1/2	Erigeron	1 10 1/2	Tinctures	
Citricum	40 1/2	Gaultheria	1 10 1/2	Aconitum Napellis R	60
Hydrochlor	30 1/2	Gossypii, Sem. gal.	1 10 1/2	Aconitum Napellis F	50
Nitrosum	80 1/2	Juniper	1 10 1/2	Aloes	60
Oxalicum	13 1/2	Lavandula	1 10 1/2	Aloes and Myrrh	60
Salicylicum	13 1/2	Limonis	1 10 1/2	Arnica	60
Sulphuricum	13 1/2	Mentha Piper	1 10 1/2	Assafetida	50
Tannicum	1 25 1/2	Mentha Verid.	1 10 1/2	Atrope Belladonna	60
Tartaricum	38 1/2	Morruha, gal.	1 10 1/2	Aurant Cortex	50
Ammonia		Potassium		Benzoin Co.	
Aqua, 16 deg.	40 1/2	Bl Carb.	15 1/2	Barosma	50
Aqua, 20 deg.	60 1/2	Bichromate	13 1/2	Cantharides	50
Carbonas	13 1/2	Bromide	50 1/2	Capicum	50
Chloridum	13 1/2	Carb.	12 1/2	Cardamon	75
Aniline		Radix		Cardamon Co.	
Black	2 00 1/2	Aconitum	20 1/2	Castor	1 00
Brown	80 1/2	Althae	22 1/2	Catechu	50
Red	45 1/2	Anchusa	10 1/2	Cinchona	50
Yellow	2 50 1/2	Arum po.	10 1/2	Cinchona Co.	50
Bacca.		Semen		Columba	50
Cubebae, po. 18	13 1/2	Bird, Is.	40 1/2	Cubeba	50
Juniperus	6 1/2	Cardamom	1 25 1/2	Cassia Acutifol	50
Xanthoxylum	25 1/2	Cardamom	1 25 1/2	Cassia Acutifol Co	50
Balsamum		Spiritus		Digitalis	50
Copaiba	55 1/2	Frument, W. D. Co.	2 00 1/2	Ergot	50
Peru	2 40	Frument, D. F. R.	2 00 1/2	Ferri Chloridum	35
Terabin, Canada	45 1/2	Frument, S. E. R.	2 00 1/2	Gentian	50
Tolutan	75 1/2	Juniperis Co. O. T.	1 65 1/2	Gentian Co.	50
Cortex		Sponges		Guaiaca	50
Abies, Canadian	18	Florida sheeps' wool	2 50 1/2	Guaiaca ammon	50
Cassia	12	carriage	2 50 1/2	Iodine	75
Cinchona Flava	12	Nassau sheeps' wool	2 50 1/2	Iodine, colorless	75
Euonymus atropurp	30	carriage	2 50 1/2	Kino	50
Myrica Cerifera, po.	30	velvet extra sheeps'	2 50 1/2	Lobelia	50
Prunus Virgin.	12	wool, carriage	2 50 1/2	Myrrh	50
Quillaia, gr'd	12	Extra yellow sheeps'	2 50 1/2	Nux Vomica	50
Sassafras, po. 18	12	wool, carriage	2 50 1/2	Opi, camphorated	50
Ulmus, po. 15, gr'd	12	Grass sheeps' wool	2 50 1/2	Opi, deodorized	50
Extractum		Syrups		Quassia	50
Glycyrrhiza Glabra	24 1/2	Acacia	50	Rhe	50
Glycyrrhiza, po.	25 1/2	Amygdala, Dulo	30 1/2	Sanguinaria	50
Hematox, 15 lb box	11 1/2	Amygdala, Amara	8 00 1/2	Serpentaria	50
Hematox, 1s	13 1/2	Anisi	2 25 1/2	Stromonium	60
Hematox, 1/4s	14 1/2	Aurant Cortex	2 00 1/2	Tolutan	60
Hematox, 1/4s	16 1/2	Bergamii	2 40 1/2	Valerian	50
Ferra		Caliputi	2 40 1/2	Veratrum Veride	50
Carbonate Precip.	15	Caryophylli	65 1/2	Zingiber	20
Citrate and Quinia	2 35	Cedary	35 1/2		
Citrate Soluble	75	Chenopadii	2 75	Miscellaneous	
Ferrocyanidum Sol.	40	Cinnamomi	1 80 1/2	Aether, Spts. Nit. 3 F	300 1/2
Solut. Chloride	15	Citronella	45 1/2	Aether, Spts. Nit. 4 F	24 1/2
Sulphate, com'l, by	50			Alumen, gro'd, po. 7	30 1/2
Sulphate, pure	7			Annato	40 1/2
Flora				Antimon, et PotassT	40 1/2
Arnica	12 1/2			Antipyrin	1 40 1/2
Anthemis	18 1/2			Antifebrin	1 15
Matricaria	30 1/2			Argenti Nitras, oz	50
Folia				Arsenicum	100 1/2
Barosma	23 1/2			Balm Gilead Bud	38 1/2
Cassia Acutifol, Tin-	18 1/2			Bismuth S. N.	1 40 1/2
nevelly	25 1/2			Calcium Chlor, 1s.	10
Cassia Acutifol, Alx.	18 1/2			Calcium Chlor, 1/4s.	10
Salvia officinalis, 1/4s	12 1/2			Calcium Chlor, 1/4s.	10
and 1/4s	12 1/2			Cantharides, Rus. po	75
Ura Ursi	50 1/2			Capsici Fructus, af.	15
Gummi				Capsici Fructus, po	15
Acacia, 1st picked	45			Caryophyllus, po. 15	100 1/2
Acacia, 2d picked	45			Carmin, No. 40	3 00
Acacia, 3d picked	45			Cera Alba, S. & F.	50 1/2
Acacia, sifted sorts	45			Cera Flava	40 1/2
Acacia, po.	60 1/2			Cocculus	40
Aloe, Barb. po. 15	12 1/2			Cassia Fructus	40
Aloe, Cape, po. 15	12 1/2			Centraria	10
Aloe, Socotri, po. 40	12 1/2			Cetaceum	45
Ammoniac	50 1/2			Chloroform	60 1/2
Assafetida, po. 30	50 1/2			Chloroform, squibbs	1 25
Benzoinum	50 1/2			Chloral Hyd Crst.	1 50 1/2
Catechu, 1s.	13 1/2			Chondrus	20 1/2
Catechu, 1/4s.	13 1/2			Cinchonidine, P. & W	25 1/2
Camphora	40 1/2			Cinchonidine, Germ	22 1/2
Euphorbium, po. 35	40 1/2			Cocaine	3 80 1/2
Galbanum	1 00			Corks, list, dis. pr. ct.	70
Gamboge po.	65 1/2			Croosotum	2 35
Guaiacum, po. 25	30			Creta	2 1/2
Kino	3 00			Creta, prep.	2 1/2
Mastic	60			Creta, precip.	90 1/2
Myrrh	40 1/2			Creta, Rubra	8
Opi, po. 1/4, 10, 4.30	3 00			Crocus	180 1/2
Shellac	30 1/2			Cudbear	24
Shallac, bleached	40 1/2			Cupri Sulph.	50 1/2
Tragacanth	50 1/2			Dextrine	100 1/2
Herba				Ether Sulph.	75 1/2
Absinthium, oz. pkg	25			Emery, all numbers	8
Eupatorium, oz. pkg	25			Emery, po.	8
Lobelia, oz. pkg	25			Ergota	30 1/2
Majorum, oz. pkg	25			Flake White	120 1/2
Mentha Pip. oz. pkg	25			Galla	23
Mentha Vir. oz. pkg	25			Gambier	80 1/2
Rue, oz. pkg	25			Gelatin, Cooper	60
Tanacetum Voz. pkg	25			Gelatin, French	35 1/2
Thymus, V. oz. pkg	25			Glassware, flint, box	70
Magnesia.				Less than box	60
Calcined, Pat.	55 1/2			Glue, brown	13 1/2
Carbonate, Pat.	22			Glue, white	13 1/2
Carbonate, K. & M.	20 1/2			Glycerina	13 1/2
Carbonate, Jennings	35 1/2			Grana Paradisi	15
Oleum				Humulus	25 1/2
Absinthium	3 25 1/2			Hydraag Chlor Mite	80
Amygdala, Dulo	30 1/2			Hydraag Chlor Cor.	70
Amygdala, Amara	8 00 1/2			Hydraag Ox Rub'm	90
Anisi	2 25 1/2			Hydraag Ammoniat	1 00
Aurant Cortex	2 00 1/2			Hydraag Unguentum	45 1/2
Bergamii	2 40 1/2			Hydrargyrum	65 1/2
Caliputi	2 40 1/2			Ichthyobolia, Am.	75
Caryophylli	65 1/2			Indigo	75 1/2
Cedary	35 1/2			Iodine, Resubi.	3 60 1/2
Chenopadii	2 75			Iodoform	4 20
Cinnamomi	1 80 1/2			Lupulin	2 25
Citronella	45 1/2			Lycopodium	40 1/2
Syrups				Maels	65 1/2
Acacia	50			Liquor Arsen. et Hy-	25
Amygdala, Dulo	30 1/2			drag Iod.	100 1/2
Amygdala, Amara	8 00 1/2			Liquor PotassArsenit	20 1/2
Anisi	2 25 1/2			Magnesia, Sulph.	14 1/2
Aurant Cortex	2 00 1/2			Magnesia, Sulph. bbl	50 1/2
Bergamii	2 40 1/2			Mannia, S. F.	60
Caliputi	2 40 1/2			Mentha	2 75
Caryophylli	65 1/2				
Cedary	35 1/2				
Chenopadii	2 75				
Cinnamomi	1 80 1/2				
Citronella	45 1/2				

