

STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

OILS

NAPHTHA AND GASOLINES

Office and Works, BUTTERWORTH AVE.,

GRAND RAPIDS, MICH.

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

Highest Price Paid for Empty Carbon and Gasoline Barrels.

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 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.

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 casters 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 OF SAMPLE FURNITURE.

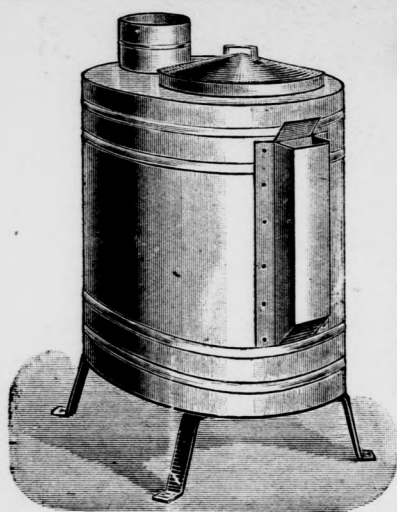
PEARL AND OTTAWA STS.

GRAND RAPIDS, MICH.

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.



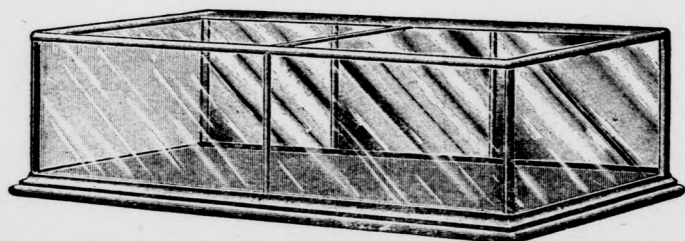
Car Stoves for Potato Shipments

Our new potato stove, which has detachable legs, is ahead of any other stove on the market, because it can be shipped without being damaged.

Write for prices.

WM. BRUMMELER & SONS,
GRAND RAPIDS, MICH.

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.

Absolutely Free

A Ten Dollar Graphophone
A Bronze-mounted Hand-decorated Lamp
A Large Bronzed Parlor Clock

Premiums are given with an object in view. We recommend to merchants to give away premium to their customers to INCREASE THEIR CASH and general trade. We offer the above premium to introduce our line of premium silverware. We claim for our quadruple plated silverware that it is of better quality than other makes offered at similar prices, every piece being accompanied by a ten year guaranty certificate.

As an inducement to test the merit of our quadruple plated silverware and to interest you in the premium plan we offer the above premium absolutely free, as follows:

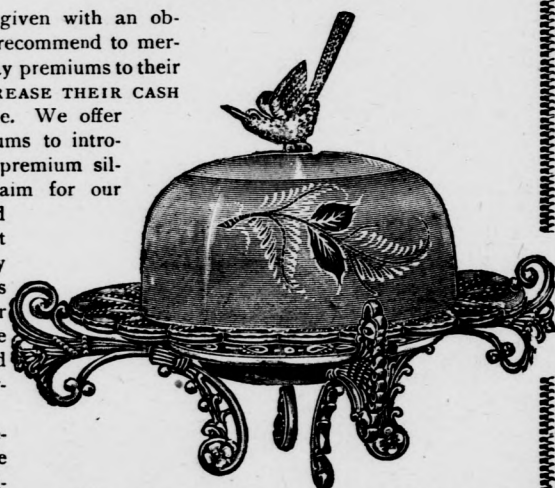
The Champion Assortment, 40 pieces silverware, for.....\$50.00
Including a ten dollar graphophone.

Assortment No. 115, 20 pieces silverware, for.....25.00
Including the decorated lamp.

Assortment No. 110, 20 pieces silverware, for.....25.00
Including the parlor clock.

Our regular price of silverware is invariably \$1.25 each. We are making this special offer for the purpose of interesting you in our line. Drop us a postal for descriptive illustrated circulars and full particulars.

THE REGENT MANUFACTURING CO.,
174 WABASH AVE., CHICAGO, ILL.



NUTS and RAISINS

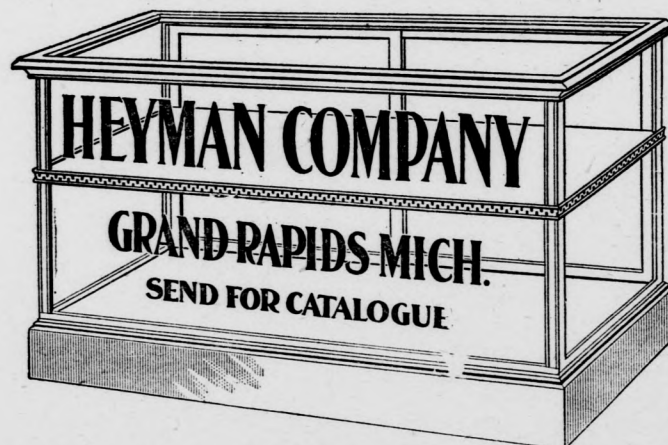
ALMONDS	FANCY CLUSTERS
BRAZILS	LONDON LAYERS
FILBERTS	IMPORTED SULTANAS
PECANS	ONDARA LAYERS
WALNUTS	LOOSE MUSCATELS
MIXED	SEEDED IN PACKAGES

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



This Showcase only \$4.00 per foot.

With Beveled Edge Plate Glass top \$5.00 per foot.

BEST WORK CHEAPEST IN THE END

The maxim "Best work is always the cheapest" applies especially to engraving. In placing his goods before the public, the producer can afford to use only the best illustrations, and this cannot be accomplished unless the printing plate, whether made by zinc-etching, half-tone, wood-engraving or any other process, is perfect in every detail. Many manufacturers pay too little attention to this important feature of their business and, when the illustration does not do justice to the original article, blame the printer when the fault is their own. They may have been influenced by false motives of economy to give their order for the printing plates to the lowest bidder at so much a "square inch." They did not take into consideration that printing from poor plates costs as much as from good ones (and sometimes more); that the postage bill for mailing the printed matter is the same, and that by showing their products to a disadvantage, owing to cheap engravings, they lose in profits many times over what they thought they saved by patronizing the lowest bidder. Our house was one of the first in the West to engage in the production of printing plates, and during an experience covering fifteen years we have kept pace with the times, increased our facilities annually, and are to-day equipped to make plates by every process known to modern art. Our services are at the disposal of all who appreciate that best work is always cheapest in the end.

TRADESMAN COMPANY, Grand Rapids.

MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, DECEMBER 21, 1898.

Number 796



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.

PREFERRED BANKERS LIFE ASSURANCE COMPANY OF DETROIT, MICHIGAN.

Commenced Business September 1, 1893.

Insurance in force.....	\$2,745,000.00
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, Jan. 4-5. Winter Overcoats and Ulsters still on hand.

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. CLELAND, ATTORNEY.

THE FORGOTTEN PAST

Which we read about can never be forgotten by the merchant who be comes 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.**

Serious Defect in the State Banking Law.

The Peoples Savings Bank episode calls attention to what is certainly a defect in the State banking law. The law should not be such that a board of directors of a bank, once elected, can retain their places indefinitely. The provision for an annual election, and, in the event of its failure, for a subsequent election, should be mandatory instead of permissive. As the law is now, the directors can calmly refuse to issue the call for a meeting of any kind, and if the stockholders do not like it, the only remedy they have is an appeal to the Banking Commissioner, whose authority is above that of the board. The annual elections are farcial in many respects, under any circumstances, the old board having it practically within its power to perpetuate itself in office by having the framing of the slate in its hands.

* * *

Another obvious defect in the law is the absence of any provision requiring an annual statement to the stockholders showing the earnings, expenses, profits and losses and general conditions, together with the nature and character of the securities held. It is apprehended that, if such statements were made, changes upon bank directorates would be more frequent than they are and the directors would certainly feel a greater responsibility resting upon them. As things are now, the stockholders have very little knowledge of the true condition of the institution in which they have their money invested and have no way of ascertaining if they are being faithfully represented or not.

* * *

The annual meeting of the Peninsular Trust Company is conducted on lines that could, advantageously, be imitated by other institutions. It is not a perfunctory affair, but it is a meeting that is actually held, and, when the stockholders are all assembled, the affairs of the Company are laid before them in detail and a free discussion of the past and future follows. This system puts the stockholders in closer touch with the institution and renews their interest in its prosperity. The Michigan Trust Company does not have the "town hall meeting," but it annually submits to the stockholders a statement of the operations of the previous year.

What a Chicago Traveler Struck in the U. P.

A Chicago traveling man who makes some of the sparsely-settled and lonesome districts of the Upper Peninsula has just returned from a trip of that kind, and, as usual, has many experiences to relate. To a group of listeners at the Livingston Hotel the other night he told this story:

"On my last trip to Duluth," said he, "I had a long drive through a section of country that is but little traveled. Houses were scarce, but occasionally I would come across a pioneer who had drifted away from civilization and was spending the decline of life far away from the madding crowd. On the after-

noon of the particular day I approached a strip of wood through which ran a small stream. I stopped to allow the horses to drink, and as I emerged on the other side there was a small clearing not far off, in the midst of which stood a log hut. As I drew near I noticed a man sitting in front of the door—a native of this God-forsaken country. He appeared to be about 45 years of age, and was lean and cadaverous. He had a goatlike beard that beat time with his jaws as he destroyed some heavy brand of tobacco. With a huge jack knife he was engaged in carving off long splinters from a large pine stick. I stopped and started up a conversation, but he was reticent and answered all my questions in monosyllables. He appeared to be hollow from skull to boots, and looked like a man who needed a drink if ever a mortal did. It is my custom to carry a good brand of liquor with me when out on such trips, and so in an evil moment I said:

"My friend, I have a little good liquor; would you like to have a drop?"

"The effect of the words was instantaneous. He arose, shut his jack knife with a snap, spat out his tobacco, wiped his hands on the seat of his trousers, and with tears in his voice said:

"Mister, say that again."

"I repeated what I had said. Without another word he turned and went into the house and presently emerged with a large cup, a spoon and some sugar and water. Taking my flask he proceeded to mix the ingredients until he had an amount that would have satisfied the Brobdignagians that Gulliver tells about. I was about to remonstrate on the reckless use of the liquor, when he stopped, placed one hand on his stomach, raised his eyes in silent, thankful prayer, and said:

"Well, here's to you. The man wat drinks this—the lightning may strike and kill him or a tree may fall on him—but if it don't he'll never die."

The Grocer Was Sleepy.

From the Kalamazoo Gazette.

Monday afternoon a woman called at H. W. Moerdyke's grocery store in the north part of the city and purchased a pound of lard and a loaf of bread. She was particular about the bread. She wanted Witwer's, because she said that she used to work there. She gave the grocer a \$10 confederate bill in payment for the goods and received \$9.85 in good money in return. She took the car and that was the last seen of her. About the only description which Mr. Moerdyke can give of her is that she wore a cape. He did not discover the fact that he had taken a worthless bill and given out good money for the same until some time after the fair visitor had made her departure.

Greater New York has fallen into the helpless country village condition, being obliged to wait for warm rain to carry off the snows that blockade her streets.

Clean people make a clean city, and honest citizens, when they are not in the minority, are able to make honest governments by choice of honest rulers.

Honest Values and Reasonable Expenses.

Very often a mistaken idea prevails among retailers with respect to the reason why their business has retrograded, and why, instead of continuing to be a source of profit, it shows a tendency to make a loss. Retailers often beguile themselves with the idea that crop failures, low wages, lack of employment, fierce competition and other facts of the same general class are the causes of the change in their affairs. In isolated cases these reasons have some bearing, but more careful observation will show that the real cause is wrong or mistaken business methods, mismanagement or unfair practices which lose the goodwill of the community. The goodwill of one's customers, like a reputation for honesty, when once gone, is seldom regained.

Proper business methods, stated very briefly, are honest values and reasonable expenses. "Honest values" means honest merchandise and honest prices. "Reasonable expenses" means outlay at all times within the bounds of the business. The old fashioned profit, which partook more of the character of respectable highway robbery than of any other, is an institution of the past. It may even now occasionally thrive for a short time under favorable conditions, but in such cases the day of retribution is bound to overtake those who practice it.

The business which has been built up upon what I have described as proper business methods is invariably successful and always prosperous. The foundation is one of solidity and strength and one that can easily sustain its burden through times of depression.

"What shall I do?" cries the merchant in despair, as he finds his business gradually but surely slipping from his grasp. Frequently this is a difficult question to answer. Sometimes it is very easy. If, by unfair practices, wrong business methods and illegitimate profits he has forfeited the confidence of the community in which he is doing business, the sooner he pulls up his stakes and departs for a new field of action, the better he will be off. Let him go where his identity is entirely unknown and where he can at least try to reform himself and build up a new business upon the basis of honest values and reasonable expenses, thus profiting by the errors of the past.

A man does not require a lifetime, as of old, to establish a business. Modern facilities enable one to build up a business quickly. But how to retain it when once built up is another question. This result can not be accomplished by printer's ink alone, but honest values and a reputation for reliability are potent factors. Moderate expense is also essential to a satisfactory balance sheet.

MARCUS MICHAELS.

Christmas is not much in hot countries, where there are no fireplaces to hang up stockings by the mantel.

Christmas time is a jolly time, when a friend forgets the past and remembers the Christmas present.

Dry Goods

The Dry Goods Market.

