

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS. \$1 PER YEAR

Volume XVI.

GRAND RAPIDS, WEDNESDAY, DECEMBER 7, 1898.

Number 794

A DESK FOR YOUR OFFICE

We don't claim to sell "direct from the factory" but do claim that we can sell you at

Less than the Manufacturer's Cost

and can substantiate our claim. We sell you samples at about the cost of material and guarantee our goods to be better made and better finished than the stock that goes to the furniture dealers.

Our No. 61 Antique Oak Sample Desk has a combination lock and center drawer. Raised panels all around, heavy pilasters, round corners and made of thoroughly kiln dried oak. Writing bed made of 3-ply built-up stock. Desk is casted with ball-bearing casters and has a strictly dust-proof curtain. Our special price to readers of the Tradesman \$20. Write for our illustrated catalogue and mention this paper when you do so.



SAMPLE FURNITURE CO.

JOBBER'S OF SAMPLE FURNITURE.

PEARL AND OTTAWA STS.

GRAND RAPIDS, MICH.

A GOOD SELLER

The Economy Farmer's Boiler and Feed Cooker



The Kettle is of smooth, heavy cast-iron. The furnace or jacket is of heavy, cold rolled steel, and very durable. We guarantee this Feed Cooker never to buckle or warp from the heat. It is designed to set on the ground, or stone foundation, and is especially adapted for cooking feed, trying out lard, making soap, scalding hogs and poultry, and all work of this nature. Made in four sizes—40, 60, 70 and 100 gallon.

ADAMS & HART, Jobbers, Grand Rapids.

Calendar Season Is Now Here

Improve the opportunity to present your customers with a souvenir which will cause them to think of you every day during 1899. Samples and quotations free for the asking.

TRADESMAN COMPANY, Grand Rapids.



**We Make Them!
What?
Why!**

Air-Tight Heaters

We manufacture a full line.
Write for circular and prices.

Wm. Brummeler & Sons
260 S Ionia Street,
Grand Rapids, Michigan.

PURITY AND STRENGTH!

FLEISCHMANN & CO.'S COMPRESSED YEAST



As placed on the market in tin foil and under our yellow label and signature is

ABSOLUTELY PURE

Of greater strength than any other yeast, and convenient for handling. **Neatly wrapped in tin foil.** Give our silverware premium list to your patrons and increase your trade. Particular attention paid to shipping trade. Address,

FLEISCHMANN & CO.

Detroit Agency, 118 Bates St.
Grand Rapids Agency, 26 Fountain St.



When Sick Use

"MR. THOMAS"

The Most Popular Nickel Cigar on Earth

Ruhe Bros. Co., Makers.
Factory 956, 1st Dist. Pa.

F. E. Bushman, Representative.
Kalamazoo, Mich.

Mail Orders Solicited.

Johnson Paper & Supply Company

Kalamazoo, Mich.

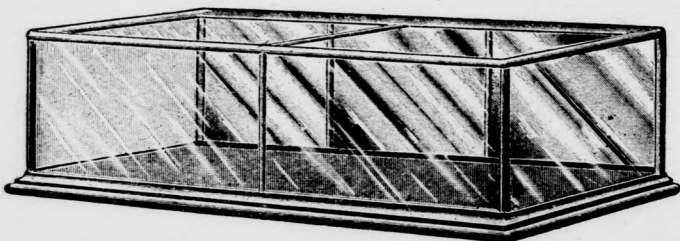
WHOLESALE DEALERS IN

WRAPPING PAPER, STATIONERY,
WILLOW AND WOODEN WARE,
SNOW SHOVELS,
BRUSHES OF ALL KINDS,
FLOUR SACKS, OYSTER PAILS,
PAPER BAGS, PAILS, TUBS

Lamp Burners and Wicks, Barrel Covers, Butter Dishes, Ladles, Moulds, Prints, Spades, Can openers, Playing Cards, Cheese Safes, Lamp Chimneys, Clothes Lines and Pins, Corn Poppers, Curry Combs, Fiber Ware and Fruit Can Rubbers.

Mail Orders Promptly Attended to and Satisfaction Guaranteed.

SHOW CASES OF ALL STYLES

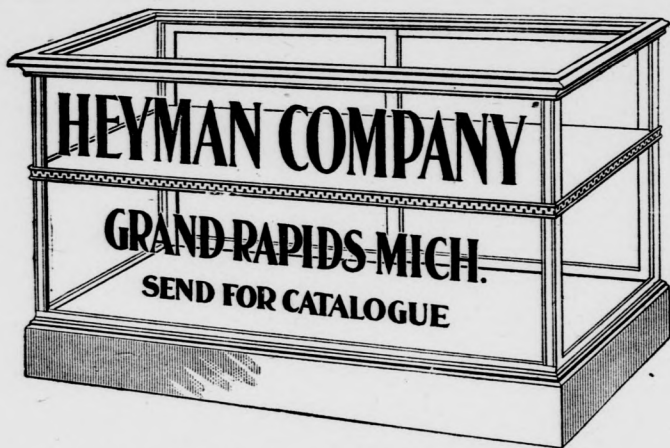


Until Nov. 1 we will furnish these highly finished show cases with inlaid wood corners at the following low prices f o b Bryan:

3 feet \$4.50	5 feet \$7.25	7 feet \$9.25	9 feet \$12.25
4 feet 6.25	6 feet 8.15	8 feet 10.50	10 feet 13.25

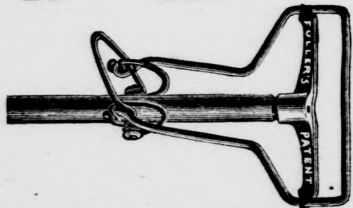
Cases are 15 inches high, well finished, all double thick glass, mirror lined panel doors in rear. Guaranteed satisfactory in every respect. Cases 17 inches high 10 cents extra per foot. Write us for circulars and catalogue of our Combination Cases

THE BRYAN SHOW CASE WORKS, Bryan, Ohio.



This Showcase only \$4.00 per foot.
With Beveled Edge Plate Glass top \$5.00 per foot.

WE MOP THE WORLD



We are manufacturing an article that will suggest itself to you as most desirable for its salable quality. It is the

Fuller Patented Eccentric Spring Lever Mop Stick

It is adapted to your trade; in Neatness and Convenience it has no equal; the price is reasonable; it is being extensively advertised; it has proven a phenomenal success wherever introduced.

E. F. ROWE, Ludington, Michigan.

FOLDING PAPER BOXES

Printed and plain for Patent Medicines, Extracts, Cereals, Crackers and Sweet Goods,

Candy, Cough Drops, Tobacco Clippings, Condition Powders, Etc. Bottle and Box Labels and Cigar Box Labels our specialties. Ask or write us for prices

GRAND RAPIDS PAPER BOX CO.

PHONE 850.

81, 83 AND 85 CAMPAU ST., GRAND RAPIDS, MICH.

NUTS and RAISINS

ALMONDS	FANCY CLUSTERS
BRAZILS	LONDON LAYERS
FILBERTS	IMPORTED SULTANAS
PECANS	ONDARA LAYERS
WALNUTS	LOOSE MUSCATELS
MIXED	SEEDED IN PACKAGES

AND ALL GRADES OF FANCY CANDIES

Our line of above goods is in and we are offering at very low figures.

MUSSELMAN GROCER CO.,
GRAND RAPIDS, MICH.

FOR CHRISTMAS



IF YOU ARE A DEALER

in LIME and
do not handle

PETOSKEY STANDARD

you are not doing as well as you might for yourself and your customers. No other Lime is as satisfactory to dealer or user.

PETOSKEY LIME CO., - Bayshore, Mich.

The Keeping Qualities of Seymour Crackers

should commend them to the up-to-date grocer. They never become stale, for even the very oldest of them, by a little warming up, become as crisp as at first. This isn't possible in ordinary crackers, and it's by using none but the choicest selected ingredients, and being mixed and baked in the improved way, that the SEYMOUR Cracker retains its hold upon the buyers of pure food products. Always FRESH, WHOLESOME, NUTRITIVE. Has absorbing qualities far in excess of all other crackers. Is asked for most by particular people, and hence brings the most acceptable class of customers to whoever sells it.

Can you afford to be without it?

Made only by

National Biscuit Company

Grand Rapids, Mich.

MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, DECEMBER 7, 1898.

Number 794

PREFERRED BANKERS LIFE ASSURANCE COMPANY OF DETROIT, MICHIGAN.

Commenced Business September 1, 1893.

Insurance in force.....	\$2,746,000.00
Net Increase during 1897.....	104,000.00
Net Assets.....	32,738.49
Losses Adjusted and Unpaid.....	None
Other Liabilities.....	None
Total Death Losses Paid to Date.....	40,061.00
Total Guarantee Deposits Paid to Beneficiaries.....	\$12.00
Death Losses Paid During 1897.....	17,000.00
Death Rate for 1897.....	6.31
Cost per 1,000 at age 30 during 1897.....	8.25

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

SPRING LINE 1899 NOW READY

Herringbones and every style pattern in market. Largest line of Clay and Fancy Worsted Spring Overcoats and Suits, \$3.50 up, all manufactured by

KOLB & SON
WHOLESALE CLOTHIERS
Rochester, N. Y.

Write our traveler, Wm. Connor, Box 346, Marshall, Mich., to call, or meet him at Sweet's Hotel, Grand Rapids, Dec. 19-20. Winter Overcoats and Ulsters still on hand.



FIGURE NOW on improving your office system for next year. Write for sample leaf of our **TIME BOOK and PAY ROLL.**

BARLOW BROS., Grand Rapids.

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

THE MERCANTILE AGENCY

Established 1841.
R. G. DUN & CO.
Widdicomb Bld'g, Grand Rapids, Mich.
Books arranged with trade classification of names. Collections made everywhere. Write for particulars.
L. P. WITZLEBEN, Manager.



L. J. STEVENSON, MANAGER AND NOTARY,
R. J. OLELAND, ATTORNEY.

THE FORGOTTEN PAST

Which we read about can never be forgotten by the merchant who becomes familiar with our coupon system. The past to such is always a "nightmare." The present is an era of pleasure and profit.

TRADESMAN COMPANY,
GRAND RAPIDS.

COMMERCIAL HOLD-UPS.

The frequency of the hold-up, the last criminal development of modern civilization, is causing universal alarm. Scarcely a morning paper reaches the breakfast table without the startling headlines proclaiming another instance of robber villainy. At first it was confined to lonesome neighborhoods in the early hours of the morning. Growing bolder, it crept nearer the searchlights of the city and carried on the nefarious business in the dark alleys and the early-deserted quarters of the town. Encouraged by its success, and safe behind its masks and revolvers, it has finally attacked the clerk on duty at the bank, the keeper of the restaurant and the druggist under the electric light at the crowd-pressed corner. The citizen is powerless, the police is powerless, the law is powerless, and all three are standing helpless, with hands up, for the robber to rifle them of any valuables they may possess. This condition of things has gone on until the citizens have been compelled to take the law into their own hands; and the outlook is favorable for something better.

The commercial hold-ups, as members of a community, are following the same lawless course. Worse than the operator considered, they are as determined upon robbery as their brother professionals, and bolder than they, for they carry on their business in the glare of noonday and in the presence of friends. They live in fine houses. They are clad in the costliest raiment. Their tables groan with the choicest delicacies in season and out of season. They give the grandest parties. They secure the highest-priced seats at the opera. They kneel in purple and fine linen on Sunday in the most fashionable pews of the most fashionable churches; and they go to sleep at night under silken canopies upon beds of down. They borrow of their neighbors and forget to pay; but the trader is their richest prize. His hands are constantly up at their command. It makes little difference what business he follows, so that he is a trader; up go his hands and home they carry his possessions, unless, indeed, they order him to deliver the plunder at the earliest opportunity. It is the grocer, however, whom they oftentimes waylay; and they give him little rest. Morning, noon and night is he assailed and the grass never grows in the path between the mansion and the store.

If these hold-ups confined their operations to a single section of country there might be some chance of getting them under control; but they are everywhere. The Pacific Sea is ruffled by the outraged grocer. His brother on the Western plains appeals in vain to the law for protection. The Mississippi Valley is resounding with the protests of the grocers within her borders, and in faraway New England patience under such suffering has ceased to be a virtue. There the grocers have aroused themselves. They have succeeded in securing the passage of an act enabling them to bring the commercial hold-up into court and compel him to prove to the satisfaction of the judge that he can

not pay his debt. In the Land of the Hoosier the retail grocers have resolved to put down their hands; not only that, but to keep them down. They have secured the services of one of the best lawyers in the State to frame a bill which they will bring before the Legislature with a demand for its enactment. And there are others.

It is to be hoped that the career of the commercial hold-up is over. Too long has he been allowed to run at large and prey upon the human life around him. The end must come some day, the sooner the better. If Massachusetts has been able to drive the robber from the old Bay State there are fair prospects that Indiana will meet with the same success, and with these two instances to encourage them, it is fair to infer that the grocers, as a body, will rise in their might and free the whole country from the greatest evil which has so far cursed the trading world.

EDUCATION IN THE NATION.

How many people in this country have any well defined idea of the number of pupils in this big Nation who are annually receiving instruction in the elementary public and private schools, or of the average amount of schooling for the individual per year? And yet these are matters of great public interest.

The recently published report of the United States Commissioner of Education, the salient points of which are incorporated in the report of the Secretary of the Interior, shows that during the last scholastic year, the total number in attendance upon such schools as just mentioned, elementary public and private, was 15,452,426, or a little more than one fifth the entire population of the country. This number represented an increase over the preceding year of about 250,000. The total average amount of instruction or schooling per individual, for the whole of the United States, is found to be about 200 days in the year, or nearly seven months. This instruction, it is estimated, is enjoyed on an average for five years per individual.

The fact at least demonstrates that the American people are not allowing their young to grow up in illiteracy. To give 15,000,000 pupils over six months' elementary schooling a year for a period of five years is a fact that is as encouraging as it is creditable to the Big Republic. This of course is in addition to the hundreds of thousands in the colleges and universities and technical schools who are acquiring the higher education, which can now be had in America as easily as in the older countries of the world.

The one great defect in our public school systems is the too ambitious curriculum which is adopted in the great majority of the city schools. A mass of useless instruction and variety of fancy studies are introduced that unnecessarily lengthen the school course and prevent hundreds of thousands of poor children from completing the work.

The Grain Market.

Another dull week in the wheat market. Exports were the largest for the week on record. Stocks on the continent are not piling up. Receipts at primary points are large. The visible made a gain of only 780,000 bushels, but still prices were drooping and were seeking a lower level. With the present abundance of money it is unaccountable that wheat remains at the low point. The writer has seen wheat with present conditions at least 30c higher; yes, near the dollar mark. It seems as if wheat had no friends. Still the foreign demand keeps up, and it will while we are trying to see how cheap we will give it to them, and any weakness here is reflected in the Liverpool market at once. Could our exporters be brought to a realizing sense to ask better prices, we think with present conditions our wheat should net us 25 to 50c more than we are getting. However, speculation is lacking and ere long these heavy exports will make themselves felt, probably when the most of the grain has moved, and then we will see the mistake we made in forcing the market down.

Corn, as was expected, holds up, especially as stocks of good merchantable corn are decreasing very fast and the new crop, as stated before, is very deficient.

Oats are very strong, with no signs of weakening. They are being taken as fast as off-ered.

Rye, also, is in a strong position, with prices firm.

Stocks of flour are not oppressive and were it not that we are approaching the holidays the demand would be very much more. As it is, the mills here keep going at full capacity.

Mill feed is exceptionally strong, as the demand keeps right up. Prices are advanced to \$14 for bran and \$15 for middlings.

Receipts during the month of November were: Wheat 218 cars, corn 91 cars, oats 56 cars.

During the week receipts of wheat were 70 cars, corn 42 cars, oats 10 cars.

Millers are paying 62c for wheat here to-day.
C. G. A. VOIGT.

Hides, Pelts, Furs and Wool.

Hides are closely sold up and are in good demand and firm in price. The quality will not be so good from this time on until spring, but prices will remain fully as high. The country take-off diminishes and no supply can be looked for from that source.

Pelts are few, with good demand at a decreased price.

Furs do not accumulate, although buyers do; in fact, there are as many buyers as pieces of fur. Quotations do not count; it being a question of, How much will you pay before you leave it? The uncertain value is caused by the wants of holiday trade, which will soon close.

Wool has declined about 1c from prices of a month ago, and small lots change hands. Some large manufacturers have stocked up—largely on territory—while many others are looking around, but they find no weak spots and little offering at the low price.

WM. T. HESS.

Dry Goods

The Dry Goods Market.

Staple Cottons—Bleached cottons have quieted down to a considerable extent, as might be expected after the amount of business transacted for the past ten days. Stocks of the leading makes are in excellent shape. Heavy brown sheetings and drills are quiet and easy. Wide sheetings are quite irregular and considerable cutting is done on the quiet. Cotton flannels, blankets, etc., are steady in price and show moderate sales. The demand for denims has again assumed a normal tone, with prices steady. Ticks, plaids, stripes, checks and chevots are in quiet demand.

Hosiery—Orders have been in fair volume and prices maintained well. Fancy hosiery, however, has been very disappointing, and the demand for this class of goods is much below what was expected. This has not been the case of fancy hosiery as a whole, however. The trouble seems to have been that the cheaper grades have been piled onto the market in such quantities as to ruin the trade and bring prices to a losing basis. The better grades, however, and imported goods of high quality have sold well, and the demand for this class of hosiery will be in evidence during the coming season. As regards fancy hosiery as a whole, there is no question but what it is on the wane, and the cheaper grades will either be forced off the market or else sold at a loss. Knowledge of what will sell is required, otherwise the dealer will find himself loaded up with a stock which he must sell below cost in order to get rid of.

Underwear—Ribbed has the bulk of the business, the medium grades selling best, and some of the cheap coarse grades doing well. The union or combination suit is having a wide sale this season and its popularity is constantly increasing. There is no question but what the field for development is large and will be well taken care of during the coming season. The advantages of this underwear over the two-piece goods are patent to nearly every one, permitting, as it does, a better fit to the other garments, fitting snugly all around. Although they have been very common among women for several years, they are only just coming into use with men, but from present indications they will be a great factor in the underwear business in the future.

Cloakings—The season is about closed, without developing any abnormal demands for anything special; it has just been a hand-to-mouth season, and it has been as thoroughly unsatisfactory to the manufacturers of the fabrics and garments as can possibly be imagined. The indications are, however, that there will be a fair business done for the spring season in light-weight suitings, which will be used largely by the cloaking manufacturers for ladies' suits.

Carpets—The demand for better carpets, including Wiltons, Axminsters, velvets and tapestries, has also improved. The retailers are showing more disposition to place orders this season, as old stocks are largely depleted, and with increased trade they are obliged to carry larger lines. This season is looked upon as indicating a turn in the trade toward a more healthy business, as a much larger improvement in general industrial conditions is noticeable all over the country. With this increased demand for carpets the manufacturers are

looking forward to more stability in prices, and while they do not anticipate much change in prices before January 1, it is then expected that the demand will warrant an advance. Ingrain carpets have been affected the most by the previous quiet condition of business, and the competition from cheap tapestries and velvets. As a result some manufacturers have endeavored to obtain business this season by a further concession of 2½c to the regular trade on the road.

Christmas Buying Begun.

Up to-date merchants are already displaying all sorts of pretty Christmas gifts and not a few persons of both sexes may be seen laboriously exploring stores in search of suitable articles, says an exchange. Women generally begin the task about this time and seldom have the job completed more than forty-eight hours before Christmas day. Men defer the disagreeable job until the last possible minute. Then they make a desperate dash into some store, only to find that all the best things are sold. As a result, the male shopper's search is not productive of satisfaction either to himself or the persons he desires to remember. In all probability a man does not exist who did not last year make a solemn vow to himself to buy all his gifts this year long before the holiday rush came on, but it is doubtful if even one finds himself able to keep his vow. Something in the very air, perhaps it's the real Christmas spirit, makes one want to bustle around at Christmas time and then the best intentioned people always find that they've forgotten somebody at the last minute.

Wary storekeepers are taking advantage of woman's foresight and are showing tempting novelties in jewelry, bric-a-brac, silver, glass and the like, as well as more practical articles, and the gift business will soon be in full swing. The word "business" is used advisedly, for that is what it has become, and a burdensome one at that. "Why, I actually look forward to Christmas with dread instead of joy," said one woman to another who was trying to decide whether a friend would think she'd repaid her for a cut glass punch bowl sent last Christmas if she gave her a \$30 lamp this year. "The time was when friends exchanged simple little tokens and thought much of them, but now people who really love each other seem to enter into a sort of competition to see who can give the handsomest gifts. My idea of a gift is to convey to a person some inexpensive thing that properly belongs to his or her character and is associated with him or her in thought. Then no obligation is entailed; and more tender thought is required in selecting one's gifts than money. People never really like us at heart for putting them under obligations to us, and from this feeling arises the habit of paying back one's gifts, as it is vulgarly expressed."

It Was His Fault.

He—Why did you fail to recognize me on the street to day?

She—I didn't see you.

He—That's strange I saw you twice.

She—Oh, that probably accounts for it. I never notice a man in that condition.

John Arbuckle, the millionaire coffee king who is fighting the sugar trust, will not remain in a place in which the temperature is a degree higher or lower than his theory thinks hygienic. Every room in his house and place of business is furnished with a thermometer, which he inspects hourly.

For the Holiday Trade

We have an elegant line of perfumes, put up 2 and 3 doz. on artistic display cards, which can be profitably retailed at 5 and 10 cents per bottle. Sampson's Guns, filled with perfume, to retail at 5 cents.

Half oz. triple extract, a showcase free with each 2 doz., to retail at 10 cents. A beautiful and artistic medallion, brass mountings, with each doz. half oz. triple extract, to retail at 10 cents. Better goods to sell at 15, 20, 25 and 50 cents per bottle.

Dolls to retail from 1 to 75 cents.



Children's fancy handkerchiefs to sell from 2 cents up.

Ladies' fancy handkerchiefs to sell from 5 cents up.

Ladies' Japanese Silk handkerchiefs to sell from 10 cents up.

Men's fancy and plain handkerchiefs to sell from 5 cents up.

Men's imitation Japanese Silk (initial) handkerchiefs to sell at 12½ and 15 cents.

Men's silk handkerchiefs to sell at 25 and 50 cents.

A complete line of Mufflers, Ties, Gloves, etc., and many other useful Christmas gifts too numerous to mention.

JEWELRY, all the newest styles at all prices.

P. Steketee & Sons, Grand Rapids, Mich.

VOIGT, HERPOLSHEIMER & CO.



FREE is a word to conjure with. Its effect is magical on the young and old of all nationalities. With the one exception—the shout of **FIRE**—it causes the greatest rush. A few years ago, in one of our cities, a clothing firm announced that at a certain hour and day trousers would be given away. So great was the crush that backs were broken, plate glass fronts demolished and the garments torn in hundreds of pieces.

We do not propose to give away trousers, but will come very nearly to it—as near as is consistent with good quality, good looks and good workmanship. Our spring line is strong and all we ask is that you do not place your order until you see it. Our guarantee, "Your money back if not satisfactory," goes with every pair. Phone us your wants for the holiday trade. Bell or Citizens 393. All orders filled same day.

Voigt, Herpolsheimer & Co.
Wholesale Dry Goods Grand Rapids, Mich.

BUYING A HAT.

How Woman's Vanity and Hurt Pride Sometimes Figure.

From the New York Sun.

"Some of these shop girls are diplomats when it comes to making a sale," said the woman with the new hat. "The other day I stopped in front of a show window and saw a hat which seemed to me to have been trimmed especially to suit my face. It was a dark blue felt with a large and solemn owl on the side. The cream color of that owl was extremely fetching, and its vacant look, I thought, would offset the brilliancy of my own expression. I went in and tried it on. The girl gazed at me a moment, stepped admiringly back a foot or so and threw up her hands in ecstasy.

"It is exquisite!" she exclaimed. "Now, look at the back! Isn't it beautiful!"

"She gave me a little handglass and I looked at the back. It was beautiful indeed. I took out my purse, paid for it, and said to her: 'Send my old hat home and I will wear this.' We are not all of us blessed with premonitions. How could I tell what trouble the sending of that old hat home was to entail?"

"I gave a pleased glance in the mirror as I passed out. I also glanced delightedly into the mirrors along the street. Where there were no mirrors the big plate-glass windows served almost as well. As I went up in the elevator to the office of the man whose opinion counts with me above the opinion of all others, I snatched glimpses of myself in the elevator mirror, to the amusement of the elevator boy.

"I opened the door of the man's office and glided swiftly in. I stood before him smiling, awaiting his exclamations of delight at the sight of my beautiful new hat. Imagine my utter consternation then when he stared at the hat open-mouthed and frowned.

"Where in the world did you get it?" he asked.

"I told him, adding, 'Don't you like it? My goodness! don't you like it?' He did not answer immediately. I turned slowly around like a wax figure in a show window that he might have the best possible view of the back of the hat, ravishingly embellished with the long yellow wing of the owl. Finally he spoke.

"It is different from anything I ever saw you wear," said he with deliberation, "entirely different. It makes you—look older!"

"Older!" I gasped. "Older!" I reached wildly for my pocketbook and gloves, which I had laid down on his desk. "Let me go back and change it!" I exclaimed. "Right now, this minute!"

"Why not wait until to-morrow?" said he.

"Older, did you say? I'll change it to-day if I have to break into that store to get another hat!" As I descended I no longer looked into the elevator mirror. As I passed along the streets nothing could have tempted me to glance sidewise into mirrors or plate-glass win-

dows for a glimpse of that hat. What I most wished was to get it off my head. I never wanted to see it again. Older! And that girl had told me it was 'beautiful!' I rushed back into the store.

"Here!" I cried. "Take this hat; I don't want it. Show me another." She removed the hat with a surprised air and we went upstairs to look at a larger selection. There was not one I really liked; in fact, I was afraid to select another one. I had lost faith in my own judgment. How could I tell whether or not he would like it? And how could I wear a hat he did not like? When the girl had patiently tried on about three dozen hats I looked pathetically up at her.

"Can't you return the money for the other hat," I begged, "and let me come another day?"

"We never return money," said she. And that's not half a bad plan, too, when you come to think of it. The manager of the upstairs millinery came along about that time. I stopped him and explained the state of my case. He took pity on me.

"Come to the desk," said he, "and we will see about it." He succeeded in getting back my money, handing it to me in crisp new bills.

"Now my hat," said I; "my old hat."

"The clerk who had me in charge stepped up to the desk. 'Has her old hat been sent home?' she asked of the girl behind the wires. This girl placed her hand on a hatbox near by and looked back interrogatively at the questioner, who nodded and frowned. I inadvertently intercepted several glances of telegraphic communication, the meaning of which I failed to catch upon the spur of the moment, but which came to me with full force later on.

"The hat is gone," said the girl behind the wires. Miles from home and no hat! I turned pale.

"Can't I get a hat to wear home and return it to-morrow?" I asked. The girl elevated her eyebrows.

"We never loan hats," said she.

"Let me have some little old hat of yours," I entreated, "and I will bring it back to-morrow. I promise you." The girl looked incredulous. She remained inflexible.

"I have only one hat myself," said she, "and if I let you have that I'll have to go home bareheaded."

"That clinched the matter. There was nothing else for it but to try on more hats. I sat meekly down before a giant mirror and tried on one after another. None suited me, but at last I found one that looked fairly well, paid for it and went once more to the office of the man.

"How do you like it?" I asked defiantly.

"Much better," he said. "Now you look like yourself."

"I am glad of that," said I. "I was half afraid to buy it, but I had to because my old hat had been sent home." That is, I thought it had; but in order to force a sale those two girls had arranged the matter between them in that interchange of looks and my old hat didn't get home for a week.

Trying to Please Everybody.

Undoubtedly some styles of goods meet with greater favor than others; it is as inevitable as that some people's temperaments are more lovable than others. The greater or less accumulation of such goods is unavoidable in the best regulated establishment. It is brought about generally by a primarily laudable desire on the part of the merchant to keep goods in stock which will please everybody and the result is that this over-zealousness results in the acquisition of stock which is not salable. As a rule this occurs in the selection of extreme designs in novelties which the merchant has been persuaded into buying. In any sense extremes should be avoided, but particularly in the purchasing of goods for which no visible demand has been created. It may be observed here that an enterprising merchant can create the demand by proper advertising. This is true of certain kinds of merchandise which are obviously desirable and attractive in every way, but these are not often found reposing in obscurity. It is a risky business to attempt to put on the market entirely new goods of which the people know absolutely nothing. Precaution and care should be exercised in doing this or the venture will fall flat

and the goods will develop into "stickers." The latter condition is most deplorable and necessitates such a sacrifice of time and money in selling them that they result in a dead loss to the merchant.

If the sun had nothing else to do but shine on the righteous, it wouldn't have to rise so early in the morning.



I. W. LAMB, original inventor of the Lamb Knitting Machine, President and Superintendent.

The Lamb Glove & Mitten Co., of PERRY, MICH.,

controls a large number of the latest and best inventions of Mr. Lamb. It is making a very desirable line of **KNIT HAND WEAR**. The trade is assured that its interests will be promoted by handling these goods.

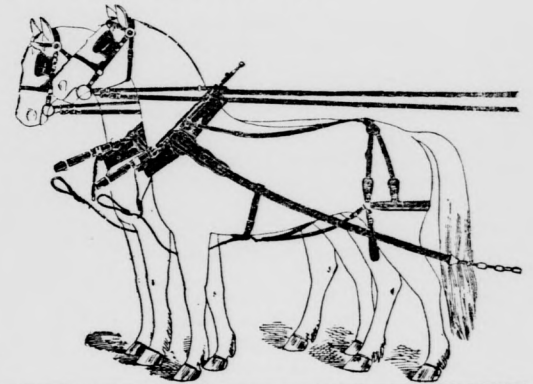
BROWN & SEHLER

WEST BRIDGE ST., GRAND RAPIDS, MICH.