Morphia, S.P. & W.	2 15 1/2	2 40	Sinapis	18	Linseed, pure raw	41	44
Morphia, S.N.Y. Q. &	2 15 1/2	2 40	Sinapis, opt.	30	Linseed, boiled	43	46
C. Co.	2 15 1/2	2 40	Snuff, Maccaboy, De	34	Neatsfoot, winter str	65	70
Moschus Canton.	60 1/2	80	Voos.	34	Spirits Turpentine	37	42
Myristica, No. 1	60 1/2	80	Snuff, Scotch, DeVos	34			
Nux Vomica, po. 20	15 1/2	18	Soda Boras	8			
Os Sepia	15 1/2	18	Soda Boras, po.	8			
Pepsin Saac, H. & P.	1 00	1 00	Soda et Potass Tart.	20 1/2			
D. Co.	1 00	1 00	Soda, Carb.	1 1/2			
Picis Liq. N.N. 1/4 gal.	2 00	2 00	Soda, Bi-Carb.	3 1/2			
Picis Liq., quarts.	2 00	2 00	Soda, Ash.	3 1/2			
Picis Liq., pints.	2 00	2 00	Soda, Sulphas.	2 00			
Pil Hydrarg. po. 80	18	18	Spts. Cologne.	2 80			
Piper Nigra, po. 22	30	30	Spts. Ether Co.	50 1/2			
Piper Alba, po. 35	30	30	Spt. Myrcia Dom.	2 00			
Pilx Burgun	10 1/2	12	Spts. Vini Rect. bbl.	2 40			
Plumbi Acet.	10 1/2	12	Spts. Vini Rect. 1/2 bbl.	2 45			
Pulvis Ipecac et Opi	1 10 1/2	1 20	Spts. Vini Rect. 10 gal	2 45			
Pyrethrum, boxes H.	60	60	Spts. Vini Rect. 5 gal	2 50			
& P. D. Co., doz.	1 25	1 25	Less 5c gal. cash 10 days.				
Pyrethrum, pv.	30 1/2	33	Strychnia, Crystal.	1 40 1/2			
Quassia	30 1/2	33	Sulphur, Subl.	2 1/2			
Quinia, S. P. & W.	35 1/2	40	Sulphur, Roll.	2 1/2			
Quinia, S. German.	25 1/2	38	Tamarinds	10			
Quinia, N.Y.	33 1/2	38	Terebenth Venice.	28 1/2			
Rubia Tinctorum	12 1/2	14	Theobromas	42 1/2			
Saccharum Lactis pv	18 1/2	20	Vanilla	9 00 1/2			
Salicin	3 00 1/2	3 10	Zinci Sulph.	7 1/2			
Sanguis Draconis.	40 1/2	50					
Sapo, M.	10 1/2	12					
Sapo, G.	10 1/2	12					
Siedlitz Mixture	20	22					

Oils		Paints		Varnishes	
Whale, winter	70	BBL.	GALE	No. 1 Turp Coach	1 10 1/2
Lard, extra	40			Extra Turp.	1 60 1/2
Lard, No. 1	35			Coach Body	2 75 1/2
				No. 1 Turp Furn.	1 00 1/2
				Extra Turk Damar.	1 55 1/2
				Jap. Dryer, No. 1 Turp	70 1/2

PAINT BRUSHES

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 or-
ders. 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.

AXLE GREASE.	
Aurora.....	55 doz. gross
Castor Oil.....	6 00
Diamond.....	50 4 00
Prater's.....	75 9 00
IXL Golden tin boxes.....	75 9 00
Nica, tin boxes.....	75 9 00
Paragon.....	55 6 00
BAKING POWDER.	
Absolute.	
1 lb cans doz.....	45
1 lb cans doz.....	85
1 lb cans doz.....	1 50
Acme.	
1 lb cans 3 doz.....	45
1 lb cans 3 doz.....	75
1 lb cans 1 doz.....	1 00
Bulk.....	10
El Parity.	
1 lb cans per doz.....	75
1 lb cans per doz.....	1 20
1 lb cans per doz.....	2 00
Home.	
1 lb cans 4 doz case.....	35
1 lb cans 4 doz case.....	55
1 lb cans 2 doz case.....	90
JAXON	
1 lb cans, 4 doz case.....	45
1 lb cans, 4 doz case.....	55
1 lb cans, 2 doz case.....	1 60
Jersey Cream.	
1 lb cans, per doz.....	2 00
9 oz. cans, per doz.....	1 25
6 oz. cans, per doz.....	85
Our Leader.	
1 lb cans.....	45
1 lb cans.....	75
1 lb cans.....	1 50
Peerless.	
1 lb. cans.....	85
BATH BRICK.	
American.....	70
English.....	80
BLUING.	
CONDENSED PEARL BLUING	
1 doz. pasteboard boxes.....	40
3 doz. wooden boxes.....	1 20
BROOMS.	
No. 1 Carpet.....	1 90
No. 2 Carpet.....	1 75
No. 3 Carpet.....	1 50
No. 4 Carpet.....	1 15
Parlor Gem.....	2 00
Common Whisk.....	70
Fancy Whisk.....	80
Warehouse.....	2 25
CANDLES.	
8s.....	7
16s.....	8
Paraffine.....	8
CANNED GOODS.	
Manitowoc Peas.	
Lakeside Marrowfat.....	95
Lakeside E. J.....	1 15
Lakeside, Cham. of Eng.....	1 20
Lakeside, Gem. Ex. Sifted.....	1 45
Extra Sifted Early June.....	1 75
CATSUP.	
Columbia, pints.....	2 00
Columbia, 1/2 pints.....	1 25
CHEESE	
Acme.....	11 1/4
Amboy.....	11 1/4
Byron.....	11 1/4
Elsie.....	12 1/4
Gem.....	12 1/4
Gold Medal.....	11
Herkimer.....	11
Ideal.....	11 1/4
Jersey.....	12
Lenawee.....	11
Riverside.....	12 1/4
Springdale.....	11 1/4
Sparta.....	11
Edam.....	10
Leiden.....	18
Limburger.....	10
Pineapple.....	43
Sap Sago.....	18
Chicory.	
Bulk.....	5
Red.....	7
CHOCOLATE.	
Walter Baker & Co.'s.	
German Sweet.....	23
Premium.....	34
Breakfast Cocoa.....	45