Staple Cottons—In heavy sheetings and drills the market is very firm on all leading tickets; the home demand is said to be only fair, while the export demand is a little better. In light-weight fine goods the tendency is still upward, and another advance of 1-16c is reported. Bleached cottons are selling steadily in medium and fine grades, and although low grades are quiet, the conditions of the gray cloth market have kept them stiff in price.

Prints—A very large business has been done upon fancy and the more staple lines of prints under the stimulation of an advancing market for both cloths and finished goods. Some lines of fancies and shirting prints have now recovered all of the recent decline, and an average advance of 5 per cent. has been registered all along the line. A few lines are still obtainable at old figures, but the advance is likely to come at any time. Last season's price for full standard fancies has been assured all along, and is now practically secured. The tendency of the market on all lines is upward, and buyers are inclined to purchase more freely when their goods are constantly appreciating in value. Percales have now worked into a strong position, and a renewed impetus has been given to the demand for printed specialties.

Dress Goods—The dress goods market shows several interesting features this week, that have in some cases been reported before, but which are more emphatic than ever. Business is moving along in a quiet way and has shown no great change in actual conditions beyond a slightly better trade and a decided improvement in regard to the feelings of all concerned.

Hosiery—The hosiery market is still weak and uncertain as to the outlook. This is especially the case with fancies, for which there are various opinions as to their probable demand. The consensus, however, favors the opinion that only the finer grades of fancies will be at all forward for the coming season, with very neat and tasty patterns most in favor. It is not likely that the market will again be overloaded with a quantity of poor grades, as dealers have learned by experience that these will not sell. This is especially true of golf hose and many predict that the exceptional demand for these goods has passed.

Underwear—Agents are now preparing their samples for the coming fall underwear season, and are waiting for prices to put on them before opening up. It is not expected that these will be materially different from the past season, as most agents have firm prices on certain lines of their goods which they adhere to and which their customers can rely on to find every season. There is no promise of any change in grades for the coming season, although in view of the fact that last season developed a slightly greater demand for the better grades, it is thought probable that there will be a smaller quantity of the cheaper grades manufactured.

Blankets—When the blanket manufacturer sees the first of December approaching, he feels very uneasy if he has any large stocks on hand. He has but one season in his business, and whatever stocks of blankets are carried over the first of December are apt to be carried to another year. A year ago at this time there was a decidedly blue

tinge to the atmosphere in the vicinity of the blanket department of the various commission houses, on account of the big stocks which most of the mills carried, but this year there is a very different aspect to affairs, and almost without exception stocks are so small that they are considered unworthy of important consideration. Of course, as we have pointed out before, this is largely due to the large quantities taken by the Government, and the fact that if the right goods were not to be found they took what they could get, and in this way many stocks, which were really undesirable, were quickly moved. The blanket manufacturer will begin the season of 1899 with almost a clear field, with money in his pocket, and a good business outlook ahead of him. A number of new lines are being prepared for the next season, but as yet it is impossible to say when they will be opened or what prices will be made.

Woolen Goods—The situation in men's light-weight wear woollens and worsteds is not materially changed from that chronicled a week ago. Manufacturers are receiving duplicate orders, but the requests of individual clothing concerns are in no case large; they are evidently buying as they sell, purchasing about what they have sold, and in no case anticipating any demand. This is the rational way, and so long as it is pursued the manufacturing situation and the condition of the cloth market will be healthy if not as strong as could be wished. There are several other phases of the situation which are rather encouraging than otherwise: the tone of the wool market is stronger; the character of the closing London sales was such as to render the domestic market for foreign wools appreciably firmer. Domestic cloth manufacturers are in the wool market to some—to a considerable—extent as compared with a few weeks ago. The clothiers are fairly well employed making up such goods as they have sold, and are still receiving orders; they are buying materials—supplies, linings, trimmings, etc.—for use in the manufacture of cheap and medium-price suits for spring; this they were not doing ten days ago, at least to anything like the extent which they have been doing during the past week. There is yet a long period, comparatively speaking, during which it will be practicable for mills making lightweight goods to take orders for the season; these are the months of January and February, and the moderate way in which the clothing sales are proceeding it looks as though orders would come in pretty freely after New Year, for that there is more demand for spring clothing than has yet materialized there is little doubt. This is generally the feeling of the trade, who, for the most part, regard the outlook cheerfully, the exceptions to the contrary being very few.

Typical Christmas Dinners of the Different Nations.

Christmas, the day for home gatherings, gift giving and feasting, is once more so near that people are making their plans for observing it. It is the day above all others that brings back old memories and associations of childhood. It is, therefore, a good rule to make the decorations and the fare conform as nearly as possible to the customs of our grandparents and to keep to the simple home manners for at least this one day in the year.

Nearly every country has observances peculiar to itself for Christmas. Great

Britain has its renowned sirloin of beef and the plum pudding which is known the world over as the Englishman's Christmas dinner dessert. In Queen Wilhelmina's domain Christmas without the goose stuffed with chestnuts, the raised rolls with fruit in them, and the traditional St. Nicholas cakes would surely not seem to the Hollander like Christmas. Every Russian who can do so raises a pig for his Christmas dinner, for the Russian would not think it was Christmas if a small roasted pig was not served upon his dinner table. This pig is required to be of a certain weight when dressed for cooking, and is served with a dressing made from the heart and liver and boiled buckwheat. Spain has its national festal dish of almond soup and also gold-fish cooked with chopped garlic and oil. Italy has the dainty relish of eels and macaroni at her holiday feasts, the eels being served rolled in laurel leaves. The principal viand for the Austrian's Christmas dinner is turkey with an apple dressing, served with vermicelli combined with poppy seeds and honey. For the New England Christmas dinner there should be the royal American bird served in the good old manner, with cranberry jelly thick and rich. There should also be mince pies such as were made in the time of our grandmothers, with plenty of good cheer, holly and evergreens, bright lights and brighter faces. Such fare should make the Christmas dinner one to be remembered.

An Able Defense.

"Why did Josephine dismiss her suit for damages?"
"The man proved that he ran into her bicycle because he was looking at her."

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.

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.

OUR NEW LINE



of Wash Goods, including Madras Cloth, Gingham, Prints, etc., will be ready to show by Jan. 1, 1899.

P. Steketee & Sons, Grand Rapids.

You Wouldn't Wear a Bag

as a shirt, would you? Of course not; yet that's about all you can call the shirts some makers sell. Last season we did a splendid shirt business. The garment we sold was good, but not all that we desired. This season our hopes have been realized. We offer goods to retail at a half dollar that are properly shaped, have graduated bodies, are extra length and fast colors. Then there is the "new thing"—the double front with stripes crosswise. Some will tell you they are "the only ones" that have it, but you'll find it in our line. We also show a fine assortment of Madras and Percale Negliges with and without collars at a good range of prices. Line will be shown by our salesmen on their first trip.

VOIGT, HERPOLSHEIMER & CO.,
WHOLESALE DRY GOODS, GRAND RAPIDS, MICH.

How the Gang Downed the New Druggist.

M. Quad in American Druggist.

I never could understand why the new man made the mistake he did. Druggists are looked upon, I believe, as pretty shrewd men and close observers, and they escape disaster where other men fall easy victims. Roseburg was a town of 8,000 people, and it had three drug stores. The new man came out from Chicago and bought out one of the three stores, and therein lies my story.

In a town of 8,000 people everybody knows everybody, you know. There are legends, traditions and idioms which no stranger can catch onto. People run in cliques and ruts. The meetings of the Masonic Lodge take place every Thursday evening; of the Odd Fellows every Friday evening; of the three church choirs every Saturday evening. Certain men drop into the hotel on certain evenings; certain other men drop into groceries or drug stores. There is a routine about these things, and nothing but an earthquake or a blizzard can break it up, even for an evening. Langham's drug store was old-fashioned; so was Langham. The windows were cleaned about three times a year. Once a year the stove was blacked and the metal of the two show-cases rubbed up, and perhaps a few of the bottles were moved about. There was no radical change, however. Mr. Langham didn't go in for radical changes, and his customers wouldn't have put up with them. On one occasion he had the floor soaked and mopped and on another he had the ceiling whitewashed, but the protests were so vigorous that he never experimented in that direction again.

Langham had run a drug store for fifteen years, and for fifteen years his store had been the headquarters for a certain clique. We gathered there six evenings a week, and felt mighty lonely on the seventh because his store was shut up. We could always count on a congregation of ten or twelve, but the usual number was twenty. Now and then one of the crowd bought a bottle of hair oil or a box of pills and told Langham to chalk down the amount, but we didn't assemble to buy and he didn't count on our custom. The object was purely social. He had four chairs, two boxes and counter room for fourteen sitters, and we took possession by constitutional right. We smoked clay pipes and corn-cob pipes; we played checkers and fox-and-geese; we gossiped and slandered and lied. If a would-be customer came in we regarded him as an intruder; if Langham showed a disposition to work us out before 11 o'clock we rebelled and cowed him. I must do him justice, however, to say that he was thoroughly in accord with the object of the meetings and always appeared to enjoy himself.

This thing had been going on for years and years when the new man arrived. He came into the store of an evening when our crowd numbered twenty-three people. Every man was smoking and at least half of them were telling stories, slandering absent ones or lying about their war records. He had every chance to see and to hear and to post himself on legends and traditions. I have always contended that he was a brave man to offer Langham a price for that drug store—brave but reckless. He ought to have realized what the breaking up of the club and the routine would mean to that store. Langham was amazed and indignant at the offer to purchase, and when we heard of it and demanded to know his policy he solemnly assured us that he intended to live and die in the midst of his friends. Money is a powerful factor, however. When he realized that he had been offered a good thing, and that such an opportunity might never come again, he threw us down. It was a base, unworthy action, but such is human nature. He sold out slyly and secretly, and left town at once to avoid our vengeance. Indeed, not a man of us knew that a sale had been effected until we gathered at the usual hour of a Monday evening. To our amazement and indignation we found that the stove had been freshly polished, the floor

cleaned, the show-cases and bottles changed about, and the new man was at the counter. It was not the old familiar place any more. It was a new drug store, with new aims and ambitions. There was only one chair left for the sitters, and the counters were so constructed that no one could use them for roosts. A box of copperas which had occupied one steady place for twelve long years had been rudely hustled out of sight, and a basket of sponges which had stood in the front window still longer had disappeared forever.

As if all this were not enough, the new man was ready to add insult to injury. He had a bland smile, and he rubbed his hands, and as each man entered the store he was briskly approached and softly saluted with: "Well, sir, what can I do for you this evening?"

The most of us were paralyzed and turned away, but now and then a man rebelled. Old Goodman, for instance, who had played four games of checkers every week-day night for almost twelve years, could not be thrown down without protest.

"Do you mean," he demanded, "that you have bought out this store?"

"Yes, sir," was the brusque reply.

"And you are going to run it?"

"Of course."

"And about our club?"

"I know nothing about your club. I am offering a great bargain in that toilet soap there."

Well, that was the finis of our club. It was the breaking up of our routine. We might have hired the cooper shop for our nightly meetings, and a butcher threw out strong hints that we would be welcome, but men can't make such sudden changes. Some of us had to stay home, to the great wonderment of our families, and some had to sneak into shoe shops and grocery stores and be looked upon as intruders. Very naturally, revenge was the only thing thought of. The new man put plate glass in his windows, oiled up the woodwork and got in fancy show-cases and a new stock, but we had camped on his trail. We gave out that he was stingy and mean; we inveigled against his improvements and his prices; we found fault with him generally and personally, and the man who made a purchase of him was listed as a bold-faced enemy to American freedom. The new man had some spare capital and lots of grit, and he fought back and refused to be downed. We had the advantage, however. He had put his iron heel on one of the customs of a small town and had hit a thousand men in hitting twenty. He held on for a few months over a year, but the crash was inevitable. The sheriff at last took possession and sold him out, and no one heaved a sigh when he folded his tent and stole silently away. He was a smart druggist, but he did not understand human nature as it may be read in every small town. He was a good business man in his way, but he had the wrong way. It would have been the same had he bought out the cobbler, the grocer or the hotel man and abolished their gangs. Cities lose their traditions in the lapse of time, but a small town clings the tighter to them as time goes on, and the checker-board at the corner grocery descends from father to son with a legitimacy that no one must dispute.

Betrayed by His Manners.

A Western man, prominent as an educator, tells of a trip on a far Western stagecoach. He sat beside the driver and tried to engage him in conversation, but the driver was silent, and almost surly. The stage stopped for dinner at a little eating house, and when it rolled away again the driver talked and told stories and acted like another man. Later he explained the matter. "I didn't take a shine to you this morning," he said, "because I thought you was a gospel fellow, but when I seen you eating pie with a fork, I knowed right away you was a gambler."

If you lend a man grass seed, the next thing he will strike you for is a lawn mower.

As Sure As Dimes Make Dollars.

As sure as dimes makes dollars, so great successes are made up of innumerable small ones.

One lucky purchase and its resultant good sale will not establish a merchant in business or draw all the trade to his store.

In fact, if it is not followed up with others, the good impression soon fades away and is forgotten; but if the merchant is clever enough to follow up the advantage gained, he will soon establish a reputation for wide-awake dealing that will bring him the success he is working for.