Mfrs. of a full line of **HANDMADE HARNESS FOR THE WHOLESALE TRADE**

Jobbers in **SADDLERY, HARDWARE, ROBES, BLANKETS, HORSE COLLARS, WHIPS, ETC.**

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BOUR'S COFFEES MAKE BUSINESS

We Realize

That in competition more or less strong

Our Coffees and Teas

Must excel in Flavor and Strength and be constant Trade Winners. All our coffees roasted on day of shipment.

The J. M. Bour Co., 129 Jefferson Avenue, Detroit, Mich. 113-115-117 Ontario St., Toledo, Ohio.

Around the State

Movements of Merchants.

Bellevue—E. J. Holland has opened a harness shop at this place.

Luman—Roy B. Bliss has sold his general stock to E. F. Gray.

Adrian—Wm. H. Gafney has re-engaged in the grocery business.

Flint—Colton & Smith have embarked in the grocery business.

Forestville—Daniel W. Snody, has removed his drug stock to Onaway.

Kalamazoo—Glass & Co. succeed Glass & Son in the drug business.

Bellaire—A. B. Large has embarked in the jewelry business at this place.

Watervliet—Post Bros. have purchased the general stock of Mrs. Ida J. Wigent.

Norway—Wm. Parolani succeeds Bertolas & Co. in the grocery business.

Coldwater—H. N. Ferguson succeeds Judson A. Ferguson in the drug business.

Detroit—Walter H. Roesser has purchased the drug stock of W. H. McAllister.

Casnovia—Geo. Thomas, of Grand Rapids, has opened a bazaar store at this place.

Thompsonville—Menold Bros., of Mesick, have put in a stock of drugs at this place.

Oscoda—J. Van Buskirk, proprietor of the Shore meat market, has retired from trade.

Alpena—Geo. W. Stovel has purchased the Hayes & Brown grocery stock and meat market.

Bay City—Robert Russell has engaged in the produce business on Garfield avenue.

Owosso—N. Goodyear will shortly put in a line of groceries in connection with his meat market.

Detroit—I. S. Scringer & Co., wholesale produce and fruit dealers, have retired from trade.

Port Huron—Hastings & Young is the firm name of a new commission house established at this place.

Detroit—The Glasgow Woolen Mills Co., engaged in the merchant tailoring business, has removed to Chicago.

Stanton—J. S. Holcomb, flour and feed dealer, will enlarge his business by the addition of a line of groceries.

Marine City—W. J. and S. L. Boyce, Jr., succeed their father, the late Samuel L. Boyce, in the hardware business.

Holly—Durgle & Adams have purchased the hardware, paint, oil and implement stock of N. C. Van Riper & Co.

Mason—Oscar Hoyt, who was formerly engaged in the grocery business at Lansing, has opened a grocery store at this place.

Charlotte—S. B. Rathbun has sold a half interest in his grocery stock, recently purchased of Chas. Gibbons, to W. B. Harmon.

Shelby—F. W. Van Wickle succeeds Van Wickle & Lewis in the drug business. Mr. Lewis will continue the produce business.

Fremont—Jacob Weiss, of New London, Wis., will engage in the clothing, dry goods and men's furnishing goods business here Jan. 15.

Woodland Center—O. Z. Ide, Al. and Herbert Wells have opened a grocery and bazaar store here, the firm name being Ide & Wells Bros.

Eaton Rapids—Harry Putterille has opened a branch bazaar store at this place. Mr. Townsend is a partner in the business, which will be conducted under the style of J. Townsend & Co.

Newaygo—S. J. Harden, baker, has formed a copartnership with his brother under the style of Harden Bros., the change taking place Jan. 1.

Jackson—Jas. E. Bartlett has purchased a lot, 44x132 feet, on which he will erect a brick block, in which he will conduct his flour and feed business.

Sault Ste. Marie—Mrs. E. Wheatley has purchased the grocery stock of Henry Robotam and removed it to her store building at 903 Ashmund street.

Sault Ste. Marie—James A. Douglas has purchased a half interest in the grocery stock of A. H. Eddy and after Jan. 1 the firm name will be Eddy & Douglas.

Otsego—C. E. Drew, who has been in the furniture business here for years, has closed out his stock and will devote all his attention to the undertaking business.

Big Rapids—H. A. Granger & Co., flour and feed dealers, have dissolved partnership, Chas. F. Stearns retiring. Mr. Granger will continue the business in his own name.

Otsego—C. E. Pipp has rented the brick store in the Union block just vacated by C. E. Drew, and about January 1 will occupy the building with his hardware stock.

Escanaba—Charles Grunert has purchased Q. R. Hessel's No. 3 meat market. Mr. Grunert was a member of Company L and endured the hardships of the Santiago campaign.

Jackson—Gallup & Lewis, furniture dealers at this place, have established a branch store at Manchester. Ernest Kummer, who has been with the firm ten years, will take charge of the new store.

Battle Creek—W. H. Eldred is putting in an elevator and making other improvements in the Arnold block, recently purchased by him. He will remove his wholesale harness business to that location Jan. 1.

Ontonagon—Clarence H. Emmons, who has resided in Marquette for the past year, has returned to this place and purchased the grocery stock of John F. Driess, to which he will add a line of hardware and tinware.

Benton Harbor—C. J. Brown, for many years engaged in the grocery business at this place, has sold out to H. Skelly and W. E. Glew, of Rhineland, Wis., who will continue the business under the style of H. Skelly & Co.

Edmore—F. W. Pierce has purchased of Edson, Moore & Co. (Detroit) the buildings known as the D. O. Long property, the corner store of which he will occupy after April 1 with a line of dry goods, boots and shoes and clothing.

Hancock—Edward Gallagher, who has been connected with Mr. Sackrider in the Board of Trade, has withdrawn his name from that establishment and will embark in the grocery business in the near future in connection with James Byers.

Bay City—Max Grossman, the clothing merchant, has made an assignment to Brakie J. Orr. There are fifty six creditors whose claims run from \$18 to \$2,200, the total being about \$12,000. Grossman's relatives are the heaviest creditors and some of the merchandise creditors, are disposed to question the validity of their claims. The affair will probably end in a petition to have Grossman declared a bankrupt and the assignment to Orr set aside.

Ann Arbor—John Burg, the shoe dealer, will retire from business. He has occupied his present quarters for twenty-four years. Next spring he will erect three residences, which, with the management of his farms, will occupy his time. With the exception of four weeks, several years ago, when he was nursing a broken leg, Mr. Burg has been in his store almost daily.

Manufacturing Matters.

Olivet—A. H. Covey has purchased the Oliver flouring mills of Mr. Neesmith.

Manistee—Max Baumann has purchased the F. C. Hall cigar factory and will continue the business at 85 Maple street.

Detroit—The R. M. Leggett Bottle & Glass Co. is succeeded by the Canadian-American Glass Co., Limited, of Ontario.

Eaton Rapids—A. D. Randolph, who conducts cigar factories at Homer and Bronson, has opened a cigar factory at this place.

Lake City—Anton Iverson and Chas. L. Goll have purchased the Barrett sawmill property and will operate it in its present location.

Ludington Appeal—Geo. W. Weatherwax has renewed his engagement with the Chicago White Lead and Oil Co. for his fourth year of service. He has now gone East and will return to Ludington December 22.

East Jordan—The Barker Lumbering Co.'s new mill is nearing completion. It is expected to commence sawing soon after Jan. 1. The mill will run night and day, turning out about eight million feet of lumber, which is only a small part of the total that will be shipped from East Jordan in 1899.

Holland—L. Van Putten has become sole proprietor of the Michigan Toy and Novelty Works, having purchased the premises and shop on Eighth street lately known as the Crescent Planing Mill, of Tiemen Slagh. The factory is running every day, and employment is given to thirteen hands. The product which includes novelty goods of every description made by automatic machine turning, is in good demand and is being shipped to all parts of the country.

East Jordan—The locomotive for the East Jordan Lumber Co.'s new railroad arrived by steam barge Pine Lake last week and two boat loads of rails also came later in the week. The heavy fall of snow has delayed work to some extent, but the track is now laid for a distance of about three miles and, with the aid of locomotive and cars, work will be pushed faster. The lumbering cars are being built here, the wheels and other iron parts having been shipped in.

Campaign Against Express Companies.

From the New York Commercial.

The Merchants' Association of New York has begun an active campaign for the purpose of placing the express companies, which are now entirely irresponsible to any authority whatsoever, under the authority and control of the State Railway Commission. To assist in this work, it has secured the services of W. W. Chandler, who comes to it direct from the Adams Express Co. Any members of the Association having grievances against the express companies, or in regard to freight matters, are invited to communicate with the Association, and the matter will receive prompt attention.

Truth is eternal; but Time changes it from day to day so that it's own mother wouldn't recognize it.

The Boys Behind the Counter.

Sault Ste. Marie—John A. Gowan has resumed his duties with the Ferguson Hardware Co., Limited.

Dexter—Fred Lemon has taken a position in the hat department of L. Higer & Sons, Grand Rapids.

Sault Ste. Marie—Fred Jamison has resumed his duties in W. F. Ferguson & Co.'s dry goods department.

Jackson—Henry Howard, of Manchester, has taken a position with Farnham, the clothier.

Marshall—Jas. McDonald has resigned his position with the Casper Hardware Co. to accept a position with the Deering Harvester Co.

Charlotte—A. C. Losey, formerly clerk in Merritt's drug store has gone to Elkhart, Ind., where he will commence his duties as traveling salesman for an advertising house.

Fremont—Lynn Geasler is now employed in Dr. Lever's drug store.

Sturgis—S. M. McCallum, of Valparaiso, Ind., has taken the position formerly occupied by Ed. Huff in the clothing department of F. L. Burdick & Co.

Port Huron—Roy Fuller, of Richmond, has secured a position in Goulding & Co.'s store as assistant jeweler.

Otsego—Charles A. Sams, of Petoskey, will take charge of C. A. Barnes' drug store, and is now familiarizing himself with the stock.

Muskegon—John Naalkes has taken a position as salesman in Rosenthal's clothing store.

Greenville—Max Lichtenauer, formerly in Jacobson's dry goods store and recently with the Ranney Refrigerator Co., has left for St. Louis, to take charge of a dry goods store in that place.

Coldwater—Harry Miles, who has been identified with the Miles Supply Store for some time past, will remove to Jackson Jan. 1 and take the position of assistant manager of the Jackson Grocery Co.

Carleton—Dennis F. Strong who has worked with his brother, Charles M., in the cheese factory during the summer, has accepted a position as salesman in the dry goods department of Edwards & Adam's store.

Bayshore—J. C. F. Dillon, formerly connected with the general store of the Antrim Iron Co., at Mancelona, has taken the position of manager of the Petoskey Lime Co.'s general store here.

Kalamazoo Telegraph: There never was a better known fellow in Kalamazoo than Leonard A. Burdick. For three years he was a clerk in Colman's drug store and made use of his opportunities to increase a wide circle of friends and acquaintances made in school days and after. His jolly ways and boundless good nature made him popular with all who came in contact with him. Before the confinement of business took up all his time he was known as a very speedy pitcher and one who had all kinds of tricks up his sleeve. Len spent about three months in Van Allen's drug store, at Ionia, last summer and went the first of October to Detroit, where he has a fine position in the manufacturing department of Parke, Davis & Co.'s establishment.

It is a severe strain on the angelic qualities of a woman when she has to use her wings to dust the furniture.

It may be more blessed to give than to receive, but we are always willing to let the other fellow have the blessings.

Visner is home with a lot of Gillies' New York tea bargains. Phone, 800.

Grand Rapids Gossip

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at the office of the Michigan Tradesman on Tuesday evening, Dec. 6, President Dyk presided.

The Committee on Banquet presented a report, recommending that the annual spread be given at Sweet's Hotel on the evening of Jan. 23. The report was adopted and the Committee continued.

The Chairman then announced that the subject presented by Mr. Wendorff at the previous meeting—the purchase and sale of potatoes by weight instead of measure—was open for discussion, whereupon the Secretary presented the following letter from Dr. Joel C. Parker, the veteran dentist:

Grand Rapids, Dec. 5—Seeing an article in the paper that it is contemplated at the next meeting of your Association to consider the justice of "buying potatoes by weight," it occurs to me to suggest that you take in a much larger field of operations, and not only buy, but sell, all sorts of vegetables by weight, also all kinds of fruits. A good beginning has been made with lettuce among the vegetables and grapes and tomatoes among the fruits, and customers find it such a convenient and equitable method of doing business that it seems as though it must at once commend itself to you, as it certainly does to consumers. One commodity certainly ought to be bought and sold by weight; and that is eggs, for, as a friend remarked, "a dozen eggs may mean a handful or a batful, all at the same price." Of course, not being a dealer, I have no means of knowing the difficulties in the way of carrying out these ideas, but I trust they are not insurmountable and that the members of your Association can find the way to overcome them, if they really exist.

H. C. Wendorff then presented the following resolution, which was placed on the second reading:

Whereas—We consider it more equitable to grower, dealer and consumer that potatoes be sold by weight than by measure; therefore

Resolved—That the Grand Rapids Retail Grocers' Association places itself on record as unqualifiedly in favor of the purchase and sale of potatoes by weight and hereby pledges itself to use its influence to bring about such a change in handling the staple.

B. S. Harris stated that he purchased a load of potatoes that day purporting to be 54 bushels. He took them in by weight, resulting in the disclosure that the load contained 53 bushels and 40 pounds, only 20 pounds less than was claimed by the grower.

J. Geo. Lehman stated that the short-bushel baskets are to blame for all the trouble; that people who manufacture short baskets ought to be prosecuted. The grower sells his potatoes to the commission merchant by weight and there is no reason why he should not do the same with the retail dealer. Too many grocers, however, have dinky little scales which will not weigh over ten bushels at a time, making it somewhat inconvenient to take in a load of potatoes. If the grocer sends the farmer to the hay scales, maybe he comes back and maybe not.

Mr. Wendorff stated that he has seen single bushels of potatoes run eight pounds short to the bushel, especially where the stock was large, as is frequently the case. He took in a load the other day by measure at 25½ bushels, but which actually weighed only 23½ bushels.

Mr. Lehman stated that he recently purchased several bags of English walnuts in Chicago, on which the tare was three or four pounds to the bag, but he could not get the jobber to stand the loss, inasmuch as the jobber insisted that he has sold the goods in exactly the same condition and on the same terms as he purchased them.

Mr. Dyk said that even when the grocer buys by weight and sells by weight, he suffers a loss by the shrink-

age which necessarily ensues in holding potatoes, even for a few days.

Mr. Lehman asserted that the grocer loses more from down weight than from over measure, inasmuch as he always gives all he ought and even more.

M. H. Barber stated that he found it impossible to get four pecks out of a bushel, no matter how he bought the potatoes.

Homer Klap moved that the matter be made the special subject of discussion at the next meeting, which was adopted.

The meeting then took from the table the resolution presented at the last meeting relative to closing all day Christmas, Fourth of July and Grocers' Picnic Day and at noon on the other legal holidays of the year. The matter was discussed at some length, some favoring and some opposing the adoption of the resolution, when it was finally made the special order of business for the next meeting.

The flour situation came in for a full and free discussion, at the conclusion of which the Committee on Trade Interests was instructed to "get a hump on" itself.

There being no further business the meeting adjourned.

The Produce Market.

Apples—The market is without particular change, receipts being small and transactions confined almost wholly to carlot shipments from storage. Dealers hold No. 1 fruit at \$2.75@3.25 and No. 2 at \$2.25@2.50.

Bananas—Supplies are more liberal and considerable fancy stock is coming from Southern points. Quotations remain unchanged.

Beets—25c per bu.

Butter—Dairy is about the same, choice grades commanding 17@18c. Factory creamery is in ample supply at 21@22c.

Cabbage—\$3 per 100 heads for home grown.

Carrots—20c per bu.

Cauliflower—\$1 per doz.

Celery—15@18c per doz. bunches for White Plume.

Cranberries—Cape Cods, \$7.50 per bbl.; Wisconsin Bell and Cherry, \$7; Jerseys, \$6.

Cucumbers—75c@81c for hot house stock.

Eggs—Strictly fresh fetch 18@20c and are hard to get at that. Cold storage and pickled are in plentiful supply at 16@17c.

Honey—10c for amber and 12c for white clover stock.

Lemons—Quotations range 25c lower per box than last week, with the demand considerably impaired by reason of cold weather.

Lettuce—14@15c per lb.

Nuts—Hickory, \$1.50@2.50, according to size. Walnuts and butternuts, 60c per bu.

Onions—Spanish are in only fair demand at \$1.25 per crate. Dealers pay 25c for White and Red Globe stock and 20@22c for yellow Danvers and Red Weatherfields.

Oranges—New stock California oranges are in the market and present a fine appearance. The first arrivals were confined to one firm, but later in the week were augmented by other receipts. The demand for new stock was fairly good at prices ranging from \$4@4.50. Most of the receipts were from Northern California, with more southerly stock due to arrive next week.

Parsley—25@30c per doz.

Parsnips—50c per bu.

Pop Corn—1¼@2c per lb. The crop was not large and the supply is undoubtedly limited.

Potatoes—No more favorable than a week ago. Some dealers have been storing stock, but many handlers insist that potatoes will be lower in the spring than they are now. It is very evident that the railroads will be compelled to reduce the classification from sixth to fifth class or thousands of bushels in Northern Michigan will rot in the pits.

Squash—75c@81c per 100 lbs.

Sweet Potatoes—Virginias are steady at \$1.50 per bbl. Illinois Jerseys are in good demand at 2c.

BANK NOTES.

Comparative Statements of the Local National Banks.

The December statements of the National banks are of more than usual interest. They indicate that the banks are well over the divide, that they are back to the old tide of prosperity which they enjoyed in 1892. The loans and discounts aggregate \$6,423,959.11. This is less than the May report by \$175,000, but it is an improvement over the report of December 15, 1897, of \$880,000. The loans and discounts on Dec. 9, 1892, were \$6,107,432.63 and the following May they reached \$6,456,031.66—and then came the flood, with a drop of \$1,600,000 in the loans and discounts in six months.

* * *

The Government bonds held by the National banks aggregate \$481,663.36, which is the high water mark in the holdings of these securities. The banks have added \$125,000 since July 14, presumably the new war bonds. The Old National has taken on \$61,000 and the Fourth National \$63,000.

* * *

The Old National, on the strength of the new bonds, has increased its "circulation" to \$90,000, as compared with \$45,000, and of this amount the report shows \$87,660 issued. This is the first increase in circulation in any of the banks for ten years or more.

* * *

In stocks, bonds and other securities the Nationals have \$391,929.71 invested, which is substantially the same as one year ago. In December, 1892, they held but \$37,484.80 in this class of securities, but during the collapse there was a steady increase. The real estate and furniture items aggregate \$292,118.57, as compared with \$200,543 in December, 1892, and \$204,092 a year ago.

* * *

The amount carried in reserve and correspondent banks is \$1,420,946.39, which is about \$700,000 less than a year ago and about the same as in December, 1892. The cash on hand and cash items amount to \$728,329.63, which is about \$90,000 more than a year ago and about \$25,000 less than in December, 1892.

* * *

The surplus and undivided profits accounts aggregate \$573,184.28, or \$9,000 less than a year ago and \$63,000 less than in December, 1892. The reports indicate that the "writing off" process has been suspended in at least three of the National banks and that the other two are pretty nearly through this unpleasant proceeding.

* * *

The commercial deposits are \$1,934,183.86, about \$80,000 more than a year ago and \$30,000 more than in December, 1892. The commercial deposits reached high water mark in September, 1892, aggregating \$2,363,155, and one year later they were nearly \$1,000,000 less.

* * *

The banks are carrying \$3,357,741.23 on certificates, the highest point they have ever reached, exceeding the certificates of a year ago by \$150,000 and those of December, 1892, by \$400,000.

* * *

The bank balances carried here aggregate \$1,416,711.34, and this also is a record breaker, exceeding the balances of a year ago by \$200,000.

* * *

The total deposits amount to \$6,759,486.57, which is also a high water mark. This is \$420,000 better than a year ago

and \$736,000 better than the old high water mark of Sept. 30, 1892.

* * *

The State banks were "called" for the same date as the Nationals, but did not receive their notices until Tuesday. The story they will tell will be reviewed next week, and in a future issue will be related the interesting story the bank statements reveal of the panic, when in nine months the total deposits dropped nearly \$2,000,000—and yet did not phase the banks.

The Grocery Market.

Sugars—Sales of 96 deg. test centrifugals made at 4 7-16c show a decline of 1-16 c. The market, however, is very strong, as there is very little stock available. Refined is quiet, with very little business doing. Although the refiners did not reduce their list prices as expected, they have been selling at 1-16c and ¼c shade on the entire line. These concessions are now claimed to be withdrawn, but brokers intimate that they are still obtainable.

Molasses and Syrups—There has been only a moderate demand for New Orleans goods, as prices seem to be above buyers' views. The selections, also, are very poor and desirable grades of centrifugals are rather scarce. There is a good demand for corn syrups, with no indication of any lower prices; on the contrary, it is intimated that there may be an advance. Sugar syrups are strong and, being so much above the parity of corn goods, are having but a limited sale.

Canned Goods—Gallon apples continue strong and but few are offered by packers and higher prices would probably have to be paid to obtain desirable brands. Tomatoes and corn are held very firm and the weaker holders are getting sold out of stock. String beans are very strong and it is claimed that speculators have bought large blocks and are after more.

Dried Fruits—Owing to the near approach of further arrivals of currants, holders of spot stocks have reduced prices ¼c. Cleaners have followed with a like cut and prices are now on the basis of two weeks ago. Raisins are selling well at unchanged prices. The heavy demand for the Pacific grade is rapidly cleaning up the market and some packers are about sold out.

Cereals—Some millers have advanced prices on rolled oats and, if the grain market continues strong, a general advance will probably be made. At this season of the year millers are usually seeking business, but at present there is hardly a mill but what is oversold from ten days to two weeks.

Rice—There is no change to note in prices. Millers claim to be running light, as they are unable to obtain supplies.

Nuts—Last week we advised the purchase of peanuts, as an advance was probable. That we were correct is proven by the advance of ¼c telegraphed from Norfolk to-day. There is no change in other grades, but, as is usual at this season of the year, there is a heavy demand for all kinds and we look for no decline until after the holidays.

Beans—Arrivals at the pickers, are increasing and, under pressure to sell, the market for hand-picked stock has declined about 5c.

John Butcher has sold his meat market at 337 East Bridge street to Emanuel Saubengayer, formerly engaged in the meat business in Ann Arbor.

Woman's World

Lack of Genuine Good Manners Among Girls.

"You may believe me or not," said a society woman, the other day, whose painful privilege it was to chaperone several girls through the summer campaign just ended, "but, in my opinion, there is nothing else in the whole length and breadth of the land that so cries aloud for reforming as our girls' manners."

"Why, what do you mean?" I exclaimed in amazement. "Haven't we schools of manners? Don't we spend good money to teach our girls Delsarte attitudes and impoverish ourselves trying to instruct them in—"

"We do," she agreed, "and that's the pity of it. A knowledge of how to write crossways of the paper and when to use freak forks and spoons is so very far from being all of good manners! A girl may have the very best veneer of outside manners that the most expensive school can give her and yet be really as hopelessly ill-mannered as the greatest boor that ever lived. Of course, she may make a good appearance in society. Veneer always is showy. And it always peels off in spots.

"The trouble is that really good manners—the good manners that are genuine through and through and that will stand the wear and tear of everyday life—have got to spring from innate kindness of heart and consideration of others, and we have petted and flattered and spoiled our girls until they have come to believe that the whole universe is run for their individual benefit and that the rest of the world merely exists to give teas and dinners and balls for them and chaperone them to the opera.

"Of course, I know that it is the custom to speak of a young girl as being only a kind of unpledged angel, but as a matter of fact, for unadulterated, unapproachable selfishness, she hasn't a rival on earth. She takes everything we can possibly do for her as nothing more than her right and walks roughshod over everybody else's privileges without so much as realizing that anyone but herself could have a right to the good things of life. Understand, please, that I am not saying one word against the way so many girls treat their mothers. I consider that simply retribution. If a woman raises a girl to think of no one but herself and her own pleasures and to lack consideration for everybody else, she deserves all the ill-treatment and suffering she gets. I have no sympathy to waste on the mother who has to perform on the cooking stove in the kitchen while the daughter performs on the piano in the parlor. She has inflicted the selfish creature on the world and ought to have to pay for it. But occasionally it is pretty hard on the rest of us.

"But leaving alone the question of selfishness, there are plenty of ways in which the modern girl needs to improve her manners, and that don't seem to be taught in the finishing schools. Take the matter of graciousness—that charm of charms in a woman. How many young girls do you know who try to cultivate it? They seem to think that any old way is good enough. They don't realize that there is a right way and a wrong way of doing the simplest things—a way that can make even an intended kindness seem a deadly insult and that can throw about a refusal or denial an ineffable charm that makes it a delight

to be remembered. Brusqueness is the order of the day. If they give a present it is with the air of tossing a bone to a dog. If they extend a courtesy, half the time it is with about as much cordiality as one shows to a bill collector. I have had girls accept invitations to my functions in a way that made me simply ache to withdraw and say, 'No, you don't come. Not on your life. I wouldn't have you at any price.' More than likely they don't mean it that way, but society hasn't any time to go around investigating people's secret meanings. We have to take things as they are on the surface, and certainly we have a right to expect that the ones for whom we put ourselves out should respond with some degree of cordiality. If I had a girl to bring up I would teach her that one-half a woman's duty is a sweet graciousness of manner and the other half is to look pleasant and be pleasant.

"Then, think of the execrable lack of tact displayed by the average girl. I am not demanding impossibilities. I know that tact, like the ability to trim your own bonnet and write poetry, is a God-given attribute. In its finest development it is nothing short of genius, but there are modified degrees of it we may all attain to and there is no earthly excuse for the way so many girls go blundering along without regard for other people's pasts or futures. It is not alone that they recklessly venture in on the ground of family scandals and misfortunes where angels would not dare to tread. They say horrible little things. What am I to think of a girl, except that she is ill-mannered, who comes to see me and blurts out that her mother has been trying to make her do it for a month? Or of another who tells me that somebody else has a pug nose like mine or is beginning to show her age like me? Is there any apology that will take the sting out of a speech like that or could anything but rank disregard for my feelings inspire it? Thoughtless? Of course, but no one should be turned loose on society until they are sufficiently civilized to learn to think. There ought to be asylums where the people who talk without thinking could be safely incarcerated.

"Another point in good manners which is entirely ignored by most girls is punctuality. Such a thing as there being any rudeness in keeping you waiting or any sacredness in an engagement never seems to enter their heads. If you invite a girl to stay at your house, you know beforehand it is going to be at the utter havoc of all your domestic machinery. She will come down to breakfast at stray times. She will choose luncheon to go off on a stroll and will spend an hour curling her hair at dinnertime while the soup cools on the table and your husband says things. She doesn't consider it any part of good manners to put you to as little trouble as possible and many a girl misses on this account an invitation she sighs for. We all know girls whom we would like to ask for their own sakes, or their mothers' sakes, to come and stay at our houses, but we don't simply because the trouble of keeping the servants in a good humor and having the rest of the family put out by having to wait for meals is worth more than the pleasure of their society.

"It has always seemed to me that no other rudeness approaches the rudeness of not listening to what is said to one. It is the very first principle in good manners, yet how seldom are we honored

with the attention of the girl to whom we are talking. She is looking this way and that, scanning the room for new faces. We make what we considered a clever comment on the passing show and look to her for a quick, responsive smile. Instead, she asks: 'What was it you said?' We tell her a little story that has in it a touch of tenderness and tears and we turn to her for a word of appreciation. The minute we stop speaking, she says: 'Would you wear pink chiffon or white tulle?' and then we realize with a dull cold thud that she hasn't even heard a word we said. More than that, she hasn't even thought it worth a pretense of appearing to be interested. And yet—and yet—there is no other quality so fascinating, no accomplishment that will pay such enormous dividends on the labor and time invested, as merely being a good listener.

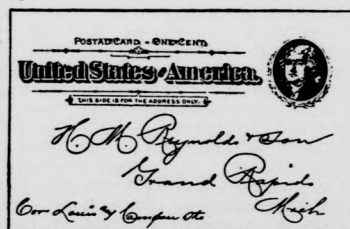
"Not all the girls are bad mannered. Thank goodness, no. Now and then we meet one who doesn't lol around and look bored to death when with women and spring into instant life and animation the moment a man dawns on the scene. She remembers that chaperons are not simply wall fixtures like the gas brackets, but that they are heroically enduring martyrdom for her sake, and so she comes up and brings some of her pleasant men friends and makes herself agreeable. She doesn't consider that when you invite her to your parties, you do it merely to give her a picturesque background for flirtations, but that she has some duty in the premises to make herself pleasant to you and your other guests. She doesn't consider it necessary to keep her appreciation down to the freezing point, but is cheerful and bright and not afraid to enthuse over a thing she likes. She is the kind of girl that is always and invariably a success, because every woman who entertains is dying to get her. Other girls look on and wonder. They can't see what it is that makes us like her and make such a fuss over her, and we can't explain to them that it is so simple a thing as genuine good manners."

DOROTHY DIX.

Dwight's Cleaned Currants

If you want nice, fresh, new stock, buy Dwight's. If you want cheap trash, don't look for it in our packages. All Grand Rapids jobbers sell them.

Wolverine Spice Co.,
Grand Rapids.