CLOTHES LINES.	
Cotton, 40 ft. per doz.....	1 00
Cotton, 50 ft. per doz.....	1 20
Cotton, 60 ft. per doz.....	1 40
Cotton, 70 ft. per doz.....	1 60
Cotton, 80 ft. per doz.....	1 80
June, 60 ft. per doz.....	80
June, 72 ft. per doz.....	95
COCOA SHELLS.	
20 lb bags.....	2 1/4
Less quantity.....	3
Pound packages.....	4
CREAM TARTAR.	
5 and 10 lb. wooden boxes.....	30-35
COFFEE.	
Green.	
Rio.....	10
Fair.....	12
Good.....	12
Prime.....	13
Golden.....	14
Peaberry.....	15
Santos.	
Fair.....	14
Good.....	15
Prime.....	16
Peaberry.....	17
Mexican and Guatemala.	
Fair.....	16
Good.....	17
Fancy.....	18
Maracalbo.	
Prime.....	20
Milled.....	21
Java.	
Interior.....	20
Private Growth.....	22
Mandehling.....	24
Mocha.	
Imitation.....	22
Arabian.....	24
Roasted.	
Clark-Jewell Wells Co.'s Brands	
Fifth Avenue.....	28
Jewell's Arabian Mocha.....	28
Wells' Mocha and Java.....	24
Wells' Perfection Java.....	24
Sancatho.....	23
Breakfast Blend.....	29
Valley City Maracalbo.....	18 1/4
Ideal Blend.....	14
Leader Blend.....	12
Package.	
Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 1 c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases.	
Arbuckle.....	10 50
Jersey.....	10 50
McLaughlin's XXXX.....	10 50
Extract.	
Valley City 1/4 gross.....	75
Felix 1/4 gross.....	1 15
Hummel's foil 1/4 gross.....	85
Hummel's tin 1/4 gross.....	1 45
CLOTHES PINS.	
5 gross boxes.....	40
COUGH DROPS.	
C. B. Brand.	
40 5 cent packages.....	1 00
CONDENSED MILK.	
4 doz in case.	
Gail Borden Eagle.....	8 75
Crown.....	6 25
Daisy.....	5 75
Champion.....	4 50
Magnolia.....	4 25
Challenge.....	3 35
Dime.....	3 35
COUPON BOOKS.	
Tradesman Grade.	
50 books, any denom.....	1 50
100 books, any denom.....	2 50
500 books, any denom.....	11 50
1,000 books, any denom.....	20 00
Economic Grade.	
50 books, any denom.....	1 50
100 books, any denom.....	2 50
500 books, any denom.....	11 50
1,000 books, any denom.....	20 00

Fish.	
Cod.	
Georges cured.....	4 1/4
Georges genuine.....	5 1/4
Georges selected.....	6 1/4
Strips or bricks.....	5
Halibut.	
Chunks.....	10
Strips.....	9
Herring.	
Holland white hoops, bbl.....	10 25
Holland white hoop 1/2 bbl.....	5 50
Holland white hoop, keg.....	72
Holland white hoop mechs.....	80
Norwegian.....	11 00
Round 100 lbs.....	3 40
Round 40 lbs.....	1 60
Scaled.....	15
Mackerel.	
Mess 100 lbs.....	16 00
Mess 40 lbs.....	6 70
Mess 10 lbs.....	1 75
Mess 8 lbs.....	1 43
No. 1 100 lbs.....	14 50
No. 1 40 lbs.....	6 10
No. 1 10 lbs.....	1 60
No. 1 8 lbs.....	1 30
No. 2 100 lbs.....	10 60
No. 2 40 lbs.....	4 30
No. 2 10 lbs.....	1 15
No. 2 8 lbs.....	55
Sardines.	
Russian kegs.....	55
Trout.	
No. 1 100 lbs.....	4 50
No. 1 40 lbs.....	2 10
No. 1 10 lbs.....	60
No. 1 8 lbs.....	51
Whitefish.	
No. 1 No. 2 Fam.....	
100 lbs.....	6 75 5 00 2 50
40 lbs.....	3 00 2 30 1 20
10 lbs.....	83 65 40
8 lbs.....	69 55 35
FLAVORING EXTRACTS.	
Jennings'.	
D. C. Vanilla.....	2 0z..... 1 20
3 oz.....	1 50
4 oz.....	2 00
6 oz.....	3 00
No. 8 4 00.....	
No. 10 6 00.....	
No. 2 T. 1 25.....	
No. 3 T. 2 00.....	
No. 4 T. 2 40.....	
D. C. Lemon.....	2 0z..... 75
3 oz.....	1 00
4 oz.....	1 40
6 oz.....	2 00
No. 8 4 00.....	
No. 10 6 00.....	
No. 2 T. 1 25.....	
No. 3 T. 2 00.....	
No. 4 T. 2 40.....	
Souders'.	
Oval bottle, with corkscrew. Best in the world for the money.	
Regular Grade Lemon.	
2 oz.....	75
4 oz.....	1 50
Regular Vanilla.	
2 oz.....	2 40
4 oz.....	3 00
XX Grade Lemon.	
2 oz.....	1 50
4 oz.....	3 00
XX Grade Vanilla.	
2 oz.....	1 75
4 oz.....	3 50
GUNPOWDER.	
Rifle-Dupont's.	
Kegs.....	4 00
Half Kegs.....	2 25
Quarter Kegs.....	1 25
1 lb. cans.....	30
1/2 lb. cans.....	18
Choke Bore-Dupont's.	
Kegs.....	4 35
Half Kegs.....	2 40
Quarter Kegs.....	1 35
1 lb. cans.....	34
Eagle Duck-Dupont's.	
Kegs.....	8 00
Half Kegs.....	4 25
Quarter Kegs.....	2 25
1 lb. cans.....	45