The new clerk may hypnotize a cranky shopper that all the others dread and avoid and sell her a bill of goods. It will most likely be put down to his "newness," and be confidently predicted that it will wear off in time; but if, by some power undiscovered by his fellows, he changes most of the cranks and shoppers to buyers, it will soon lead to his promotion over the heads of the other salesmen.

It is only by close attention to little things that any one can reach the summit of success.

Spoiled By the Advertisement.

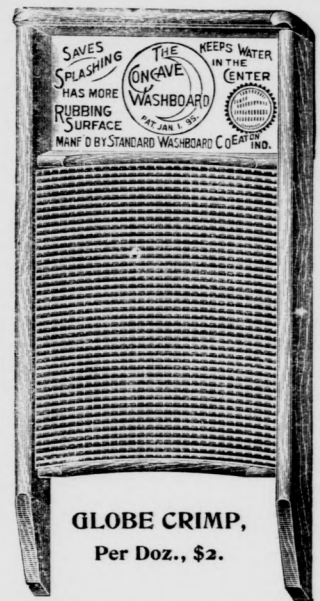
"What do you think of Jack's patent hat-pin?"

"It's good, but it won't sell."

"Why not?"

"He advertises it as a new wrinkle for ladies."

The "Concave" Washboard



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

J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsellors.

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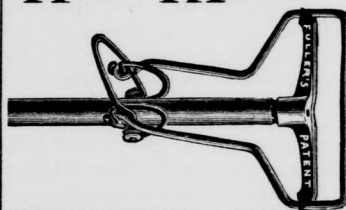
Candy, Cough Drops, Tobacco Clippings, Condition Powders, Etc. Bottle and Box Labels and Cigar Box Labels our specialties. Ask or write us for prices.

GRAND RAPIDS PAPER BOX CO.

PHONE 850.

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

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.

Building Paper, Roofing Material

We are jobbers of these goods, among which are



Rosin Sized Sheathing, W. C. Oiled Sheathing, Tarred Felt, Roofing Pitch, Coal Tar, Rosin, Asphalt Paints, Elastic Cement, Ready Roofing, Carpet Lining, Mineral Wool.

H. M. REYNOLDS & SON, Grand Rapids, Mich.

Detroit Office, Foot of 3d Street.

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

Around the State

Movements of Merchants.

Niles—J. Johnson & Son, undertakers, have sold out to H. E. Price.

Coldwater—Wm. Knapp has sold his grocery stock to Marvin Porter.

Detroit—Louis J. Germann, milliner, is removing to Van Wert, Ohio.

Albion—E. A. Davis has sold his grocery business to Wocholz & Deyoe.

Port Huron—Howe & Davis, of Lenox, have opened a meat market here.

Ann Arbor—Fred C. Miller has sold his grocery stock to Charles F. Pardon.

Petoskey—J. T. Hirschman has purchased the meat market of Henry Gates.

Jackson—C. H. Foote has closed out his grocery stock at 206 West Trail street.

Fosters—Guy Foster continues the mercantile business of Q. Jackenbush & Foster.

Munising—Herman & Co. are succeeded by Fred Loos in the confectionery business.

Springport—H. G. Dean has purchased the general and implement stock of J. S. Geiger.

Lansing—Fred Roller has purchased the meat market at 126 Michigan avenue of Bugbee & Spanier.

Corunna—Mr. McDonald, proprietor of the hay and feed store here, has sold out to H. W. Sanford.

Coldwater—The National Burial Device Co. has increased its capital stock from \$10,000 to \$20,000.

East Jordan—A. T. Johnson has removed his stock of boots and shoes from Traverse City to this place.

Ann Arbor—The Joseph T. Jacobs shoe stock has passed into the capacious maw of the J. L. Hudson Co.

Kalamazoo—J. F. Muffley will succeed Muffley & McDonald Jan. 1 as proprietor of the People's shoe store.

Chesaning—F. A. Greenfelder & Co. succeed Frank A. Greenfelder in the agricultural implement business.

Union City—Will Kalmbach, the dry goods merchant, was recently married to Miss Minnie Eisenbrieser, of Francisco.

Adrian—The style of the house furnishing goods firm of W. E. Kimball & Son has been changed to C. W. Kimball.

Alto—Oscar J. Ryberg has purchased the C. W. Williams drug stock and will continue the business at the same location.

Freeport—H. S. Mullen has opened a meat market here, engaging Chas. Vanderlip to assist in waiting on customers.

Kalkaska—Harry Hurley, formerly of the meat firm of Knowles & Hurley, has purchased the meat market of Skarritt & Sack.

Sethton—Norman H. Wells has sold his general stock to R. W. Griffin, who has removed his general stock from Forest Hill to this place.

Ludington—Lilliberg & Jacobson is the name of the new flour and feed firm located at the corner of Washington avenue and Dowland street.

White Cloud—G. F. Stoors has sold his grocery stock to the Barnhard Mercantile Co. and will engage in business elsewhere in the near future.

Hart—Many Hart business men are opposing the use of cigarettes in a practical way by placing signs in their places of business reading, "No cigarette smoking here." The rule is applied not only to their clerks but people who enter to do business.

Westwood—Chas. A. Rickerd has taken the management of the grocery stock of Mrs. W. H. Potter, successor to the estate of the late W. H. Potter.

Elkton—Fred Elder has purchased the drug stock of D. G. Neuber. Neuber has made a proposition to settle with his creditors on a basis of 50 cents on the dollar.

Muskegon—John A. Tinholt, who for years has owned and conducted a drug store on Pine street, has disposed of his stock to C. D. Poel, who took possession Monday.

Ovid—Marshall & Woodworth will dissolve copartnership Jan. 1, Frank A. Marshall taking the hardware stock and Wm. W. Woodworth continuing the implement business.

Ovid—E. D. Beebe will take full possession of his drug business after Jan. 1, Fred Palmer, who has occupied the position of clerk for some time, returning to his home at Lawton.

Sturgis—F. L. Burdick, of the dry goods firm of F. L. Burdick & Co., has purchased the shoe stock of the Hub shoe store, which, for the past year, has been under the management of Will Smith.

Battle Creek—Wm. Noble, on account of poor health, has been obliged to retire from the harness business and has sold his stock to F. H. Latta, who has not yet decided as to whether he will continue the business.

Coldwater—Nichols & Collins have rented a store building and will put in a line of groceries and general merchandise about the first of March. Mr. Nichols resides at Clayton and Mr. Collins is from Jonesville.

Big Rapids—Arthur and S. G. Webster will soon return to Big Rapids and succeed the Big Rapids Produce Co., having purchased the warehouse of E. P. Clark, together with the land occupied in connection therewith.

Banfield—F. E. Mosher has retired from the firm of L. N. Mosher & Son, general dealers at this place, in order to engage in general trade at Onondaga. The business here will be continued by the senior partner under the style of L. N. Mosher.

Emmett—Dr. Michael Sweeney says that he bought the horse, buggy and good-will of Dr. W. C. Martin, with the understanding that Dr. Martin stop practicing medicine at this place. Dr. Martin bought a drug store, and Dr. Sweeney claims that he is practicing still. He has brought suit to recover damages of \$100 a month.

Detroit—Alvin E. Holt, who failed in the drug business here several months ago, has filed a voluntary petition to be adjudged a bankrupt. The liabilities are \$10,000; assets, nothing. Mr. Holt is considered one of the most capable druggists in Detroit, and is at present running a store at the corner of Woodward and Adams avenues, formerly kept by Stevens & Todd.

Owosso—The grocers of this city decided to do a strictly cash business after the first of the new year, and made such an announcement to the public. A big kick was made, when they decided to set aside the plan adopted. There are so many in the city who are paid off only once a month that it was thought best by the grocers not to attempt to force a cash system upon them.

Charlotte—Chapin & Rue are preparing to open a jobbing department in connection with their retail store, to include hardware specialties, such as refrigerators, stoves, gasoline stoves, etc. Mr. Rue will spend a portion of each

year on the road. He has a large acquaintance with the hardware trade throughout the State, having visited the trade for the last seventeen years.

Manufacturing Matters.

Gobleville—Frank S. Post, who operated a planing mill at this place, has removed to Watervliet.

Colon—The Lamb Knit Goods Co. will shortly erect a new large brick dye house and engine room.

Saginaw—The Erd Piano & Harp Co. has merged its business into a stock company under the same style.

Indian River—William Haskins has taken a contract to get out 8,000 ties, 10,000 posts, 1,000 telegraph poles, 500 cords of pulpwood and 75,000 feet of pine.

Cheboygan—Frank Mitchell is to erect a shingle mill at this place. He is a man of experience, having been foreman of the Swift & Clark mill for several years.

Metropolitan—The Metropolitan Lumber Co., which has been operating at this place for several years, has closed operations at this point, having cut all its standing timber.

Mt. Pleasant—The Co-operative Creamery Co. has declared a cash dividend of 10 per cent. from the profits of 1898, besides passing a small amount to the surplus account.

Manistee—Seymour Bros. probably will put in a lot of hardwood and hemlock this winter, which they will have manufactured at some of the country mills to the north of this place.

Detroit—The Franklin Manufacturing Co. has been incorporated, with a capital stock of \$5,000, of which \$2,000 is paid in. The incorporators are Richard G. Reuther, H. Leonard Wilton and Alfred W. Beck, of Detroit.

Marshall—The Marshall Manufacturing Co. has been organized with a capital stock of \$5,000 to engage in the manufacture of hardware specialties. The incorporators are W. E. Bosley, D. W. Bosley and E. S. Hornden.

Saginaw—The recently organized Saginaw Specialty Co. has secured the contract of supplying two concerns which use grease boxes, and it is thought that these orders alone will keep the factory running full time for a year.

Harrietta—John Dalton has purchased the timber and mill property of the Corbin, Harris & Hoak Lumber Co., at Derries Siding, three miles west of this place. Two thousand acres of land, a camp outfit and other lumber property are included in the deal. It will take five years to clear up the timber.

Menominee—Lumber shipments by rail from this point are playing an important part in the moving of the lumber product from the mills. The past year nearly one third of the lumber cut here has been shipped out by rail. Several Eastern lumbermen have agents located here, and buy their lumber direct from the manufacturers. This point has the advantage over most shipping points in rail business, on account of the lake car ferries.

Detroit—The United States Supreme Court has affirmed a decision of the New York Supreme Court that Parke, Davis & Co. must pay State taxes in that State if they do business there. This company brought suit some time ago to test the validity of the law that required them to pay such taxes, and the court decided against them. The case was carried to the State Supreme Court, where the lower court was sustained, and now the matter has been finally settled.

Saginaw—The lumber output at this point is the smallest this season in forty years. Only six sawmills have been operated and only four of these have run steadily. Next season the Eddy mill will be operated. It is the intention to start this mill early in April; the stock for it is now being cut and skidded on the line of the Hauptman branch of the Mackinaw division. It is not known if the Green, Ring & Co. mill will be operated next season. The Gebhart & Estabrook, Lee, Wright Lumber Co. and Briggs & Cooper mills have all been idle the last season, and the only one likely to be started again is the Lee mill. The Wright Lumber Co., which has been operating a saw, shingle and planing mill over thirty years, will wind up its business here as soon as the lumber in the yard is exhausted.

The Boys Behind the Counter.

Maple Rapids—Verne Hubbard has taken a position in the general store of Otto Bullis. Mr. Hubbard hails from Ann Arbor.

Hillsdale—Claude Drake has removed to Ann Arbor, having secured a lucrative position in a drug store there.

Decatur—M. S. Carney has engaged Chas. Beeton, of Sault Ste. Marie, as pharmacist.

Traverse City—H. Edwin Rogers, of Chicago, has taken the position of head salesman and window dresser at the Boston store.

Grand Blanc—W. C. Grier, of Milford, has entered the employment of Banker & Maxwell.

Three Rivers—Donald O'Keefe has taken a clerkship in the jewelry store of H. M. Smith.

Lansing—F. C. Cabow has taken the position of prescription clerk in the Bauer drug store.

Lansing—John Rose has taken a clerical position with J. R. & W. S. Es-selstyn.

Negaunee—August Kerkela, who has been employed in M. C. Quinn's store as clerk for a long time, has taken a similar position with the Star Savings Bank, Ishpeming, succeeding Andrew Lind.

Charlotte—Allen Fleury, late clerk with Lamb & Spencer, has taken a position with a South Bend grocery firm.

Lansing—Ralph Wheeler has taken a position with the Mapes Clothing Company.

Albion—George E. Webster, formerly with Jewett & Knapp, but for the past two years with the same firm at Lansing, has accepted a position as window trimmer in B. Younker's dry goods house in Louisiana, Missouri.

Charlotte—Glenn Ellis succeeds Vern Riley at McGrath's grocery, while the latter has engaged with Harmon & Rathburn, the north end grocers.

Traverse City—Miss Minnie Beitner has taken a position in the neckwear department of the Hamilton Clothing Co.

Armada—Merle Adams has secured a position in the retail store of Marshall Field & Co., at Chicago.

An amusing story reaches the Tradesman regarding the antics of a billy goat and a big dog at Thompsonville, the former owned by I. J. Quick and the latter by Edgar Campbell. There seems to exist a deep-seated antagonism, which has resulted in the goat losing both of his horns, while the dog is rather the worse for wear. The contests of the two combatants furnish amusement for the whole town and, instead of getting up a parade or buying fireworks to entertain visitors from outside, the people get up an encounter between the two.