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DETROIT OFFICE, FOOT OF FIRST STREET

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

We sell buckwheat that has the good old-fashioned buckwheat taste. We do not adulterate it in any way, shape or manner. We believe that when people ask for buckwheat they want buckwheat, and it is for the class of people who know what they want that we make this buckwheat.

We believe that it will please any lover of the genuine article.

We would like to have your order and shall take pleasure in quoting you a close price on any quantity.

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"The flour the best cooks use"

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The Oldest and
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**PURE, HIGH GRADE
COCOAS
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Their Breakfast Cocos is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

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For only one cent you can have an expert examine

YOUR LEAKY ROOF

and tell you why it leaks and how much it will cost "to stop that hole." We have had 28 years' experience in this business, and are reliable and responsible. We have men traveling and can send them to you on short notice. All kinds of roofs put on and repaired by

SHORTER HOURS.

Drug Clerks Organize a Union and Disband.

M. Quad in American Druggist.

Being neither a drug clerk nor a druggist, it was no business of mine, except in a general way. I thought the drug clerks ought to have shorter hours, and for that matter the druggists as well, but I didn't agree with some of the boys as to how the change should be brought about. It seemed to me the whole matter lay between the druggists and the clerks, just as an editor's sixteen or twenty hours per day lie between him and his chief. Indeed, when the boys were kind enough to invite me to one of their preliminary meetings and ask my advice, I gave it to them on the lines above mentioned. In the cause of humanity I wanted to see their hours reduced; as a patron of the drug stores to the extent of \$6 per week the year 'round I did not want to see any druggist upset by a radical change. I am not an orator, but I have a smooth, soft way of putting things, and I am satisfied that I should have carried my point but for Timothy O'Hooley. There was a movement on foot to bring the druggists and drug clerks together for a friendly canvass of the question, when Timothy appeared with a flaming sword in his hand. He was a little runt of a man, with only a handful of red hair on his head and an uncertain wobble in his knees, but he was great on the gab. He could roll out 130 words of English per minute, and at least 100 of them were in italics or small caps. He didn't mind grammar or facts or figures, but was heavy on "tyrant's heel," "liberty or death," "the lifeblood of the poor," and so forth. Timothy was invited to follow me in speechmaking, and inside of three minutes he had used me up and thrown my mangled body over the fence among the thistles. Until he burst upon the meeting like a blazing sun out of a midnight sky no drug clerk had any suspicion of the real state of affairs. After Timothy had rolled out five hundred words every clerk realized that the tyrant capital had him by the neck and was slowly but surely strangling him to death. The sawed-off orator didn't believe in compromises or understandings. He wanted the drug clerks to rise as one man and tell the druggists to go to thunder or reduce the hours to eight per day. If they reduced, it was all right; if they didn't reduce, then every drug store should be closed up as tight as a drum.

I own right up that Timothy got the best of me. He got the crowd in the hollow of his hand and organized it into a union. Nobody had thought of a union beyond the drug business, but Timothy knew a thing or two. He made it plain that if they stood alone they must fall, but if they had the help of tens of thousands they must win. The result was that the Drug Clerks' Union was regularly organized and numbered, and given over to the care of the regular district officers. When all this had occurred the clerks went back to their duties with smiling faces. They felt the power behind them and were sure of winning their point. It was expected that the "bosses" would be given an ultimatum right away, but things dragged. There were other matters to be gotten out of the way first. One morning every clerk got a notice of a strike and a parade. An attempt had been made to cut down the wages of the bill-posters and a strike had been ordered. As a further evidence of sympathy there would be a parade. The Drug Clerks' Union would take its place in line between the Longshoremens and the Slaughter House Patriots, and they were expected to yell for liberty and equality whenever they passed a street car stable or a pop-corn factory. Three days later a hundred drug stores were left clerkless, and something like one hundred and fifty drug clerks took their places in line. A few of the first-comers seemed to think that the dawn of freedom was at hand, but a long time before the procession started they had changed their minds. There ought to be brotherly love between unions, but there didn't seem to be in this case.

The drug clerks soon began to murmur because of being placed in rear of the Longshoremens, and the Slaughter House Patriots felt hurt to see "a gang of squirts" leading the way for them. There were interchanges of good fellowship. That is, the Longshoremens and the Slaughter House Patriots began yelling "pills," "squills," "porous plasters" and other things at the Drug Clerks. Now and then a stray man from the Brewers' Union came along and wanted to know what in — a lot of squirts were doing in that parade, and now and then a member of the Barbers' or Cobblers' Union paused to observe that he'd be — if things hadn't got to a pretty pass when the labor movement had to take in a troop of manikins. During the parade the small boy had a cheer for the Tripe Makers' Union or the Peanut Sellers' Federation, but when it came to the Drug Clerks' Union, there were hundreds of exclamations of "Hully Gee, but look at the pill-boxes on legs!" As an evidence of sympathy in favor of the down-trodden bill-posters who had struck for thicker paste and seven hours a day the parade was a success, but as a parade covering eight miles of cobblestone pavements and intimidating the bosses, it was no good. The bosses didn't scare. Even when all the peanut and pop-corn vendors were ordered to lay off for a week, and not a pound of tripe could be had for money nor a man found to beat a carpet, would the bosses give in. In company with all other unions, even down to the Rag Pickers' Protective Association, the Drug Clerks' Union were ordered "out." I don't think the druggists had anything to do with what followed. So far as I can learn they camped out in their respective stores and did their best to wait upon fifteen or twenty customers at once, and they neither coerced nor threatened. They just bided, and they didn't have to bide long. It was only a matter of hours when a stampede occurred, and the union was run over and trampled into the earth beyond resurrecting. Orators from the Mattress Makers' Union, orators from the Carpet Beaters' Federation, the Window Cleaners' Union and the Street Sweepers' Combination called on the officers of the Drug Clerks' Union and orated and gestured and talked of the benefits of strikes and unions, but they made no headway. They even offered to give the drug clerks preference over the Sausage Makers' Union in the next parade, and to forgive their good clothes and their intelligent looks, but it was too late. Timothy O'Hooley got twelve of them together in a barber shop, and increased his flow of language to 150 words per minute, some of them three inches long, but he failed to arouse the slightest enthusiasm. The boys wanted something, and wanted it mighty bad, but they objected to the trades union way of getting it.

The Yeast Man's Thoughts Rise Into a Dream.

Ludwig Winternitz, formerly of this city, but now auditor of Fleischmann & Co., is emphatically a man of action; but he recently suffered a slight indisposition at Denver which laid more time on his hands than he really knew what to do with; so, to occupy his mind during his enforced idleness, he took to dreaming.

"Sober Thought pursued the theme Till Fancy colored it and formed a dream," with the following result, in his own words:

"We were at a Thanksgiving afternoon concert. Two of the local celebrated bands gave the entertainment for the benefit of the little poor folks. One was the First Regiment band and the other the Newsboys'. I was the guest of the Manager and had a seat of honor in his box. Suddenly we were interrupted by one of the First Regiment musicians, who led one of the members of the Newsboys' band, and carried in his hand the broken piece of a bow, and complained that the little lad had stolen his violin. 'Broke the bow, as you see, and pawned the in-

strument across the street with Uncle Ike!' The Manager said, 'Call a policeman and he shall take care of the case.' The musician asked to wait a moment; he would consult with his officer, the leader, and let him decide what to do. So we took hold of the little mischief's arm and awaited the Director's arrival.

"In the meantime the First Regiment musician reported the facts of the case to his superior officer. He was an old soldier, knew very little about sympathy and got a policeman, as the Newsboys' band is a civic organization.

"They proceeded toward our box, where the boy crouched under the railing. The musician tried to get the boy pardoned before they reached us. But it was all in vain. 'Let the law take care of the little rascal,' the leader harshly proclaimed."

"It was one of the most heart-breaking scenes I ever witnessed, when the First Regiment leader recognized in the little wretch his own son! He pointed to the policeman and said, with trembling voice, 'Officer, do your duty; and I shall try to console the poor mother.'"

Egotism makes a man believe the world thinks as much of him as he thinks of himself.

How to Do It.

"I get nothing but roasts," he said bitterly. "I wish I could make some one say something nice about me sometime."
"You can."
"How?"
"Die."

FOR SALE

The Village of Shelby, Mich., offers for sale its Fire Engine, as good as new and in perfect working order. Cost twenty-eight hundred dollars and will be sold cheap. Reason for selling: The village has a perfect system of water works and has no use for it. For particulars address

JOHN R. WYLIE,

VILLAGE PRES'T.

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Photograph of your Mother-in-Law

- OR THE BABY**
- YOUR PET DOG**
- YOUR STORE FRONT**
- THE OLD HORSE**
- THAT STRING OF FISH**
- (You didn't catch)
- YOUR OWN "PHYS."**

YOU ARE NOTHING NOW-A-DAYS IF YOU ARE NOT ORIGINAL.

ANYTHING

You would like to hand out to your friends or customers on January 1st. We will reproduce it and get you up a Calendar with an individuality that won't need a trademark or a patent.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - DECEMBER 7, 1898.

THE FRUITS OF UNIONISM.

For several years the annual report of the Grand Rapids Board of Education has been printed at a cost of about 90 cents a page, last year's report having been let on a bid of 80 cents a page.

A year ago a resolution was adopted by the Board, directing that the printing done for the public schools and library be confined to union offices exclusively. The resolution was fathered by J. A. S. Verdier, the well-known banker, who defends his action on the ground that he was basely deceived by the Secretary of the Typographical Union, who assured him that all the printing offices of the city were dominated by the union. The Secretary, on the other hand, emphatically denies Mr. Verdier's statement, asserting that the banker's action is in line with his previous record of subserviency to trades unionism in furtherance of his avowed ambition to be elected Mayor of the city in the near future.

A few days ago the Board of Education solicited bids for the printing of the annual report, the Secretary taking pains that none but union offices be accorded the privilege of bidding. The monopoly created by the resolution of Trustee Verdier naturally resulted in a combination of ten of the union printing offices of the city, all of which handed in identical bids—\$1.24 per page—an advance of 55 per cent. over the price paid a union office for the same job a year ago! The Tradesman is in possession of inside information on the subject, the substance of which is that ten of the union offices entered into an agreement to plunder the city by making uniform bids, the office receiving the award to "divvy" with the other parties to the scheme. This disclosure is confirmed by the public utterances of E. P. Mills, the high priest of trades unionism in the city, who writes as follows in the Grand Rapids Democrat:

It seems the job offices have combined and put up the price of printing the annual proceedings of the Board of Education. This ought to have been done long ago, for it is hardly conceivable that there could be any profit in the price those proceedings have been printed for in the past. And the Board can't consistently object. They have endorsed a resolution to patronize exclusively union offices, which Prof. Taylor, the great champion of labor, says truly are labor trusts. This is the good fruit already borne by Prof. Taylor's address in the city under the auspices of the Trades and Labor Council. He

advocated trusts and syndicates, the logical sequence of co-operation, as one of the solutions of the industrial situation. Of course, the price ought to be made high enough so that the offices that bid and don't get the job can get a little rake-off sufficient to pay them for their trouble. It is a little unreasonable that the Board should be so prudish in this matter while no exception is taken to paying the Secretary his salary while some one else does his work during his absence. But the job office trust must be careful and not put the price beyond what the traffic will bear. There is a danger point in trusts as well as in whisky-selling and other evils, and this should be carefully guarded against by the job offices. We are pleased to hear in this connection that Mike Powers, of the firm of Tyson & Powers, job printers, trustee from the Eighth, has shown himself sufficiently conscientious in the matter in temporarily withdrawing from the firm pending the disposition of the printing of the proceedings, thereby relieving his colleagues of any embarrassment they might be under. It is little self-sacrificing acts like this that only confirm the optimistic philosophy that there is more honesty and integrity in the human breast than there is of the other kind. It is plainly to be seen that Mr. Powers was well brought up; that his mental diet was of the golden-rule and the Washington hatchet-story kind. Whom better can we look to for examples for the rising generation than our public servants, especially those who serve us without pay?

As a long-time member of the typographical and musician's unions and as editor of the Workman for many years, the utterances of Mr. Mills may safely be taken as authoritative, because he writes from an intimate knowledge of this particular circumstance and from an extended experience with union men and union methods.

When, therefore, he asserts that the monopoly created by Mr. Verdier's resolution enabled the employing printers to band together and secure a price for the job which would give them all a "little rake-off," he realized that the employers had adopted the same principle which union workmen pursue in forcing their wages so far above their actual requirements that they are able to support a system of drones in the shape of district organizers and walking delegates.

It is a matter of common knowledge that union men generally regard municipalities in the same light as they regard employers of labor—as something to be plundered as long as there is anything left to plunder—and the circumstance above described serves a useful purpose in disclosing the natural outcome of union methods, when carried to their legitimate conclusion.

The Tradesman commends a careful perusal of the article on "Shorter Hours" on the seventh page of this week's issue. The treatment of the subject is timely and the manner in which it is presented by the gifted writer enables the country reader to form a conclusion as to the problems which sometimes confront his city cousins.

The report that German toys and colored goods are poisonous may be accepted by the kaiser as a notification that the United States can retaliate because of his discrimination against American food products.

A charity ball is a gathering of fashionable dancers who wear diamonds for the benefit of the poor.

It is better to be sure than sorry; but if you are too blamed sure, you are sure to be sorry that you are sure.

GENERAL TRADE SITUATION.

The only exceptions to uniformly favorable business conditions in all principal industries and speculative values are those affected by unseasonably severe storms cutting off communication with the speculative centers. The advance in stock values noted last week continued until Monday of this week, when the bears undertook an inning, claiming that a reaction was due. The coincidence in the storms cutting off the country trading seconded their attempts and the result was a slight reaction in a majority of the list. That this was not owing to weakness in the situation is sufficiently demonstrated by the prompt and positive recovery of yesterday.

The summing up of reports of the business of November maintains the favorable showing in volume, exceeding any former corresponding period in all prominent lines, with the single exception of boots and shoes, which are less than the phenomenal output for November of last year. And not only is the aggregate of business greater than for the corresponding period, but it breaks the record for any month of any preceding year. In estimating the significance of this statement the lower basis of values must be taken into consideration. And the fact of lower values is what has gained access to the world's markets and so has made the increase possible. They also give assurance against the wonderful activity assuming unhealthy boom conditions.

The sensation in the steel market is the reported placing of orders for from 500,000 to 700,000 tons of rails, equal to a quarter of the annual production of the country. This gives the greatest assurance of steadiness in the steel market, as rails are the most liable to variation. Demand for structural forms, for car and ship-building and plates and bars, continues without diminution. Prices are being better maintained, largely through combinations, which seem to be learning that more can be effected by the proper regulation of prices than by efforts at undue inflation.

The textile industries continue to show improvement all along the line, although price changes are small. Sales of wool for November exceed those for the unusually heavy month of last year by nearly 5,000,000 pounds. There is some improvement in manufactured goods, although much machinery is still idle. Cotton export movement exceeds that of last year and prices of the staple and its products are showing a tendency in the right direction.

The grain market assumed a steadier movement and there was a slow strengthening in prices until the effects of the storm caused a reaction, as in other speculative markets, on Monday. This has been followed by recovery. Changes in the price level are very slight. Export movement continues very heavy, curiously following almost exactly the unprecedented movement of last year.

While the storm has naturally tended to check jobbing movement, the effect is only temporary and better winter weather will favor preparation for the heaviest holiday trade ever known.

OBLIGATIONS OF THE WAR.

A good deal of interest attaches to the disposition to be made of the Philippines after the ratification of the treaty by the Senate, for it is difficult to see how that body can refuse to approve the treaty without to reject it would cause ex-

treme embarrassment to this country and immense confusion generally.

The ratification of the treaty does not commit Congress to any particular course as to the islands. The treaty, so far as any of the Spanish dominions are concerned, simply means that Spain has relinquished all control over Cuba, Porto Rico and the Philippine Islands. The United States accepts the surrender and holds the territory, as it were, in trust. The Government is under a pledge to hand Cuba over to the Cubans. It can in the same way turn over the other territory to their respective inhabitants to do according to their respective wills.

Such seems to be the idea of Senators Hoar, of Massachusetts, Caffery, of Louisiana, and others. They hold that, after those several peoples shall have been presented with their independence, they may use the great boon in any manner that may please them, and particularly in getting up civil wars. Barbarian peoples are incapable of self-government, and spend their time in carrying on chronic internecine conflicts until some strong-handed and stronger-willed man gets control and sets up a despotic domination.

The United States engaged in a most costly war to free those peoples, and, having accomplished that object, there is no further interest to be taken in them or their fate. Such is the line of reasoning pursued by those persons who were stung to the quick at the spectacle of unfortunate peoples crushed under Spanish tyranny. Now that they are freed from Spanish control, it might naturally be supposed that those who were so eager to free those peoples would still feel interest enough to desire to see them in a condition of prosperity and peace under free government and institutions.

But the contrary is the fact. Having secured the independence of the Spanish islands, their peoples are no longer objects of interest, and now that they have been rescued from the claws of the Spanish jaguar, nobody cares whether or not they may fall into the clutches of a German wolf, Russian bear or British lion. Humanity has no claims beyond what were created by Spanish oppression. Internecine war or foreign conquest under, perhaps, the most atrocious circumstances possible is not to be considered. Humanity has exhausted itself and cares nothing for what may come afterwards.

Should the Senate ignore all moral obligation in the premises—and it is known that moral obligation weighs lightly on the consciences of men who legislate for political purposes chiefly—the ratification of the treaty, as has been said, commits the country to no particular policy. It will then devolve upon Congress to say what must be done with the countries surrendered to the United States, and Congress has full power to turn them all adrift to shift for themselves. Politics will control all action in this case, and humanity and moral obligation will have nothing to do with the closing of a war which alleged humanity and moral obligation caused and created.

The reason most people give advice so freely is because they are anxious to get rid of it.

The man who never forgets anything never forgets to boast of it to every one he meets.

A man who wants to make a speech and has nothing to say is in a bad fix.

THE COMING CRISIS.

The advent of the United States as the possessor of large commercial interests in the continents and islands of the Pacific Ocean creates a new era in the intercourse of nations. It demands that the Great Republic shall assert itself in proportion to its interests in that commerce and that it shall make such provision as may be necessary for the protection of those interests, even to the extent of foreign alliance.

It should be remembered that when Washington penned to the American people his celebrated farewell address, in which he warned them against the dangers to be apprehended from permanent alliances with any portion of the foreign world, the Great Republic did not own an acre of territory west of the Mississippi River, and did not possess a foot of coast line on the Gulf of Mexico.

Since Washington's day the States of the Union have increased from thirteen to forty-five. The Government has acquired Louisiana and Alaska by purchase; it has absorbed a large part of Mexico by right of conquest; it has annexed Hawaii, and now it is in a position to decide the destinies of Cuba, Porto Rico and the Philippines.

Its population has increased from four to seventy millions and its wealth is still greater proportions. Meanwhile the immense improvement in communication has brought the country into close contact with all portions of the habitable globe; and the United States stands in the very first rank among civilized nations, in touch and active competition with every one of them.

To-day it possesses two thousand miles of coast line upon the Pacific Ocean and has control of territories in its waters of hundreds of thousands of miles in extent. It has a thousand miles and more of front upon the Gulf of Mexico. Under these vastly altered conditions it is indisputable that the foreign policy of seclusion and non-interference with affairs in the Old World can not be safely maintained.

The present is pre-eminently an age of commerce, and the seventy millions and more of the American people, with their vast and natural resources and their labor multiplied in power and effectiveness many times by the ingenious machinery at their command, have attained a productive capacity which is far beyond their ability to utilize. They must find new markets for their products or many thousands of their people will be driven to idleness because the markets at their command are overstocked with the fruits of their labor.

The tariff barrier erected by the United States against the products of foreign countries has set them to a great extent against American products, and they only buy from this country what they can get nowhere else. The defeat of Spain by the United States in the recent war has arrayed the whole of Europe, with the single exception of England, against the United States. But for this single exception in favor of the United States, there is much reason to believe that Germany, at least, would have interfered in favor of Spain, and in all probability there would have been a strong coalition to prevent what they have styled the "despoilment of Spain."

Fortunately, the refusal of Great Britain to enter such a combination, and her strong manifestations of friendship towards the United States,

made the possibility of an alliance between the two English-speaking nations too formidable to be lightly called into being, as it would have been by a European coalition in behalf of Spain, and so it is that the American Republic has been permitted to carry to a triumphant conclusion its controversy with the Spanish nation.

But hereafter, knowing that there is a strong and deep-seated jealousy and prejudice in continental Europe against the United States, the American people will find it necessary not to depend solely upon the good will of England for aid in time of need; but, like England, to make due and ample provision for their own defense and for the vindication of their policy.

The jealousy and prejudice that have been aroused against the American people by their war with Spain are not merely confined to kings and cabinets. It is not alone the politicians of Europe who dread and fear the Western colossus, but sentiments of dislike towards the Americans also pervade the people of the cities who most come in contact with Americans. As for the press of continental Europe, it is almost without exception hostile in its tone towards the United States and its people. Foreigners are even now, by their bitter expressions, trying to intimidate the United States Senate from ratifying the treaty, so far as it requires the surrender by Spain of her Asiatic possessions. If they could accomplish such a result, and secure a backdown to that extent by the United States, European statesmen would feel that they had gained a great victory, and they would see to it that the United States, as a commercial nation, would be driven from the Pacific Ocean except so far as it might have access to the countries under the control of Great Britain. This is not a pleasing prospect, but it is one that the Senate of the United States will invite if it should withdraw all claims to the Asiatic islands won from Spain.

The Methodists have a very large contract on hand. At their meeting in Springfield, Mass., a suggestion was made which the audience received first with wonder and then with applause. If they were startled by the magnitude of the project they were also proud of their ability to carry it out. It was proposed to raise, between now and the beginning of the Twentieth Century, the sum of \$20,000,000 as a "thank offering." They expect to have the money in the bank by Jan. 1, 1901, and the chances are that they will succeed. This enormous amount of money will be safely invested and the interest applied to educational institutions already connected with the denomination and to building others.

Kansas City grain merchants have made many complaints of late about shortages in the shipments of wheat to that city, and a committee of the Kansas City Grain Dealers' Association was appointed to investigate the matter. It has been found that 26½ per cent. of the cars in use for the shipment of cereals are unfit for that purpose, some of them having leaks through which many bushels of grain are lost between the initial points of shipment and the Kansas City elevators. Many cars had also been bored into by thieves in the freight yards and tapped.

December is called the money-spending month. Many people wish there were more money-getting months.

GERMANY'S DRASTIC METHOD.

The German tradesman, looked at from the American standpoint, does not find too much to comfort him. The "Thou shalt not" of the law has too much to do with the daily transactions of business to please the up-to-date American trader. The genius that brings forward a scheme to attract and deceive the customer encounters, over there, the greatest discouragement. There, as here, the happiest talent is employed to make the windows of the warehouse attractive. They are often marvels of beauty. Pleasing in color and arrangement, they urge the beholder to come in and make himself the possessor of the finest goods at the smallest price to be found in the known world, and the price is affixed to prove the truth of the statement; but the tradesman is compelled by law to furnish goods in any quantity to the customer at the price named in the window. The failure to do this is sure to bring the shop-keeper into difficulty with the authorities.

In that country, as in this, the "all one price" label was found a good drawing card. Shoppers on this side have long since learned that the alluring sign is capable of various interpretations. The German dealer, a match for his brother trader in stratagems and spoils the world over, was ready to teach the guileless customer the same lesson in a practical way. He made the attempt, but after a few instances was shocked to find that his little game was an infringement of the law, the penalty of which was sufficient to convince him that any attempt to charge more than the price marked in the window would result disastrously.

When the standard of American trade was not as high as it is now unscrupulous firms did not hesitate to give a false impression of the building in which they were housed. Like Falstaff's army, it increased rapidly in the telling. Many an establishment would not be recognized by its owner in the illustration picturing it if another name were written beneath. The humble one-story flat on an unpretending alley expanded into a three-story falsehood upon a wide well-paved avenue. The dingy, illy-contrived interior rose from its gloomy ugliness into scenes of beauty and splendor; and these were sent out into the world to deceive by their shameless story. The German trader, forgetful of the fact, or indifferent to it, that "Honesty is the best policy," followed the same course; but found to his cost that the government had something to say about his methods. He was forced to listen and, listening, learned that a firm printing on business paper views of its factory or showrooms must print factory and showrooms exactly as they are. The shop on the alley must be that, and nothing more; and the interior must be faithfully pictured, if pictured at all, or the German government will know the reason why.

"At cost!" The public have learned to look unmoved at the lying words. Time was that the heart thrilled as the eye of the shopper fell upon them. That time is now no more and the flashing eyes of an abused and outraged public bear unmistakable testimony to the years of cheating and limitless dishonesty which have brought about the deplorable state. This country is a great Republic and we are republicans. Shall not we follow the footsteps of the Fatherland and enact that he who advertises goods "at cost" shall charge customers the

actual price he paid for the goods or pay the penalty?

For the last three weeks an auction has been going on at a certain store. The firm failed and the stock has been selling in this way. The establishment was not a large one and a week of ordinary sales would have exhausted the merchandise; yet for three weeks a rushing business has been going on, and to all appearances the goods on hand are in no degree diminished by the three weeks' sale. In Germany the matter would be looked into.

The difference between the older nation and the new lies not in the stricter honesty of the people in the one country than in the other, but in the fact that Germany, becoming tired of the "tricks of trade," determined to put a stop to them. The thing shall be, not seem. The trader shall do what he says he will. The goods shall go at the marked price. If he claims that they are all wool and yard wide they shall be just that or he must suffer the consequences; in a word, the German trade shall rest on the truth or there is trouble, a condition of things to which it would be well for this country to attain. As it is, if some of the trade laws of Germany should be adopted here, we should have, for a time at least, a country full of law-breaking tradesmen asking for the repeal of the statutes which made criminal what to-day is looked upon by the traders as not only legitimate but in every way commendable.

NEW PENSION LIST.

The Secretary of the Interior announces that a separate division has been organized for the adjudication of claims growing out of the war with Spain. These soldiers will receive their pensions under the general laws for disabilities of a permanent character contracted while in the service. Less than 100 claims had been filed up to the close of the fiscal year and none had been adjudicated.

The pension business, as it was started, will have to be kept up on the same lines. No politician would dare to make any exception against the disabled soldiers of the wars that may be hereafter made by the United States. The Civil War added from first to last a million and a half names to the pension rolls and, although many have been erased by death, others are being constantly added, so that the existing rolls still contain about one million names. The Spanish war, by the rule which governed in the creating of pensioners from the soldiers of the Civil War, will probably furnish in time pretty nearly 50,000 pensioners, most of them claiming disability from the fever-plagued camps in which they were assembled in their own country, without ever having gone beyond its limits or encountered an enemy.

Apropos of the agitation of the subject of cheaper postage between this country and Great Britain, it is pointed out that the cost of a first-class ocean passage between this country and Europe averages about \$100. The charge for conveying the same weight of letters as the passenger weighs is \$187.

A fire engine in New York has been fitted with pneumatic tires. The experiment proved a success the other day, for on running to a fire the same speed was maintained, while the former dreadful noise was absent.

Two fools and two handkerchiefs makes up enough to start a flirtation on.

Fruits and Produce.

Probability of Large Crop of California Oranges.

Los Angeles, Dec. 1.—If there are no killing frosts this winter Southern California will have almost as big a crop of oranges this year as it produced last winter, notwithstanding the unprecedented drought of the year that is now closing. Last year, ending with October, the Southern counties marketed a little more than 15,100 carloads of citrus fruits, of which 1,166 carloads were lemons, while 1,000 carloads, ruined by the frost, were not marketed. This year the total crop of both fruits will be about 16,300 carloads, of which 3,000 carloads will be lemons, leaving 13,300 carloads of oranges, or only 600 carloads less than the phenomenal crop of last year. This estimate is based on the report of a competent and careful observer who made the tour of the entire orange growing region in order to find out the exact condition of the citrus crop. It is larger by about 4,000 carloads than the estimates made by the packing establishments, who may possibly wish to make the crop appear small.

In the Pomona section the orange crop will be 20 per cent. greater than last year. The trees are so heavily loaded that every one is surrounded by a circle of props bracing up the limbs. The quality of the fruit throughout the Southern citrus belt is above the average. It is smooth, firm and solid, with but little defective. It is from two weeks to a month later in coloring than it was last year, although shipments have begun earlier than ever before. Only a few scattering carloads have gone East as yet, but regular shipments will begin next week.

The packers of the Redlands region have fixed the f. o. b. prices for oranges for the opening of the season at \$2.60 per box for navels, and \$1.60 for seedlings. This is a little below the opening prices of last season.

The curing of lemons by the new steam process has been begun in several localities and lemon shipments will soon follow. Most of the growers and packers have not much confidence in the steam process, as they fear it will lessen materially the keeping qualities of the fruit. There are in Southern California 1,000,000 lemon trees of five years' growth. These are now just coming into bearing, and another year will probably see a tremendous jump in the lemon production of this region.

Fruit Under False Labels.

From the Tacoma Ledger.

In the market reports of the leading commercial paper of the country will be found daily quotations of California prunes, but of no others. The sizes run from 30s to 40s, the largest and finest Italian prunes grown, down through the different sizes to 90s to 100s, the smallest, but all quoted as "California prunes."

This is a rank injustice to the State of Washington, and one that demands a remedy. In Clarke county, Washington, alone, this year, 150 carloads of prunes were grown and prepared for market, but hardly a box of them went to the consumer under a label showing them to be Washington products.

A large proportion of this immense crop, valued to the producers at nearly \$200,000, were sold to buyers from California, who shipped them to San Francisco, put on a California label, and sold them, repacking a portion of the fruit to "grade up" their small-sized prunes, the same method that is pursued with Washington wheat when California has any wheat to mix it with.