HERBS.	
Sage.....	15
Hops.....	15
INDIGO.	
Madras, 5 lb boxes.....	55
S. F., 2, 3 and 5 lb boxes.....	50
JELLY.	
15 lb pails.....	40
30 lb pails.....	73
Kraut.	
Barrels.....	3 50
Half barrels.....	2 25
LYE.	
Condensed, 2 doz.....	1 20
Condensed, 4 doz.....	2 25
LICORICE.	
Pure.....	30
Calabria.....	25
Stelly.....	14
Root.....	10
MINCE MEAT.	
Ideal, 3 doz. in case.....	2 25
MATCHES.	
Diamond Match Co.'s brands.	
No. 9 sulphur.....	1 65
Anchor Parlor.....	1 70
No. 2 Home.....	1 10
Export Parlor.....	4 00
MOLASSES.	
New Orleans.	
Black.....	11
Fair.....	14
Good.....	20
Fancy.....	24
Open Kettle.....	25 35
Half-barrels 2c extra.	
MUSTARD.	
Horse Radish, 1 doz.....	1 75
Horse Radish, 2 doz.....	3 50
Bayle's Celery, 1 doz.....	1 75
PIPES.	
Clay, No. 216.....	1 70
Clay, T. D. full count.....	65
Cob, No. 3.....	85
POTASH.	
48 cans in case.	
Babbitt's.....	4 00
Penna Salt Co.'s.....	3 00
PICKLES.	
Medium.	
Barrels, 1,200 count.....	5 50
Half bbls, 600 count.....	3 30
Small.	
Barrels, 2,400 count.....	6 75
Half bbls, 1,200 count.....	4 00
RICE.	
Domestic.	
Carolina head.....	6 1/4
Carolina No. 1.....	5
Carolina No. 2.....	4 1/4
Broken.....	3 1/4
Imported.	
Japan, No. 1.....	5 1/4
Japan, No. 2.....	5 1/4
Java, fancy head.....	6
Java, No. 1.....	5
Table.....	5 1/4
SALERATUS.	
Packed 60 lbs. in box.	
Church's.....	3 30
Deland's.....	3 15
Dwight's.....	3 30
Taylor's.....	3 00
SALT.	
Diamond Crystal.	
Cases, 24 3-lb boxes.....	1 50
Barrels, 100 3 lb bags.....	2 75
Barrels, 40 7 lb bags.....	2 40
Butter, 28 lb. bags.....	30
Butter, 56 lb. bags.....	60
Butter, 20 14 lb bags.....	3 00
Butter, 280 lb bbls.....	2 50
Common Grades.	
100 3 lb sacks.....	1 70
60 5-lb sacks.....	1 55
28 10-lb sacks.....	1 45
Worcester.	
50 4 lb. cartons.....	3 25
115 2 1/2 lb. sacks.....	4 00
60 5 lb. sacks.....	3 75
22 14 lb. sacks.....	3 50
30 10 lb. sacks.....	3 50
28 lb. linen sacks.....	32
56 lb. linen sacks.....	60
Bulk in barrels.....	2 50
Warsaw.	
56-lb dairy in drill bags.....	30
28-lb dairy in drill bags.....	15
Ashton.	
56-lb dairy in linen sacks.....	60
Higgins.	
56-lb dairy in linen sacks.....	60
Solar Rock.	
56-lb sacks.....	21
Common.	
Granulated Fine.....	77
Medium Fine.....	82

SAL SODA.	
Granulated, bbls.....	75
Granulated, 100 lb cases.....	90
Lump, bbls.....	75
Lump, 145lb kegs.....	85
SEEDS.	
Anise.....	9
Canary, Smyrna.....	3
Caraway.....	8
Cardamon, Malabar.....	60
Celery.....	11
Hemp, Russian.....	3 1/4
Mixed Bird.....	4 1/4
Mustard, white.....	5
Poppy.....	8 1/4
Rape.....	4 1/4
Cuttle Bone.....	20
SNUFF.	
Scotch, in bladders.....	37
Maccaboy, in jars.....	35
French Rappee, in jars.....	43
SOAP.	
JAXON	
Single box.....	2 75
5 box lots, delivered.....	2 70
10 box lots, delivered.....	2 65
JAS. S. KIRK & CO.'S BRANDS.	
American Family, wrp'd.....	3 33
American Family, unwrp'd.....	3 37
Dome.....	3 33
Cabinet.....	2 20
Savon.....	2 50
Dusky Diamond, 50 6 oz.....	2 10
Dusky Diamond, 50 8 oz.....	3 00
Blue India, 100 3/4 lb.....	3 00
Kirkoline.....	3 75
Eos.....	3 65
One box American Family free with five.	
Schulte Soap Co.'s Brand.	
	
100 cakes, 75 lbs.	
Single box.....	2 80
5 box lots.....	2 75
10 box lots.....	2 70
25 box lots.....	2 60
Allen B. Wrisley's Brands.	
Old Country, 80 1-lb. bars.....	2 75
Good Cheer, 60 1-lb. bars.....	3 75
Uno, 100 3/4 lb. bars.....	2 50
Doll, 100 10 oz. bars.....	2 65
Scouring.	
Sapollo, kitchen, 3 doz.....	2 40
Sapollo, hand, 3 doz.....	2 40
SODA.	
Boxes.....	5 1/4
Kegs, English.....	4 1/4
SPICES.	
Whole Sifted.	
Allspice.....	10
Cassia, China in mats.....	12
Cassia, Batavia in bund.....	22
Cassia, Saigon in rolls.....	32
Cloves, Amboy.....	10
Cloves, Zanzibar.....	9
Mace, Batavia.....	55
Nutmegs, fancy.....	60
Nutmegs, No. 1.....	50
Nutmegs, No. 2.....	45
Pepper, Singapore, black.....	10
Pepper, Singapore, white.....	12
Pepper, shot.....	12
Pure Ground in Bulk.	
Allspice.....	12
Cassia, Batavia.....	22
Cassia, Saigon.....	40
Cloves, Amboy.....	18
Cloves, Zanzibar.....	13
Ginger, African.....	15
Ginger, Cochui.....	18
Ginger, Jamaica.....	23
Mace, Batavia.....	70
Mustard, Eng. and Trieste.....	18
Mustard, Trieste.....	20
Nutmegs.....	40 1/2
Pepper, Sing. black.....	12
Pepper, Sing., white.....	15
Pepper, Cayenne.....	20
Sage.....	15

STARCH.



Kingsford's Corn.	
40 1-lb packages	8
20 1-lb packages	6 3/4
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 1/4
20 lb. boxes	4
40 lb. boxes	3 3/4
Common Gloss.	
1-lb packages	4 1/4
3-lb packages	4 1/4
6-lb packages	4 1/4
40 and 50 lb boxes	3
Barrels	2 3/4

STOVE POLISH.



No. 4, 3 doz in case, gross.	4.50
No. 6, 3 doz in case, gross.	7.20

SUGAR.

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

Cut Leaf.	5.88
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.	5.38
Diamond Confection.	5.25
Confection Standard A.	5.13
No. 1.	4.83
No. 2.	4.88
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.

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.	2.75
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. 0, per gross.	25
No. 1, per gross.	30
No. 2, per gross.	40
No. 3, per gross.	75

WICKING.

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

Fish and Oysters

Fresh Fish.