Grand Rapids Gossip

The Clark-Rutka-Jewell Co. is enlarging its office, so that it will occupy the entire front of the store in the Clark building.

Gilbert Smith will shortly engage in the grocery business at Wallin. The Ball-Barnhart-Putman Co. has the order for the stock.

Mrs. E. Crandall has embarked in the grocery business at Amble. The stock was furnished by the Olney & Judson Grocer Co.

W. G. Manning has retired from the grocery firm of Manning Bros., at 660 Wealthy avenue. Adson A. Manning will continue the business.

J. Beishuizen has opened a grocery store at the corner of Grandville and Third avenues. The Olney & Judson Grocer Co. furnished the stock.

T. H. Visner, fish dealer at 694 Cherry street, has sold a half interest in the business to Chas. R. Visner. The new firm will be known as Visner Bros.

Corl, Knott & Co. have taken possession of the Mrs. Ida Parks millinery stock, at Benton Harbor, by virtue of a chattel mortgage. The sale will occur Dec. 24.

A. T. Johnson, who recently removed his shoe stock from Traverse City to Boyne City, has added a line of groceries. The Clark-Jewell-Wells Co. furnished the stock.

The Grocery Market.

Sugar—The raw market has declined 1-16c during the week and closes at 43c for 96 deg. test centrifugals. Refined is nominally unchanged, but it is said that list prices are being shaded 1-16@1/8c by refiners.

Tea—Lowered stocks are gradually causing an upward tendency. It is undeniable that the dealers who are constantly hunting after the low grades are paying much more than they are worth, when it is considered that these teas will be almost sure to prove unsatisfactory.

Molasses and Syrups—The market for good molasses has advanced from 1@5c, according to grade, the largest advance being on open kettle grades. The crop damage reports started the upward movement, which was further strengthened by buyers who had been holding off, coming into the market and as desirable grades are really scarce, a sharp, quick advance followed. There is less good molasses produced every year, as the tendency is toward large central factories that produce more sugar, but at the expense of quality in the molasses. This is better, financially, for the small farmer, but is doing away with the old "open kettle" process of manufacture and its products. There is a good demand for corn syrups at unchanged prices.

Rice—The Southern market has advanced about 1/8c on domestics. The market on foreign sorts is unchanged.

Canned Goods—Gallon apples are attracting the most attention in this line, as the shortage in the pack is becoming more apparent as the season advances. Packers are now through canning and there is but very little stock in their hands. Tomatoes and corn are unchanged, but are in a very strong position. There is some enquiry for a cheap corn, but there seems to be a scarcity of this grade. String beans have ad-

vanced again 5c and the market is strong. Fancy stringless beans are about cleaned out.

Cereals—A general advance on rolled oats of 10c per barrel and 5c per case is announced and millers are still oversold.

Dried Fruits—There is no change to note in this line, except on currants, which are 1/8c lower, and on some grades of peaches, which are up about 1/8c. There is a little more enquiry for evaporated apples and the turn of the year will, undoubtedly, see higher prices. Stocks in the hands of the evaporators are light. There has been a very good demand for prunes and raisins at unchanged prices. Several cars of the Pacific ungraded arrived in this market this week and are being rapidly distributed. The demand for new dates has been exceptionally good and local stocks are cleaned up. The quality is very satisfactory.

Provisions—Mess pork is not quite as firm as it was a week ago, owing to an easier feeling in the fresh pork market and the very light call at this season of the year. Many farmers have already slaughtered hogs and cattle, which has resulted in an easier market, with a somewhat lessened demand for all salt and smoked meats. Lard remains at the quotations of last week.

Fish—Prices are unchanged, but will probably advance after January 1. Cod is in fair demand for the season at unchanged prices. Lake fish is very strong, and the combination recently formed to take care of this fish seems to be in control. Domestic sardines are very dull and uninteresting. Salmon is unchanged.

The Grain Market.

There has been quite a change in the wheat market. From dullness this cereal has become very brisk. Liverpool cables came in at an advance and held it. Short dealers bought in and there was some investment buying. All tended to strengthen the market, as was predicted. Receipts at initial points, both in winter and spring wheat sections, were liberal. The only depressing influence was the large increase of 3,800,000 bushels, being the largest at this time of the year ever before known. To offset this, heavy rains are reported in the Argentine, where harvest is about to begin. Should wet weather last any length of time, owing to that climate, it will ruin the crop. Another factor that tends to strengthen the market is the foreign demand, which keeps up—about three-quarters of the world's shipments are American—also a report that Minnesota has only 30 per cent. of her wheat left in first hands. Taking all things into consideration, it looks as though there will be a change for the better.

Corn keeps well up in price. There seem to be no weakening features to dispute the strength which is centered in corn.

Oats, as was predicted, keep climbing slowly and about 1c can be added to previous quotations. The causes for the upward movement in both cereals have been stated previously.

Rye has advanced fully 1c. The foreign demand is excellent. Should the distillers start up we shall see better prices on rye also.

Receipts were very moderate the past week—58 cars of wheat, 19 cars of corn and 9 cars of oats.

The mills are paying 62c for wheat.
C. G. A. VOIGT.

The Produce Market.

Apples—The market is dull and sluggish and 25c per bbl. lower than a week ago.

Bananas—An advance of 25c over last week has occurred, not so much because there was a shortage in supply, but because quotations ruled under values. The market continues steady at the advance, with fair supplies.

Beans—Handlers pay 50@75c for unpicked, holding city picked mediums at \$1.10.

Beets—25c per bu.

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

Carrots—20c per bu.

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@1\$ for bothhouse stock.

Eggs—Strictly fresh are scarce at 20@21c, but storage supplies are in ample supply at 16@18c, according to quality.

Honey—10c for amber and 12@12 1/2c for white clover stock.

Lemons—The demand is showing an easy tone, the demand being inactive, while supplies are liberal.

Lettuce—14@15c per pound.

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 28c for White and Red Globe stock and 22@25c for Yellow Danvers and Red Weatherfields.

Oranges—There are ample supplies of all lines of California navels and seedlings, with a good supply of Mexican. The Redlands and Highland lines of California navels reached the market this week and are excellent in quality and color. Prices rule close to quotations, with more firmness expected in the near future.

Parsley—25@30c per doz.

Parship—50c per bu.

Pop Corn—1 1/4@2c per lb. The crop was not large and the supply is undoubtedly limited.

Potatoes—The market is somewhat stronger, due to the shortage of cars, which has had a tendency to clean up outside markets. Refrigerator cars are very difficult to secure at present, owing to the large number employed in moving fruit from the orange belts. The railroads naturally cultivate this trade, in preference to the potato traffic, because they secure longer hauls and their cars do not get such hard usage. Railroad officials assert that there will be no reduction in the rate, because demand for cars is now in excess of the supply, and that the crop is moving rapidly on the present basis. Many Michigan shippers are finding an outlet as far east as Pittsburg, which would seem to indicate that New York crop was about marketed.

Squash—75c@1 per 100 lbs.

Sweet Potatoes—Illinois Jerseys are in good demand at \$2.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at the office of the Michigan Tradesman Tuesday evening, Dec. 20, President Dyk presided.

The Committee on Flour reported progress and was urged to continue its efforts with all due expediency.

The Committee on Banquet reported progress, which report was accepted and placed on file.

The following communication was received from John M. Hirt, of the Cleveland Retail Grocers' Association:

In reply to your esteemed favor of Dec. 7, I most cheerfully give you what information I can on the subject of the uniform selling price of sugar in our city. Our Association started out by appointing a committee to devise and submit a plan to establish a retail price on sugar. This committee, together with a committee of jobbers, formulated and submitted a plan, according to

which the retail price of sugar should be not less than 1/4c and not more than 1c above the wholesale price for small quantities, 1/4c off for twenty-five pounds or more, and 1/8c above the wholesale price for fifty pounds or more. The report of the committee was unanimously adopted and the Sugar Committee was instructed to put the plan into operation at the fixed date. By dint of hard work on the part of the Committee, and with the united support of the jobbers—and, in one instance, the assistance of the American Sugar Refining Co.—we succeeded, and to-day, and from the date fixed, sugar is sold at the same price by every dealer in Cleveland. As the matter stands at present, with the new competition the American Sugar Refining Co. has, there is no such thing as enforcing our card price, except by moral suasion, but we have a strong Association of over 800—I believe nearly 900—members. Every good grocer in the city, with two or three exceptions, is in the fold. We have in our treasury over \$2,000. We also have nicely furnished headquarters, and the best of fraternal feeling exists among our members. If there is a break reported, our agent—and, if necessary, the Sugar Committee—attends to the matter at once. So far, we have succeeded admirably. I hope you may succeed along these lines.

The communication was placed on file and the Secretary instructed to tender the thanks of the Association to Mr. Hirt for his kindness.

The subject of buying and selling potatoes by weight was then taken from the table for discussion.

B. S. Harris stated that he continues to buy potatoes by weight, and thinks he gains something by having the load weighed on hay scales, at a cost of 10 cents.

E. D. Winchester stated that this method might do for Mr. Harris, but he would have to send the grower down town, owing to there being no hay scales on the hill. He stated that if the grocer buys by weight he ought to sell the same way. It is much more difficult in buying a load of potatoes to weigh a bag or two at a time than to measure in baskets. It would not be necessary to weigh the load if the growers did not give such skimpy measure.

J. J. Wagner believed in getting all the experience possible on this subject. In Denver both fruit and vegetables are bought and sold by weight. He moved that the subject be laid on the table until the next meeting, and recommended that, in the meantime, the secretary correspond with leading grocers in the West, where more modern methods prevail. The motion was adopted.

Mr. Wagner advocated the adoption of the resolution presented at the previous meeting providing that Christmas, Fourth of July and grocers' picnic day be observed as full holidays, and that the stores be closed at noon on all other holidays.

Mr. Witters seconded the motion, citing the example of E. J. Herrick, who always closed on the three holidays specified, no matter what conflicting circumstances might arise.

Mr. Winchester called attention to the fact that it would work a hardship to some customers to have the store closed two days in succession, and moved as an amendment that the grocers close their doors at noon Dec. 26 and Jan. 2, which was adopted.

Mr. Wagner then moved that action on the original motion relating to the adoption of a general resolution for holiday closing be laid over until the next meeting.

There being no further business, the meeting adjourned.

A. K. Wheeler walks the street with new vigor, having lately reached the conclusion that he has two investments which will pay 50 per cent. dividends, instead of one. Recent developments cause him to hug the comforting belief that the Waggoner clock will equal the Toledo wheel business as a dividend-payer in the very near future.

For Gillies N. Y. tea, all kinds, grades and prices, phone Visner, 800.

Woman's World

Using Tact in Giving Christmas Presents.

When I called on Elise, a few days ago, in company with a couple of other ladies, we found her surrounded by enticing looking packages, done up in crisp white paper, on which she was writing the names of the fortunate people for whom they were intended.

"What," we cried, in amazement, "Christmas presents already! Why, we hadn't thought of such a thing yet."

"No, I suppose you hadn't," she returned. "I have observed that this is the time of year when it is likely to dawn upon us suddenly that Christmas is almost here and we aren't ready for it. The same thing happens every year, but we never get used to it. I suppose that the only people in the world whom the season isn't sprung on as an annual surprise, like an unexpected Jack in the box, are the children, who have been counting the months and weeks and days, and to whom it seems a weary eternity from Christmas to Christmas."

"Oh, well," put in one woman gloomily, "all the old Christmas spirit is dead anyway. All the simplicity and sweetness have gone out of it. Even the babies now look a gift doll in the mouth, and making presents has become nothing more nor less than a species of polite blackmail. We deny ourselves things that we want to send gifts to people who don't need them or care for them, but who expect them, and we are tired and cross and worn out and, as a general thing, our 'Merry Christmas' is about as delicious a bit of satire as you can run across in the twelve months."

"Yes, I know," said Elise, dropping another lump of sugar slowly into her tea. "Yes, I know all about that, I've been all along that line, but don't you think it's mostly our fault? Is there anywhere else in all the wide, wide world where we show as little common sense as about the way we celebrate Christmas? For one thing we wait until the last possible moment before we buy our presents, although we have had a whole year in which to think about it, and knew we were bound to have them at the appointed time. Then we rush out and struggle with the mobs in the stores, and it is when we emerge with torn clothes and nervous prostration and a lot of things we don't want and never intended to buy and realize that we have made precious geese of ourselves that a cold frost settles down on the Christmas spirit. I don't know of anything more depressing and discouraging than to sit down calmly and face the fact you have made a fool of yourself."

"That is one item. Another is the homemade Christmas gift. Just now, when you meet a woman who is pale and worn and sallow and cross, you don't ask her if she has had a fever. You know she is a victim of the homemade Christmas gift fallacy and has been slaving all day and sitting up all night concocting things out of pasteboard and ribbon and gilt braid. I know what I'm talking about, for I've suffered in the cause. I have been taken in by the descriptions of how easily and how cheaply you could make pin cushions that would be a joy forever to your friends, and picture frames and opera bags and things that would only require a little brocade and a few yards of ribbon and a little tinsel and would be perfectly lovely, and so simple a

child could do it. Let the woman who is thinking of embarking in the homemade present business just take a pencil and figure out what all her materials will cost, and the chance she will find it is about the price of old tapestry and Royal Worcester, to say nothing of subsequent doctors' bills. If you have any friends who insist on some of your own handiwork, buy them something at the woman's exchange. It will be cheaper in the long run.