Notwithstanding the fact that California prunes 30s to 40s are quoted in the Eastern markets, it is a fact that not a prune of that size or value—nor anywhere near it—is raised in California, but they come from Washington.

A large portion of the Washington crop is also purchased by Portland dealers, labeled "Oregon prunes" and shipped to Eastern and European markets, Washington not being known as a fruit growing State.

Here is a chance for practical work for the benefit of our State, as well as the fruit growers. If the Eastern merchandise brokers and wholesalers can be induced to purchase Washington prunes at first hands from the growers, as the hop buyers do, to be shipped under a Washington label, as they should be, it would be one of the best advertisements this State could have. The quality of the Washington product is superior to that of any other state, and would soon make the fame of this State as a fruit country.

Growers in Clarke county this year received 4½ cents a pound for their prunes, which were sold by San Francisco dealers for 7½ cents and are quoted in New York at 12@14 cents per pound.

Here is a fine field for some of the railway companies to do effective work advertising the advantages of Washington as a fruit growing State, and at the same time improving their own business by carrying this freight to the East in preference to having most of it sent to San Francisco.

Why France Has Excluded American Fruit.

The decree of the French government, prohibiting the importation of American fruit, was not wholly unexpected, albeit the opposition in France gave some reason to hope that the decree would not be promulgated; or, if it was, at least in a modified form.

Injury to American exporters will be much less than it was when Germany closed her ports. Fruit exports to France have been small, and last year the aggregate value of all varieties was about \$254,000, the largest amount ever sent there. For the past five years, values have been: 1893, \$60,700; 1894, \$37,060; 1895, \$41,606; 1896, \$109,610; 1897, \$253,515. The figures given include values of green and dried fruits together, but no canned fruits. Direct exports of apples to France for the past five years have run about as follows, in barrels: 1893, 52; 1894, 23; 1895, 11; 1896, 323; 1897, 216. Values for the same years have been: 1893, \$290; 1894, \$168; 1895, \$59; 1896, \$1,513; 1897, \$1,030. Figures for this year will be much larger, because French fruit crops have been short.

France, generally, is a fruit exporting country, but this year there appeared to be an opportunity for importers and prominent firms made preparations to take advantage of the opening. The stated intention was to confine the business chiefly to dried, pressed and preserved fruits, but green fruits were to be included if circumstances favored. French fruit growers then took alarm at the possibility of American competition, and brought pressure to bear on the government to exclude all, or a larger proportion, of American fruit products. Whether the decree provides for inspection and the passing of consignments found to be free from it is not stated, but it was hinted a few days ago that exclusion would be absolute.

Cranberry Culture in the Upper Peninsula.

From the Negaunee Iron Herald.

Much surprise is being expressed in certain quarters of the State at the reported success of a cranberry farm in Chippewa county. The possibilities of this culture, so far as climatic conditions are concerned, was demonstrated here in Negaunee several years ago by the late Henry N. McComber. He planted nearly an acre near the shore of Teal Lake east of the water works plants, attended them fairly for the first two or three years or until he harvested a prolific yield, and then neglected the patch entirely. In spite of this want of care, the berries grew and matured for several years thereafter and until the bushes were finally choked out. The result, however, conclusively demonstrated that the fruit can be successfully produced in the section.

When you undertake to fight the devil with fire, don't forget to take into consideration the amount of ammunition he has on hand.

POTATOES, BEANS, ALL KINDS FIELD SEEDS

Everyone reading this advertisement—you are reading it now—who trades in BEANS, POTATOES, SEEDS, APPLES, ONIONS, if in the market to buy or sell, is requested to correspond with

MOSELEY BROS., 26-28-30-32 Ottawa Street, GRAND RAPIDS, MICH.

SEEDS

The best are the cheapest and these we can always supply.

ALFRED J. BROWN SEED CO.

24 and 26 North Division Street,

Grand Rapids, Mich.

HARVEY P. MILLER.

EVERETT P. TEASDALE.

MILLER & TEASDALE CO.

WHOLESALE BROKERAGE AND COMMISSION.

FRUITS, NUTS, PRODUCE

APPLES AND POTATOES WANTED

WRITE US.

ST. LOUIS, MO.

835 NORTH THIRD ST.,
830 NORTH FOURTH ST.



FREE SAMPLE TO LIVE MERCHANTS

Our new Parchment-Lined, Odorless Butter Packages. Light as paper. The only way to deliver Butter to your customers.

GEM FIBRE PACKAGE CO., DETROIT.

HARRIS & FRUTCHEY

Only Exclusive Wholesale BUTTER and EGG House in Detroit. Have every facility for handling large or small quantities. Will buy on track at your station Butter in sugar barrels, crocks or tubs. Also fresh gathered Eggs.

POULTRY WANTED

Live Poultry wanted, car lots or less. Write us for prices.

H. N. RANDALL PRODUCE CO., Tekonsha, Mich.

We Are in the Market

To buy or sell Beans, Apples, Potatoes, Onions, Honey, Fresh Eggs, Wood. If you have any of the above to offer, write

VINKEMULDER COMPANY, 14-16 OTTAWA ST. GRAND RAPIDS, MICH.

CRANBERRIES, JERSEY and VIRGINIA SWEET POTATOES,

Apples, Celery, Spanish Onions, Lemons, Oranges and Bananas.

Bunting & Co., Jobbers,
Grand Rapids, Michigan.

ABOUT THE APPLE.

Most Extensively Used of All the Fruits.
From the New York Sun.

When the people living along the Atlantic coast from Maine to Virginia awoke one morning last April to see a full inch of snow on the ground, few realized how much damage had been done by the storm. All through the farming districts the fruit trees were either in full bloom or the bud well advanced, so that the snow lay like a cold, wet blanket on the buds and killed nearly all of them, thus destroying or blighting the fruit crop. When the peaches in Delaware and Maryland were reported killed by this frost, it was still hoped that the apple trees, which bloom much later, would be all right, but, as the season advanced, it was found the buds had been injured and the year's crop would be inferior and in many places a complete failure.

The apple is the most used of all the fruits grown. It is world renowned and has figured in history and the lives of most nations since the earliest record. Poets and philosophers have told of it and mythology has endowed it with wonderful virtues. The golden fruit of Hesperus was an apple; also the famous Tree of Knowledge bore apples. It was an apple which Eve ate and offered to Adam, and the fruit in the garden guarded by the dragon which Hercules finally overpowered was apples. Apples were fabled in all the myths and were believed to have many wonderful powers, such as conferring immortality, and were reserved by the gods as a special food for those who felt themselves growing old. As a relic of this old reverence for apples, the farmers of Devonshire, in England, still keep up the custom of "saluting the apples" in the spring to insure a full crop. This ceremony consists of the farmers going out under the tree and pouring part of a wassail bowl of cider on the roots of the tree, hanging a bit of the toast (which is in the bowl) on the branches, while the farmer and his men dance slowly around the tree, singing the following:

Here's to thee, old apple tree,
Whence thou may'st bud, and whence thou
may'st blow,
And whence thou may'st bear apples enow,
Hats full, caps full,
Bushels and sacks full!
Huzza!

The apple is a native of all temperate climates, and although most of the kinds cultivated to-day in this country are from seed brought from some part of Europe, the trees have so adapted themselves to our soil as oftentimes to bear better in this country than in their original home. It is a very hardy and somewhat slow-bearing tree, but very long lived. In many cases trees will live and bear for a century, and when well cared for even longer. Naturally, the apple tree bears well only every other year. This, however, is remedied by helps given to the fruit by the farmer, so that the tree is able, by means of extra fertilizing and careful pruning, to overcome the debility caused by putting so much strength in the crop, and, unless climatic changes interfere, each year is a full-bearing one in good orchards.

Young trees are raised from seed, the pulp of the cider mills being sent to the nurseries for this purpose. The seedlings grow unhindered for a year, when they are sorted and transplanted in the nursery. After this they are grafted and left to grow for at least another year before being put out in the orchard. Then they are set out in rows about forty feet apart, where they will continue to grow slowly and bear good crops until old age or some blight destroys them. The custom of planting apple trees in rows originated with the ancient Romans, and has been followed by all farmers since that time. Almost any kind of soil will suffice for the apple, but it thrives best in a strong, sandy loam and in a moderate climate.

The growing of apples for market is the most thoroughly carried on of all fruit raising industries. The main part of the crop for the New York market comes from New York State and New England. There are many fine apples shipped from Ohio, Missouri and that

part of the country, while this year, owing to the partial failure of the crop in all these places, fine apples have come to our markets from Oregon, as well as Michigan and Kansas.

The apple is popular on account of its variety of uses and its adaptability for use as a food, both raw and cooked, and the kinds most in demand are those that can be eaten in either of these ways. A few apples ripen early in the summer and in the early fall months, but the majority of the crop reaches maturity during the months of October and November, and even later in the season. These winter apples are picked when full grown and colored, being allowed to stay on the trees as long as the frosts will permit without doing injury to them, when they are packed and sent to market. Many are reserved for drying, this part of the apple consumption being larger than would appear from the small quantities used in our markets. The dried apple is shipped all over the world, and when cooked makes a very palatable dish, especially in those climates where the fresh fruit will not keep. Many crops in whole regions are used by the driers, and large plants are established to carry on this industry. South America and other Southern countries are the chief market for apples thus prepared, although a large part of each year's crop is consumed in our own Southern States. Then the cider mills absorb a part of the crop, usually the smaller, uneven-shaped fruit being sent there, with the sour varieties, which of late years do not find as ready a market among the fruit sold for eating purposes.

There are almost as many kinds of apples as there are orchards, so numerous have the new graftings become. All, however, are descendants of two or three families, as the Greenings, the Pippins and the Spitzenbergs, which were brought to this country from Germany, Holland or England by the early settlers. Many of these varieties of apples take their names from the places where they were first grown, as the Newtown Pippin, which originated in the town of that name on Long Island; Hubbardston Nonesuch, from Hubbardston, Mass.; the little red apple known generally as the snow is really the Fameuse, which came from a town in old England, whence the seed was first brought to Canada. The Jonathan, which within the last few years has become a very well-known and much-sought-after apple, was named after the man on whose farm it was first grown, near Rochester, N. Y., and the same is true of the Ben Davis, which attains popularity in Ohio. Besides these there are the old standards—the Baldwin, of the red apples; the Greening, of the green-colored fruit, and the Spitzenberg, another red apple—which are grown in great quantities along the Hudson River and throughout the States of New York and New Jersey.

In a year when the crop is large or of fair size there will be thousands of barrels of each of these three kinds sent into the New York markets each week. They are shipped in carload lots sometimes, many cars coming to one firm alone, and they are placed by the railroad company on tracks or floats by the docks along the North River front reserved for this branch of the fruit business. Here they are sold in smaller quantities to the jobbers and the men who again ship them away, and finally find their way to the table of the consumer. A large part of each year's apple crop finds its way to England and the Continent during the winter, many houses on the other side keeping their buyers here the entire season. This part of the business within the last few years has assumed large proportions, but dealers differ in their opinions as to whether much, if any, money has been made in the transporting of the apple. The fruit has to be most carefully packed to stand the long journey, and unless the crop on the other side has failed, there is likelihood of the demand being fully met by the home supply, so that the exporting of anything but the finest stock is considered risky.

This year throughout the Atlantic States the apple crop is a partial failure, many regions having few apples, and those of a most inferior quality, so that the price for good fruit is very high, while the poorer kinds sell low, owing to their quality. Good apples are in demand and range from \$3 to \$5 a barrel, and in some cases, where the fruit is extra fine, even higher. By a system of cold storage both here and in the country apples can be kept much longer than in former days, and with the exception of a few short weeks in the late spring they can be had all the year around, so that they are no longer a winter fruit strictly.

Canadian Holiday Excursion.

On Dec. 16, 17 and 18 the Michigan Central will sell excursion tickets to nearly all points in Canada at one fare for the round trip. Good to return, leaving destination not later than January 7, 1899.

W. C. BLAKE,
City Ticket Agent.

EGGS WANTED

Am in the market for any quantity of Fresh Eggs. Would be pleased at any time to quote prices F. O. B. your station to merchants having Eggs to offer.

Established at Alma 1885.

O. W. ROGERS
ALMA, MICH.

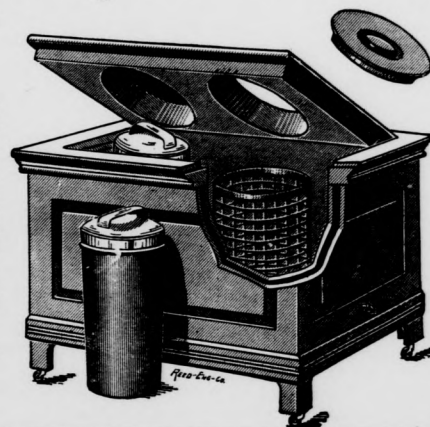
Who Gets the Oyster Trade?

The man whose oysters are the freshest and best flavored.

Who Loses Other Trade?

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

Avoid such a calamity and increase your trade by using our OYSTER CABINETS, made of Ash, insulated with mineral wool. (See cut.) They are lined with copper. All parts easily removed for cleaning without disturbing the ice. Porcelain-lined cans. Send for circular.



Ask for our prices on Roll Top Butter Refrigerators.

Grand Rapids Refrigerator Co.,
Grand Rapids, Mich.

F. J. Dettenthaler

Jobber of



Anchor Brand Oysters

Leading Brand for Fifteen Years.
Once Sold, Always Called For.

If you wish to secure the sale of a brand which will always give satisfaction, arrange to handle Anchors, which are widely known and largely advertised. When ordering oysters through your jobber, be sure and specify "Anchors."

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Dec. 3.—Notwithstanding the almost complete blockade of the streets by snow and excavations in the grocery district, some of the larger houses have been compelled during the week to work far into the night to fill the rush of orders. Much of this rush, of course, is owing to the holiday trade, but the volume of legitimate trade is very large and everybody seems to think that 1899 will usher in the biggest year for business ever known. Of all staples in the grocery line, coffee seems to attract the least attention, and yet matters might be worse. Quite a number of orders came to jobbers from out-of-town dealers, but a slight advance in quotations checked free movement, and quantities taken were only sufficient to tide over present wants. While buyers offered 6½c, they found holders unwilling to part with same for less than 6¼c, and this fraction kept them firmly apart. Little speculation has taken place. Stock here and afloat aggregates 1,096,608 bags, against 1,043,649 bags at the same time last year. For mild coffees there has been a fair demand and the market can be called firm, but no change of importance in quotations has taken place. Good Cucuta is steady at 8½c.

Teas are dull and both sides seem to be waiting for the regular monthly sale, which comes off Wednesday next, when a large lot of Oolongs—10,000 packages—will be offered. In November, at this port, 5,860,658 pounds of tea were passed, and 212,488 pounds rejected. Of the latter, 87,400 pounds were Pingsueys. Of receipts about four-fifths were Formosa Oolongs, Congous and Japans, Indias and Ceylons coming in fifth, with 221,168 pounds.

Changes in quotations of refined sugar have been made with lightning quickness, and "cuts and slashes" have been made until the would-be buyer is lost. Perhaps it is this uncertainty which has led to rather a quiet market and few orders. The Trust, on Thursday, made a rate of 1-16 over list price for granulated in 5-pound cotton bags, or 5 3/16. Then Arbuckles quoted package granulated at 5¼c. And so it goes. Many of the soft grades are being shaded from the list prices—in some cases, it is said, ¼c. Raw sugars are steady and unchanged.

Domestic grades of rice are steady and desirable sorts move quickly and bring full rates. The supply of such is not at all excessive and for grades not first-class the demand is light and purchases are made sufficient only to meet current wants. Foreign rice is in good request and holders are very firm in their views. Prime to choice Southern head, 5½c@6½c; Japan, 5½c.

Holders of pepper are very firm in their views and will make no concession from 9¼c for black Singapore. The supply here is not large and the amount in sight is far less than last year. For the rest of the list the market lacks animation, and no changes have taken place.

The molasses market is in about the usual condition, as to quantity of business done. Prices are quite firmly maintained, however. Good to prime centrifugals, old crop, 16@20c; open kettle, new crop, 30@35c. Syrups are well held and buyers do not haggle over rates.

In canned goods, New Jersey tomatoes are again in rather light supply and sales have been made at 85c. Business from first hands generally is hardly up to expectation and yet matters might be worse. Jobbers are doing a good trade and are meeting with no trouble in securing orders. Salmon are rather quiet. No. 1 tall tins, \$1.40 up; flats, \$1.55 up. Corn is firm and a lot of Maine sold at 80@90c.

Dried fruits are active, although sales generally are of an everyday character, as to size; but the frequency of orders makes a very respectable total. Seeded raisins have been in good demand and are firmly held. Prunes are not espe-

cially active, although large sizes are not in very plentiful supply, California, 40 50s, in 25 pound boxes, being held at 9½@10½c. Apricots are in good demand and are moving in true "holiday style." Domestic dried fruits are practically unchanged.

Lemons are quiet. No sale took place during the week and the market presents a waiting appearance. Oranges are firmly held and both Florida and California fruit is meeting with a demand that keeps the market pretty well cleaned up. Holders are, of course, waiting the full tide of holiday trade before making any effort to dispose of stocks and the prospects are good for high rates.

Quietude characterizes the butter market this week and prices have declined somewhat. Butter that is really desirable can be obtained for 22c and, in fact, this is almost the top for fancy Western creamery, although 1c more might be obtained in some cases. Western creamery firsts, 20@22c; seconds, 17@19c; thirds, 15@16c; Western June extras, 20@21c; Western imitation creamery finest, 17@17½c; firsts, 14½@15½c; seconds, 13@13½c; finest imitation creamery, 17@17½c; firsts, 14½@15½c; Western factory, 12@15c, latter for finest. Fancy fresh rolls, 15@16c.

The cheese market maintains a fair degree of strength and full cream is worth, for large size, 9¼@10c; small size, full cream, 10@10½c.

Arrivals of eggs are light and fancy near-by stock is quotable as high as 32c. Western fresh gathered, 25@26c. Desirable refrigerator stock is worth 19@21c. While prices are high, the demand, of course, must have a limit, and it would seem as though holders at present prices should unload at the earliest moment.

Apples are strong and the price is well maintained. Fancy greenings are worth \$4@5; Baldwins, \$4@4.50. Cranberries are rapidly diminishing in supply, with fancy Cape Cod held from \$7.50@8.50.

The Apple Shortage at Gotham.

From the New York Commercial.

Total receipts of apples at this port for the first eleven months of 1898 aggregated 669,478 barrels, against 1,004,892 for the corresponding period of 1897, a falling off of 335,414 barrels, or nearly 33 per cent. Receipts from day to day now average slightly less than for the same day last year, but prices are considerably better.

Shipments to foreign countries are decreasing. Holders are firm in their views, and refuse to sell below full prices. It is said that Canadian growers and shippers have fully 250,000 barrels in store awaiting an advance. The quantity in store in this country is unknown, but is supposed to be large. Buyers are reported to have been doing considerable missionary work in warning holders that prices may decline and that they will thereby lose the best opportunity of recent years to dispose of their apples. In answer to this, growers point to the 27,000,000 barrels total yield this year, and compare it with last year's 49,000,000 and the 70,000,000 of 1896, and assert that loss will be impossible under the circumstances.

Some Western shippers are packing in boxes, thereby insuring a market at high figures. The same plan is being adopted by Eastern shippers. Best grade apples sell at \$6 per barrel, wholesale, which equals \$7.25@8 at retail for No. 1. Lower grades are even too high for brisk movement.

An Indication of His Powers.

"They say Triggsby is one of the smoothest talkers in the business."
"Well, they're right. If Triggsby wanted to, I'll bet he could go to the general office of the gas company and induce them to put in electric light."

Another Reason Against Expansion.

"I hope," said the cigar dealer, "we don't annex Manila and Cuba."
"Indeed?" quoth the customer.
"Yes. If we do, where in thunder are our imported cigars to come from?"

Hermann C. Naumann & Co.,
353 Russell Street, Detroit, Mich.
Opposite Eastern Market,

Are at all times in the market for FRESH EGGS, BUTTER of all kinds, any quantity, FOR CASH. Write us.

WANTED

DRIED AND EVAPORATED APPLES BOTH '97 AND '98 STOCK.

N. WOHLFELDER & CO.,
WHOLESALE GROCERS

399-401-403 HIGH STREET EAST, DETROIT, MICH.

ORANGES

Buy only the best.

They are the Mexicans. Full assortment of sizes always on hand.

MAYNARD & REED,

54 South Ionia Street, Grand Rapids, Mich.



Pure

We are so positive that our

Spices and Queen Flake Baking Powder are pure that we offer One Hundred Dollars for every ounce of adulteration found in a package of our goods. Manufactured and sold only by

Northrop, Robertson & Carrier, Lansing, Mich.

6 MOST POPULAR ROASTED COFFEES ON THE MARKET

MILLAR'S ANDHELING JAVA MEDAL COCA AND JAVA

6 URACOA HARM JAVA BROWN MIXED REOLE JAVA AND ARABIAN MOCHA

5 Medals



5 Diplomas

Awarded these goods at World's Columbian Exposition.

Purity is ancient history with us. It is Purity and quality to which we call attention

Testing is proving First-class grocers will tell you so.

Awarded these goods at World's Columbian Exposition.

A Trade Mark is a Badge of Honor

Try **MILLAR'S PEARLED PEPPER, Granulated.**

E. B. Millar & Co., Importers and Grinders, CHICAGO, ILL.

The Proper Weight of the Cheese.

Orr, Jackson & Co., of Nashville, Tenn., recently wrote the New York Commercial as follows:

Please advise through your valuable paper if it is customary and legally binding on purchasers of cheese for future delivery to take the cheese at weight when made, or is the purchaser entitled to have the cheese reweighed, nothing being said on this subject when contract was made?

To this enquiry the Commercial replied as follows:

If the cheese is bought direct from the manufacturer it is the custom in the cheese trade for the purchaser to have the cheese weighed when received, take the city weighmaster's certificate of the weight and pay for that weight. As the custom is a general one, the law would probably embody the custom as a part of the law. It is not customary, however, in the trade to buy cheese for future delivery from the manufacturer, so this would not apply to the facts you present. The cheese is always bought, we understand, from the manufacturer for delivery when cured. The weight when received by the buyer would, therefore, not be materially different from the weight when shipped. The practical result is that the buyer pays for the weight of the cheese when cured, and the weight when cured would probably be always taken as the basis of payment when cheese is bought from the manufacturer for future delivery. By the general rule of law the title to goods passes when the sale is completed. When the sale is completed is a matter of fact to be decided in each individual case. The title to cheese actually bought would be in the purchaser, even although the cheese were not to be delivered until some future time. The purchaser would be legally obliged to pay, therefore, for the weight of the cheese at the time it was bought. This is also the custom of the trade when cheese is bought from a jobber. If, however, the purchaser found by reweighing, on receipt of the cheese, that the difference between his figures and those of the seller was too great for natural shrinkage, that would be a fact to be considered in determining whether the figures of the seller were correct. The way to avoid any difficulty of this sort and the safest and wisest way in all cases is to have the seller send a city weighmaster's certificate of the weight of the cheese at the time of shipment. Such a certificate can be obtained in all large cities.

Why the Serenade Met No Response.

A young man from Detroit who recently went to a country village in the interior of the State to learn the general merchandise business tells the following story on himself:

"I dote on music. Out there were some good players and we organized a string band. I can't perform on anything more difficult than a jew's-harp, but I was promoter, organizer, conductor and all that, so they named the band after me. We never played for money, but went to the houses of friends, where we always had pleasant entertainment, or took turns at serenading. We were out on the latter errand one night when I took the band to one of the largest and most pretentious homes in the town. It was brilliantly lighted up, and we played our catchiest selections, but there was no response. We went away mad, but finally gave the family the benefit of the doubt, and went back later, but with no better result. Next morning I was busy at the store, when the village physician, an old school gentleman, came in smiling, lifted his hat and said, 'Good morning, doc,' and intimated that I might send in a bill if I wanted to. I was dumbfounded, for a nodding acquaintance was all I had with the doctor and the idea of his being so

deferential was incomprehensible to me. There appeared to be a rush of customers that morning, and they all wore a peculiar smile that I could not interpret. At last I got hold of the little daily published there. - It told of the serenade at the big house, concluding with the thanks of the doctor and the family, and the assurance that 'mother and son were both doing well.' The band never met again, and they named the boy Dewey."

Sizes of California Oranges.

The California Fruit Grower publishes the regulations as to sizes and variety of oranges for shipment as a standard car as follows:

Navel Oranges—A standard car of navel oranges to consist of sizes 96s to 200s inclusive; not over 15 per cent. 96s and 112s. Any excess of 15 per cent. 96s and 112s to be considered off sizes and invoiced at a reduction of 50 cents per box. Sizes 64s, 80s and 250s to be considered off sizes and invoiced at a reduction of 50 cents per box from the price for regular sizes. Sizes 216s to be considered off sizes and invoiced at a reduction of 25 cents per box.

Seedlings, Mediterranean Sweets, etc.—The standard car of other varieties (except Valencia's and paper rind St. Michaels), to consist of sizes 126s to 250s, inclusive; not to exceed 15 per cent. 126s, and not over 15 per cent. 250s. Any excess of 15 per cent. 126s and 15 per cent. 250s to be considered off sizes, and invoiced at a reduction of 25 cents per box. Sizes of seedling oranges larger and smaller than 126s to 250s, inclusive, to be considered off sizes and invoiced at a reduction of 25 cents per box.

It is understood each car of oranges may contain a reasonable quantity of off sizes at the reductions named above.

No More Holidays Wanted.

From Boots and Shoes Weekly. A proposition has gone out to the country from a high source that we ought to have another holiday to celebrate our victory over Spain.

For heaven's sake, are the holidays never to cease? Haven't we enough of them already?

Has anybody ever attempted to calculate the number of millions of dollars it costs this country for its holidays every year?

A few holidays are all right. Everybody is satisfied with the old-fashioned holidays, but don't give us any more. Our affair with Spain was too small a matter to justify the infliction of another holiday on the country. We can celebrate our victory over Spain without wasting a day every year for all time to come over the matter.

Even estimating that there are not over 20,000,000 actual workers in this country, and only figuring the loss of each holiday at \$2 for each worker, we have \$40,000,000 as the result of the loss in wages alone, to say nothing of the loss to the business community for every holiday in the year, and there are eight of them already. This makes a total loss of \$320,000,000 a year for our holidays on wages account alone. Are not these figures startling, and does Congress want to add to the burden?

Pineapple Cheese on a Large Scale.

From the Otsego, N. Y., Farmer. We had the pleasure last week of visiting in Norwich at the home of O. A. Weatherly, who is running a pineapple cheese factory. It is certainly a great sight to see about 15,000 cheeses weighing two pounds each, besides numerous large American cheeses. Mr. Weatherly has numerous orders for cheese which he can not fill—one man alone takes 1,050 boxes, and he wanted more. It is a great amount of work to have them exactly alike, but Mr. Weatherly has the art to perfection and they are as near alike in form and looks as two peas, for which the buyers give them plenty of praise.

When a man begins to raise the devil, he always lowers himself.

The Oldest Inhabitant.

The Oldest Inhabitant—there he sets
'Longside the stove at the store,
And growls and sputters and fumes and frets
And talks of the years before.
His coat is a faded butternut,
And his hat comes down to his ears,
And his scraggy whiskers ain't been cut
For upwards of thirty years.
Dunno what we'll do for a fust-class guy
When the Oldest Inhabitant comes ter die.

The Oldest Inhabitant knows your folks,
From Adam and Noah down,
And tells the history, while he smokes,
Of every house in town,
Jest who was your grandpop's uncle's wife,
And her aunt's third cousin's son
And how he come ter depart this life
And what all his children done.
We'll have to guess at it by and by,
When the Oldest Inhabitant comes ter die.

The Oldest Inhabitant, he can beat
At yarnin', the universe.
Can't be no cold ner yet no heat
But he's seen five times worse.
He's seen it rain till the tallest trees
With water was a most hid,
And seen it cold till the steam would freeze
On a hot teakettle lid.
Dunno where we'll go for a fust-class lie
When the Oldest Inhabitant comes ter die.

The Oldest Inhabitant's ninety-three
And goin' on ninety-four,
'N the older he gets, it seems ter me,
He jest talks all the more.
It kinder tires yer year by year,
And b'gosh! I pity the Jews
That had ter set in their tents and hear
Methusalem air his views.
I bet they didn't none of 'em cry
When their Oldest Inhabitant come ter die.
JOE LINCOLN.

She Had Her Revenge.

"I used to be engaged to a young woman artist."
"Is that so?"

"Yes, sir; and last year she visited my wife and painted a pond lily and cat-tail panel for every room in the house."

Coined By the Collector.

"Come," said the impatient collector, "vesuvius without any further delay!"

"What do you mean?" asked the trembling delinquent.
"Cough up!"

Ship Us Your BUTTER, EGGS, POULTRY, VEAL, GAME, FUR, HIDES, BEANS, POTATOES, GREEN AND DRIED FRUIT

Or anything you may have. We have a No. 1 location and a large trade and are fully prepared to place all shipments promptly at full market price and make prompt returns. If you have any apples do not dispose of them before corresponding with us. The crop is very short this season and there will be no low prices. Please let us hear from you on whatever you may have to ship or sell.

COYNE BROS., Commission Merchants
161 South Water St., Chicago.

REFERENCES:

Wm. M. Hoyt Co., Wholesale Grocers, Chicago.
W. J. Quan & Co., Wholesale Grocers, Chicago.
"Chicago Produce," Chicago.
Bradstreet's and Dun's Agencies.
Hibernian Banking Association, Chicago.
BANKERS: Merchants' National Bank, Chicago.

Old Homestead Mincement Co.