	Per lb.
Whitefish.	8
Trout.	8
Black Bass.	12
Halibut.	15
Ciscoes or Herring.	4
Bluefish.	10
Live Lobster.	18
Boiled Lobster.	20
Cod.	10
Haddock.	8
No. 1 Pickerel.	8
Pike.	9
Smoked White.	12
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.	21
Ancors.	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
3 ams. per 100.	1.00 @ 1.25

Hides and Pelts.

Perkins & Hess pay as follows:

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

Pelts.

Shearlings.	50 @ 30
Lambs.	40 @ 1.10
Old Wool.	60 @ 1.25

Furs.

Mink.	50 @ 1.30
Coon.	30 @ 90
Skunk.	50 @ 1.00
Muskats, fall.	5 @ 12
Muskats, spring.	12 @ 18
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 @ 30
Fisher.	3.50 @ 7.00
Lynx, Dark.	1.0 @ 2.00
Martin, Yellow.	1.50 @ 3.00
Otter.	5 @ 9.00
Wolf.	75 @ 1.50
Beaver.	7.00 @ 15.00
Beaver Castors.	8 @ 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.	2 @ 25

Candies.

Stick Candy.

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

Mixed Candy.

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

Fancy-In Bulk.

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

Fancy-In 5 lb. Boxes.

Lemon Drops.	50 @ 50
Sour Drops.	50 @ 50
Peppermint Drops.	50 @ 50
Chocolate Drops.	50 @ 50
H. M. Choc. Drops.	50 @ 50
Gum Drops.	50 @ 50
Licorice Drops.	50 @ 50
A. B. Licorice Drops.	50 @ 50
Lozenges, plain.	50 @ 50
Lozenges, printed.	50 @ 50
Imperial.	50 @ 50
Mottos.	55 @ 55
Cream Bar.	50 @ 50
Molasses Bar.	50 @ 50
Hand Made Creams.	80 @ 1.00
Plain Creams.	60 @ 1.00
Decorated Creams.	60 @ 1.00
String Rock.	60 @ 1.00
Burnt Almonds.	1.25 @ 1.25
Wintergreen Berries.	60 @ 60

Caramels.

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

Fruits.

Oranges.

Mexicans 150 176-200.	30 @ 30
Cal. Seedlings.	25 @ 25
Fancy Navels 112.	25 @ 25
125 to 216.	25 @ 25

Lemons.

Strictly choice 300s.	25 @ 25
Strictly choice 300s.	25 @ 25
Fancy 300s.	30 @ 30
Ex. Fancy 300s.	40 @ 40

Bananas.

Medium bunches.	1.25 @ 1.50
Large bunches.	1.75 @ 2.00

Foreign Dried Fruits.

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

Nuts.

Almonds, Tarragona.	12 @ 12
Almonds, Ivaca.	11 @ 11
Almonds, California, soft shelled.	13 @ 13
Brazils new.	9 @ 9
Filberts.	10 @ 10
Walnuts, Grenobles.	13 @ 13
Walnuts, Calif No. 1.	10 @ 10
Walnuts, soft shelled.	10 @ 10
Calif.	10 @ 10
Table Nuts, fancy.	12 @ 12
Table Nuts, choice.	12 @ 12
Pecans, Med.	8 @ 8
Pecans, Ex. Large.	10 @ 10
Pecans, Jumbo.	12 @ 12
Hickory Nuts per bu.	1 @ 1
Ohio, new.	1.60 @ 1.60
Cocoanuts, full sacks	4.50 @ 4.50

Peanuts.

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

Grains and Feedstuffs

Wheat.

Wheat.	86
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.	
Flour in bbls., 25c per bbl. additional.	

Worden Grocer Co.'s Brand.

Quaker, 1/2s.	4.65
Quaker, 1/4s.	4.65
Quaker, 1/8s.	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 1/4s.	5.45
Pillsbury's Best 1/8s.	5.35
Pillsbury's Best 1/4s paper.	5.35
Pillsbury's Best 1/8s paper.	5.35
Ball-Barnhart-Putman's Brand.	
Grand Republic, 1/2s.	5.55
Grand Republic, 1/4s.	5.45
Grand Republic, 1/8s.	5.35
Lemon & Wheeler Co.'s Brand.	
Gold Medal 1/2s.	5.55
Gold Medal 1/4s.	5.45
Gold Medal 1/8s.	5.35
Parisian, 1/2s.	5.55
Parisian, 1/4s.	5.45
Parisian, 1/8s.	5.35

Oliney & Judson's Brand.

Ceresota, 1/2s.	5.55
Ceresota, 1/4s.	5.45
Ceresota, 1/8s.	5.35
Worden Grocer Co.'s Brand.	
Laurel, 1/2s.	5.55
Laurel, 1/4s.	5.45
Laurel, 1/8s.	5.35

Meal.

Bolted.	1.75
Granulated.	2.00

Feed and Millstuffs.

St. Car Feed, screened.	14.00
No. 1 Corn and Oats.	13.00
Unbolted Corn Meal.	12.50
Winter Wheat Bran.	12.00
Winter Wheat Middlings.	13.00
Screenings.	11.00

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

New Corn.

Car lots.	31 1/2
Less than car lots.	31

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:

Butter.

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.	10 1/2
Zephyrette.	10 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.

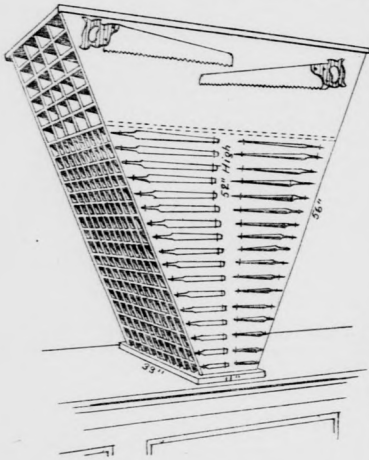
Animals	10
Bent's Cold Water	13
Belle Rose	13
Cocoanut Taffy	9
Coffee Cakes	8½
Frosted Honey	12
Graham Crackers	8
Ginger Snaps, XXX round	7
Ginger Snaps, XXX city	7
Gin. Snaps, XXX home made	7
Gin. Snaps, XXX scalloped	7
Ginger Vanilla	8
Imperials	8½
Jumbles, Honey	11
Molasses Cakes	18
Marshmallow	15
Marshmallow Creams	16
Pretzels, hand made	8½
Pretzelettes, Little German	6½
Sugar Cake	8
Sultanas	12
Sears' Lunch	7½
Vanilla Square	8½
Vanilla Wafers	14
Waxen Wafers	15½
Celiced Picnic	10½
Chickadee Snaps made	11½
Boston Ginger Nuts	8½
Chimnie Pudding	10
Pineapple Glace	16
Penny Cakes	8½
Marshmallow Walnuts	16
Belle Isle Picnic	11

Hardware

The Display and Care of Goods.

Written for the TRADESMAN.