"In spite of all that is said to the contrary, there are very few of the people to whom we make Christmas gifts who are sordid enough to care for them for just the money value they represent, but we all know from experience how much easier it is to be grateful for something we want than it is for something we don't want. We send a woman who never reads anything but the fashion notes in the paper a copy of Browning, or we present a pair of opera glasses to a girl who lives in the country a hundred miles from a theater, and then, because there is a forced note in their letter of thanks, we rashly accuse them of being ungrateful and not caring for our gift because it didn't cost a lot of money. It is nothing of the kind. It is simply because we ignored their tastes and individuality. It is not in human nature not to resent a misfit Christmas present. It is so eloquent of a duty gift and of our having bought a job-lot of things that we thought we could make 'do.' Just take the matter to yourself. Don't you know that the presents you have cared most for have not been the most expensive gifts, but little remembrances that said, 'Even your whims and fads are precious to me, and so I send you another bit of old china or a queer fan to add to your collection or a photograph of a famous picture we once enjoyed together? Haven't you had gifts like that, costing perhaps only a few cents, that brought a quick thrill of loving gratitude to your heart, and then had other well-meaning but blundering people send you expensive things, so inappropriate it made you long to throw them at the donor's head? There's a tact in giving that no one can afford to ignore."

"Then, in my opinion, there's a lot of nonsense talked about not giving useful presents. We are afraid of offending our friends by giving them something they need, yet I am sure that in the majority of cases nothing would be more welcome than some little thing that would minister to the personal comfort, some added luxury or convenience that would make the daily life more smooth and easy. Doesn't your own experience teach you that a poor girl would rather have a pair of party slippers or a new silk waist than a first proof etching, or the tired mother of a family who has to struggle along on scant means prefer a nice, easy low sewing chair to a piece of bric-a-brac that she would have to be forever striving to protect from the children? It is a mournful reflection how much money we waste in giving people things they don't want when we might just as well give them something that would be of use. I've given a good many useful Christmas presents of late years, and I haven't found one yet that didn't go to the right place. Our poor relations are tired of being grateful for hand-painted celluloid boxes, and are glad enough to get something of some account."

"Speaking about this, I know one family who have solved the Christmas gift problem in a way that is highly

satisfactory to themselves. 'You see,' said one of the girls who was telling me about it, 'we are in the unfortunate predicament of having a big amount of taste and a small amount of money. Of course, we don't like to let the day pass without some token of good will and remembrance to each other, and so we used to afflict each other with a lot of dinky little things that were an affront to our artistic sense and yet which we didn't dare to chuck into the fire for fear of hurting somebody's feelings. Now, we pool our funds, and each person gets only one present instead of eight, but it is something worth while, and it comes with the united love and good wishes of the family. You can see for yourself how the thing figures out, and that the money which was spent on buying eight silly and useless trifles will buy you some one thing you really care to have, and that will be a pleasure for a long time, for we take care to let our little preferences be discreetly known. Surprises are luxuries only the rich can afford and we don't take any risks on them.'

"So far as hinting goes," Elise went on, "there's never any use in throwing out gentle hints to the men of your own family about things you would like to have. Nothing short of a downright request fetches them. I remember one time I had started on the engrossing and fascinating collection of silver toilette articles. Christmas was coming and I thought I would drop a few hints to my family that silver puff boxes and pomade jars and soon would be acceptable. Well, I discoursed on silver until I could have given a populist orator points in a 16 to 1 convention. I walked them by jewelers' windows and made them read the advertisements in the back of the magazines, and then when Christmas morning dawned they gave a \$20 book of engravings, as if I were a kindergarten baby to be satisfied with a picture book, and a big fluffy feather boa—and I've got a neck two inches and a half long. Since then I always say if you are going to surprise me with a Christmas gift I'd prefer so and so. Men don't resent it, either. They rather like it. It saves them the worry and bother of thinking about it, and the poor dears will forgive us anything on earth so long as we don't put them to any trouble."

"But to go back to what we started talking about, I think that if we would all do our Christmas shopping in time, so that we shouldn't be worn out by rushing through a lot of things at the last moment; if we put more love and thought and less money in our gifts; if we would refrain from giving expensive gifts to people who would feel they were laid under a burden by them, and if we were brave enough to make no presents but such as we could afford we would find that the Christmas spirit had come back to earth, merry and joyous, and full of peace and good will."

DOROTHY DIX.

An Unneighborly Act.

Mrs. Brown (who has borrowed butter from her neighbor)—Do you know, Jane, I half believe this is the same butter we paid the Greens with day before yesterday.

Jane—It does taste mightily like it. Terrible stuff!

Mrs. Brown—To think that the Greens would pass such butter as that on a neighbor! I'm sure it's the same.

When you credit a man with his good intentions, don't expect him to cash them.

The Noise Nuisance.

One of the greatest curses of modern times is noise. The daily life of a city is attuned to the shrieks of whistles, the rumble of trolley cars and the yell of those peripatetic merchants who murder sleep and make the early morning hideous with their cries. Just how much all of this noise wears upon us or to what extent we suffer from this continual jar and fret of discordant sounds we do not perhaps sufficiently realize ourselves, but there can be no question that it is responsible for many serious disorders of the brain and nerves.

It is, of course, impossible that the affairs of a big city should be carried on without much turmoil and noise. It is certainly improbable that even the unnecessary noise of jingling bells on delivery wagons and the ear-splitting cries of the banana man will ever be abated, and the only remedy seems to be in the cultivation of a sentiment in favor of gentleness and quietness that will educate the general public up to a higher consideration for others, just as the society for the prevention of cruelty to animals has taught the most unthinking to abstain from needless cruelty to dumb beasts.

To a large extent this reform lies in the hands of women, and should begin at home. Shrill and strident speaking should be a spanking offense in every house. Shrieking what one has to say, instead of speaking in a gentle tone of voice, is mere habit and bad training, for which there can be no possible excuse. Neither can any adequate apology be offered an outraged public for providing children with drums and tin horns and other peace-destroying devices, and the mere fact that children enjoy such fiendish instruments is no more reason for gratifying them than it would be to cultivate their savage instincts in any other respect.

All of us recall the homes of well-meaning women who permitted their children to render everything a perfect bedlam. There was no single spot where one might read in peace, never a quiet hour for communing with a friend. No matter how kind or good or personally charming such a woman may be, or how luxurious her house, we fled from them at the earliest possible moment, and remembered them with horror. On the other hand, there are houses where the very atmosphere breathes peace and rest, and whose soothing silence wraps you like a garment, and, no matter how poor a place it is, you know, like the prophet of old, that it has been good for your soul to be there.

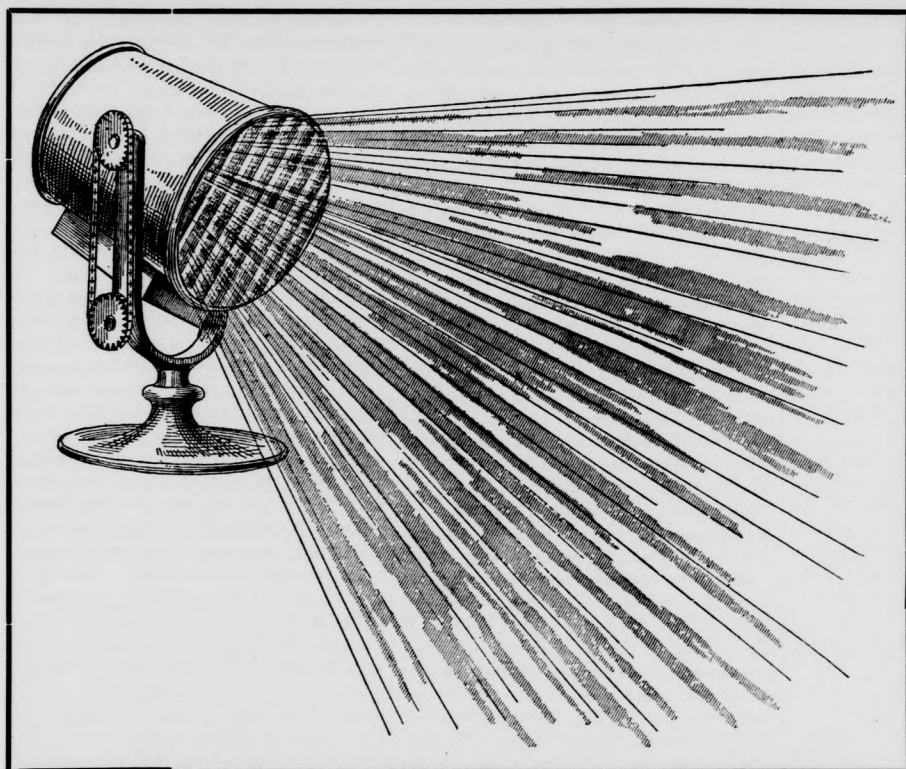
The woman who goes clumping around a room as if she wore wooden shoes, who screams her remarks at her husband and children, whose jingling chains and ornaments remind you of the heroine of the nursery rhyme who had music wherever she went, may not be lacking in refinement, but it must forever be true that the ideal woman of our dreams is she whose footfall is light, whose voice is low and sweet as a caressing song, and who would be as incapable of being boisterous and noisy as she would be of doing any other vulgar thing.

CORA STOWELL.

Averted Criticism.

"How did you come to put this poem on the back of a Government bond?" enquired the editor.

"I was tired of hearing you say my poetry wasn't worth the paper it was written on," the author serenely answered.



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E. A. STOWE, EDITOR.

WEDNESDAY, - - - DECEMBER 21, 1898.

GENERAL TRADE SITUATION.

The record of the week shows a steady continuation of a volume of business in all lines without an equal in the history of the country. The feature which has been most prominent is that there was never a time when so much money was seeking employment as at the present. The consequence of this is that stock trade in Wall Street has been unusually heavy, some days showing phenomenal activity. On account of the favorable reports of railway earnings their shares have been favorites and prices have scored a positive advance. While trade in the trusts and industrials has been active, prices have shown a slight decline on the average. Among other evidences of the plentifulness of money may be cited the fact that interest rates are being reduced, until it is reported that European nations are effecting large loans in this country. Of course it is impossible that we should continue to levy such tremendous tribute in the vast balance of trade in our favor for so long a time without its both making money seem unduly plentiful for profitable loaning and causing the debtor nations to look to us for loans.

The building up of the foreign debt to this country is constantly going on, and at an increasing pace. Exports of wheat, corn and cotton exceed those of last year at same period by a heavy percentage. Other exports are unusually heavy, while imports are relatively small. This condition has continued so long and at such increasing ratio that it may well be asked, Where is it all to end?

The wheat and other grain trade has been heavy, but prices, especially of the white cereal, have tended downward; on the whole, though, change has been slight. The price of cotton has held steadily at 5.81, with active trade.

While the holiday season is usually attended by dulness in the iron and steel trade, this season shows an increasing activity in all lines. Reports of heavy orders for domestic and foreign trade are far beyond expectation and all works are pushing operations accordingly. The tendency of prices is stronger, although there are no material changes.

There is better feeling in the textile trades than for a long time past. Woolens for spring trade are in good prospect and dealers are more confident than at any time since the era of revival began. Then in cotton goods the demand

has developed until there is a stronger tendency in prices and altogether the outlook is brighter than for years past.

The volume of clearing house payments, the best general indicator of trade conditions, is considerably in excess of any on record, showing that the aggregate of exchange in all lines is beyond precedent.

THE TEMPEST IN CHICAGO.

The excitement in Chicago over the attempt of the street railway companies to obtain through a manipulated city council fifty-year franchises and virtual monopolies presents the spectacle of an outraged community reaching the limit of forbearance with corrupt municipal politics.

The great trouble with the American people is that they bottle their political virtue too long and are only aroused to the necessity for vigorous protest against official misconduct and government abuses at the eleventh hour. They indifferently suffer ward politicians to control nominating conventions and place boodlers or self-seeking adventurers in office, and then fly into a spasm of indignation because this character of representative does not turn out to be a pattern of morality and patriotism and statesmanship. They open the door for jobbery and fraud and then express surprise that corruption enters. Often men without either character or ability are chosen for local offices and re-elected after having made a notorious record!

These practices are especially common in the larger American cities, where the more intelligent and the tax-paying classes allow municipal administration to fall into unworthy hands by default, as it were. Abuse of authority and robbery of the public under such circumstances are naturally to be expected. The popular outcry against bad government that then follows is generally as ineffective as it is ridiculous. The public have gathered the fruits of their own conduct and obtained only such government as they might have expected. They get, in fact, no more than they have virtually endorsed, than they ought to get as a rebuke of their inattention in the first place to their civic duties. In a word, they deserve very little sympathy—and receive but little.

This uprising in Chicago against the boodlers, however, shows that there is at least a limit even to the easy-going and accommodating patience and indifference of the average American citizen. The public can be aroused under too great provocation to rise in its might against corrupt or disreputable representatives. The better and the proper plan would be to see in the first instance that such men did not get office, but having neglected that duty it is better late than never, possibly, to do as the Chicagoans are now doing. Such spasmodic protests against bad government will not wholly purify the official atmosphere, nor eradicate the evils which have aroused them, but they have their uses, and check flagrant abuses for a time at least.