Manufacturers of

Old Homestead Mincement

and Jobbers of

Pearl Brand Oysters

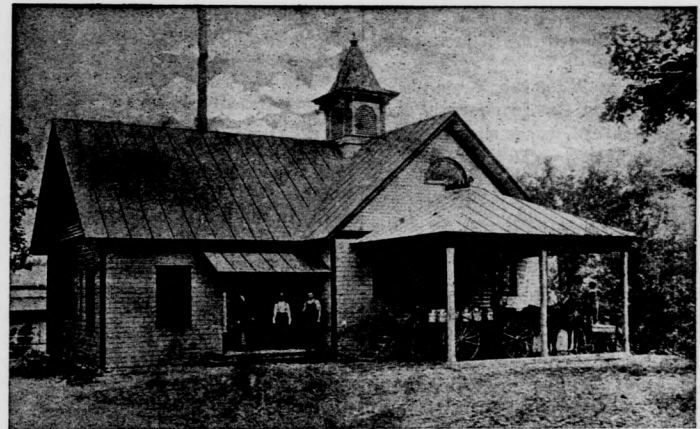
In Cans or Bulk.

Consignments of Poultry and Game
Solicited.

43 E. Bridge St. Grand Rapids.

Elgin System of Creameries

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



A Model Creamery of the Elgin System.

R. E. STURGIS & CO.,

Contractors and Builders of the

Elgin System of Butter and Cheese Factories, also Canning Factories, and Manufacturers and Dealers in Creamery and Dairy Supplies.

Address all correspondence to R. E. STURGIS & Co., Allegan, Mich.

Ship your BUTTER AND EGGS to

R. HIRT, JR., DETROIT, MICH.
34 AND 36 MARKET STREET,
435-437-439 WINDER STREET.

Cold Storage and Freezing House in connection. Capacity 75 carloads.
Correspondence solicited.

PRINTING FOR PRODUCE DEALERS Tradesman Company
Grand Rapids.

Shoes and Leather

Some Problems Which Confront the Shoe Dealer.

The two parties to the little contract in the shoe store are usually in touch with each other from the very nature of the transaction, and it only remains to get a third party to the conference—the shoe—in touch, but not too closely, in order to bring the compact to a successful termination.

The old adage, "It takes two to make a bargain," applies here, as elsewhere, although it will be observed by the veteran dealer, of long and varied experience, that the seller wields the greater power in the deal with the average, tractable buyer.

For, although the latter holds the balance of power in a pecuniary sense, the former is better trained and disciplined for the conflict and better prepared to meet exigencies that may arise, for most of which he has in mind well-established precedents.

Besides, the dealer is at home amongst the intricacies of the trade and has his lesson by heart, while the customer, except in a general sort of way, does not know shoes intimately.

Superficially he has learned to know pretty nearly what he wants, but the occult mysteries of mechanical processes in the construction of modern shoes, the quality and texture of material, the concealed deceptions that are possible in soles and heels, and the innocent dissimulation of trimmings and ornamentations, and other minor but important matters in the construction of the shoe—of these things the buyer knows but little, and discovers less, by a cursory examination of the things he contemplates purchasing.

Without getting very far outside the pale of reason's boundaries, it may be said that the average customer regards the handsome modern shoe presented for his inspection as a wonderfully ingenious combination of leather of different thicknesses and finish, pieced and joined after some pretty design, and intended for any foot that will fit it properly.

And, fortunately for the dealer, such feet are coming along frequently upon which he can place the shoes that are waiting for them.

In this respect, too, the retailer has an advantage over the patron, for the latter is always seeking the shoes, while the former waits for him, always prepared.

It has been said that "He also serves who only stands and waits."

The retailer waits, but not hopefully, unless he has announced to shoe wearers publicly that he has just what they want.

"No great sculptor," says an art writer, "from the beginning of art to the end of it, has ever carved, or ever will carve, a deceptive drapery."

True, and this is why the nude in art is so much more admirable, even to the connoisseur who is not an artisan himself, than the ludicrous attempt to put trousers on an Apollo or skirts on a Venus.

But the nude in nature is not only undesirable, but unnecessary.

The creative genius of the high-art shoemaker of our day does not stoop to deception in fashioning coverings for the feet; he has no inanimate work of art to imitate.

Imitation in the fine arts or in shoemaking is work only for the apprentice

or the producer of cheap, worthless shoes.

It is done in order to give his wares a semblance of lines and curves and superficial details that belong to high art.

"But for whom were these things made?" demands the indignant custom shoemaker, in whose mind there is naturally a prejudice against ready-made shoes for a promiscuous multitude.

Why, they are made for the great army of progressive shoe-wearers who are weary of the tape-line, the diagram and size-stick; who are impatient of delay in getting into new shoes and intolerant of disappointing misfits at the termination of their delay.

They are for people who will find accommodation in them; not a difficult matter either in our times, when lengths and widths and girths are fractionally graded to meet the needs of every normal foot on earth.

It is here, too, that the seller is well equipped to overcome the scruples of some wary buyer.

If time presses and patience weakens a little and the foot and shoe do not quite harmonize, the dealer will sometimes resort to heroic measures and mildly protest that the fault is not in the shoe, that the foot is just a trifle peculiar, but that after a short companionship the foot and the shoe will get on together; a little stretching or a little shrinking, as the case may be.

But this is a measure of quite questionable propriety, and is not resorted to by most dealers.

There is no doubt that much bitterness has been engendered between patron and dealer by false and oily representations on the part of unscrupulous retailers, with whom prompt sales and immediate profit are paramount to a stable trade.

A deft smoothing of wrinkles by a practiced hand at a point where the shoe is too full and other little devices may make a sale and lose a customer, and this, too, when the shoe to match that foot is on the shelf, but involves trouble to produce.

Of course, the conscientious dealer has many drawbacks to his advantage in the power to sell goods with which he is familiar.

It is a growing habit on the part of buyers to expect a good deal for a small outlay of money.

This desire has been fostered and strengthened by the frantic efforts of rivals in the trade to secure their patronage by holding out alluring and sometimes deceptive baits to them.

In no article of dress, perhaps, is there less of true economy displayed by some people than in the purchase of footwear. Often money is thrown away in order to secure a semblance of gentility in outward show of finery, such as gloss, fancy toe caps and ornate stitching.

In less than a month, probably, such cheap things fall apart, the upper is separated from the sole or bags at the ankle and instep, and the retailer is blamed for the foolish choice of the customer.

Probably the strongest objection urged against ready-made shoes to-day is the fact that there are so many shoddy foot-coverings offered for sale.

A fairly serviceable shoe at a moderate price can be obtained by persons whose means are slender, if they would be satisfied with a little plainness, but this class of buyers usually demand something so nearly approaching the higher-priced shoe in outward appear-

ance that durability must be sacrificed to show and real worth to ornamentation.

A none too desirable customer is the man who wants tentatively to go into ready-made shoes, but whose prejudices are strongly against them.

Some people will not buy ready-made footwear because they do not believe they ever fit the feet as well as those made to order.

With feet that are peculiar in their formation and proportions this is probably true, but ninety-nine persons in a hundred now buy their shoes from the shelves of the dealers, and are fairly fitted, too.

For the average normal foot there is little excuse for paying custom prices for shoes no better than can be bought ready-made.

Many persons do not believe that the

We have . . .

A line of Men's and Women's Medium Priced Shoes that are Money Winners. The most of them sold at Bill Price. We are still making the Men's Heavy Shoes in Oil Grain and Satin; also carry Snedcor & Hathaway's Shoes at Factory Price in Men's, Boys' and Youths'. Lycoming and Keystone Rubbers are the best. See our Salesmen or send mail orders.

GEO. H. REEDER & CO.,
19 S. Ionia St., Grand Rapids, Mich.

Rindge, Kalmbach, Logie & Co.,

12, 14 and 16 Pearl Street,

Grand Rapids, Michigan.

Manufacturers and Jobbers of

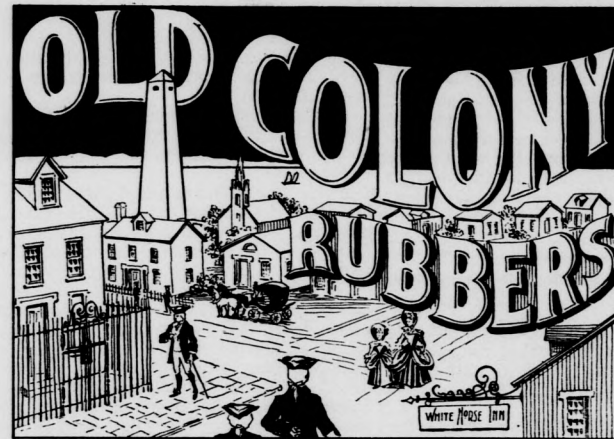
Boots and Shoes

Agents Boston Rubber Shoe Company.

A full line of Felt Boots and Lumbermen's Socks.

We have an elegant line of spring samples to show you.

Be sure and see them before placing your order.



Write for Discounts

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

HEROLD-BERTSCH SHOE CO.

MANUFACTURERS
AND JOBBERS OF

GOOD SHOES

AGENTS FOR

WALES-GOODYEAR
AND CONNECTICUT RUBBERS

GRAND RAPIDS FELT AND KNIT BOOTS.
BIG LINE OF LUMBERMEN'S SOCKS.

5 AND 7 PEARL ST., GRAND RAPIDS, MICH.

ready-made are of as good material or workmanship as custom shoes.

This idea has gained strength, perhaps, through their having at some time purchased a cheap article that did not wear well.

There are other persons who fancy that shoes made expressly for their feet invest them with a certain feeling of self-respect and importance which can not be had in coverings that were made for nobody in particular.

But if we find the shoe in stock that fits our foot perfectly we may assume that it was made for our foot, or for a foot just like it, and the fact that we did not expressly order its construction for our individual use is of as little consequence as is the fact that we did not order the making of the savory dish of which we partake.

It tastes just as good, and the shoe suits our taste, too.

The model buyer is the delight of the shoe dealer.

By his occasional visits to the store he salves the wounds inflicted by many predecessors.

The model buyer is almost always a man, and he proves the assertion that it is not the ignorant buyer who is soonest served in a shoe store.

There is much less trouble had with the man who knows what he wants and the price he intends to pay for it, than with the uncertain patron.

He comes in and says, for instance: "I want a pair of calf congress, round toes, No. 8 and D width."

He draws them on like a veteran congress wearer, over a smooth, snug-fitting sock, stands upon them a moment, and the whole thing is over in about ten minutes, and he carries away his new shoes.

More especially is this quick method of sale effected in special lines of some well-known makers, as it eliminates from the deal questions about quality and reliability.

The more ignorant and uncertain man is slower and more cautious; his lack of knowledge of shoes, except in a general way, tends to make him suspicious; his mind has not been fixed upon any particular make or style of footwear; he knows but little about the nicety of a fit, or the requirements of the feet, and often wants weight for his money; hence, much time is consumed in trying to help him come to a decision.

Next to the welcome ally, the man who knows what he wants, is the modern shoe itself, which the retailer finds ever attractive, reliable and ready to do its part toward making buyer and seller happy.

In providing ready-made shoes for the masses, the best that can be done in the matter of adaptation is to furnish ideal models of lasts as nearly as possible the form and proportions of a perfect human foot.

If such should be taken from the Venus of a Greek master for women, and from an Apollo for men, they would show pretty accurately what an ideal foot is, and what our medley of feet ought to be.

But, as our streets are not swarming with Venuses and Apollos, the right feet would seldom come along to fit the shoes.

The man with the flattened-out, bun-ion-covered foot would not take kindly to an ideal Apollo shoe; nor would the woman with stunted toes and warped balls fill gracefully the ideal Venus shoe.

Now, the veteran dealer knows all about these promiscuous feet, and he

blesse the inventor of promiscuous shoes to meet them.

He knows that there is method in the madness of varying shapes in modern shoes, and it is this fact that makes peace between him and the peculiar-footed buyer.—E. A. Boyden in Boots and Shoes Weekly.

Buying and Overbuying.

It has been truly said that ours is a nation of great producers and great consumers. We make no mistake when we declare that it is a nation of gigantic enterprise. Manufacturing merchandise of every description and in great abundance as we do, no one need suffer because of lack of supply. As buyers, we can get more than we need, with little additional thrown in gratuitously. Big houses and little houses, in competition with each other for trade, fling out almost innumerable inducements to the retail merchant in matters of price, style, quality and finish, and even tempt him with extra datings and discounts. Occasionally rebates are offered. Able and persistent salesmen are sent out, whose persuasive powers are so great that the retail merchant must possess unusual strength of mind to avoid falling a victim to their allurements.

The picture is not in the least overdrawn. It indicates the conditions with which every buyer must contend, whether he purchase for a wholesale house, for a department store, or for a store of any other description. The conditions apply with equal force to country merchants and to city merchants.

Everything is made extremely pleasant for the buyer. Accordingly, it is extremely easy to overbuy.

The successful buyer is one who is conversant with his business and who is likewise a man of resolute character. He is one who keeps close tab on his stock and who can tell you in a moment just what amount of stock he has on hand of every grade. He is one who studies his trade and the requirements of his customers. As a result, he knows what novelties he can sell and to what extent. He is always in position to regulate his purchase and thereby keep his stock in proper condition. He is always wide awake and well informed on what is being offered in the market. Does he read? Yes. He carefully scans good trade journals that are issued touching the line of goods that he buys, and thereby he attains new ideas and very frequently secures most valuable information. In a word, he is a thoroughly-posted man. F. C. BRUNHOUSE.

A Novel Lock.

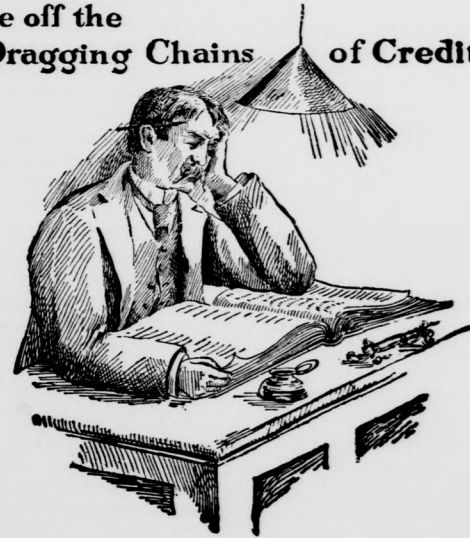
A key has been made by aid of which any door, window or transom can be fastened securely. It consists of two levers pivoted on each other. Formed at right angles to the shanks of the levers are tapered lugs lying in the plane of the levers. In order to lock any door by means of this key it is necessary merely to arrange the levers perpendicularly to each other. The shank of one lever having been inserted between the door and the jamb with the lugs extending in a vertical direction, the other lever is given a quarter turn in order to force the lugs horizontally into the door. Thus applied, the key will lock any door as effectually as any lock. Keys of this pattern will be found of use to those who are frequently compelled to occupy sleeping rooms the doors, transoms and windows of which can not be securely locked. The key is but two and one quarter inches long, weighs less than one ounce and can be carried on the key ring or in the pocketbook.

Begin the New Year Right



AND

Shake off the
Dragging Chains of Credit



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

Coupon Book System

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

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

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

Tradesman Company,

Grand Rapids.

IDEAL GENERATOR.

Some Features Which Should Not Be Overlooked.

An ideal generator should possess the following qualifications:

- Automatic operation.
- Absolute safety.
- Cool generation.
- Uniform gas pressure.
- Residuum easily removable.
- Rechargeable while burning.
- Automatic relief pipes.
- Good material.
- First-class construction.
- Entire cessation of generation with cessation of consumption.
- Automatic retention of gas when generator is open.
- Sealed condensation drains.
- Limited air admission when recharging.
- Visible indication of carbide supply.

The following features should be strictly prohibited in all automatic acetylene gas apparatus:

- Automatic valves of any character.
- Pet cocks or openings direct to gas supply.
- Mercury seals.
- Working pressure exceeding 5 to 6 inches of water.
- Admission of large percentage of air when recharging.

The reasons why a generator should be automatic are so obvious as to require no elaboration. A generator that would require constant attention to keep it operating would be more bother than it is worth, and there would be no permanent demand for it. Acetylene generators are operated by the gas generated, and to accomplish this without serious defects is the ambition of every generator inventor.

Absolute safety is a requirement not only insisted upon by the insurance authorities, but demanded by every purchaser of generating apparatus. There is little if any injury possible from acetylene gas, as it is not explosive except when mixed with air. Approximately it begins to be explosive when mixed with 1.25 of its own volume of air; the explosiveness increases until its maximum is reached at 12 volumes of air to 1 of gas, and ceases when 20 volumes of air are mixed with 1 of gas. It would, therefore, require 50 cubic feet of acetylene gas, all at one time, in a room 10 feet square and 10 feet high, to produce a mixture in the slightest degree explosive—a condition almost impossible to occur except by result of predetermination.

The danger is not from the escape of gas into rooms, but from mixture of air and gas in the generator itself. In properly constructed generators this mixture never occurs except in generating the initial charge of gas, which displaces the air which is in the apparatus. There is no danger at this time if the mixture is burned only through the regular acetylene burners, as the flame will not propagate from the most explosive mixture through an opening of less than 1-50 inch in diameter. However, if the burner tip is removed when the mixture is present and a spark applied, it is probable that the flame would propagate indefinitely with great rapidity.

The writer personally knows of one case where the tips were removed and the flame flashed through nearly 100 feet of 1/2-inch pipe and exploded the gas holder of the generator with great force. However, in the generating chamber itself no explosion occurred, although it was ruptured by the gas holder explosion, because the air mixture had then been replaced by pure acetylene.

The prevalent idea that acetylene is

dangerous is due largely to the insinuations of those who fear its competition with established illuminants and to ignorance of the facts. There have been several serious explosions, but they were almost exclusively from liquefied acetylene and during the first exploitation of the gas. It requires a pressure of about 600 pounds to the square inch to liquefy acetylene gas. It was at first intended to supply acetylene for illuminating purposes in strong steel tubes just as liquid carbonic acid gas is now furnished for soda fountains. Through ignorance and carelessness several fatal explosions occurred and it was then learned that acetylene, when under a pressure exceeding 30 pounds to the square inch, becomes explosive when in contact with a spark; therefore the liquefied process has practically been abandoned.

Although acetylene is not explosive when generated under automatic systems, the impression remains and is fostered by interested persons that it is extremely dangerous. An acetylene generator which provides against the accidental ignition of the gas and air mixture, excess of heat and undue compression of gas is much safer to use than the kerosene lamp.

As has been previously stated, cool generation of the gas is absolutely indispensable. This feature can not be too deeply impressed upon the reader, for it is the very foundation of successful gas generation.

That these assertions may not be taken as merely personal opinion, a few of the many statements of noted scientists are selected and here presented:

R. P. Pictet, Geneva, Switzerland: Many of the impurities present in acetylene made from calcium carbide are due to the rise in temperature produced by the violent reaction which takes place when the carbide comes in contact with water, some of the acetylene being partially decomposed. * * * The limits of minus 45 degrees C. and plus 60 degrees C. must not be exceeded.

Henry Harrison Suplee: Whatever modified details be adopted to secure these ends, it must be admitted as a result of all these experiments that the adding of small quantities of water to comparatively large masses of carbide is not only unadvisable but positively unsafe. It is also found that the hydrated lime which is formed as a result of the decomposition of the carbide will absorb water when warm, which it again gives out on cooling, so that while the generation of gas may have apparently ceased with the stoppage of the water supply, it will recommence when the cooling lime gives up a portion of its moisture to the as yet undecomposed carbide. One pound of carbide evolves about 900 British thermal units while generating about 5 1/2 cubic feet of acetylene, so that it would raise the temperature of 6 pounds of water from 62 degrees Fahrenheit to the boiling point.

Prof. Vivian B. Lewes: In the generation of acetylene from calcic carbide, far too little attention is being paid to the high temperature evolved when any considerable quantity of it is brought into contact with water, and the effect which this has upon the gas. * * * The result of this is that after gas has once been made no automatic arrangement will stop the slow generation of the gas from the carbide until all in the apparatus is decomposed. When the gas is being continuously used this does not matter much, as the slowing down of the evolution of the gas is sufficient to allow the consumption to catch up the make, but when the gas is turned off, if any quantity of carbide be undecomposed the automatic generator with its small holder becomes an active danger, as it will either "blow" or generate dangerously high pressures. In any form of generator where the quantity of carbide is large the heat generated dur-

ing the action of the water on the material is quite sufficient to polymerize some of the acetylene into tar-like products which will sometimes cause trouble and stoppages in the pipes, while in any case the high temperature causes a large amount of steam to go forward with the gas, and unless special precautions are adopted to prevent it, such as using a sufficiently large holder, some of this is carried forward to the service pipes.

M. Henri Moissan: If a small quantity of water comes in contact with a large quantity of carbide, the temperature rises, the acetylene polymerizes, and one obtains a gas rich in benzine and the polymers, which lower the candle power and cause it to vary with each instant. Thus one really lights with benzine vapor. Such faulty experiments explain how different observers obtain such widely differing results.

Many other authorities might be quoted, but these should certainly be sufficient to convince the unprejudiced

that the position for cool generation is well taken. The result of heated generation is to reduce the luminosity of the gas, and to increase the impurities and toxicity (poisonous qualities), forming compounds which fill the service pipes and clog the burners, and in extreme cases to invite explosion. Through improper generation the writer knows of one case where even the pillars were closed by the deposits formed. He was reliably informed of another case where the pipes were solidly closed with such deposits.

AUGUSTINE DAVIS.

Two and Two Put Together.

"In London they call a store a shop, don't they?"

"Yes."

"And an elevator is a lift, isn't it?"

"Yes."

"Then I suppose they call an elevator boy in a store a shoplifter?"



ACETYLENE GAS

WHAT IT IS AND HOW TO GET IT

It is the finest and best-known illuminant in the world to-day, and to get it buy the celebrated

BUFFINGTON GAS MACHINE

We do not claim to have the cheapest machine, but we do claim that we have the best, as thousands who are using it will say. We carry a large supply of CALCIUM CARBIDE in stock and can fill all orders promptly. Write us if you want to improve your light and we will furnish you estimates.

MICHIGAN & OHIO ACETYLENE GAS CO., Ltd, Jackson, Mich.

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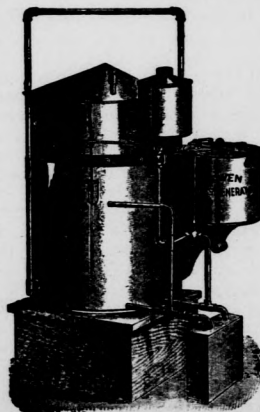
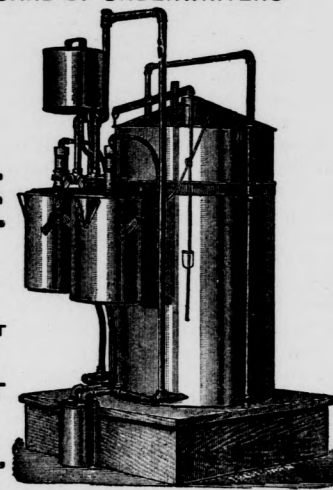
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HAS DOUBLE LIGHTING CAPACITY
COSTS NO MORE TO GET THE BEST
SEND FOR DESCRIPTIVE CATALOGUE,
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THE OWEN ACETYLENE GAS GENERATOR

Coral, Mich., Aug. 18, 1898.

Gentlemen: In reply to yours of the 15th, would say that the gas machine is running all right now. We would cheerfully recommend it to any one for a bright, clear light. We think it better than electric light.

Yours truly,

J. S. NEWELL & CO.

Geo. F. Owen & Co. Grand Rapids Michigan.

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, C. C. SNEDEKER, Detroit; Secretary and Treasurer, C. W. ALLEN, Detroit.

United Commercial Travelers of Michigan.

Grand Counselor, J. J. EVANS, Ann Arbor; Grand Secretary, G. S. VALMORE, Detroit; Grand Treasurer, W. S. WBSST, Jackson.

Michigan Commercial Travelers' Mutual Accident Association.

President, J. BOYD PANTLIND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

Lake Superior Commercial Travelers' Club.

President, F. G. TRUSCOTT, Marquette; Secretary and Treasurer, A. F. WIXSON, Marquette.

Gripsack Brigade.

M. F. Rider, of Perry, has gone on the road for the Michigan Commode and Cabinet Co., of Portland.

W. J. Hancock, of Saugatuck, has engaged to travel in Southern Michigan for the Durand & Casper Co., of Chicago.

Selden White, formerly Upper Peninsula representative for Henry W. King & Co., now represents B. Kuppenheimer & Co. (Chicago) in the same territory.

Coldwater Sun: Frank Shugars has accepted a position as traveling salesman for the bicycle firm, the Butler Record Co., of Butler, Ind., where he has gone for his samples for next season.

Roll. P. Bigelow, of Owosso, having been unanimously endorsed for the position of Treasurer of the Michigan Knights of the Grip by Post O, has entered the list with banners flying and bands playing.

Quincy Herald: F. J. Werner has given up his position with the Champion Machine Co. and has taken a position as traveling salesman for Morley Bros., of Saginaw, dealers in wholesale hardware and harness goods.

Kalamazoo Gazette: Fred C. McCurdy, representing Jenness & McCurdy, the wholesale crockery store of Detroit, mounted a dray yesterday to go to the depot. The horses started suddenly and Mr. McCurdy lost his balance and fell to the pavement. He was carried into the Kalamazoo House, where Dr. Young attended him. He was badly bruised about his head.

Muskegon News: The residence situated at 158 South Terrace street and occupied by W. E. Hoyt and family has been sold to C. M. Philabaum by the Muskegon Valley Building and Loan Association. The structure was built by Fred Vanderwerp shortly after the last big fire, and contains ten rooms. Mr. Philabaum contemplates making extensive improvements in the spring. He will have the house repainted and will have the unfinished parts completed, expending several hundred dollars in the betterments. As soon as it is vacated he will move his family into their new home.

At the meeting of Post E (Grand Rapids) held at Sweet's Hotel last Saturday evening, the report of the Secretary was accepted and adopted. The Northern mileage book was discussed from all possible standpoints, receiving the cordial endorsement of all present. Several complaints were registered against the book sold by the Heald system, because the straight edge is made of celluloid, instead of metal, which renders it almost impossible for the conductor to tear the mileage off accurately. Instances were cited where

the holders of Heald books lost from five to thirteen miles by reason of this defect in the book, which is rendered all the more annoying by the light weight paper used in the Heald book. The election of officers was postponed one week, at which time it is hoped there will be a large attendance of traveling men.

Port Huron Times: Geo. F. Lawrence, a traveling salesman for a wholesale jewelry house, was in the city on Friday and sold a bill of goods to R. S. & J. D. Patterson. He carries with him two empty six-pound shells, which were fired in Santiago harbor on the morning of July 3 from the turret of the battleship Indiana at the torpedo destroyer Furor, as she made the famous rush to get out from that harbor. The shot from one of the shells struck the Furor exactly in the center of her broadside at a distance of one and three-quarter miles. The shells were used only for determining the range, in order that the heavier shot might afterwards follow from the same guns. The shells were given Mr. Lawrence by the gunner on board the Indiana, who fired them. They make a very pretty souvenir of the Santiago battle, which will be handed down as one of the famous events in naval warfare history.

Niles Star: H. J. Link, a traveling man from Toledo, Ohio, who comes to Niles to sell goods some four times a year, arrived here on a Michigan Central way freight from the West at about 8:30 o'clock last evening. The caboose stopped some distance west of the viaduct, in a dark place, for not even the electric light that is supposed to shed its rays from the top of the viaduct was burning. Mr. Link had gone but a short distance towards the depot when suddenly he was confronted by a robber who, in a brusque manner, said: "Give me a chew of tobacco." The answer came, "I don't use it." "Well," said the thug, "give me something"—(uttering a vile oath), and at the same time grabbed for Mr. Link's gold watch and chain, but missed it. At this juncture Mr. Link drew a revolver from his overcoat pocket and told the intruder to stand back or he would shoot. The fellow did as told, but remarked in the touchest manner possible, "I'll get you yet, d— you."

Ishpeming correspondence: Two more of the old-time traveling men who used to come to the Upper Peninsula in the early days have passed away. These are Fred Barrett and Mr. Jacobi. All the old-time merchants and traveling men knew Barrett. He used to come here as far back as twenty three years ago. About six years ago he took a Western territory, and it was in the West, somewhere in Wyoming, that he died. He traveled through this section in the interest of Hart Bros., of Chicago, the clothing concern which Will Engle is now representing. Mr. Jacobi died at home in Chicago about ten days ago. No particulars of his taking-off have been received by his friends up here, save that he died rather suddenly. He was up this way a short time ago and was feeling quite well for a man of his age, which was about sixty-five years. He traveled for Scross, Hanberg & Co., a well-known cigar house of Chicago. The old man had been coming up here a long time and was quite well known. J. H. Wadsworth is now about the oldest commercial man coming to this section. He is still holding his own and is good for many years yet. He was a traveling chum of Barrett, Telling, Mc-

Intyre and several of the other old travelers who died within the past few years. "Wad" still enjoys life as much as any of his younger traveling friends.

Everybody knows George Owen, everybody knows that he is fond of playing jokes on his fellow-men and fellow-travelers in particular, and many of his victims will be delighted to learn that for once George has fallen into a trap himself. A few days ago a number of traveling men were assembled at the depot in Big Rapids waiting for the southbound train. It is rather tiresome to wait for a train which is an hour behind time, especially on a cold night, and you must pass away time in some way or other. Now, there was a mean man in the crowd, a fellow who takes advantage of the weaknesses of his friends. This man owned a cigar and a rubber hairpin, and thinking the two would make a good combination, he stuck the pin into the interior of the Havana, making quite a neat job of it, and then placed it conspicuously into his northeast vest pocket. Well, all of George's friends are aware of the fact that he can not see a cigar sticking out of another man's pocket without appropriating it to his own use, whether or not he receives the permission of the owner. He did not make an exception this time, and forthwith started to take a smoke all to himself. It wasn't long when a peculiar odor became perceptible; even George noticed it. "Boys," he said, "I believe one of you must have burned your overcoat or your shoes on this hot stove. I smell something burning." The boys smiled to themselves, examined their clothes, but nothing could be found. George smoked on merrily—he is a judge of a good smoke—but somehow he could not get the idea out of his head of something burning. At last the crowd could not hold back their merriment any longer—and George quit smoking for the evening.