In previous articles I have described arrangements for keeping files suited to comparatively small assortments, but the plan illustrated here provides for a large variety and for a correspondingly large assortment of hand saws. The

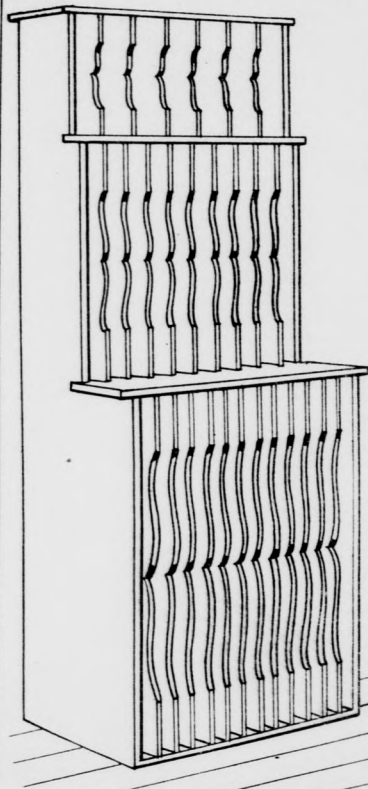


FILE AND SAW CASE.

base upon which all is built is of 1-inch stuff, 11x33 inches in size, which is the counter space the rack occupies. The rack proper is 9 inches at the base and 53 inches at the top. The side pieces are $\frac{7}{8}$ inch thick, and the divisions $\frac{1}{2}$ inch thick. Its full height on the base is 52 inches, so that when standing on a 34-inch counter a man 5½ feet tall can easily reach the saws in the top row of holes. There are 130 pigeonholes on each side for files and 27 compartments for saws. The rack will hold on one side all sizes of files from 2 to 14 inches, as follows: Mill bastard, half-round bastard, second cut and smooth; hand bastard, second cut and smooth; flat bastard, second cut and smooth. On the other side it will accommodate taper files, three-square bastard, second cut and smooth; round bastard, second cut and smooth; square bastard, second cut and smooth. The pigeonholes for files are uniform in size, except the three lower rows, which are used for small files. Most of these will hold one dozen files in their original boxes. The center division, running up and down, is painted white, with the length of files in the various rows designated by black figures. The top pigeonholes will accommodate all saws from 18 to 28 inches in the regular sizes, leaving plenty of room for meat, back and compass saws. The top of the rack is utilized for keeping unbroken boxes of saws and files. The rack is firmly put together, being nailed and glued, and the base is bolted to the counter. The rack, being larger at the top than at the bottom, saves counter space and allows but little dust to settle on the goods. The suggestions which this rack offers as a convenient and compact method of arranging goods will be appreciated.

A good arrangement for keeping a considerable stock of window glass consists of a case, the frame made of inch stuff, the partitions being of thinner material. The various openings, of which there are 30, are of widths to accommodate a full box of glass of each size, and so arranged that the smaller sizes are at the top. The front of the partitions is cut back so that the glass may be taken out conveniently, even al-

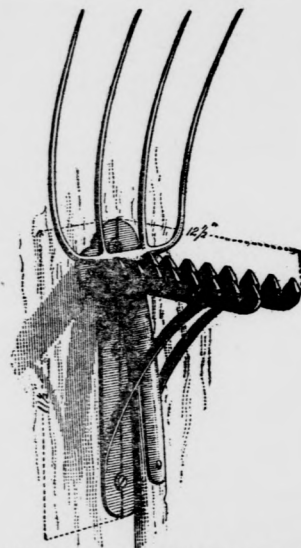
though the opening had recently been filled. In front of the rack is a cutting table, fastened to the wall with strap



GLASS RACK.

hinges, so that when not in use it can be raised out of the way.

One of the best arrangements for the care of forks, shovels, etc., consists of brackets as in cut herewith: This



FORK AND SHOVEL BRACKET.

shows a single bracket, a number of which are arranged for the accommodation of different kinds of goods for which they are adapted. The space in which they are placed is 8½ feet wide, accommodating 10 brackets, on which can be displayed 152 different articles, such as forks, scoops and shovels, both long and D handled, also rakes, spading forks, hay knives, etc. The brackets are made of malleable iron in two parts, fastened together on a back plate with lugs to keep them from spreading. They are attached to the wall by four screws. The size of the brackets is 11½ x 12½ inches. The arms are 12½ inches long, with notches on the top to keep the goods from turning sideways and dropping to the floor.

J. MESSERSCHMIDT.

The Boston Dog and the Meat.

A dog with a piece of meat in his mouth was crossing a bridge over a placid stream. On looking down he saw another dog with a precisely similar piece of meat in the water below him. "That's a singular incident," he thought to himself, as he prepared to jump in. "But, hold a minute. The angle of incidence is always equal to the angle of reflection. Upon reflection I find that the other dog and the meat are only optical phenomena." And he trotted on his way to Boston, without further thought about the matter.

Use Sound Sense.

Dealing properly with your help requires the exercise of much sound sense. By "properly" is meant the method to be pursued in handling your help so as to secure maximum good results from their work. Some employers get a great deal more in this direction out of their clerks than others do, because they

possess better judgment in the matter, it is said. However this may be, it is certain that he proprietor who keeps his clerks on the move all the time and does not permit them to select any particular work in the store so that they may loaf around after it is finished will have no cause to complain of their not earning their salt.

The Wet Blanket.

Bear in mind that what impresses the customer most in connection with his purchase is the general appearance of yourself and your manner of extending courtesies to him. Courtesies are never lost on the duller or gruffest mind. Thoughtfulness on the part of the clerk is the talisman that attracts the customer to the store the second time. Churlishness, unattentiveness, is a wet blanket to a customer everywhere.

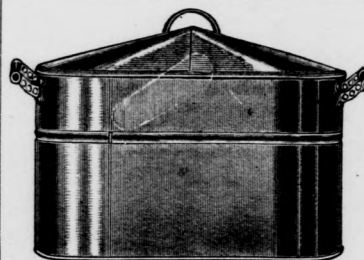
Hope points before and shows the bright to-morrow.

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.

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.

Some Eccentricities of Hardware Salesmen.

Sidney Arnold in American Artisan.

The stove salesman looked decidedly disgusted as he threw himself into the chair in the hotel lobby, and his chum, the cigar salesman, asked him what ailed him. "It's that confounded school. Our sales manager has an idea that men who have sold stoves for years should be pointed out the difference between a stove and a rocking horse. Our house have patented an ash receptacle and some patent lawyer has written a complicated torture of the English language after this fashion: 'For a combination of an upper flange X X with radically extending slots parallel to same substantially as described, etcetera etceterum.' Now our sales manager is stuck on these hieroglyphics, and is making us poor devils pass a written examination in the patent shark's gibberish. It's all internal nonsense, anyway. When I visit my trade next year I will say to them: 'We have done more in improving our ash receptacle than any other stove house on earth, and we've got the latest and most up-to-date ash receptacle you ever saw. Pretty smooth, isn't it? If it isn't a winner I lose my bet.' There's no need of boring the retailers with all that fandango rot about 'radically extending slots,' and if Mr. Sales Manager ever took the trouble to visit the trade he would realize how nonsensical his 'patent English' is."

"By the way," said the metal broker, "98 is going to be a record breaker in iron and steel, and no mistake. The big guns here in Chicago are already filled to the brim with orders, and there are more coming. The Illinois Steel Co. has on hand orders for delivery during the coming year of over 8,000,000 tons of iron and steel, nearly all in the form of finished products. The amount is 300,000 tons in excess of the company's advance orders for any previous season."

"Some of you gentlemen know Brown, the well-known retailer on the West Side," said the hardware salesman. "Well, an itinerant sign painter visited him the other day and urged on him the advantage of some gilt lettering in his window calling attention to his business. Mr. Brown looked favorably on the proposition and gave the painter his order. On his return from a business visit to Lake street, he was rather surprised to read in front of his store the legend:

J BROWN
HARDWEAR IRREN & METTLES
Tinsbop in Rere

As Mr. Brown's assistant had already paid the bill, that gentleman pretty nearly had a conniption fit at this murder of the English language."