The most costly leather in the world is known to the trade as the piano leather. The secret of tanning this leather is known only to a family of tanners in Germany, although the skins from which it is tanned come almost entirely from America.

Christmas time is of the sweet buy and buy.

AMERICAN DIPLOMACY.

The British Minister at Paris, according to a press report, made some complimentary reference to American diplomacy in the course of a somewhat informal, if not wholly unofficial, address recently delivered in that city. To European observers generally, perhaps, the most striking feature in the American method of conducting negotiations is its directness. It may be hoped that the Government of this country, conscious at once of its strength and of the justice of its purpose, will always exhibit the utmost sincerity in the conduct of its foreign affairs; but a carping critic might suggest that, in effecting a settlement with Spain at the close of a war which has conclusively demonstrated the superior strength of this country by land and sea, the representatives of the Government of the United States were in a position to dictate the terms of peace, and that the Spanish diplomats would probably have secured more substantial concessions if the result had been at all dependent upon finesse. If the power of Spain had been the most serious factor in the problem which the American commissioners had to solve a criticism might not be so easily met; but the greater number of the European powers were watching the course of the United States with jealousy and distrust, and a rude and awkward touch might have easily introduced into the situation new and more dangerous complications. As it was, the American commissioners achieved peace without abandoning any material demand which they had at any time presented in the course of the negotiations, and without incurring even so much opposition as might be expressed by a protest from any other European power than Spain herself. This result was due, indeed, neither to indirection nor to finesse; but it must be ascribed to a thorough comprehension of the general trend of European policy—a policy which may be said to be prescribed by the industrial and commercial necessities of that continent. There is more statesmanship, more diplomatic sagacity displayed in recognizing the key of a situation of that nature than could be shown in the employment of any degree of artfulness or mere cunning.

In the settlement of some former differences with Spain, growing out of the purchase of Louisiana and of the attempt to annex Florida, a treaty, actually signed by the accredited agents of both governments, barely escaped failure after all, in consequence of the discovery of an apparent act of bad faith on the part of the Spanish Minister at Washington, the representative of his government in the negotiation. After a long and frequently-interrupted discussion of the subject matter, a treaty was finally agreed on, and signed Feb. 22, 1819, containing, among other provisions, a stipulation to the effect that all grants of land made before Jan. 24, 1818, by Spain in the ceded territory were to be ratified and confirmed, provided the holders of the grants fulfilled the conditions of them according to the terms of the same; but all grants made after the above date were to be null and void. Mr. Adams, the American Minister, supposed that large grants to the Duke of Alajon, Count Punon Rostro and Senor Vargas were thus made invalid; and Onis, the representative of the Spanish government, and De Neuville, the French Minister, who was active throughout the whole transaction as an intermediary between Adams and

Onis, had, by their language, left that impression on his mind. Mr. Adams was greatly chagrined by the discovery that the grants in question were dated Jan. 23, 1818, and were therefore valid, unless it could be shown that there was fraud in the date. He regarded himself as the dupe of Onis, who, he believed, had used De Neuville as a tool to accomplish and perpetuate a fraud. De Neuville, however, declared that his understanding, and, he believed, that of Onis, was that the three grants were, under the treaty, invalid. The importance of this issue can be understood when it is stated that the three grants were supposed to cover a large part of the territory of Florida. Under these circumstances Mr. Forsyth, the American Minister at Madrid, was directed to deliver to the King a declaration that the treaty was signed with mutual understanding that those grants were null and void and that they would be so held by the United States. The King was by this time, however, indisposed to ratify the treaty, and alleged various grounds of objection, even going so far as to charge that it had been changed after signature. On this side of the ocean there was also some feeling, and the project of taking possession of Florida by force was discussed in Congress. France and Russia urged President Monroe not to be precipitate in dealing with Spain and he resolved to pursue a more patient course. At last, complying with the advice of the Cortes, the King, Ferdinand VII., ratified the treaty, appending the statement that the disputed grants were invalid.

It is reasonable to expect that the character of diplomacy of the future will reflect the advance of its civilization, and that the great family of nations will more and more appreciate the fact that the prosperity of each can be best promoted by the maintenance of peace upon a basis of liberality and justice. So far the diplomacy of the United States has been found, in the best sense of the words, both conservative and progressive—firm but not aggressive. President James B. Angell, the author of the chapter on "The Diplomacy of the United States," in that voluminous and very valuable work, "Narrative and Critical History of America," concludes with the following well-deserved encomium:

One must close the study of this part of diplomatic history with the proud conviction that the American statesmen whose work we have been tracing have no occasion to fear comparison with the ablest European diplomats of their time. They rendered a worthy service to their country and to all mankind.

It is comparatively easy to make a statement, but somewhat difficult to sustain it by facts. It is a very easy thing to start out to accomplish a certain result, but much more difficult to secure its accomplishment. These remarks are applicable to the mistaken zeal of certain well-meaning people who have undertaken to secure needed concessions from the incoming Legislature without first profiting by the experience of the past with a view to avoiding the rocks on which previous movements, started under even more favorable auspices, have stranded. The Tradesman has spent several hundred dollars in the last sixteen years in securing legal opinions and information on the subject of exemptions from garnishment process and has a long and varied experience which is worth several thousand dollars to any man or set of men who propose to undertake the reform of our very imperfect and unequal laws. This information is at the disposal of any business man at any time and can be had for the asking.

TRADE WITH THE TROPICS.

That human force which has most of all operated to develop the physical resources of the world and to open up new countries for such development is the necessity for providing for the physical needs of human beings themselves.

It is true that religion and science have had their heroes and martyrs and have achieved their respective victories in exploring unknown regions, but there has been no systematic and extensive progress until commerce has accomplished it. Even uncivilized races traffic together, so that each, by an exchange of products, may secure from the others something it lacks or does not produce. The greater the degree of civilization, the greater the development of international commerce, and the country which, in proportion to its population, conducts the greatest commerce may be considered, so far as physical development is concerned, to be at the head of civilization.

The commercial nation not only procures from every part of the world, on the most favorable terms, whatever its people require, but it carries the light of civilization to peoples that did not previously possess it, and so they are brought into association and finally become members of the great family of nations, bound together by the golden chain of commerce, which is one of the necessary conditions of peace.

There is, however, no benevolence in commerce. It is carried on exclusively for personal or national advantage, but it creates conditions that are more or less benevolent, because the trader finds it more advantageous to treat his customer fairly, so that he can continue to do business with him, than to estrange him by dishonest practice or destroy him by violence.

In the earliest times the rule was for the strong to rob the weak. Powerful nations plundered the feeble, and this system, carried on for many centuries by Rome, was subsequently adopted by other European nations. It was for purposes of plunder only that the Spanish conquistadores braved the dangers of unknown seas and found the rich countries of the New World. The Spaniards robbed their colonies down to the very last moment of possession, and it was only by revolution and war that their unfortunate dependants ever escaped the exactions of the plunderers.

When Great Britain started out on the course of conquest and colonization, the greatness of which has become a wonder of the world, plunder and extortionate exaction were the object in view. England had not then become the greatest commercial nation in the world. The American colonies and India were made to experience the heavy hand of the spoiler. But England has found out that vastly more wealth is to be secured by fostering and trading with colonies than by stripping them of their accumulations. Robbery can only be practiced occasionally when conditions and opportunity are presented, but commerce is perennial. It goes on forever and increases with development.

England to-day, at the head of the colonizing nations, is foremost in commerce. The greatest commerce and the most profitable commerce is that which results from the exchange of the products of the temperate zones with those of the tropics, because the products of one zone are essentially different from those of the others, and the nations making these exchanges get each from the others just what each has not and greatly

needs. Benjamin Kidd, writing in the Atlantic Monthly for December, on the trade of the United States with tropical countries, says:

Looking down the import list (of the United States) for 1895, and taking the fifteen heads under which the largest values were imported, we find that they include some two-thirds of the total imports of the United States. A glance at the principal commodities is sufficient to show to what an enormous extent the produce of the tropics is represented. Here the two items which stand at the top of the list are coffee and sugar, of which the imports were valued at, respectively, \$66,000,000 and \$76,000,000. The value of the imports of these two articles alone does not fall very far short of one-fourth of the total value of the imports of the United States for the year in question. If we add to it the values under three other heads—namely, (1) India rubber, (2) tobacco and (3) tea—we have a total of about \$221,000,000. If we endeavor to deal with the whole import list, and seek to distinguish what proportion of the total imports of the United States comes from the region embraced between latitude 30 degrees north and 30 degrees south of the equator, we get a total value of, approximately, \$250,000,000 from tropical regions. This is over one-third of the entire imports of the United States, the total for the year from all sources being \$731,000,000. In the case of the exports of the United States the currents of trade are somewhat different, about 47 per cent. of the entire export trade being with the United Kingdom. But of the remainder, the export trade to the tropics forms a large proportion, amounting in all to, approximately, \$66,000,000.

Adding together this export and import trade, it is seen that the United States annually does a business of \$346,000,000 with tropical countries. But that is a mere bagatelle compared with the trade of England with tropical countries, since England owns or controls most of the rich tropical countries, and has 500 ships where the United States has one. Moreover, the Southern States of the Union produce the greatest part of the world's cotton supply, which may be classed as a tropical, or at least Southern, product of enormous value, which goes far to swell England's Southern trade.

Now that the United States has come into possession of some very important tropical territory, there is an opportunity that ought to be made the most of to develop a great commerce. It is most strange that men who claim to be statesmen do not see this, and are making all sorts of partisan political obstacles in the way of improving a grand opportunity which enterprise and wise management will convert into vast wealth.

Peace has its heroes, and one of them is William Carney, an engineer at the Richmond rolling mills, who met death by falling against a large gear wheel, which tore one limb completely off. With his life's blood ebbing away Carney performed a remarkable act of heroism. He was alone in the engine-room and knew that no one would be liable to enter for hours. Realizing that a terrible disaster would result if fires under the boilers were left burning, he dragged his body fifty feet to the boiler-room, turned off the natural gas and then lapsed into unconsciousness. Twenty minutes later the machinery stopped because of lack of steam, and employes rushing to the engine-room to ascertain the cause found Carney dying.

Spain will no longer smoke Havana cigars when import duties are added to the first cost of goods made in the Yankee annex.

ON THE ROAD TO PROSPERITY.

In many respects there is now in progress great business activity. Money is abundant in the vaults of banks and the coffers of capitalists, and can be had on easy terms for any reasonable enterprise by those who can give the proper security.

The successful ending of the brief war with Spain has added an excitement to the stock market, which may be said to be booming. The bank clearings are of great volume, showing large commercial activity. Railroad earnings are large. The Financial Chronicle compiles returns from 93,600 miles of road, showing an increase in gross earnings for November of \$2,187,476 over last year, a percentage increase of 45 per cent., and this against very large totals for a year ago as compared with November, 1896.

The export trade of the United States is large, with an extraordinary excess of exports over imports. The production and consumption of iron and steel are being carried on upon a scale unprecedented in this country.

The facts stated show that there is great business activity in certain directions, and the question may well be asked: Is not this prosperity? To answer this question, we must take into consideration the low price of potatoes and cotton—two great staple productions of this country. That is a dispiriting fact to a great body of the population, and the great manufacturing industries in cotton, wool and leather are in a very depressed condition. The fact is that the productive power of the American people is far greater than their consumptive power.

A man with hand labor in agriculture or in manufacturing can make enough for the consumption of himself and family, and under such circumstances the markets for necessities would seldom be overstocked and therefore there would be no fall in prices of such articles. But machinery has multiplied the productive power of the population, so that the output is far greater than the people can consume. The result is that either the excessive production must be cut down by discharging employes or by working shorter time, and in extreme cases by closing factories and mines.

Any curtailment of the employment of labor bears with the most injurious force upon the workers who make up the great body of the people. When the people are not employed or are not earning, then there is no prosperity.

If American statesmanship had kept pace with American mechanical invention and scientific discovery a better state of affairs would be with us. When it was seen that the scientists and mechanicians were so greatly increasing the productive powers of the American people in all sorts of industries, there should have been corresponding efforts on the part of the statesmen of this country to have developed to the greatest degree existing foreign markets and to have opened new ones. That is what England, the greatest manufacturing nation in the world, has done.

When the age of machinery had fairly dawned upon English manufactures, English statesmen began to realize the necessity for finding new markets for British products; and that policy, so steadily followed, has placed England at the head of the manufacturing and commercial nations, so that the United Kingdom, with a population of less than 40,000,000, is able to supply its own

people with all necessities except bread and meat and has an immense surplus of manufactures to sell abroad. It must be plain that the United States, with nearly twice 40,000,000 of population and possessing all labor-saving machinery in existence, must have powers of industrial production vastly greater than any other nation on earth, and after supplying its own people could furnish a great part of the population of the globe with necessities and luxuries.

Until there can be some equilibrium established between the production and consumption of the results of American labor there must be many disturbances in our industrial conditions. When the masses of the people are not earning or are not generally employed at fair wages there is no substantial prosperity.

What has been said above is general in its nature and application, and does not refer to local conditions, which are very favorable in many ways. But, taking a broad and general view, it can not be said that an active and excited stock market and abundant money mean prosperity. Plenty of money at low rates of interest means rather lack of enterprise. If all the wheels of commerce were turning at full speed money would not be idle. It would all be in active use. The situation, however, shows a return of business confidence, and that is an important condition preparatory to a great business revival. Let us hope that it is rapidly approaching.