Lansing to Be Well Represented at Saginaw.

Lansing, Dec. 5—The Ladies' Auxiliary to Post A, M. K. of G., entertained the members of the Post very pleasantly at the home of C. W. Wynkoop Saturday night.

After an elaborate course supper had been served, the gentlemen adjourned to hold their regular business meeting, at which time the following officers were installed:

President—J. A. Weston.
Vice-President—L. A. Joselyn.
Secretary—H. L. Robson.
Treasurer—Chas. Gilkey.

The committees appointed at the previous meeting to make arrangements for the State meeting at Saginaw reported everything going forward nicely.

The Hustling Committee reported a great deal of enthusiasm being shown by the members, with a good number expecting to attend.

The Music Committee reported in favor of taking a band and steps are being taken in that direction.

A special car will be secured and the Lansing boys and their wives expect to fill it to overflowing.

H. L. ROBSON, Sec'y.

It is easy for a youth to paddle his own canoe when his parents buy the canoe and paddle for him.

House cleaning may bring about cleanliness, but it doesn't superinduce a feeling of godliness.

A miss is as good as a mile—and if she happens to be about sweet 16, she is a great deal better.

Some men are about as much benefit to a community as a last year's almanac.

Final Arrangements for the Saginaw Convention.

Saginaw, Dec. 4—Post F, M. K. of G., held a regular meeting at K. of P. ball last evening, at which final arrangements were completed by the various committees presenting their reports.

The Banquet Committee reported having made a contract with the Woman's Hospital to furnish the banquet, that society agreeing to present the finest menu and guarantee the best service. This society is composed of the best ladies of the city, who will themselves attend to the service, which is a sufficient guarantee of its success.

The Entertainment Committee submitted a program of the entertainment, consisting of ten miscellaneous numbers, including speeches, music, singing, etc., and ending with a cake walk. This Committee has spared no pains to select the best talent, each participant being an artist in his line, and will be sure to furnish a strictly up-to-date and high-grade entertainment.

The Michigan Central and Flint & Pere Marquette quote a single fare for the round trip to the convention from any point in the State and will place tickets on sale Dec. 27, good to return from Dec. 27 to 29, inclusive.

The Printing Committee reported the invitations printed, together with the program for the day, which will be sent to Lansing for mailing this week.

The Badge Committee has chosen a unique design, which will be a neat and tasty souvenir.

A communication from Post A (Lansing) was received, in which it enquired what arrangements could be made for the entertainment of its band, and a committee was appointed to make arrangements for same.

O. C. GOULD, Sec'y.

Canadian Holiday Excursion.

On Dec. 16, 17 and 18 the Michigan Central will sell excursion tickets to nearly all points in Canada at one fare for the round trip. Good to return, leaving destination not later than January 7, 1899.

W. C. BLAKE,
City Ticket Agent.

People who want everything shut up on Sunday should start the performance by shutting up themselves.

Charity often consists of a generous impulse to give away something we have no further use for.

Faith, Hope and Charity are the three graces—but the dis-graces are too numerous to mention.

Some people are better when they are sick than at any other time.

Hotel Columbia

Finest Furnished House in
TRAVERSE CITY, MICH.

Just Opened and Ready for Business.
Located on corner of Front and Park Sts., one-half block from G. R. & I. R. R. depot.

This house is newly furnished throughout. All the sleeping rooms have iron and brass beds, steam heat, electric lights, call bells and good ventilation. No inside rooms. Hot and cold water in all parts of the house. Rates \$1.50 per day. Free bus to and from all boats and trains.

A First-class Lunch Room in connection.

W. H. FLETCHER, Prop.
FORMERLY OF COLUMBIAN RESTAURANT.

\$2 PER DAY. FREE BUS.
THE CHARLESTON

Only first-class house in MASON, MICH. Everything new. Every room heated. Large and well-lighted sample rooms. Send your mail care of the Charleston, where the boys stop. CHARLES A. CALDWELL, formerly of Donnelly House, Prop.

REMODELED HOTEL BUTLER

Rates, \$1. I. M. BROWN, PROP.
Washington Ave. and Kalamazoo St., LANSING.

HOTEL WHITCOMB ST. JOSEPH, MICH.

A. VINCENT, Prop.

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

	Term expires
F. W. R. PERRY, Detroit	Dec. 31, 1898
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President, GEO. GUNDRUM, Ionia.
Secretary, A. C. SCHUMACHER, Ann Arbor.
Treasurer, HENRY HEIM, Saginaw.

Examination Sessions.

Detroit—Jan. 10 and 11.
Grand Rapids—March 7 and 8.
Star Island—June 26 and 27.
Houghton—Aug. 29 and 30.
Lansing—Nov. 7 and 8.

STATE PHARMACEUTICAL ASSOCIATION.

President—J. J. SOURWINE, Escanaba.
Secretary, CHAS. F. MANN, Detroit.
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Some Elements in Pharmaceutical Teaching.

The teaching in medical, pharmaceutical, dental, eclectic and natural science faculties has been very largely didactic, and, from unavoidable conditions, will be for a long time to come.

After considerable experience and much reflection, the writer has formulated certain principles which he endeavors to keep before himself in pharmaceutical teaching. The heads under which I place my sections are Simplicity, Illustration, Repetition, Questioning.

By simplicity I mean more than simplification, or clearing up of difficult points. This is a necessary duty of a teacher, and a difficult one also, as it requires not only a thorough knowledge of the subject, but also mental aptitude for taking the learner's place. I have the idea that our teaching should be from the bottom, that is, we must go to the elementary facts. A teacher's ambition to shine as a very learned man, and the fame of the school as a fountain of profound science, are conditions to be placed second to the needs of the raw students who come before us. In all our pharmaceutical schools we are safe in assuming that a portion of the class will be persons of untrained minds, individuals whose capacity for grasping scientific truths and principles is very small. In graded schools of three or four sessions, the work is of course progressive, and the final classes are necessarily quite advanced as compared with the first. Nevertheless, the principle here enunciated still holds: Let the teaching be elementary, relatively to the nominal grade, whatever that may be.

My plea is for a large amount of attention to the elementary facts of the various branches of knowledge which go to make up a pharmaceutical course.

In physics and chemistry copious illustration and experimentation are manifestly quite necessary. The reading of a page referring to the facts of a physical principle or chemical reaction is generally considered by the average student as particularly dry. Sufficient apparatus and materials must be on hand to make the teaching through the eye as well as the ear.

In materia medica it is desirable that the drug which is being described should be held up before the class, and when possible a small sample furnished to each member, so that as the description goes on, the student may see for himself the points indicated.

Constant use should be made of the blackboard, and in the histological description of organic drugs the projection lantern is very useful.

I consider that the first five or ten

minutes of the hour may be profitably spent in a recapitulation of the facts of the matter gone over at the previous lecture. This not only in the interest of those who were absent, and we have to count on some unavoidable absences every time, but also as a reiteration for the benefit of the class in general. In the course of the lecture, also, any statement which is felt to be somewhat involved should be repeated without waiting for a request from a member of the class. The bright and receptive minds in the benches must submit to the slower progress of the instruction in the interest of the other kind, who, generally in the majority, should have the first thought of the altruistic instructor.

Until we have the X-rays by which we can discover the intellectual contents of the brain cells of our students, we must continue to ask questions to find out what they know. In the large and well-equipped schools an officer is tolled off to do the questioning on the matter of the lectures, at stated intervals during the course, the professor desiring to escape so humble a duty. There is, however, a distinct advantage to the teacher himself in doing the "quizzing," the answers given indicating the learner's conception and understanding of the principles enunciated by the teacher. The teacher thus subjects himself to a test, from the results of which he may improve his pedagogical methods.

As to the amount of time to be given to this exercise opinions vary. Some have adopted the plan of devoting some time immediately after the lecture. This method is not often prescribed. My own preference is to give from four to eight lectures, and then devote the whole hour to examination by questioning on what has been gone over.

Judicious questions require thought in preparation. There is an art in questioning, and it is not so easy as some who have not had experience in the work might think. It is seldom desirable to give questions which can be answered by "yes" or "no." Our effort should be to put questions which require some reflective and constructive work in the mind of the student to frame an answer. For example, the question, "Has gentian a bitter taste?" is an enquiry which is without pedagogical benefit. The form, What are the principal facts in pharmacognosy—pharmacy—therapeutics of gentian? would be preferable.

In the case of a large class it is a pedagogical principle to give the question first, and select a student to be the answerer, the idea being to get the whole class in an expectant mood, as any one is liable to be called upon.

Physics and chemistry give opportunity for calculations, and these are to be given as exercises quite frequently, training in accuracy being of special benefit to pharmaceutical students.

T. D. REED, M. D.

Poisoning from Boiled Linseed Oil.

A man recently gave a horse a pint of linseed oil, intending to physic the horse, as it was troubled with worms. Immediately after the oil had been given, the horse began vomiting and continued to do so occasionally during the following twelve hours, until it died.

In the so-called boiling of linseed oil, materials are added to increase the drying of the oil which are distinctly poisonous. Several of the oxides of lead have been and probably still are used for the purpose indicated; and compounds of cobalt, manganese, etc., have been recommended for the same use. On account of this the boiled oil is manifestly unfit for internal use.

The Storage of the Label Stock.

Correspondence American Druggist.

During the past year I have done relief work in different parts of the country, and in every place I have been impressed by the losses that occur through the careless storing of gummed labels.

In every place I have found the surplus stock of labels piled in one box, each kind being confined in a bundle by an elastic band or strongly tied with twine. This constant strain upon the package soon solidifies it into a mass and results in a loss amounting in many cases to 50 per cent. of the stock ordered. One thousand labels can be purchased for just twice what two hundred and fifty labels cost and the druggist who practices economy in buying should see that his clerks use such care in storing stock as to prevent deterioration in its value.

The following plan of storing the surplus labels, as now followed in my store, has many advantages that more than repay the slight labor involved in carrying it into effect:

In the first place I decided that the strings, bands, etc., must be removed from the package, and this led me at once to the main point of my plan, i. e., each kind must be kept in a box by itself. On examining my stock of empty pasteboard boxes I found about four dozen that had contained single packages of face powder. These boxes measured 3 inches by 3 inches by 2 3/4 inches, and I found them admirably adapted to my purpose, each box holding the surplus that remained from one thousand labels after filling my label case. After pasting a label similar to the contents upon the blank side of the box, I procured some small brass ring-staples, and after passing one through the side of each box, clinched it upon the inside, thus furnishing a serviceable pull for same. Lastly I made a pigeonholed rack to accommodate the boxes and arranged them therein in alphabetical order. The actual outlay involved was twenty cents for the ring-staples. This plan of storing labels requires but little more room than those in general use, and by it labels are always kept in good shape and the alphabetical arrangement permits any label to be found at a glance.

The Bitter Principle of Cascara Sagrada.

In a paper on this subject read at the recent meeting of the A. Ph. A., Prof. A. R. L. Döhme reported the results of his recent investigations: The fluid extract of the drug was evaporated until all of the alcohol was removed, resulting in the precipitation of a resin. The clear filtrate was treated with calcined magnesia, and produced a dark brown precipitate. This was treated, when dry, with alcohol, whereupon it became reddish and dissolved, with the exception of a waxlike residue. The alcoholic solution was evaporated and the residue treated with dilute sulphuric acid, whereupon the greater part remained undissolved, and the acid liquid resulting yielded to ether a light-brown colored resin. It is believed that the residue left when the magnesium salt is treated with sulphuric acid is the bitter principle, as it has an extremely bitter taste of marked and increasing intensity. This is an acid resin, and has been saponified. He also obtained two other substances, neither of which have, however, as yet been obtained in a pure form. The work will be continued, and the nature of the four substances described ascertained.

The Longest Pole Knocks the Persimmon.

From the Paint, Oil and Drug Review.

The National Retail Druggists' Association pole has knocked down another persimmon, and this time one of the largest on the proprietary tree. Dr. R. V. Pierce's World Dispensary is "it," and Hood and the rest might just as well line up with the St. Louis \$2-4-8 resolution first as last. After stating that he had determined to comply with the request of the retailers, Dr. Pierce, in his circular to the trade,

proceeds to throw bouquets at himself in the following choice bit of rhetoric: "In thus taking the initiative in the matter of the request of the Retailers' Association, it adds to our pleasure to believe that we were in some measure instrumental in furthering the interests and desires of that Association in its recent gathering at St. Louis." With all due deference to the learned doctor's deductions, we desire to say that it adds greatly to our pleasure to witness the vigor and vim with which the aforesaid Association handles the pole that will eventually bring every one of those proprietary persimmons to the earth.

The Drug Market.

Opium—Is steady at prices quoted.

Morphine—Is unchanged.

Quinine—Is active for this season of the year and prices are well maintained.

Citric Acid—The manufacturers have reduced their price 1c per pound.

Balm Gilead Buds—On account of light stock and good demand, price has been advanced.

Salol—Has declined 10c per pound.

Vanilla Beans—Are very firm at the late advance. There is a large shortage in the crop and it is believed stock on hand will not last until new crop comes to hand.

Oil Orange—Has declined, on account of the arrival of supplies of new crop.

Seeds—Anise is higher abroad and has been advanced in this market. Dutch caraway has been advanced for the same reason.

Linseed Oil—Is dull and lower.

Rounding Up the Retailers.

President John J. Sourwine and Secretary Chas. F. Mann, of the Michigan State Pharmaceutical Association, have sent to the retail druggists of Michigan a carefully prepared letter in which cooperation for bringing the druggists of Michigan into the National Association of Retail Druggists is strongly urged. The letter calls attention to the good work already accomplished by the newly formed National body, and points out that its future is likely to be productive of immeasurable good to all retailers, but that the advantages to be derived are to be secured only through the building up and strengthening of local and State organizations.

Love Without Hope.

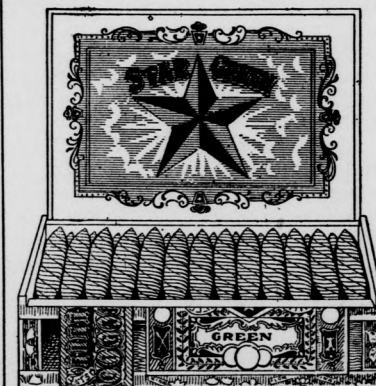
The young doctor and his friend, the drug clerk, were sitting at the club window when a richly-dressed lady passed by.

"There goes the only woman I ever loved," remarked the young M. D.

"That so?" queried the other. "Then why don't you marry her?"

"Can't afford to," replied the doctor. "She is my best patient."

ALWAYS A WINNER!



\$35.00 per M.

H. VAN TONGEREN, Holland, Mich.

WHOLESALE PRICE CURRENT.

Advanced—	Declined—				
Acidum					
Aceticum.....	60	8	Conium Mac.....	35	50
Benzoicum, German	70	75	Copaiba.....	1 15	2 25
Boric.....	40	45	Cubebe.....	1 00	1 10
Carbolicum.....	20	25	Erechthitos.....	1 00	1 10
Citricum.....	40	45	Erigeron.....	1 00	1 10
Hydrochlor.....	30	35	Gaultheria.....	1 50	1 60
Nitrosum.....	30	35	Geranium, ounce.....	60	75
Oxalicum.....	12	14	Gossypii, Sem. gal.....	50	60
Phosphoricum, dil.....	15	15	Hedeoma.....	1 00	1 10
Salicylicum.....	60	65	Junipera.....	1 50	2 00
Sulphuricum.....	13	14	Lavendula.....	90	2 00
Tannicum.....	1 25	1 40	Limonis.....	1 30	1 50
Tartaricum.....	38	40	Mentha Piper.....	1 30	2 20
Ammonia					
Aqua, 16 deg.....	40	6	Mentha Virid.....	1 50	1 60
Aqua, 30 deg.....	60	8	Morruha, gal.....	1 10	1 25
Carbonas.....	12	14	Myrcia.....	4 00	4 50
Chloridum.....	12	14	Olive.....	75	3 00
Aniline					
Black.....	2 00	2 25	Picis Liquida.....	10	12
Brown.....	80	1 00	Picis Liquida, gal.....	10	12
Red.....	45	50	Ricina.....	96	1 05
Yellow.....	2 50	3 00	Rosmarini.....	1 00	1 00
Baccæ					
Cubese..... po. 18	13	15	Rosse, ounce.....	6 50	8 50
Juniperus.....	6	8	Succini.....	40	45
Xanthoxylum.....	25	30	Sabina.....	90	1 00
Balsamum					
Copaiba.....	50	55	Santal.....	2 50	7 00
Peru.....	2 75	3 00	Sassafras.....	55	60
Terabin, Canada.....	15	20	Sinapis, ess., ounce.....	65	65
Tolutan.....	50	55	Tiglli.....	1 70	1 80
Cortex					
Abies, Canadian.....	18	18	Thyme.....	40	50
Cassia.....	12	12	Thyme, opt.....	1 60	1 60
Cinchona Flava.....	18	18	Theobromas.....	15	20
Euonymus atropurp.....	18	18	Potassium		
Myrica Cerifera, po.....	20	20	Bi-Carb.....	15	18
Prunus Virgini.....	12	12	Bichromate.....	13	15
Quillaja, gr'd.....	12	12	Bromide.....	50	55
Sassafras..... po. 18	12	12	Carb.....	12	15
Ulmus..... po. 15, gr'd	15	15	Chlorate, po. 17@19c	16	18
Extractum					
Glycyrrhiza Glabra.....	24	25	Carb.....	35	40
Glycyrrhiza, po.....	28	30	Chlorate, po. 17@19c	16	18
Hæmatox, 15 lb box.....	11	12	Iodide.....	2 40	2 50
Hæmatox, 1s.....	13	14	Potassa, Bitart.....	30	30
Hæmatox, 1/2s.....	14	15	Potassa, Bitart, com.....	15	15
Hæmatox, 3/4s.....	16	17	Potass Nitras, opt.....	10	12
Ferru					
Carbonate Precip.....	15	15	Potass Nitras.....	10	11
Citrate and Quinia.....	2 25	2 50	Prussiate.....	20	25
Citrate Soluble.....	75	75	Sulphate po.....	15	18
Ferrocyanidum Sol.....	40	40	Radix		
Solut. Chloride.....	15	15	Aconitum.....	20	25
Sulphate, com'l, by.....	50	50	Althea.....	22	25
Sulphate, pure.....	7	7	Anchusa.....	10	12
Flora					
Arnica.....	12	14	Arum po.....	25	25
Anthemis.....	22	25	Calamus.....	20	40
Matricaria.....	30	35	Gentiana..... po. 15	12	15
Folia					
Barosma.....	23	28	Glycyrrhiza, pv. 15	16	18
Cassia Acutifol, Tin.....	18	25	Hydrastis Canaden.....	60	60
Cassia Acutifol, Aiz.....	25	30	Hydrastis Can., po.....	18	20
Salvia officinalis, 1/2s.....	12	20	Hellebore, Alba, po.....	15	20
and 3/4s.....	12	20	Inula, po.....	15	20
Ura Ursi.....	8	10	Ipecac, po.....	2 80	3 00
Gummi					
Acacia, 1st picked.....	65	65	Iris plox..... po. 35@38	35	40
Acacia, 2d picked.....	45	45	Jalapa, pr.....	25	30
Acacia, sifted sorts.....	28	28	Maranta, 1/2s.....	22	25
Acacia, po.....	60	80	Podophyllum, po.....	22	25
Aloe, Barb. po. 18@20	12	14	Rhei.....	75	1 00
Aloe, Cape..... po. 15	12	12	Rhei, put.....	75	1 00
Aloe, Socotri..... po. 40	12	12	Rhei, pv.....	75	1 00
Ammoniac.....	55	60	Spigella.....	75	1 35
Assafœtida..... po. 30	25	28	Sanguinaria, po. 15	35	35
Benzoinum.....	50	55	Serpentaria.....	30	35
Catechu, is.....	13	13	Senega.....	40	45
Catechu, 1/2s.....	14	14	Similax, officinalis H	6	6
Catechu, 3/4s.....	16	16	Smilax, M.....	6	6
Camphora.....	41	45	Scilla..... po. 35	10	12
Euphorbium, po. 35	10	10	Symplocarpus, Foeti.....	10	12
Galbanum.....	1 00	1 00	lus, po.....	25	25
Gamboge po.....	65	70	Valeriana, Eng. po. 30	15	20
Gualacum..... po. 25	30	30	Valeriana, German.....	12	16
Kino..... po. \$3.00	3 00	3 00	Zingiber a.....	12	16
Mastic.....	60	60	Zingiber j.....	25	27
Myrrh..... po. 45	40	40	Semen		
Opil..... po. \$5.20@5.40	3 85	3 85	Anisum..... po. 15	12	12
Shellac.....	40	45	Aptum (graveleons)	18	15
Tragacanth.....	50	80	Bird, is.....	4	4
Herba					
Absinthium, oz. pkg.....	25	25	Carui..... po. 18	10	12
Eupatorium, oz. pkg.....	25	25	Cardamom.....	1 25	1 75
Lobelia..... oz. pkg.....	25	25	Coriandrum.....	8	10
Majorum..... oz. pkg.....	25	25	Cannabis Sativa.....	4 1/2	5
Mentha Pip..... oz. pkg.....	25	25	Cydonium.....	75	1 00
Mentha Vir..... oz. pkg.....	25	25	Chenopodium.....	10	12
Rue..... oz. pkg.....	25	25	Dipterix Odorate.....	1 40	1 50
Tanacetum Voz. pkg.....	22	22	Feniculum.....	7	9
Thymus, V. oz. pkg.....	25	25	Fenugreek, po.....	7	9
Magnesia					
Calcined, Pat.....	55	60	Lini.....	3 1/2	4 1/2
Carbonate, Pat.....	20	22	Lini, gr'd..... bbl. 3 1/2	4	4
Carbonate, K. & M.....	20	25	Lobelia.....	35	44
Carbonate, Jennings	35	36	Pharlaris Canarian.....	4	4
Oleum					
Absinthium.....	3 50	3 75	Rapa.....	4 1/2	5
Amygdalæ, Dulc.....	30	50	Sinapis Abu.....	9	10
Amygdalæ, Amaræ.....	8 00	8 25	Sinapis Nigra.....	11	12
Anisi.....	2 00	2 10	Spiritus		
Aurantii Cortex.....	2 00	2 25	Frumenti, W. D. Co.....	2 00	2 50
Bergamiti.....	3 00	3 20	Frumenti, D. F. R.....	2 00	2 25
Cajiputi.....	75	80	Frumenti.....	1 25	1 50
Caryophylli.....	75	80	Juniperis Co. O. T.....	1 65	2 00
Cedar.....	35	65	Juniperis Co.....	1 75	3 50
Chenopadii.....	2 75	3 00	Saacharum N. E.....	1 90	2 10
Cinnamomi.....	1 60	1 70	Spt. Vini Gallii.....	1 75	6 50
Cironella.....	45	60	Vini Oporto.....	1 25	2 00
			Vini Alba.....	1 25	2 00
Syrups					
Acacia.....	60	60	Sponges		
Auranti Cortes.....	60	60	Florida sheeps' wool.....	2 50	2 75
Zingiber.....	60	60	Nassau sheeps' wool.....	2 00	2 25
Ipecac.....	60	60	Velvet extra sheeps'.....	1 25	1 25
Ferri Iod.....	60	60	Extra yellow sheeps'.....	1 00	1 00
Rhei Arom.....	60	60	wool, carriage.....	1 00	1 00
			Grass sheeps' wool.....	1 00	1 00
			carriage.....	1 00	1 00
			Hard, for slate use.....	75	75
			Yellow Reef, for.....	1 40	1 40
			slate use.....		

Morphia, S.P. & W.....	2 40	2 65	Sinapis.....	2	18
Morphia, S.N.Y. Q. & C. Co.....	2 30	2 55	Sinapis, opt.....	2	34
Moschus Canton.....	40	40	Snuff, Maccaboy, De.....	34	34
Myristica, No. 1.....	65	80	Voes.....	34	34
Nux Vomica..... po. 20	10	10	Snuff, Scotch, DeVo's.....	34	34
Os Sepia.....	15	18	Soda Boras.....	9	11
Pepsin Saac, H. & P.....	1 00	1 00	Soda Boras, po.....	9	11
D. Co.....	1 00	1 00	Soda et Potass Tart.....	28	28
Picis Liq. N.N. 1/4 gal.....	2 00	2 00	Soda, Carb.....	1 1/2	2
Picis Liq., quarts.....	1 00	1 00	Soda, Bi-Carb.....	3	5
Pil Hydrarg..... po. 80	50	50	Soda, Ash.....	3 1/2	4
Piper Nigra..... po. 22	30	30	Soda, Sulphas.....	2	2
Piper Alba..... po. 35	30	30	Spts. Cologne.....	2	2
Plix Burgun.....	10	12	Spts. Ether Co.....	50	55
Plumbi Acet.....	10	12	Spt. Myrcia Dom.....	9	00
Pulvis Ipecac et Opil.....	1 10	1 20	Spts. Vini Rect. bbl.....	2 54	2 54
Pyrethrum, boxes H. & P. D. Co., doz.....	1 25	1 25	Spts. Vini Rect. 1/2 bbl.....	2 54	2 54
Pyrethrum, pv.....	25	30	Spts. Vini Rect. 1/4 gal.....	2 54	2 54
Quassia.....	6	10	Spts. Vini Rect. 5gal.....	2 54	2 54
Quinia, S. P. & W.....	31	36	Less 5c gal. cash 10 days.....	2 54	2 54
Quinia, S. German.....	22	32	Strychnia, Crystal.....	1 40	1 45
Quinia, N. Y.....	23	34	Sulphur, Subl.....	70	70
Rubia Tinctorum.....	12	14	Sulphur, Roll.....	2 1/2	3 1/2
Saccharum Lactis pv.....	18	20	Tamarindus.....	8	10
Salicin.....	3 00	3 10	Terebenth Venice.....	28	30
Sapo, W.....	12	14	Theobroma.....	46	48
Sapo, M.....	10	12	Vanilla.....	9 00	16 00
Sapo, G.....	15	18	Zinc Sulph.....	7	8
Siedlitz Mixture.....	20	22	Oils		
			Whale, winter.....	BBL. GAL.	
			Lard, extra.....	50	60
			Lard, No. 1.....	40	45

Freezable Goods

Now is the Time to Stock

◆ ◆

Mineral Waters, Liquid Foods, Malt Extracts, Butter Colors, Toilet Waters, Hair Preparations, Inks, Etc.

◆ ◆

Hazeltine & Perkins Drug Co.

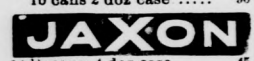
Grand Rapids, Mich.