"Talking of murdering the English language," said the stove salesman, "it can't be denied that some rural hardware dealers have been as guilty in this matter as anybody. Did you ever meet Henry Guy, who travels through Wisconsin in the interests of the Simmons Hardware Co., of St. Louis? Well, if you ever do, you want to coax him into showing you his scrap books. This gentleman has made a collection of comically worded orders, naive explanations for not making remittances and meeting notes, and hercely indignant 'roasts' on account of the misinterpretation of orders. These volumes of his, gathered during years of labor in the hardware vineyard, are a curiosity in the literature of the trade. In fact, they make pretty nearly as striking a collection as would the various circular postals and other trade literature sent out during the past decade by a Cleveland firm of patternmakers who have decidedly original ideas on the subject of advertising."

"By the way," said the roofing man, "do you want to know how to get a collection of copies of the finest paintings free of cost? All you have to do is to write various houses in the trade for their calendars, as a number of these use exquisite reductions of celebrated paintings on their calendars—at least they did last year. It is a little early for them as yet, and the only picture calendar I have yet seen is the one issued by a Chicago roofing concern, showing Hasselbusch's A Florentine Girl, but you can bank on it that there will be plenty of others to be had before another month slips away."

Poor Rule Which Does Not Work Both Ways.

In most cities the banks charge a fee for collecting checks drawn on local banks. This is a fair measure, as it costs the banks postage, time and labor to keep track of and collect such checks and they should be remunerated.

However, the imposition of this rule has worked hardship on the wholesale traders of the country and they are made losers to quite a considerable percentage by the persistence of country merchants in paying bills by means of checks on their own banks.

In some cities the wholesalers are sending out the following statement of the case, which will appeal to every merchant:

POOR RULE WHICH DOES NOT WORK BOTH WAYS.

If the jobber or manufacturer whom you buy goods of should happen to bill you 35 inches to the yard, 15 ounces to the pound, or 11 pieces to the dozen, you would be perfectly justified in doing what is called "registering a kick," and insisting upon such shortage being made good.

No fault can be found with that. You are entitled to what you pay for. Now turn the tables!

Is the wholesaler entitled to get all you owe him?

As an honest merchant who always paid 100 cents on the dollar, you surely do not hesitate in saying "Yes."

Did it ever occur to you whether or not you are really paying your debts in full?

Did you ever consider that when you send the jobber a check drawn on your home bank you were not paying in full, but that you were putting the firm receiving this check to a considerable expense paying collection charges?

You probably never knew that jobbers have to pay out large sums of money annually to get their country remittances collected if they are not made to them in the shape of bank drafts or express money orders.

Just read the banking rules on the other side and convince yourself that all the banks in every jobbing center actually make such charges, which, particularly on small checks, sometimes run up as high as 2½ per cent. of the amount of the check.

Why not do as you agree to do and see that the jobber actually gets what is due him—the amount of his bill less the discounts?

Nothing easier for you, as your bank keeps an account either in the very city from which your supplies come, or else in some Eastern city, and will gladly furnish you with a bank draft for a pittance.

No cost to you and a considerable saving to the man you buy goods of, who will feel all the kinder to you for saving him unnecessary expense.

Do you see the point?

Cater to Their Vanity.

It requires some knowledge of human nature to become a first-class clerk. All customers are more or less "dignified" and they like to have their dignity respected by those who wait upon them. He is a first-class clerk, therefore, who recognizes this point and gratifies his customers with an exhibition of sufficient humility to satisfy their emotions in this direction. He may feel comforted in this connection by recalling the allegory of the humming-bid and the butterfly.

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. 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
Flow.....	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, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 26 and 28.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&10
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
NAILS	
Advance over base, on both Steel and Wire.....	
Steel nails, base.....	1 65
Wire nails, base.....	1 75
30 to 60 advance.....	Base
10 to 16 advance.....	16
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 ½ 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
Schlota Bench.....	60
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Common, polished.....	60&10&15
Acme.....	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 ½¢ per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 35 ¼
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 10&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 40&10	

HOUSE FURNISHING GOODS.

Stamped Tin Ware.....new list 75&10
Japaned Tin Ware.....20&10
Granite Iron Ware.....new list 40&10

HOLLOW WARE

Pots.....60&1
Kettles.....60&10
Spiders.....60&10

HINGES

Gate, Clark's, 1, 2, 3.....dis 60&10
State.....per doz. net 2 50

WIRE GOODS

Bright.....80
Screw Eyes.....80
Hook's.....80
Gate Hooks and Eyes.....80

LEVELS

Stanley Rule and Level Co.'s.....dis 70

ROPES

Sisal, ½ inch and larger.....5¼
Manilla.....8

SQUARES

SHEET IRON

com. smooth. com.
Nos. 10 to 14.....\$2 70 \$2 40
Nos. 15 to 17.....2 70 2 40
Nos. 18 to 21.....2 80 2 45
Nos. 22 to 24.....3 00 2 55
Nos. 25 to 26.....3 10 2 65
No. 27.....3 20 2 75

SAND PAPER

List acct. 19, '86.....dis

SASH WEIGHTS

Solid Eyes.....per ton 20 00

TRAPS

Steel, Game.....60&10
Oneida Community, Newhouse.....50
Oneida Community, Hawley & Norton's 70&10
Mouse, choker.....per doz 15
Mouse, delusion.....per doz 1 25

WIRE

Bright Market.....75
Annealed Market.....75
Coppered Market.....70&10
Tinned Market.....62¼
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.....6¼
Per pound.....6¼

SOLDER

½@¼.....12¼
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

TIN—Melyn Grade

10x14 IC, Charcoal.....\$ 5 75
14x20 IC, Charcoal.....5 75
20x14 IX, Charcoal.....7 00

TIN—Allaway Grade

10x14 IC, Charcoal.....5 00
14x20 IC, Charcoal.....5 00
10x14 IX, Charcoal.....6 00
14x20 IX, Charcoal.....6 00

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 STEEL TIN PLATE

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

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



**Tradesman
Itemized
Ledgers**

Size, 8½x14—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 2,880 invoices.....\$2 00

TRADESMAN COMPANY,
GRAND RAPIDS, MICH.

Clerks' Corner

Mrs. Bostwick's Proposition in Regard to Her Husband's Clerk.
Written for the TRADESMAN.

"There ain't any use in saying a word," remarked Mr. Bostwick the next day, as he elbowed me into a corner of his office, "but luck is just as surely taking up the cudgel in Will's behalf as you stand right there. Mahala—that's Mrs. Bostwick—is an awful woman with her prejudices, and when she came in with her knitting and sat down I knew she'd come to stay and I felt that the boy was going to get a combing. I was satisfied, anyway, that any idea I had o' doing a good turn to the boy was smashed and I'd started in all over again with my plans when she began.

"That's just the way with 'em. When she turned the corner and came sailing down on the letter that wasn't signed, but didn't even mention about the cloudy carryings on, I breathed easier. That wasn't the part of the letter that stirred me up, though; and when I thought she was bearing down on that, I shuddered, for I was sure that in that case Will's goose would be all burned up!"