It is a singular and difficult situation which exists at Butte, Mont. The prosperity—indeed, the very existence—of that city is dependent upon the ore smelters and reduction works. The activity of those establishments is an index to the welfare of the town. Yet the busier the smelters the worse it is for the health of the population. The fumes of sulphur and other irritating substances play havoc with human lungs, and as the smelters increase their capacity, the health of the city becomes worse and worse. The people of Butte are in a quandary. If they induce the smelters to shut down or seek other locations, there will be nothing left of Butte. If the present situation continues, the town will be a mere hospital with a graveyard attachment. It would be difficult to suggest a remedy other than to scatter the smelting establishments upon the outskirts of the city, and even that expedient would probably prove to be a mere palliation rather than a remedy. The citizens of Butte will have to choose between their material prosperity and their health. The smelters can always find workmen if they pay high enough wages.

On Christmas day the Canadian postal authorities will issue a new stamp to commemorate the inauguration of imperial penny postage. The feature of the stamp, which has been specially designed to make Canada better known, is a neatly executed map, in miniature, of the world, showing the British possessions in red as distinguished from all other countries. Underneath the map is the inscription, "Xmas, 1898," so that the date of the inauguration of penny postage throughout the empire may be a matter of record. Still further below are the words, taken from the works of one of the Canadian poets, "We hold a vaster empire than has been."

About the only good thing about some men is their reputation for being bad.

Shoes and Leather

How a Pair of Shoes Re-United a Family.

Did you ever see Punch at a puppet show? That's Silas Lanhem; only Silas has no wife and so his neighbors had to suffer out the martyrdom of Judy. Still this morose old fellow was a mighty convenient chap to have in the place, for he made good shoes, and nearly all the good people (with not a few bad ones, those who couldn't pay spot cash) were glad to wear them. So Silas was well patronized at the same time that he was despised and hated.

There were certain gossips in the town who declared that Silas had been a very dapper youth at one time, tall, straight and handsome, and that his degeneration was more the result of certain private disappointments than of age or natural disposition. Be that as it may, there was no denying the fact that these conditions no longer existed, if they had ever done so; and Silas himself would have been the very last man in the world, had he been consulted, to deny it. For whatever his faults, he was neither vain nor foppish; his worst enemies admitted that. And when in the presence of the sex with one member of which his name was said to have been years before associated, he seemed delighted to assume his very worst appearance.

But if Silas was usually morose and churlish with his customers, it was notorious that he was unusually so at each recurrence of that festive season known as "The Holidays," a fact that people usually attributed to the entire lack of harmony between his disposition and the prevailing spirit of fellowship and good feeling. A few, the romantically inclined, asserted their belief in the torturing influence of old memories; but as this presupposed a phase in the old man's nature not generally recognized as being there, the theory met with scant favor.

It is not, however, in the nature of objectionable events to show any great consideration for our wishes, so Christmas was in the habit of visiting Silas Lanhem along with the rest of the community, and the shoe merchant was obliged to make the best of it. Usually he spent the time outside of shop hours in posting his books, balancing accounts and doing various disagreeable little jobs saved up for this particular time. During the holiday season evening always found him busily occupied at his desk until late bedtime, and while his hours of leisure and recreation during the year were few, through this one portion of it they were absolutely nil.

Now it is not particularly exhilarating in the midst of running up the middle row of figures representing full page columns to be suddenly interrupted, especially when to finish the task one is crowding far into the hours usually appropriated for rest. If Mr. Lanhem had not been so thoroughly astonished by a visitor at so late an hour it is more than likely he would have surprised the intruder with one of his characteristic outbursts when in a temper. As it was, in very astonishment he allowed the knock to be repeated before responding.

If his astonishment had been great at the interruption when most of the world was supposed to be asleep, his amazement was simply unbounded when the door opened to admit, not a croaking raven, but a sprightly young girl, who walked briskly up to the shoe mer-

chant's desk and, laying a package thereon, said hastily:

"Please excuse this interruption, Mr. Lanhem, but I had been told you worked at your desk until late at night, and I had important business with you tonight; to-morrow wouldn't do at all, you see. Mama wouldn't be asleep then, you know, and besides, there wouldn't be time. You see, our house burned down just before we came here last week, and among the things lost in it was a pair of old shoes (unworn shoes, understand) that seem to have been old keepsakes of mama's. You have no idea how she has fretted about their loss. I don't know why or what she kept them for; some old-time romance likely. But just the same, she looks as if she had lost an old friend. To-day I went over to Bemus—that's where we lived before we came here—and among the rubbish and ruins I found one of the shoes entirely uninjured, but the other was not to be found; gone up in smoke I suppose. What I want is a mate to the shoe in this package ready for to-morrow night. I know it would be the most precious Christmas gift I can give mama. Can you have it done in time? Please do say yes."

There are occasions in the lives of the most self-possessed people when they are taken too utterly by surprise to frame their own words and Mr. Lanhem was now facing one of those occasions. Without his will, almost against it, came the desired promise and before he could recall it the radiant face expressed the thanks that words refused to do and the fair owner was gone.

"Well! well! Of all adventures!" half grumbled and half laughed the merchant. "Was it a real existence or only a fancy? I wish I had pinched it and made sure. That being now impossible, I will just pinch this package and test its genuineness. It seems pretty substantial; guess I'll just open it and see what sort of a contract I have taken."

Half wondering at his own curiosity (for he of late years paid little personal attention to the jobs that came to his repair shop) he cut the string and pulled the wrapper aside, revealing a quaint, old-fashioned, woman's shoe, well enough made and very dainty in its dressing of lace and satin bows. Just one moment he looked at it, then laid it down and, seating himself, looked straight before him at the opposite wall. Out in the storeroom the clock was striking twelve. Christmas! If he heard he gave no sign. The fire in the grate, destitute of fuel, smoldered down into embers and gradually went to sleep. The lamp burned dry and turned its wick into a smoking, glowing, ill-smelling mass. Still the man sat there, awake, but unconscious of his own existence, and seeing nothing but a woman's shoe.

Three hours later he crept out of the little repair shop at the rear of his establishment, the shoe still in his hand. Almost awkwardly he seated himself at the bench, the one he had spent so many weary hours upon before prosperity smiled on him, and went to work. As he advanced his hand regained its old-time skill and he forgot in the excitement of the hour that he was a great shoe merchant beyond the necessity of manual toil. Somehow, although the pattern was so unique it was not a new one to him, and as he almost tenderly fashioned it into shape, beautifying and decorating it with long-disused and half-forgotten devices, the face of puppet

Punch became for the time the handsome youth of which the gossips told.

Not until his work was done did the merchant feel a sense of his own weariness, and carrying the finished shoe, as nearly like its mate as human skill could make it, back to his office, he wrapped the two up together, rekindled the fire and lying down upon the rug before it, went to sleep. It was Christmas, and there would be no one there to disturb him.

All through his sleep he watched those shoes as if to guard them, and as he looked they seemed expanding under his eyes. He no longer saw them, but a pleasant home and thriving shoe-shop took their place. He wondered how it could be, but realized that he was lying there watching himself at work in the shop. Occasionally through the window he caught glimpses of a

Geo. H. Reeder & Co.,

19 South Ionia Street,
Grand Rapids, Mich.

Agents for LYCOMING and KEYSTONE RUBBERS. Our stock is complete so we can fill your orders at once. Also a line of U. S. RUBBER CO. COMBINATIONS. Send us your orders and get the best goods made. Our line of Spring Shoes are now on the road with our travelers. Be sure and see them before placing your orders as we have some "hot stuff" in them.

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.



Lamb's Wool Soles Over Gaiters Leggings

Women's extra fine, per doz. \$2.00 Retail at 25c
Misses' extra fine, per doz. 1.70 Retail at 20c
Child's extra fine, per doz. 1.50 Retail at 20c
Men's extra fine, per doz. 2.75 Retail at 35c
Women's No. 1, per doz. 1.75 Retail at 20c
Misses' No. 1, per doz. 1.50 Retail at 18c
Child's No. 1, per doz. 1.35 Retail at 18c
Men's No. 1, per doz. 2.50 Retail at 30c
Above are long, fine Fleece.

Women's old style binding, short wool, per doz. \$1.25
Misses' old style binding, short wool, per doz. 1.10
Child's old style binding, short wool, per doz. 1.00
Men's old style binding, short wool, per doz. 2.00

Women's 10 button, Felt, per doz. \$2.50
Women's 10 button, Trilby, per doz. 3.00
Women's 10 button, Empress, per doz. 4.50
Women's 10 button, Victoria, per doz. 6.00
Women's 7 button, Josephine, per doz. 4.00
Men's 10 button, Storm King, per doz. 6.00
Men's 10 button, Blizzard, per doz. 8.00

Women's all wool Leggings, above knee. Per doz. \$0.50

Women's mixed wool Leggings, above knee Per doz. 9.00

Sox for Rubber Boots, per doz. \$1.25

HIRTH, KRAUSE & CO.,

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.

sweet-faced woman whom he knew to be his wife. And then a cloud shut out the vision, and the shoes stood there before him on his office desk.

Again he was looking through a gaily lighted window, not of a home but of a home-destroyer. The furniture was rich, the trimmings tasteful and the crowd were gay, very gay. He saw there men and women in various stages of drunkenness and degradation, and in the midst of that throng he saw the face of his wife; and again the cloud came over the vision and the shoes were standing on his desk.

Now the scene was changed to a dusty roadway and he to a homeless wanderer, a tramp. Intemperance had set its seal upon him and he neither feared God nor cared for man. His life had been blighted and he had himself become a blight on earth. And in the midst of it all he met another homeless wanderer like himself. And it came to pass one night the man was dying. In the midst of his delirium he spoke of many things; of home, of the East, of pleasant memories and of his childhood. But through it all there ran a wild delirious wail for the sister who, to save her brother from his evil associates, had dared the lion in his den and dragged the erring one out from an infamous resort, only to find she had been seen to enter it by her husband and by him been deserted. And in the midst of the wild, almost incoherent tale he spoke his sister's name; and the watcher beside him dropped, for it was that of his former wife. The cloud came back and once more the shoes stood on the desk.

Yet again came the vision; now of a long and weary search for the loved one, the disappointed hopes, the bitter disappointments, the failures, the abandoned search that had left the searcher a hater of mankind. Once again the cloud came back and before his eyes there sat the shoes upon the desk.

Outside, the Christmas bells were ringing. Twenty years ago they rang upon his wedding day. What right had they to ring now? He arose and went forward to close the inner door that he might not hear the sound. Somebody outside was trying the latch. He drew the bolt and opened the door to find his visitor of the evening before.

"The work is done," he said almost softly. "Accept the work as my Christmas offering. Good morning." And he closed the door rudely in her face.

* * *

The little Christmas tree was stripped of its dainty fruit, and these two happy mortals, the young girl and her mother, were almost ready for their usual quiet evening talk.

"Just one thing more, mama, and then you are to tell me all about your early life—and mine. You know you promised to long ago, and I have almost been counting the hours ever since. But first let me give you one more little offering of love."

Wonderingly the woman undid the wrappings and disclosed a pair of dainty shoes, the ones she had treasured so long and now mourned as lost.

"On one condition, mama, I return them to you," said the girl, playfully; "that you tell me their history, why you keep them."

"I will tell you. Yes. In fact, their story goes with the other, for you see, your father made them for me when he was—before we were married. They were his first work after he set up for himself twenty years ago. I wore them

at my wedding that year Christmas day, but never since. More than nineteen years since he left. Can it be possible! And yet, the time has seemed long. Just three months afterward to a day, I will show you the date, for I set it down inside on the lining the day he left, and—why, how is this? There is no writing here," and the woman held the shoe up closer to the light.

"It can not be the same shoe, and yet—'tis like it. Tell me, Nell, where did you find it?"

Surprised, and taken wholly off her guard, the girl confessed her ruse. But almost without waiting for her to finish the mother seized her arm, and, trembling violently, said:

"Who is he? Take me to him. There is—there can be but one hand can make it so like."

As she opened the door a man came toward her and held out his hands. One look, one word, and, as the reunited family stood together freed from the troubled waters that had so nearly engulfed them, the Christmas bells rang out their evening service.

"Come," said the merchant, holding out his arm, "come, they are calling us. Last night I wondered if the joy bells had a right to ring. To-night I feel as though the Christmas bells of Paradise were ringing 'Peace! Good will to man!' from every star."—Wilder Graham in *Boot and Shoe Recorder*.

Effect of Fire Insurance on the Retailer's Credit.

The constant diminution in the rate per cent. of profits and the marked increase in the cost of doing business, due largely to sharp competition as well as business depression, have wellnigh reduced the business of a wholesale merchant or jobber to profitless transactions. Accordingly, it has become an absolute necessity that losses from bad debts be reduced to a minimum. The jobber, therefore, is forced to give very careful attention to the financial condition of those to whom credit is granted. He must make careful investigation of matters which in the prosperous times of the past have been lightly considered or possibly entirely overlooked. The trained judgment of the credit man, therefore, is being constantly exercised concerning those things which tend to make credit giving a risk that is not warranted by the present condition. If the retail merchant only realized this he would cease to take offense when he is courteously asked for particulars with respect to his affairs.