	BBL.	LB.
Linseed, pure raw.....	35	38
Linseed, hollid.....	36	39
Neatsfoot, winter str.....	65	70
Spirits Turpentine.....	42	50
Paints		
Red Venetian.....	1 1/2	2 00
Ochre, yellow Mars.....	1 1/2	2 00
Ochre, yellow Ber.....	1 1/2	2 00
Putty, commercial.....	2 1/2	2 1/2
Putty, strictly pure.....	2 1/2	2 1/2
Vermilion, Prime American.....	13	15
Vermilion, English.....	70	75
Green, Paris.....	18 1/2	22
Green, Peninsular.....	13	16
Lead, Red.....	5 1/2	6 1/2
Lead, white.....	5 1/2	6 1/2
Whiting, white Span.....	5	70
Whiting, gliders.....	5	30
White, Paris Amer.....	1 00	1 00
Whiting, Paris Eng.....	1 00	1 00
Cliff.....	1 40	1 40
Universal Prepared.....	1 00	1 15
Varnishes		
No. 1 Turp Coach.....	1 10	1 20
Extra Turp.....	1 60	1 70
Coach Body.....	2 75	3 00
No. 1 Turp Furn.....	1 00	1 10
Extra Turp Damar.....	1 55	1 60
Jap. Dryer, No. 1 Turp.....	70	75

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 doz. 55 6 00 Castor Oil doz. 60 7 00 Diamond doz. 50 4 00 Frazer's doz. 75 9 00 IXL Golden tin boxes 75 9 00 Plica tin boxes 75 9 00 Paragon doz. 55 6 00	CANDLES. 8s 7 10s 8 12s 8 Wicking 20 CATSUP. Columbia pints 2 00 Columbia 1/2 pints 1 25 CHEESE Acme @ 10 1/4 Amboy @ 12 Emblem @ 11 Green @ 11 Gold Medal @ 11 Ideal @ 11 Jersey @ 11 1/4 Lenawee @ 10 1/4 Riverside @ 11 1/4 Brick @ 12 Edam @ 17 Leiden @ 13 Limburger @ 13 Pineapple .50 @ 75 Sap Sago @ 17 Chicory. Bulk 5 Red 7 CHOCOLATE. Walter Baker & Co.'s German Sweet .23 Premium .35 Breakfast Cocoa .46 CLOTHES LINES. Cotton, 40 ft. per doz. 1 00 Cotton, 50 ft. per doz. 1 20 Cotton, 60 ft. per doz. 1 40 Cotton, 70 ft. per doz. 1 60 Cotton, 80 ft. per doz. 1 80 Jute, 60 ft. per doz. 80 Jute, 72 ft. per doz. 96 COCOA SHELLS. 20 lb bags 2 1/4 Less quantity 3 Pound packages 4 CREAM TARTAR. 5 and 10 lb. wooden boxes .30 Bulk in sacks .29 COFFEE. Rio 9 Good 10 Prime 11 Golden 12 Peaberry 13 Santos. Fair 12 Good 13 Prime 15 Peaberry 15 Mexican and Guatamala. Fair 15 Good 16 Fancy 17 Maracabo. Prime 19 Milled 2 Java. Interior 19 Private Growth 21 Mandehling 21 Mocha. Imitation 20 Arabian 22 Roasted. Clark-Jewell-Wells Co.'s Brands Fifth Avenue .29 Jewell's Arabian Mocha .29 Wells' Mocha and Java .24 Wells' Perfection Java .24 Sencabo .21 Breakfast Blend .18 Valley City Maracabo .18 1/2 Ideal Blend .14 Leader Blend .13 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 1/2 c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. Arbuttle 10 50 Jersey 10 50 McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract. Valley City 1/2 gross 75 Felix 1/2 gross 1 15 Hummel's full 1/2 gross 1 50 Hummel's tin 1/2 gross 1 48 CLOTHES PINS. 5 gross boxes 40	CONDENSED MILK. 4 doz in case. Gail Borden Eagle 6 75 Crown 6 25 Daisy 5 75 Champton 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 Superior Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books 1 00 50 books 2 00 100 books 3 00 250 books 6 25 500 books 10 00 1000 books 17 50 Universal Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Credit Checks. 500, any one denom'n 3 00 1000, any one denom'n 5 00 2000, any one denom'n 8 00 5000, any one denom'n 10 00 DRIED FRUIT DOMESTIC. Apples. Sundried 2 5 Evaporated 50 lb boxes 2 9 California Fruits. Apricots 2 Blackberries 2 Nectarines 2 Peaches 9 @ 10 Pears 2 Pitted Cherries 2 Prunes 2 Raspberries 8 California Prunes. 100-120 25 lb boxes 2 4 90-100 25 lb boxes 2 5 80-90 25 lb boxes 2 5 1/2 70-80 25 lb boxes 2 6 1/2 60-70 25 lb boxes 2 6 1/2 50-60 25 lb boxes 2 10 40-50 25 lb boxes 2 10 30-40 25 lb boxes 2 10 1/4 cent less in 50 lb cases Berries. London Layers 2 Crown 1 50 London Layers 3 Crown 1 0 Cluster 4 Crown 2 00 Loose Muscatels 2 Crown 5 Loose Muscatels 3 Crown 6 Loose Muscatels 4 Crown 7 L. M. Seeded, choice 8 L. M. Seeded, fancy 9 1/2 FOREIGN. Citron @ 12 Corsican @ 13 Currants. Patras bbls @ 5 1/2 Vostizas 50 lb cases @ 6 Cleaned, bulk @ 7 Cleaned, packages @ 7 1/2 Peel. Citron American 10 lb bx @ 13 Lemon American 10 lb bx @ 12 Orange American 10 lb bx @ 12 Raisins. Ondura 28 lb boxes 2 Sultana 1 Crown 2 Sultana 2 Crown 2 Sultana 3 Crown 2 Sultana 4 Crown 2 Sultana 5 Crown 2 Sultana 6 Crown 2 Sultana package 2 FARINACEOUS GOODS. Farina. 24 1 lb. packages 1 50 Bulk, per 100 lbs. 3 50 Grits. Walsh-DePoe Co's Brand. 24 2 lb. packages 1 80 100 lb. kegs 2 70 300 lb. barrels 5 10	Hominy. Barrels 2 50 Flake, 50 lb. drums 1 00 Beans. Dried Lima 3 1/2 Medium Hand Picked 1 10 Macaroni and Vermicelli. Domestic, 10 lb. box 60 Imported, 25 lb. box 2 50 Pearl Barley. Common 2 25 Chester 2 50 Empire 3 00 Peas. Green, Wisconsin, bu. 1 00 Green, Scotch, bu. 1 10 Split, bu. 2 50 Rolled Oats. Rolled Avena, bbl. 4 75 Monarch, bbl. 3 75 Monarch, 1/2 bbl. 2 00 Monarch, 90 lb sacks. 1 80 Quaker, cases 3 20 Huron, cases 1 75 Sago. German 4 East India 3 1/2 Flake Tapioca. Flake 3 1/2 Pearl 5 Anchor, 40 1 lb. pkgs. 5 Wheat. Cracked bulk 3 1/2 24 2 lb packages 2 50 Salt Fish. Cod. Georges cured 2 4 Georges genuine 2 5 Georges selected 2 5 1/2 Strips or bricks 6 @ 9 Herring. Holland white hoops, bbl. 6 00 Holland white hoop 1/2 bbl 4 50 Holland, 1/4 bbl 2 60 Holland white hoop, keg. 65 Holland white hoop mchs 75 Norwegian 2 75 Round 100 lbs. 1 30 Round 40 lbs. 1 30 Scalded 14 Flackerel. Mess 100 lbs. 15 00 Mess 40 lbs. 6 30 Mess 10 lbs. 1 65 Mess 8 lbs. 1 35 No. 1 100 lbs. 13 25 No. 1 40 lbs. 5 60 No. 1 10 lbs. 1 48 No. 1 8 lbs. 1 30 No. 2 100 lbs. 9 25 No. 2 40 lbs. 4 07 No. 2 10 lbs. 1 18 No. 2 8 lbs. 89 Trout. No. 1 100 lbs. 5 25 No. 1 40 lbs. 2 40 No. 1 10 lbs. 68 No. 1 8 lbs. 57 Whitefish. No. 1 No. 2 Fam 2 75 100 lbs. 6 75 2 75 40 lbs. 3 00 1 40 10 lbs. 83 4 48 8 lbs. 69 3 37 FLAVORING EXTRACTS. Jennings'. D. C. Vanilla 2 oz. 1 20 3 oz. 1 50 4 oz. 2 00 6 oz. 3 00 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 D. C. Lemon 2 oz. 1 00 3 oz. 1 10 4 oz. 1 40 6 oz. 2 00 No. 8 2 40 No. 10 4 00 No. 2 T. 80 No. 3 T. 1 25 No. 4 T. 1 50 Pure Brand. Lem. Van. 75 2 oz. Taper Panel. 75 3 oz. Taper Panel. 1 35 4 oz. Taper Panel. 1 60 Souders'. Oval bottle, with corkscrew. Best in the world for the money. HERBS. Sage 15 Hops 15	INDIGO. Madras, 5 lb boxes 55 S. F., 2, 3 and 5 lb boxes 50 GUNPOWDER. Rifle-Dupont's. Kegs 4 00 Half Kegs 2 25 Quarter Kegs 1 25 1 lb. cans 30 1/2 lb. cans 18 Choke Bore-Dupont's. Kegs 4 25 Half Kegs 2 40 Quarter Kegs 1 35 1 lb. cans 34 Eagle Duck-Dupont's. Kegs 8 00 Half Kegs 4 25 Quarter Kegs 2 25 1 lb. cans 45 JELLY. 15 lb pails 35 30 lb pails 65 LVE. Condensed, 2 doz 1 20 Condensed, 4 doz 2 25 LICORICE. Pure 30 Calabria 25 Sicily 14 Root 10 MINCE MEAT. Ideal, 3 doz. in case 2 25 MATCHES. Diamond Match Co.'s brands. No. 9 sulphur 1 65 Anchor Parlor 1 70 No. 2 Home 1 10 Export Parlor 4 00 POLASSES. New Orleans. Black 11 Fair 14 Good 20 Fancy 24 Open Kettle 25 @ 35 Half-barrels 2c extra. MUSTARD. Horse Radish, 1 doz 1 75 Horse Radish, 2 doz 3 50 Bayle's Celery, 1 doz. 1 75 PIPES. Clay, No. 216 1 70 Clay, T. D. full count 65 Cob, No. 3 85 POTASH. 48 cans in case 4 00 Babbitt's 4 00 Penna Salt Co.'s 3 00 PICKLES. Medium. Barrels, 1,200 count 3 75 Half bbls, 600 count 2 38 Small. Barrels, 2,400 count 4 75 Half bbls, 1,200 count 2 88 RICE. Domestic. Carolina head 6 1/2 Carolina No. 1 5 Carolina No. 2 4 Broken 3 1/2 Imported. Japan, No. 1 5 1/2 @ 6 Japan, No. 2 4 1/2 @ 5 Java, fancy head 5 @ 5 1/2 Java, No. 1 5 @ 2 Table @ SALERATUS. Packed 60 lbs. in box. Church's 3 80 Deland's 3 15 Dwight's 3 30 Taylor's 3 00 SAL SODA. Granulated, bbls. 75 Granulated, 100 lb cases 90 Lump, bbls. 75 Lump, 145 lb kegs 95 SAUERKRAUT. Barrels 3 25 1/2 Barrels 1 75	SNUFF. Scotch, in bladders 37 Maccaboy, in jars 35 French Rappee, in jars 43 SEEDS. Anise 9 Canary, Smyrna 3 1/2 Caraway 8 Cardamon, Malabar 60 Celery 11 Hemp, Russian 4 Mixed Bird 4 1/2 Mustard, white 10 Poppy 10 Rape 10 Cuttle Bone 20 SALT. Diamond Crystal. Table, cases, 24 3-lb boxes 1 50 Table, barrels, 100 3 lb bags 2 75 Table, barrels, 40 7 lb bags 2 40 Butter, barrels, 280 lb. bulk 2 25 Butter, barrels, 20 14 lb bags 3 50 Butter, sacks, 28 lbs 25 Butter, sacks, 50 lbs 55 Common Grades. 100 3-lb sacks 1 95 60 5-lb sacks 1 80 28 10-lb sacks 1 65 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 14 lb. linen sacks 32 56 14 lb. linen sacks 80 Bulk in barrels 2 5 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 70 Medium Fine 70 SOAP. JAXON Single box 2 40 5 box lots, delivered 2 45 10 box lots, delivered 2 40 JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd 2 66 Dome 2 75 Cabnet 2 80 Savon 2 30 White Russian 2 35 White Cloud, laundry 4 25 White Cloud, toilet 3 50 Dusky Diamond 50 6 oz. 2 10 Dusky Diamond, 50 8 oz. 3 00 Blue India, 100 1/2 lb. 3 00 Kirkline 3 50 Eos 2 50 SCHULTE SOAP CO.'S BRANDS Clydesdale, 100 cakes, 75 lbs 2 75 No-Tax, 100 cakes, 62 1-2 lbs 2 00 Family, 75 cakes, 75 lbs 2 50 German Mottled, 60 cakes, 60 lbs 1 75 Cocoa Castile, 18 lbs., cut 1-4 & 1-2 1 80 Chipped Soap for Laundries. Allen B. Wrisley's Brands. Old Country, 80 1-lb. bars 2 75 Good Cheer, 60 1-lb. bars 3 75 Uno, 100 1/2-lb. bars 2 50 Doll, 100 10-oz. bars 3 05 Scouring. Sapollo, kitchen, 3 doz 2 40 Sapollo, hand, 3 doz 2 40 SODA. Boxes 5 1/2 Kegs, English 4 1/2
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SPICES.
Whole Sifted.

Allspice	13
Cassia, China in mats	12
Cassia, Batavia in bund	25
Cassia, Saigon in rolls	82
Cloves, Amboyna	14
Cloves, Zanzibar	12
Mace, Batavia	55
Nutmegs, fancy	60
Nutmegs, No. 1	50
Nutmegs, No. 2	45
Pepper, Singapore, black	11
Pepper, Singapore, white	12
Pepper, shot	12
Pure Ground in Bulk.	
Allspice	15
Cassia, Batavia	30
Cassia, Saigon	40
Cloves, Zanzibar	14
Ginger, African	15
Ginger, Cochin	18
Ginger, Jamaica	23
Mace, Batavia	65
Mustard	12@18
Nutmegs	40@60
Pepper, Sing., black	13
Pepper, Sing., white	20
Pepper, Cayenne	20
Sage	15

SYRUPS.
Corn.

Barrels	17
Half bbls.	19
1/2 doz. 1 gallon cans	1.50
1 doz. 1/2 gallon cans	1.75
2 doz. 1/4 gallon cans	1.75
Pure Cane.	
Fair	16
Good	20
Choice	25

STARCH.



Kingsford's Corn.

40 1-lb packages	6
2 1-lb packages	6 1/2
Kingsford's Silver Gloss.	
40 1-lb packages	6 1/2
6-lb boxes	7

Diamond.

64 10c packages	5.00
128 5c packages	5.00
32 10c and 64 5c packages	5.00

Common Corn.

20 1-lb. packages	5
40 1-lb. packages	4 1/2

Common Gloss.

1-lb packages	4 1/2
3-lb packages	4 1/2
6-lb packages	5
40 and 50 lb boxes	3
Barrels	3

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.

Domino	5.50
Cut Leaf	5.7
Crushed	5.75
Powdered	5.38
XXX Powdered	5.38
Granulated in bbls	5.25
Granulated in bags	5.25
Fine Granulated	5.25
Extra Fine Granulated	5.38
Extra Coarse Granulated	5.38
Mould A	5.50
Diamond Confee. A	5.25
Confee. Standard A	5.13
No. 1	4.88
No. 2	4.88
No. 3	4.88
No. 4	4.81
No. 5	4.75
No. 6	4.69
No. 7	4.63
No. 8	4.56
No. 9	4.50
No. 10	4.44
No. 11	4.38
No. 12	4.31
No. 13	4.25
No. 14	4.25
No. 15	4.25
No. 16	4.25

TOBACCO.
Cigars.

Clear Jewell-Wells Co.'s brand.	33.00
New Brick	33.00
H. & P. Drug Co.'s brand.	
Quintette	35.00
G. J. Johnson Cigar Co.'s brand.	



S. C. W. 35.00

Rube Bros. Co.'s Brands.

Double Eagle's, 6 sizes, \$57.70 00	
Gen. Maceo, 5 sizes, 55@70 00	
Mr. Thomas	35.00
Cuban Hand Made	35.00
Crown Five	35.00
Sir William	35.00
Club Five	35.00
Gen. Grant and Lee	35.00
Little Peggy	35.00
Signal Five	35.00
Knights of Pythias	35.00
Key West Perfects, 2 sz 55@60 00	

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	2.75

VINEGAR.

Malt White Wine, 40 grain	7
Malt White Wine, 80 grain	10
Pure Cider, Red Star	12
Pure Cider, Robinson	11

WICKING.

No. 0, per gross	20
No. 1, per gross	25
No. 2, per gross	35
No. 3, per gross	55

Crackers.

The National Biscuit Co. quotes as follows:

Butter.	
Seymour XXX	5 1/2
Seymour XXX, 3 lb. carton	6
Family XXX	5 1/2
Salted XXX	6
New York XXX	6
Wolverine	6
Boston	7 1/2
Soda.	
Soda XXX	6
Soda XXX, 3 lb. carton	6 1/2
Soda, City	8
Long Island Wafers	11
L. I. Wafers, 1 lb carton	12
Zephyrette	10
Oyster.	
Saltine Wafer	5 1/2
Saltine Wafer, 1 lb carton	6 1/2
Farina Oy-ter	5 1/2
Extra Farina Oyster	6

SWEET GOODS—Boxes.

Animals	10 1/4
Bent's Water	15
Cocoanut Taffy	10
Coffee Cake, Java	10
Coffee Cake, Iced	10
Cracknells	15 1/2
Cubans	11 1/2
Frosted Cream	8
Ginger Gems	8
Ginger Snaps, XXX	7 1/2
Graham Crackers	10
Graham Wafers	10
Grand Ma Cakes	9
Imperial	8
Jumbles, Honey	11 1/2
Marshmallow Creams	15
Marshmallow Wafers	16
Mich. Frosted Honey	12 1/2
Molasses Cakes	8
Newton	12
Orange Gems	8
Nic Nacs	8
Orange Gems	8
Penny Assorted Cakes	8 1/2
Pretzels, hand made	8
Sears' Lunch	7
Sugar Cake	8
Sugar Squares	9
Vanilla Wafers	14
Sultanas	12 1/2

Oils.

Barrels.	
Eocene	11 1/2
XXX W. W. Mich. Hdt	9 1/2
W W Michigan	9
Diamond White	8
S. Gas	9
Deo. Naphth	9
Cylinder	25
Engine	21
Black, winter	8

Candies.

Stick Candy.	
Standard	6 1/2 @ 7
Standard H. H.	6 1/2 @ 7
Standard Twist	6 @ 8
Cut Leaf	6 @ 8

Jumbo, 32 lb	6 1/2 @ 8
Extra H. H.	8 1/2 @ 8
Boston Cream	10 @ 10

Mixed Candy.	
Grocers	6 @ 6
Competition	6 1/2 @ 6 1/2
Standard	7 @ 7
Conserve	7 1/2 @ 7 1/2
Royal	7 1/2 @ 7 1/2
Ribbon	9 @ 9
Broken	8 1/2 @ 8 1/2
Cut Leaf	8 @ 8
English Rock	8 @ 8
Kindergarten	8 1/2 @ 8 1/2
French Cream	9 @ 9
Dandy Pan	10 @ 10
Valley Cream	13 @ 13

Fancy—in Bulk.

Lozenges, plain	8 1/2 @ 8 1/2
Lozenges, printed	8 1/2 @ 8 1/2
Choc. Drops	10 1/2 @ 10 1/2
Choc. Monumentals	2 @ 2
Gum Drops	5 @ 5
Moss Drops	8 @ 8
Sour Drops	9 @ 9
Imperial	9 @ 9

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
Motatoes	50 @ 50
Cream Bar	50 @ 50
Molasses Bar	50 @ 50
Hand Made Creams	80 @ 90
Plain Creams	60 @ 90
Decorated Creams	90 @ 90
Strung Rock	60 @ 90
Burnt Almonds	1.25 @ 25
Wintergreen Berries	60 @ 60

Caramels.

No. 1 wrapped, 2 lb. boxes	25 @ 25
No. 1 wrapped, 3 lb. boxes	50 @ 50
No. 2 wrapped, 2 lb. boxes	25 @ 25

Fruits.

Oranges.

Louisianas	4 @ 4.00
Mexicans Florida style box	4 @ 25
Fancy Navels	4 @ 25

Lemons.

Strictly choice 300s.	23 @ 75
Strictly choice 300s.	24 @ 00
Fancy 300s	24 @ 25
Ex-Fancy 300s	24 @ 50
Ex-Fancy 300s	24 @ 25

Bananas.

Medium bunches	1.00 @ 25
Large bunches	1.50 @ 75

Foreign Dried Fruits.

Figs.	
California Fancy	16 @ 16
Choice, 10 lb boxes	15 @ 15
Extra choice, 10 lb boxes new	18 @ 18
Fancy, 12 lb boxes	22 @ 22
Imperial Mikados, 18 lb boxes	2 @ 2
Pulled, 6 lb boxes	7 @ 7
Naturals, in bags	7 @ 7
Dates.	
Fards in 10 lb boxes	9 @ 9
Fards in 60 lb cases	6 @ 6
Persians, G. M.'s 1 lb cases, new	6 @ 6
Sairs, 60 lb cases	5 @ 5

Nuts.

Almonds, Tarragona	21 @ 16
Almonds, Ivaca	21 @ 14
Almonds, California, soft shelled	15 @ 15
Brazils new	8 1/2 @ 8 1/2
Filberts	11 @ 11
Walnuts, Naples	13 @ 13
Walnuts, Calif No. 1	12 @ 12
Walnuts, soft shelled	12 @ 12
Table Nuts, fancy	11 @ 11
Table Nuts, choice	10 @ 10
Pecans, Med.	7 1/2 @ 7 1/2
Pecans, Ex. Large	10 @ 10
Pecans, Jumbos	12 @ 12
Hickory Nuts per bu., Ohio, new	1.60 @ 1.60
Cocoanuts, full sacks	24 @ 00
Chestnuts per bu.	4 @ 00

Peanuts.

Fancy, H. P., Suns	7 @ 7
Fancy, H. P., Flags	7 @ 7
Roasted	7 @ 7
Choice, H. P., Extras	4 1/2 @ 4 1/2
Choice, H. P., Extras, Roasted	5 1/2 @ 5 1/2

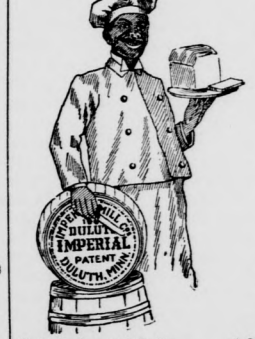
Grains and Feedstuffs

Wheat.

Wheat	62
Winter Wheat Flour.	
Local Brands	
Patents	4.25
Second Patent	3.75
Straight	3.50
Clear	3.25
Graham	3.30
Buckwheat	4.00
Rye	3.00

Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.	
Pillsbury's Best 1/2s	4.20
Pillsbury's Best 1/4s	4.10
Pillsbury's Best 1/8s	4.00
Pillsbury's Best 1/4s paper	4.10
Pillsbury's Best 1/8s paper	4.00
Ball-Barnhart-Putman's Brand.	
Duluth Imperial, 1/2s	4.20
Duluth Imperial, 1/4s	4.10
Lemon & Wheeler Co.'s Brand.	
Gold Medal 1/2s	4.25
Gold Medal 1/4s	4.15
Parisian, 1/2s	4.25
Parisian, 1/4s	4.15
Parisian, 1/8s	4.05



Feed and Millstuffs.	
St. Car Feed, screened	15.00
No. 1 Corn and Oats	14.50
Unbolted Corn Meal	14.00
Winter Wheat Bran	13.00
Winter Wheat Middlings	14.00
Screenings	13.00

Corn.

Old corn, car lots	37
New corn, car lots	34
Less than car lots	36

Oats.

Car lots	31
Carlots, clipped	33
Less than car lots	35

Hay.

No. 1 Timothy carlots	8.50
No. 1 Timothy, ton lots	10.00

Fresh Fish.

Whitefish	Per lb.
Trout	8 @ 8
Black Bass	8 @ 8
Halibut	18 @ 18
Ciscoes or Herring	4 @ 4
Bluefish	10 @ 10
Live Lobster	17 @ 17
Bolled Lobster	18 @ 18
Cod	10 @ 10
Haddock	8 @ 8
No. 1 Pickerel	9 @ 9
Pike	8 1/2 @ 8 1/2
Perch	5 @ 5
Smoked White	8 @ 8
Red Snapper	10 @ 10
Cool River Salmon	12 @ 12
Mackerel	18 @ 18

Oysters in Cans.

F. H. Counts	35 @ 35
F. J. D. Selects	27 @ 27
Selects	21 @ 21
F. J. D. Standards	20 @ 20
Standards	18 @ 18
Favorites	14 @ 14
Counts	17 @ 17
X Selects	16 @ 16
Anchor Standards	10 @ 10
Standards	1 @ 1
Clams	1.25 @ 1.25

Shell Goods.

Oysters, per 100	1.25 @ 1.50
Clams, per 100	2 @ 75

Provisions.

Swift & Company quote as follows:

Barreled Pork.	
Mess	9.50
Back	10.50 @ 10.50
Short cut	10.40
Pig	13.50
Bean	9.75
Family	10.50

Dry Salt Meats.

Bellies	6
Briskets	5 1/2 @ 5 1/2
Extra shorts	5 1/2 @ 5 1/2

Smoked Meats.

Hams, 12 lb average	8 1/2
Hams, 14 lb average	8 1/2
Hams, 16 lb average	7 1

Hardware

Push Cook Stoves and Ranges to the Front.

From Stoves and Hardware Reporter.

If there is any time in the year when stoves—and we mean cooks and ranges particularly—should be in demand it is before the holidays. How, let us ask, can the savory turkey be done to a proper turn if the stove is out of condition to perform its proper function in that most important rite? Why spoil a Christmas or New Year's dinner for the sake of economizing a few paltry dollars? There is no economy in such a proceeding, for what is saved in money is doubly and trebly lost in vital energy and temper on the part of the mistress of the house, to say nothing of the heart-rending disappointment experienced by the expectant head of the household when, with carving knife and fork poised in the air ready to carve a beautifully roasted turkey, he is confronted with a pale, underdone, unappetizing fowl, the product of a poor oven in a worn-out range. The hardware dealer has a splendid opportunity now to wax eloquent in both advertisements and conversations with customers, setting forth in glowing terms the advantages of a good cook stove or range. It is one of the batteries which ought to be brought into action at every possible opportunity, and by thus attacking customers' strongly fortified pocket books make a breach in the center through which the smaller rapid fire guns embodied in holiday goods may force an entrance and carry the patronage by assault, so to speak. The holiday season is the period when the purchasing tide is at the full summit of its powers. It should be taken at the flood by all merchants who are intensely ambitious and desirous to increase their profits and double the usual trade. Some arrangements ought to be made for decorating the store in keeping with the season. Careful attention especially should be expended upon the window displays, for this is one of the most effective modes of advertising. Some originality of thought in the execution of these is always desirable, especially where it makes the displays very attractive and worth the time, effort and money expended in securing them.

Competition That Pays.

There is but one form of competition that is really remunerative and that is the competition of novelty and variety in goods. In contradistinction to the rivalry which produces a reduction in prices, the former is both laudable and legitimate. It may be freely indulged in by all merchants with a view of raising the standard of the store to the most exalted position attainable. In this way the most popular and salable goods only are kept in stock, and displayed in the most attractive manner possible. Such competition makes money for those able to succeed in it, for it is the kind which calls forth all the latent ability of the merchant in originating, executing and developing the best methods by means of which business may be made to thrive and prosper. It certainly requires more study and mental effort of every kind to succeed in this way than the other more common and objectionable one of underselling. Any one, even a child, could mark down figures and advertise cut prices with a great flourish in the newspapers; whereas it requires real talent to compete in the quality, workmanship and design which goods may possess. It necessitates personal trips to the market, a receptivity of mind in adopting the new ideas which are gleaned from observing the methods of others and a constant desire to improve upon the past. In short, keep the different lines of goods vying with each other in wholesome rivalry for the most praise and popularity.

Increase of General Stores.

From the Stoves and Hardware Reporter.

There is little doubt that the special line stores are gradually developing in-

to stores that carry more general lines of goods on a larger or smaller scale, as the case may be. It is one of the instances where there is safety in numbers—that is to say, in being one of the number of the competing forces and also in having a number of lines of goods in the store. There are so many advantages connected with this method of store-keeping that even the most purblind and obstinate individuals are beginning to see them, and are ultimately forming the intention of benefiting by them. By gradually acquiring many lines the merchant always has a quantity of stock which is constantly in demand. Whereas with the special line stores or those carrying but few lines there may be periods when none of them are in much request.

Nowadays of course the hardware dealer is more prepared to cater to summer trade by keeping the stoves which may be used at that period. Nevertheless, this is not enough. A good gasoline or gas stove lasts many years and there is no chance of getting any more business in that particular line from a customer who has bought one; while if there were other goods in stock which were popular and seasonable, the same customer would come back again and again to make other purchases of goods used in that period. Such, for example, as linoleums, window shades, awnings, rustic seats, etc. For winter of course these goods would not receive so much attention, although linoleum always finds a ready sale. Leather goods might be added to increase the trade. Particularly before the holidays, a big run may be had on them. When dividing a store into departments in a systematic manner, the clerks should be trained accordingly and the interior of the store altered to correspond with the changes.

Life's Mystic Song.

Torment and bliss and Heaven and Hell,
This is the sum of life's brief spell—
Sunshine and rain,
And hopes and fears,
And care and pain,
And smiles and tears—
And truth and error, right and wrong,
We weave into life's mystic song.

And then the throbbing pulses cease,
And wearied spirits find release—
A vanished face,
An unknown spot,
A vacant place,
A man forgot—
This is humanity's brief story
Of life, and all that is of glory.

What a nice place to live in this world would be if women were all as good as they look, and men were as good as they seem.

The "Concave" Washboard



**SAVES THE WASH.
SAVES THE WASHER.**

WILLIAM REID

Importer and Jobber of

POLISHED PLATE
WINDOW
ORNAMENTAL

GLASS

PAINT

OIL, WHITE LEAD,
VARNISHES
BRUSHES

GRAND RAPIDS, MICH.



We have the largest and most complete stock of Glass and Paint Goods in Western Michigan. Estimates furnished. All orders filled promptly. Distributing agents for Michigan of Harrison Bros. & Co.'s Oil Colors, Dry Colors, Mixed Paints, Etc.

Oatman's Handy Hoops

For Tubs, Pails or Barrels



Put up in neat display box,
and rivets included.

Patent applied for.

No. to order by.	Inches wide.	Inches long.	Box of 50.	Box of 25.
0	5/8	39	\$1.75	
1	7/8	75	3.30	
2	1	80	4.00	
3	1 1/4	80		\$3.00
4	1 1/2	80		4.00

These hoops are flared, with one end punched all ready to get the size and rivet together by placing the tub bottom side up, and putting the hoop around with the punched end lapped on the outside, so that you can mark for the two holes to be punched. These hoops do away with the annoyance of pulling a bundle of hoop iron apart to get a few cents' worth of hooping. For sale by

FOSTER, STEVENS & CO., GRAND RAPIDS.

CLARK-RUTKA-JEWELL Co.

38 AND 40 S. IONIA ST.
OPPOSITE UNION DEPOT

GRAND RAPIDS, MICHIGAN.

FULL LINE OF

KRAUT AND SLAW CUTTERS
MEAT CHOPPERS
BARN DOOR HANGERS
BAR IRON
SHELF AND HEAVY HARDWARE
COMMON WIRE AND
CEMENT-COATED NAILS.

Strictly wholesale. Orders filled promptly at bottom ruling prices. Mail orders solicited.

CHRISTMAS SHOPPING.

Difficulties in Suing the Lords of Creation.