"What was it? I didn't know anything about it?"

"Why, you see, the blamed letter said that Will was just—well, I won't tell you what it said, but it was the meanest thing that could be said about a young fellow that somebody was interested in and trying to do a good turn to. It made me so mad clear through that I felt as if I couldn't treat the fellow decently, and I'm afraid I did sour on him for a day or two. After that I put this and that together and things looked different. Then I remembered that there isn't anything underhanded about the boy, and that the idea the letter brought out couldn't be true, that's all there is to it. I've watched him ever since with that idea in my mind and the whole thing is a low, scandalous lie. That settled, I've been trying to make up to the boy for my injustice to him and I'm determined he shan't lose anything on my account.

"What do you think my wife said to me at breakfast this morning? 'I've been thinking,' says she, 'about Morris, and the more I think of him the more it seems to me that it's your case right over again. You've been awfully hard on him—you know you have—and I guess he's only done just as you used to do, and if I hadn't stood up for you then, I don't know what would have become of you. And now if we don't do something for Will it's going to hurt him. I've 'bout made up my mind to offer him the chamber over the dining-room, if he wants it. There's a good, big closet, the room is good size, and if he's anything as you used to be he'll think the world and all of that open fireplace. There ain't no use talking, if the boy's going to be anything, or if you think he has the right stuff in him which you like and want to bring out, you mustn't expect to stand off and find fault or just let him alone. That ain't the way you ought to be interested in him; and you've got to do something for him that costs you something, too. This standing off and never lifting a finger is what I can't abide. You're convinced—and so am I—that the time has come to do something. Do it, and don't, for pity's sake, do it as if you were having your eye teeth pulled.

"Yes, I'm going to let him have that room, and I'm going to have him take his meals here. If he will, he shall be one of the family and he sha'n't pay a cent more than it costs him now for room rent and board. Then there's another thing: I sha'n't have you plaguing the fellow's life out of him by hanging around him all the time. He shall have his room all by himself as you have your new quarters on the third floor. He is to come and go just when he pleases and you must make up your mind that he isn't to feel bound to tell you where he's going every time he goes out after supper.

"Then there's another thing: You needn't think, because Will Morris is in the house, that I'm going to sit down stairs alone all the evening. For a while, as long as the newness lasts, I'm willing to bide my time. You and Will may play billiards and enjoy your cigars and have your little snug talks up there by the fire until it gets to be an old story, and I'll keep away. After that, you may talk all you've a mind to about 'three being a crowd,' and I shall think so, too—only you mustn't look surprised if I make up my mind that you are the third one, and ask you to go downstairs! I know I'm not so young as I used to be, nor you either; but I shall want to have a little of the boy's company, as his mother would if he were at home. That's what I'm going to try to make the house seem to him—home, and if there's anything in the shape of a show which I want to go to and you don't, I'm going to take Will along and leave you to your paper or your billiard table. Do you understand?"

"Now, then! what do you think of that? You could have knocked me down with a feather. The best of it is she means every blessed word of it. Now, the next thing to attend to is how this is going to affect the boy. I don't know as he'll want to come to the house. At his age you couldn't have got me into that house for love nor money; the fact is I left home because I didn't like to have the folks all the time wondering and asking where I was the night before. But, about Morris, while my wife is determined I sha'n't ask any questions, you may make up your mind that she will! Don't it beat all what women will do? You can't even bet on 'em.

"Well, as I said, the unexpected always happens, and all I have to do is to step back and let the affair take care of itself. With the boy under my roof and sitting at my table, I shall have a good chance to study him and find out if he's the young feller I've been looking for." RICHARD MALCOLM STRONG.

Bank Notes.

Ernest N. Smith succeeds Major Seymour Howell as Cashier of the Commercial Savings Bank of Adrian.

The banks of Bay City have signed an agreement to reduce the rate of interest on savings deposits from 4 to 3 per cent., beginning January 1. This has been brought about by the prevailing low rate of discounts.

The banks of Saginaw have held a meeting for the purpose of coming to an agreement on the question of reducing the rate of interest paid on savings deposits. A conclusion will probably be reached at a meeting which is to be held Jan. 14.

It is not the trade but the mistakes of the traders that mar the plans for success.

The Grain Market.

The past week has been a holiday time, but was more spirited than usual on account of the closing of the December deal, which ended about as was expected—rather tame. The question now arises, What is the Leiter crowd going to do with their holdings? No one needs to borrow any trouble on that score, as their wheat was bought low enough so they can stand a shrinkage of 15c per bushel and still leave a margin for them. If our exports continue as large as they have been, for the next two weeks, it will take all of this wheat, as it is of a high grade and not "stuff," as it has usually been. Our visible increased 2,200,000 bushels, which could be expected, owing to the extraordinary efforts of all the grain dealers to get wheat that would grade in Chicago, in order to get that abnormal advance, as wheat was higher there than elsewhere. However things have quieted down and are running in their usual channel. The market shows a little easier feeling, on account of the large increase. From now on we shall look for the natural decrease. Winter wheat is moving very slowly and dealers are very firm in their views and are holding the wheat at high prices. As before stated, the movement is very moderate and the dealers are not at all anxious to sell. The receipts of spring wheat at initial points are also very moderate.

The demand for flour will pick up now, as the trade has more confidence in the stability of prices.

Mill feed still continues to be in good demand and we must again report a firmness in prices.

Corn remained stationary, although the trading in this cereal was large. The same is true of oats.

The receipts were about ordinary, being 47 cars of wheat, 8 cars of corn and 9 cars of oats.

Local millers are paying 86c for wheat.

C. G. A. VOIGT.

Within a day or two carloads of broken resolutions can be picked up.

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—PLANING MILL IN THE LIVE-liest town in Michigan; also hot blast heater. Address Osborne, care Michigan Tradesman. 466

WANTED—LOCATION FOR DRUG STOCK in town of 100 to 5,000. Address Geo. W. Kern, Prairieville, Mich. 459

WANTED—TO BUY SMALL STOCK DRUGS in paying location, small town preferred. Address No. 461, care Michigan Tradesman. 461

BEST LOCATION FOR GRIST MILL IN THE State. Good grain region. Location and building will be given outright to man with \$1,000 capital. Address for particulars, J. C. Neuman, Dorris, Mich. 763

FOR SALE OR EXCHANGE—STOCK GENERAL Merchandise, value about \$9,000, in manufacturing city 12,000 population. Will trade \$1,500, long time payments, balance in good unincumbered city or farm property. No traders need apply. Address No. 460, care Michigan Tradesman. 460

FOR SALE—OLD-ESTABLISHED MEAT business, located at 253 Jefferson avenue. Smoke house and all modern conveniences. Present owner soon leaves city. Enquire on premises. 464

FOR SALE—DRUG STOCK AND FIXTURES; good stock in good town; small cash payment. Address No. 465, care Michigan Tradesman. 465

FOR SALE OR RENT—STORE BUILDING, 30x70 feet, fixtures on ground floor, good-paying opera house above, dwelling rooms, barns 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

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

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

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FREE—OUR NEW HANDBOOK ON PATENTS. Cilley & Alliger, Patent Attorneys, Grand Rapids, Mich. 359

MISCELLANEOUS.

WANTED—POSITION BY REGISTERED pharmacist as traveling salesman or in store; eight years' experience. Address No. 462, care Michigan Tradesman. 462

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

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

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