Written for the TRADESMAN.

The hurrying days of Christmas shopping are at hand and the despairing statement, "It is so hard to get anything for a man!" will fall upon the ears of the dealer in holiday goods with increasing frequency. How to meet the case successfully when the perplexities of the customer formulate themselves into this oft-repeated expression is a timely problem. The skillful handling of the vexing matter marks the true salesman.

It is unwise to try to controvert the statement, for it is absolutely true. It is hard to get anything for a man. It sometimes seems to be very hard for a man to get anything for himself. It may be some common article of wearing apparel of which he stands in actual need; but there is difficulty when he attempts to supply himself. He wants a particular kind. He must have just what he has made up his mind to have if he has to walk from San Francisco to New York City to get it. If it is shoes he wishes and he has determined upon congress, then congress they must be and it is a waste of persuasive eloquence to extol the merits of balmorals. The case is just reversed, not changed in nature, if he has his mind made up for laced shoes. Perhaps he finds just the kind of thing he is looking for. Then the matter of size comes in. Is there anything that a man wears, from the hat that crowns his noble brow to the shoes that protect the soles of his feet, that does not come in sizes, of which he must have his particular number and no other? Lovely woman is not so. Who ever heard of her rejecting a becoming bonnet just because the crown lacked a quarter of an inch of having the necessary diameter? Bless her heart, she doesn't know what the size of her head is anyway!

Another thing that makes it hard to get anything for a man is that he has really no use for the knickknacks, ornamental articles, fancy china and bric-a-brac that constitute the mass of holiday wares. True, there are occasional men who have a great liking for pretty things and for such it is easy enough to obtain a suitable gift; but are not these freaks rather than normal specimens of what Nature intends for a man? Perhaps they are included in what some writer generally refers to as "women of both sexes."

Then the average man seems to lack woefully in the grace of receiving. Give a woman a white elephant or a bucking broncho and she will assure you it is the one thing in the world she most passionately desired. Give her the most airy and useless trifle imaginable, any old thing bought at a bankrupt sale, and she is—or pretends to be—tickled to death with it. But who ever knew a man to make use of an inconvenient article or try to appear pleased with something he didn't like, simply because it was a present? Some men are worse than others. And still women continue, year after year, to stint themselves for pin-money in order to buy these same husbands presents that will be critically received. Why they do this is too occult a problem for the ordinary human mind.

Turning to history, either sacred or profane, we find that the giving and receiving of gifts played an important part with the Ancients. Hiram of

Tyre sent timber and carpenters and erected a house for King David; and when the Queen of Sheba came to prove Solomon with hard questions she gave him precious stones and of spices a great store and an hundred and twenty talents of gold. It was the common practice, if a king sent an embassy to another king, to send a right royal gift as well. Did some subject people wish to obtain the release of captives or some coveted concession, they would seek to appease their ruler with the most costly presents their means would allow them to procure. It is not to be supposed that these gifts were received otherwise than with royal graciousness nor that they were without due and telling effect.

Then have men changed, or have the presents it is customary to give changed? Perhaps both. These same ancient men, fierce and warlike though they could be on occasion, did not hesitate to break down and weep and make all manner of theatrical display of feeling. Being more childlike than their stoical descendants, perhaps they had something of a child's delight in a gift.

Then do you notice that the presents of which the historians make record were generally of considerable value? It was a large amount of gold or silver, precious stones or costly apparel. Isn't this the reason that men were pleased with them? When it comes to luxuries a man is never backward about coming forward with appreciation. If a thing doesn't count into money he doesn't want it at all. The fact that he is being remembered, that a thing is given him as a keepsake or because we love him, doesn't seem to cut any figure.

There are innumerable things that would please a man—a sailing yacht, a blooded trotting horse, a fur overcoat, a gold watch, a bird dog, for instance. But it is manifest absurdity to mention these to the woman who has just seven dollars and sixty-nine cents in her pocketbook and must make that amount cover the purchase of presents for all her immediate family, fifteen relatives and friends galore. Now, as she is not likely to get anything that will find favor in the man's sight anyway, why not drop all idea of pleasing him? It won't make an iota of difference to him whether she gets a shaving case or a framed pastel, he will never use the one nor admire the other. The result to be aimed at is the mental satisfaction of the lady who is making the purchase, that is all. This simplifies matters. Of course, it is not necessary for the wise salesman to say anything about this to her, when she comes to the store to make her selection. Let her continue to think she is making every effort to get just what will delight him most, and as you see an article seems to strike her fancy focus your energies on selling her that. Do not let her mind wander off upon the tastes and whims of the man who is to be the recipient. Perhaps she is of a literary turn and wants Dante's Divina Comedia or Rawlinson's Seven Monarchies in her collection of books. The man may not know any difference between Paradise Lost and Pilgrim's Progress except a slight difference as to sound in the titles; but see to it that thou do not suggest any inappropriateness in her selection. It will satisfy his soul just as well as that smoking set she was looking at a little while ago and will suit her a good deal better.

In some cases the delay in coming to a decision is so great as to render the

customer unprofitable even if you should eventually make a sale. Better polite and suavely get her off your hands and wait upon four or five others who know exactly what they want but who are likely to leave without making their purchases if some one does not give them attention soon. Time is money, and it is more money now than at any other time in the year.

It is recorded of the famous Cyrus the Younger, who was wont to give presents and do all manner of favors to his friends and followers, that when he had captured some particularly sweet-tasting wine he would drink a part of the bottle himself and send the remainder to a friend; or, having eaten a portion of a goose, he would send what was left, saying that he had himself enjoyed these things and wished his friends to share in the same pleasure. This same Cyrus was well loved, greatly admired and a wonderful manager of men. Can not a hint be gained from the old story? Could it not be suggested to the customer whom you are unable to bring to a decision in a reasonable length of time that, after all, the one thing that is sure to please a man is something to eat? Then name some reliable dealer who at this merry season always gives heed to Pope's statement that

"Viands of various kinds allure the taste," and has lain in a plentiful supply of toothsome edibles calculated to tickle a man's palate and make glad the stomachical portion of his anatomy.

QUILLO.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings, genuine.....	35&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.....	35& 5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 50
Corrugated.....	1 25
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, #18; large, #26.....	30&10
Ives', 1, #18; 2, #24; 3, #30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&10
KNOBBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
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

NAILS	
Advance over base, on both Steel and Wire.	
Steel nails, base.....	1 55
Wire nails, base.....	1 80
20 to 60 advance.....	Base
10 to 16 advance.....	06
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	40
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 7/8 advance.....	85
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	80
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages 1/4c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 35 1/2
Klip's.....	dis 25
Yerkes & Plumb's.....	dis 10&10
Mason's Solid Cast Steel.....	80c list 70
Blacksmith to 9-11 1/2 Cast Steel Hand 30c list 40c 1/2	
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, 3/4 inch and larger.....	9 1/2
Manilla.....	11
SQUARES	
Steel and Iron.....	70&10
Try and Bevets.....	60
Mitre.....	50
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
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SAND PAPER	
List acct. 19, '86.....	dis 50
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	75&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's.....	70&10
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	70
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 05
Barbed Fence, painted.....	1 75
HORSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Cistern.....	30
Screws, New List.....	35
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	7 4
Per pound.....	7 1/2
SOLDER	
1/4@3/4.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x24 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	4 50
14x20 IC, Charcoal.....	4 80
10x14 IX, Charcoal.....	5 50
14x20 IX, Charcoal.....	5 50
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	4 50
14x20 IX, Charcoal, Dean.....	5 50
20x28 IC, Charcoal, Dean.....	9 00
14x20 IC, Charcoal, Allaway Grade.....	4 00
14x20 IX, Charcoal, Allaway Grade.....	5 00
20x28 IC, Charcoal, Allaway Grade.....	8 00
20x28 IX, Charcoal, Allaway Grade.....	10 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, } per pound... 9	
14x56 IX, for No. 9 Boilers, }	

Reorganizing Along New Lines.

Owosso, Dec. 6.—At the last meeting of the Business Men's Association, a movement was inaugurated to change the scope of the organization. The new idea has been agitated for some time past by several members who have felt that the influence of the organization was on the wane and that the benefits derived from the Association were rather meagre, compared to its usefulness during the past. James Osburn is the prime mover in the change about to take place and was present last evening and made a speech in favor of disbandment. It was brought out by him that there was a feeling existing among the laborers of the city that the Association was for the purpose of blacklisting dead-beats and as an information bureau. The farmers also have regarded the Business Men's Association as a combine to scheme against them. He further stated that it was not necessary to refute these erroneous opinions. The Business Men's Association has done all in its power to promote the interests of Owosso. It has not schemed against the laboring man nor the farmer and no blacklist exists. The doors and books of the Association have always been open to the inspection of any who desired to investigate. No star chamber proceedings have ever occurred, yet prejudice exists, to the detriment of the usefulness of the organization, and therefore he was thoroughly convinced that it was to the interest of Owosso that the Business Men's Association give way to an organization which would admit any person—laborers, mechanics, professional, or business men—who had the interests of the city at heart. Mr. Osburn then moved that a committee be appointed to change the name and draft plans for a new association, in which any citizen could hold a membership should be so desire. The motion was seconded by most of those present. The committee on revision which will also attend to the other work of remodeling the Association, appointed consists of James Osburn, Eugene Southworth, A. D. Whipple, Harry Noble, Harry Titcomb, Otto Sprague and Geo. T. Campbell.

An Oriental Legend Relating to the Origin of Eve.

According to an Oriental legend, the Almighty created woman not with a rib of Adam, but with the tail of a cur. According to this story, which in a slightly different form is current throughout Asia and the greater part of Africa, Allah, while sewing up the side of Adam, after removing the rib which was to serve as the basis for the construction of Eve, laid it down by His side on the grass. A hungry yellow dog happened along and, catching sight of the rib, seized it and bolted. Allah started in hot pursuit and would have recovered the bone had not the tail of the dog given away and remained in his hand just as He managed to clutch hold of it. Thanks to the fresh headway which the cur thus obtained, it was able to escape and to swallow the rib before being once more caught. Unwilling to deprive Adam of another bone, Allah resolved to use the dog's tail in lieu of the rib for the construction of Eve; and it is alleged that it is precisely because there is so much of the caudal appendage of the dog in the composition of woman that it is just as impossible for her to remain quiet for any length of time as it is to keep a dog's tail from wagging.

Lower Classification Necessary to Move Michigan Potatoes.

St. Louis, Mo., Dec. 6.—It is our opinion that our market is going to take a great many potatoes from your State this year. You have an abundant crop, and from the best reports that we get from reliable sources, there is not over one-third of the entire crop of your State moved yet. This makes two-thirds of the crop to be moved between now and June 1, and we anticipate that you will soon have a market here for a liberal portion of what is left. We are receiving Michigan potatoes freely now and they are working out Minnesota and Wisconsin.

If something could be done with your freight rates, it would enable the farmers to get more than they would otherwise. Two years ago, the railroads made a sixth class rate for potatoes, which put them into East St. Louis at 14c a hundred from Grand Rapids points, and proportionately lower rates than now existed from points in the tiers of counties further north. In some of these northern counties, it is almost impossible to bring any potatoes by rail to East St. Louis unless they make considerable concessions in the price. The rates are from 5 to 8c per hundred more in these northern counties, which almost prohibits them from selling. Grand Rapids takes an 18c rate now, when two years ago it took a 14c rate.

We think this matter should be agitated with the railroads when you have a considerable crop to be moved under unfavorable conditions. Can not you see the railroads and write an article for publication, with this as a skeleton?

MILLER & TEASDALE CO.

Flour and Feed.

For the past few days there has been but little activity to the flour market, everybody appearing to be waiting without knowing just why. At this season of the year the trade is usually of a holiday character, merchants buying for active needs only, which accounts, in a measure, for the lethargy of the market. Beyond this there seems to be a bearish feeling, and the fear of lower prices is hardly justifiable with the actual condition of stocks. Since July 1 the consumption of the new crop in this country has been enormous, which, taken together with the large actual export of wheat and flour, amounting to about 100,000,000 bushels, has kept stocks from accumulating anywhere to any extent; and the fact is, Europe, as well as ourselves, is living on a hand-to-mouth policy. In the country among farmers, as well as at grain centers, wheat is now in strong hands. The farmers who are obliged to sell every year soon after harvest have sold, and their offerings have all been readily absorbed without perceptibly increasing stocks. Indications now point very strongly to a rise in values within a short time for both wheat and flour, which seem to be the cheapest things on the list. The city mills are running steadily and have some good orders booked for December shipment. Millstuffs are in good demand and prices \$1 per ton higher than last week. Feed and meal are moving freely and prices are well sustained. Wm. N. Rowe.

Canadian Excursion via Grand Trunk Railway.

The Grand Trunk Railway System will on Dec. 16, 17 and 18 sell tickets to nearly all points in Canada, including points on the main line, Intercolonial Railway between Montreal and St. Johns, New Brunswick, at single fare for the round trip. They will be valid to return up to and including Jan. 7, 1899. For particulars call at Grand Trunk city ticket office, 97 Monroe street, Morton House, or at depot. C. A. JUSTIN, City Pass. Agt.

M. C. Goossen, who recently made the nastiest failure Grand Rapids has witnessed for many a day, is removing the remnants of his grocery stock from the McMullen building, on South Division street, to one of the little stores in the Herpolsheimer wooden row, on East Fulton street.

Alva Riblet, formerly engaged in the grocery business at Lake Odessa, has re-engaged in the same business at the same place. The Worden Grocer Co. furnished the stock.

WANTS COLUMN.**BUSINESS CHANCES.**

FOR SALE—DRUG STORE, NO. 1 LOCATION in Grand Rapids; present owner not a registered pharmacist. Address Drugs, care Michigan Tradesman. 781

WANTED—LOCATION FOR A PRIVATE bank by gent eman of ample means, good character and excellent business qualifications. Location must be a good business point surrounded by prosperous farming community. Address No. 780, care Michigan Tradesman. 780

VACANT CITY LOTS AND 80 ACRES OF good farming land, all free and clear, to exchange for hardware or general merchandise. Address No. 778, care Michigan Tradesman. 778

A CHANCE OF A LIFETIME FOR SALE FOR Cash Only—A department store; stock about \$2,000; sales last year, \$42,000; this year will run about \$50,000, all cash, no credit business is done; very little competition. Last year cleared \$5,000 over all expenses. Must go west on account of health of family or money could not buy it. Address No. 777, care Michigan Tradesman. 777

FOR SALE—OLD AND WELL-ESTABLISHED bakery business in a city of 16,000 population. For particulars write to Wm. Malmberg, 215 Cleveland Ave. Ishpeming, Mich. 776

WANTED—GOOD LOCATION FOR FIRST- class dry goods or dry goods and shoe store, in town of 2,500 to 5,000 inhabitants. Will also buy stock if for sale. Address A. Z., care Michigan Tradesman. 775

BEST LOCATION IN MICHIGAN FOR A cold storage and general produce dealer. Write to the Secretary of the Otsego Improvement Association, Otsego, Mich. 631

TO EXCHANGE—FOR CLOTHING, DRY goods or shoes, very nice well rented Grand Rapids property. Address No. 552, care Michigan Tradesman. 552

TO EXCHANGE—FARM FOR CITY PROP- erty; 80 acres, part improved. Adapted to general farming and peach raising. J. H. McKee & Son, Houseman Block, Grand Rapids. 770

O. W. ELLARS, SALESMAN AND AUCTION- eeer, now closing out stock at Ivesdale, Ill. If you wish to close out, address him for terms and particulars. 763

FOR SALE OR EXCHANGE—HOT SODA apparatus, silver, mammoth, up-to-date. Tufts' pattern, \$25, \$5 per month, 6 per cent. interest. Also Soda Fountain modern, eighteen syrups, two sodas, four mineral tubes, magnificent cherry top, Tufts' pattern, \$1,100, \$10 per month, 6 per cent. Also Fixtures, drug and jewelry; three 8 ft., one 12-ft. wall cases, plate glass; 24 ft. drug shelving, half glass; four 8-ft. silent sale-man cases, bev-lod plate, grand; \$1,000, \$10 per month, 6 per cent. Address 76, care Michigan Trade man 766

WANTED—SHOES, CLOTHING, DRY goods. Address R. B., Box 351, Montague, Mich. 699

HAVE SMALL GENERAL STOCK, ALSO A stock of musical goods, sewing machines, bicycles, notions, etc., with wagons and teams—an established business. Stock inventories from \$2,000 to \$3,500, as may be desired. Will take free and clear farm in good location of equal value. Address Lock Box 531, Howell, Mich. 739

FOR SALE—NEW GENERAL STOCK, A splendid farming country. No trades. Address No. 680, care Michigan Tradesman 680

MERCHANTS—DO YOU WISH CASH QUICK for your stock of merchandise, or any part of it? Address John A. Wade, Cadillac, Mich. 628

AGENTS WANTED FOR OUR "DEWEY" slot machine, just out; retail for \$3.00 each; double the trade for candy and cigar stores; no gambling device; agents can make big money. Address Jonas N. Bell & Co., Manufacturers 141 So. Clinton St., Chicago. 772

TO EXCHANGE—FARMS AND OTHER property for dry goods, clothing and shoes. Address P. Medalia, Mancelona, Mich. 553

COUNTRY PRODUCE

WE PAY SPOT CASH ON TRACK FOR BUT- ter and eggs. It will pay you to get our prices and particulars. Stroup & Carmer, Perinton, Mich. 771

WANTED—BUTTER, EGGS AND POUL- try; any quantities. Write me. Orrin J. Stone, Kalamazoo, Mich. 706

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

WANTED—1,000 CASES FRESH EGGS, daily. Write for prices. F. W. Brown, Ithaca, Mich. 556

FIREPROOF SAFES

GEO. M. SMITH, NEW AND SECONDHAND safes, wood and brick building mover, 157 Ottawa street, Grand Rapids. 613

MISCELLANEOUS.

SPECIALTY SALESMAN NOW ON THE road wishes to make a change for other good selling specialty. Address No. 779, care Michigan Tradesman. 779

WANTED—TRAVELING SALESMAN IN hardware or other lines to handle hardware specialty as a side line. Sells at sight. References required. State territory covered. Address F. W. Clark, Manistee, Mich. 774

WANTED—A POSITION AS TRAVELING salesman by energetic man of long business experience. Address No. 764, care Michigan Tradesman 764

WANTED—A YOUNG MAN OF GOOD AD- dress to represent unique insurance in State. Good money for right man. Address at once, Knights of America, Kalamazoo, Mich. 742

Lawrence & Matheson

Packers of

P. & B. OYSTERS

Jobbers of

Foreign Fruits, Nuts, Dates, etc.

For Christmas we shall have a car of fancy Navel Oranges—"Liberty Bell" brand—and we are assured that the fruit will be finely colored and first class. We guarantee our prices and solicit your orders.

127 Louis Street, Grand Rapids.

Travelers' Time Tables.

CHICAGO and West Michigan R'y
Sept. 25, 1898.

Chicago.
Lv. G. Rapids..... 7:30am 12:00am *11:45pm
Ar. Chicago..... 2:10pm 9:15pm 7:2am
Ar. Chicago..... 11:45am 6:50am 4:15pm *11:50pm
Ar. G'd Rapids 5:00pm 1:25pm 10:30pm * 6:20am
Traverse City, Charlevoix and Petoskey.
Lv. G'd Rapids..... 7:30am 8:05am 5:37pm
Parlor cars on day trains and sleeping cars on night trains to and from Chicago
*Every day. Others week days only.

DETROIT, Grand Rapids & Western.
Sept. 25, 1898.

Detroit.
Lv. Grand Rapids..... 7:00am 1:35pm 5:35pm
Ar. Detroit..... 11:40am 5:45pm 10:05pm
Lv. Detroit..... 8:00am 1:10pm 6:10pm
Ar. Grand Rapids..... 12:55pm 5:20pm 10:55pm
Saginaw, Alma and Greenville.
Lv. G R 7:0am 5:10pm Ar. G R 11:45am 9:30pm
Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only.
Geo. DeHAVEN, General Pass. Agent.

GRAND Trunk Railway System
Detroit and Milwaukee Div.

(In effect Nov. 13, 1898)
EAST.
Leave. Arrive.
+ 6:45am Sag., Detroit, Buffalo & N Y. + 9:55pm
+ 10:10am Detroit and East. + 5:27pm
+ 3:2pm Saginaw, Detroit & East. + 12:45pm
* 7:20pm Buffalo, N Y. & Boston. + 10:15am
WEST
* 10:10am Gd. Haven and Int. Pts. + 7:15pm
+ 12:53pm Gd. Haven and Intermediate. + 3:12pm
+ 5:30pm Gd. Haven and Milwaukee. 5:27pm
Eastward—No. 15 has Wagner parlor car. No. 22 parlor car. Westward—No. 11 parlor car. No. 17 Wagner parlor car.
*Daily. +Except Sunday.
E. H. COFFEY, A. G. P. & T. A.
R. F. FETTERER, Trav. Pass. Agt.
C. A. JUSTIN, City Pass. Agent.
97 Monroe St. Morton House.

GRAND Rapids & Mackinaw Railway
Nov. 13, 1898.

Northern Div. Leave Arrive
Trav. City, Petoskey & Mack... + 7:45am + 5:15pm
Trav. City & Petoskey..... + 2:10pm + 10:45pm
Cadillac accommodation..... + 5:25pm + 10:55am
Petoskey & Mackinaw City..... + 11:00pm + 6:35pm
7:45am and 2:10pm trains have parlor cars;
11:00 pm train has sleeping car.
Southern Div. Leave Arrive
Cincinnati..... + 7:10am + 9:45pm
Ft. Wayne..... + 2:10pm + 1:55
Cincinnati..... 7:00pm 6:30
For Vicksburg and Chicago.. + 11:3 pm 9:1 am
10 am train has parlor car to Cincinnati
and parlor car to Chicago; 2:10pm train has
parlor car to Ft. Wayne; 7:00pm train has
sleeping cars to Cincinnati; 11:30pm train has
coach and sleeping car to Chicago.
Chicago Trains.
TO CHICAGO.
Lv. Grand Rapids... 7:10am 2:10pm *11:30pm
Ar. Chicago..... 2:0 pm 9:10pm 6:25am
FROM CHICAGO.
Lv. Chicago..... 3:02pm *11:32pm
Ar. Grand Rapids..... 9:45pm 6:30am
Train leaving Grand Rapids 7:10am has parlor
car; 11:30pm, coach and sleeping car.
Train leaving Chicago 3:02pm has parlor car;
11:32pm, sleeping car.
Muskegon Trains.
GOING WEST.
Lv G'd Rapids..... + 7:35am + 1:00pm + 5:40pm
Ar Muskegon..... 9:00am 2:10pm 7:05pm
Sunday train leaves Grand Rapids 9:15am;
arrives Muskegon 10:35am.
GOING EAST.
Lv Muskegon..... + 8:10am + 11:45am + 4:00pm
Ar G'd Rapids... 9:30am 12:55pm 5:20pm
Sunday train leaves Muskegon 5:30pm; ar-
rives Grand Rapids 6:50pm
+Except Sunday. *Daily
C. L. LOCKWOOD,
Gen'l Passr. and Ticket Agent.
W. C. BLAKE,
Ticket Agent Union Station.

DULUTH, South Shore and Atlantic Railway.

WEST BOUND.
Lv. Grand Rapids (G. R. & L.) + 11:10pm + 7:45am
Lv. Mackinaw City..... 7:35am 4:20pm
Ar. St Ignace..... 9:00am 5:20pm
Ar. Sault Ste. Marie..... 12:20pm 9:50pm
Ar. Marquette..... 2:50pm 10:40pm
Ar. Nestoria..... 5:20pm 12:45am
Ar. Duluth..... 8:30am
EAST BOUND.
Lv. Duluth..... + 6:30pm
Ar. Nestoria..... 11:15am 2:45am
Ar. Marquette..... 1:30pm 4:30am
Lv. Sault Ste. Marie..... 3:30pm
Ar. Mackinaw City..... 8:40pm 11:00am
G. W. HIBBARD, Gen. Pass. Agt. Marquette.
E. C. Oviatt, Trav. Pass. Agt., Grand Rapids

MANISTEE & Northeastern Ry.
Best route to Manistee.

Via C. & W. M. Railway.
Lv Grand Rapids..... 7:00am
Ar Manistee..... 12:05pm
Lv Manistee..... 8:30am 4:10pm
Ar Grand Rapids..... 1:00pm 9:55pm

TRAVEL VIA F. & P. M. R. R.
AND STEAMSHIP LINES
TO ALL POINTS IN MICHIGAN
H. F. MOELLER, A. G. P. A.

Fall Weddings
Are now on tap. We make a specialty of wedding invitations, both printed and engraved on copper, and cheerfully submit samples and quote prices on application.
TRADESMAN COMPANY
GRAND RAPIDS.

Everything in the Plumbing Line
Everything in the Heating Line
Be it Steam, Hot Water or Hot Air. Mantels, Grates and Tiling. Galvanized Work of Every Description. Largest Concern in the State.
WEATHERLY & PULTE, 99 Pearl St., Grand Rapids

WHEN YOU SEE A MAN DO THIS
you know that he wants one of the **BEST 5 CENT CIGARS EVER MADE**
Sold by all wholesale dealers and the **G. J. JOHNSON CIGAR CO., Grand Rapids.**

The President of the United States of America,

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

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

ENOCH MORGAN'S SONS COMPANY,

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

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

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

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

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

S. D. OLIPHANT, Clerk
ROWLAND COX, Complainant's Solicitor

Heavy, Heavy Hangs Over

Wasted Energy, Wasted Stock, Wasted Capital.

All for Want of System.

Modern invention and ingenuity have made it possible for any person in the Grocery or Meat retailing business to know exactly, to the smallest fraction of a dollar, what they must charge a customer on every sale to reap a fair, honest profit.

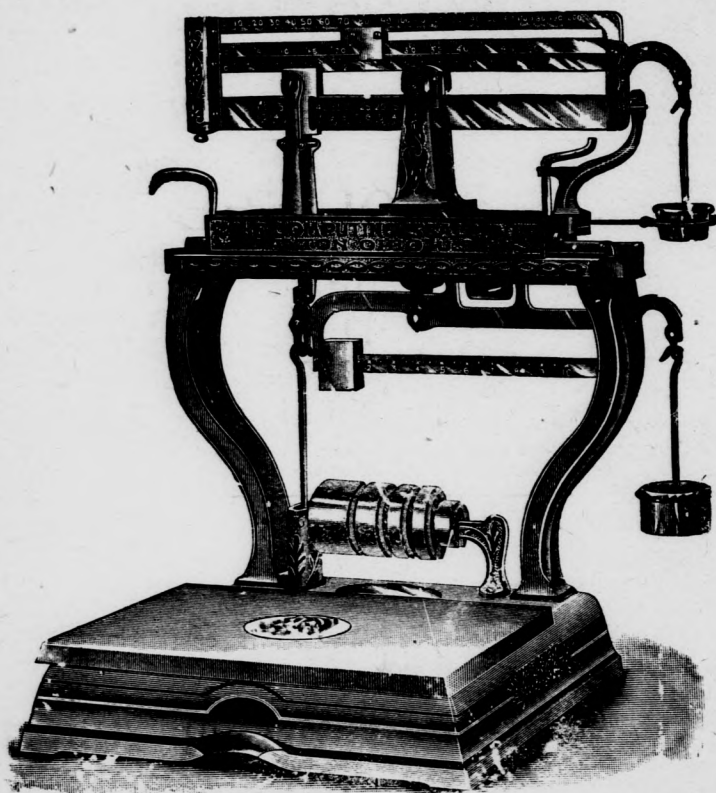
This is accomplished solely by the adoption of that wonderful invention, the

Money Weight System

This system is found only in our Computing Scales. No merchant should hesitate to better his condition when the remedy for that dreaded disease, ALL-LOST-BY-ERROR, commonly known as Dead Loss, can be had for the asking. We will fill the prescription for you. Drop us a line and let us diagnose your case.

The Computing Scale Co.

Dayton, Ohio.



STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

OILS

NAPHTHA AND GASOLINES

Office and Works, BUTTERWORTH AVE.,

GRAND RAPIDS, MICH.

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

Highest Price Paid for Empty Carbon and Gasoline Barrels.

The Regent Manufacturing Co.

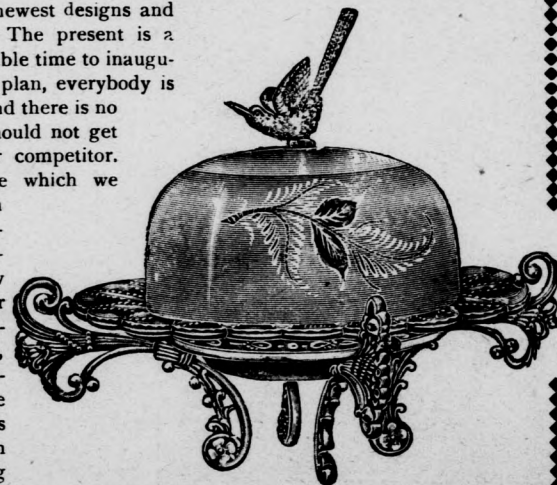
174 Wabash Avenue,

Chicago,

Offer as a special
Holiday Inducement:



Chicago, including this \$10.00 Graphophone as our premium to you. Our Silverware is the recognized brand for premium purposes — it is honestly made, showy, attractive, newest designs and **brings you trade.** The present is a particularly favorable time to inaugurate the premium plan, everybody is spending money and there is no reason why **you** should not get it instead of your competitor. The Graphophone which we present to you with the Champion assortment, absolutely free, will draw the crowds to your store, the handsome silverware, which you are giving away will make them buy, and this happy combination is bound to bring profitable business.



WRITE FOR SPECIAL CIRCULAR AND FULL PARTICULARS.