Insurance has come to be recognized as one of the most important elements entering into the question of credit. Next to the trusting out of goods, insurance against fire is the most important matter. Nevertheless, there are many merchants who fail to give insurance that consideration to which it is entitled. It is often found in investigating statements that either no insurance at all is carried or else that the insurance is very small compared with the value of the stock on hand.

The retail merchant should realize that when he buys goods upon credit without taking out a proper insurance he asks the jobber to assume a double risk. First there is the ordinary credit risk, and second there is the risk from fire. Almost invariably the goods remaining in the warehouses of the jobbers are amply insured. When the goods are transferred from the jobber's warehouse to the store of the retailer they should likewise be insured against fire.

If insurance is being neglected from lack of appreciation of its importance that fact may indicate to the creditor that the business methods in general of the merchant are more or less slack. If he is heedless of insurance, which is so vitally important, very naturally he may be suspected of trusting out his goods too freely and to be an indifferent collector and also a careless buyer. Straws show which way the wind blows, and the manner in which insurance is managed is a straw in the wind which the jobber is prone to watch very closely.

The high rates for insurance prevailing in towns and villages is often given as a reason for not carrying insurance or for carrying limited amounts only. Does it never occur to the retail merchant that the only reason for high rates is that on the average fires in such localities are more frequent and more disastrous than in better protected places? Insurance premiums are based upon the quality of the risk. The higher the rate is that the insurance companies name the greater the danger is that they know to exist; hence the greater need to the merchant of the protection that insurance gives.

For the country merchant to carry any part of the risk himself is to be penny wise and pound foolish. Such a course is unjust to those who extend credit to him. Accordingly, he should not be surprised, when pursuing this course, if, in some cases, credit is absolutely withheld until his stock is sufficiently insured.

The unwisdom of neglecting insurance on the score of economy becomes apparent on some unfortunate day when the merchant's stock is consumed by fire and the earnings and accumula-

tions of years vanish in an hour. If the stock had been properly insured there would be enough to meet business obligations and start anew. If it was not properly insured then all is lost and capital and credit are both gone. Insurance is a subject worthy of most careful thought upon the part of every business man. If there has been neglect in this regard the remedy should be applied at once. It will have the effect of renewing confidence and strengthening credit, as well as protecting the business, the home and the family. Every merchant's rule should be to keep well insured in good companies and never to allow policies to lapse.—George G. Ford in *Dry Goods Economist*.

How to Dress Windows.

Retailers who know how to trim their windows to good effect are pleasingly numerous. An evidence of this is afforded by a walk along any business street, selected at random, either in town or village. Clerks who know how to trim windows are, however, scarce. Why is this? Surely it is not because there is not a plenty of clerks who would make good trimmers. No, it is simply because there are so few of them who will give it the time it deserves. It is one of the most important parts of the successful clerk's business and is just as important as writing advertising matter. In a majority of cases it does not get nearly the thought and consideration that it should. The big retailers trust it to one of their clerks and it is done well because they usually employ the best service and furnish plenty of material. In the smaller stores, however, it is not always done well when left to the discretion of a clerk, for even if the clerk gives it the time and study it requires, he is often hampered by a lack of material and a lack of time.



Michigan & Ohio Acetylene Gas Co., Ltd.

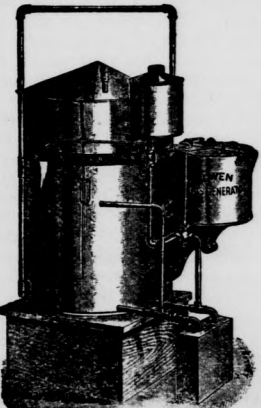
Jackson, Mich.

Jobbers of Calcium Carbide.

Breckenridge, Mich., Dec. 2, 1898.
Michigan and Ohio Acetylene Gas Co.

Gentlemen: Having used your Gas Machine now ten months, will say I am perfectly satisfied with results obtained. It is just as cheap as oil and I can run mine cheaper and then have a light that I can see by. You have a good thing and I wish you success.

Yours respectfully,
CHAS. MERRILL.



THE OWEN ACETYLENE GAS GENERATOR

Harbor Springs, Aug. 17, 1898.
Gentlemen: The generator purchased of you is lighting two dwellings, a machine shop and office and doing it with less expense and trouble than they were ever lighted before. I am much pleased with it.

Yours truly
E. SHAY.

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

Fruits and Produce.

The Peach Outlook of Western Michigan.

Twenty-five years ago, in the neighborhood in which I now live and, in fact, in the whole of Kent county, there was not a peach orchard containing or exceeding one thousand trees, and there were very few which contained anywhere near as many. Soon after this time, however, one or two venturesome spirits branched out and, at the risk of losing their reputation as sane, conservative people, planted as many as two thousand trees. Everybody said, "What are you going to do with all the fruit? You are growing too many peaches and you will have no market for your product." We heard this same story every year from that time until the present, but still the people kept right on planting; in fact, it became epidemic and everybody planted a peach orchard, until, to-day, in this same county, orchards of from five to ten thousand trees are to be seen, and can be found on nearly every farm in some sections. We have a market for all the good fruit we produce, at fairly remunerative prices; in fact, our only trouble for the past three years has been that we had not enough good fruit to hold all of our buyers nor to supply the demand. We do not know how long this will continue, but there certainly must be a limit; and when one studies this question and realizes that this heavy planting of peach trees is not confined to Michigan, but that in many of our sister states the planting is equally heavy, it is perhaps, well to pause and again ask the question, Where can we dispose of the product? To say nothing of the home competition, can Michigan compete in the great markets of the country with other peach growing states? What particular advantages have we that will enable us to hold our own should it ever come to be a question of the "survival of the fittest?" If these questions can be answered satisfactorily to ourselves, then the peach outlook is not so bad. If they can not, we had better stop planting. I believe they can be so answered. Experience has demonstrated that Michigan is surer of a crop than any other state in the Union. In our best peach localities not one year in ten is there an entire failure of the crop, while the history of the peach crop in many of the other states is exceedingly checkered. This is especially true of the Southern States, Georgia, Texas, Tennessee and Missouri. Indiana and Ohio are planting heavily of this fruit, but are not nearly so certain of a crop as is Michigan. The quality of our fruit is much better than that of the fruit of the States named and comes to maturity at a time when it is wanted in large quantities, during the cool fall months, while the Southern fruit comes to market right in the middle of our summer heat, and is wanted only in limited quantity. As for the Eastern States, they are not producing half enough to supply the demand of their large cities, and they have been coming to us for their supply ever since we had it in sufficient quantity to meet their wants. They like our fruit and will be our customers so long as we can give them the desired quality and quantity. Our location is such that we are in reach of all of the large markets of the country, with the aid of the modern refrigerator car, and if there is a failure of crop or shortage anywhere, it is Michigan fruit which fills the place. If

these conditions do not prevail, then the good quality of our fruit, its time of ripening, our good location, etc., combine to give us a great advantage over our competitors, so that so far as a market is concerned, I believe we have nothing to fear.

I have been referring entirely to good fruit. We, necessarily, have much that is not first-class, and the time has come when we must dispose of this inferior fruit in other ways than in shipping it out, either packed away in the bottom of our packages or otherwise. Many of our markets are too distant, with the cost of transportation too great for this grade of fruit, and we must look to the canning factory and the evaporator for a market.

There is another phase of this question about which I am not so confident, and that is fruit tree diseases and insect pests. They have been increasing of late and in some sections of the State are making serious inroads. Doubtless the able and energetic work of the State Inspector of Nurseries and Orchards, coupled with the watchful care of the Agricultural College and Experiment Station, will suffice to keep them in check. Our inspection laws should be strengthened and strictly enforced.

All things considered, I see nothing especially discouraging in the peach outlook for Michigan. The profits of the grower are not large, but are probably as good as in any branch of agriculture. Location has much to do with this. I should certainly think it not advisable to rush into peach growing regardless of location or adaptability. Those engaged in other lines of business would better continue them, for loss and disappointment are almost sure to follow indiscriminate planting.

ROBERT D. GRAHAM.

Why Apple Prices Are Lower.

From the New York Commercial.

Notwithstanding the short crop of apples, prices have declined in this market the past week under pressure of holders to dispose of their supplies. The cold weather decreased shipments for a few days, but they have begun again on quite as liberal scale as before the cold wave arrived. Receipts for last week were 18,236 barrels, against 18,420 for the corresponding week last year, a relatively small decline. Since Jan. 1 the decline has been considerably more. Total receipts have been 730,101 barrels, compared with 1,072,272 for the same period last year, a decline of 342,171 barrels.

Prices have ruled high all the season up to the cold weather. Fancy Northern winter varieties have brought as high as \$6.50 a barrel, but \$4.50@5 is the highest paid now, and a relatively small proportion of arrivals bring that.

Two reasons are influential in this: One is the fact that growers and shippers are holding back their best goods, expecting higher prices after the turn of the year. The other is that a large amount of fruit is being sent forward as barrel stock this year which in ordinary years would scarcely be considered worth picking.

Export shipments are declining both in this country and Canada. Prices in Europe continue at about previous range, provided stocks are of good quality and in good condition. Dealers say the present reaction is only temporary and that prices will assume their previous level, or go higher shortly.

Put It at the Top.

The most successful advertisers have pretty generally reached the conclusion that it is best to put the firm name at the top rather than at the bottom of announcements. Of course, the main thing is to advertise. The arrangement of the subject matter is a detail which merchants should not be long in mastering.

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.

835 NORTH THIRD ST.,
830 NORTH FOURTH ST.,

ST. LOUIS, MO.



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.

Potatoes, Beans, Clover 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.

The Potato King of Indiana.

Indianapolis, Dec. 18—A corner in apples exists in Indianapolis which retailers through this section of the country have made a number of unsuccessful efforts to break. Last fall while the apples were hanging on the trees in Indiana and neighboring states, James L. Keach, a commission man, sent his agents through the fruit-growing districts and they quietly bought all the apples they could get their hands on. By the time the crop had been gathered and shipped to the purchaser Keach had 50,000 barrels in cold storage in this city, and 10,000 more stored away in other cities. The apple crop was unusually short in Michigan, Indiana, Ohio and Kentucky, and Keach obtained a greater part of the orchard product. As the fall demand for the fruit came on, the retailers discovered that Keach's commission house was the only place from which they could obtain their stocks. But he was in no hurry to sell. He has gradually worked the price up until he is turning the apple corner to good account. It is said that his 60,000 barrels cost him \$150,000, and he has sold from his supply \$250,000 worth, while his stock is still unexhausted. Keach is expected to clear about \$150,000 on his apple transactions.

He came to Indianapolis in 1879. When he reached the city he had a wobbly wagon, a bony horse and \$10 in money. With this capital he bought a load of potatoes, which he peddled from door to door. A few years ago he cornered the potato market and from his manipulations cleared \$100,000. He has since then been known as the "Potato King." For some years he has been active in Indianapolis politics.

Why Oregon Fruit Is Superior to California Products.

Max Pracht, one of the leading fruit growers of the Pacific slope, has the following to say regarding the production of peaches, apples and prunes in Oregon, and of the charges that California buyers and growers work to the detriment of their Oregon brethren:

The demand for Oregon peaches in the fresh state is so great that very few are dried. The lack of co-operation among our fruit growers has enabled such large concerns as the Earl Fruit Co., of Sacramento, to secure the bulk of our Eastern consignments, and peaches from the Ashland district are sold as such, as they have a reputation superior to the California output.

Apples, of which Oregon raises the best on the coast, are bought on the trees by the enterprising California shipper, who sends his men, paper and boxes, shipping to his own markets, always as "California" fruit. It is a well-known fact that California does not produce good apples outside of a very limited zone, on the Central Pacific Railroad in the Sierra Nevadas, near Penrhyn, and the buyer in the East, when he gets a good, well-flavored apple under a California label may take it for granted that he is getting an apple grown in Oregon.

The gravest offense to our fruit industry, however, is in the matter of prunes, of which the output in Oregon is enormous, and the size and quality far superior to any produced anywhere in California. Prunes need more rain than California affords; they do better where there is a winter of sufficient coldness to stop the running of the sap and give the tree a rest. California produces practically but one prune, the Petite d'Agen, or so-called French, a small but very sweet prune. The large sub-acid Italian thrives best in Oregon, and the crop of both the Italian and French, heretofore produced in Oregon, has been bought by California and Chicago houses in bulk, packed in sacks. Where growers have insisted on packing their own crop in boxes, the buyers would insist on the absence of brands, thus giving them a clear opportunity to put on their own California brands.

Prunes shipped out of Oregon in bulk are manipulated in San Francisco, Sacramento, Chicago and elsewhere, being

sorted and graded, "sweated," if necessary, or treated to a glycerine process which gives them a high polish. The largest are then packed and branded with California brands, the small ones dumped back into the sacks and sold as Oregon inferior fruit, or used to "face" up boxes of very small Californians, of which that State, owing to the drought in 1898, has a large supply, some of them being, in fact, nothing but pit and skin.

If the consumer could be once got to understand the difference between the methods of drying and curing as practiced in Oregon and California, he would never ask for a California prune. The Oregon fruit is dried and cured in hot air dryers of approved construction, and requires but twenty-four hours in the process. From first to last it is away from and out of reach of insects, such as flies, beetles, gnats, midges, etc. These have free access to the California fruit, as it is dried in the sun, requiring from three to five days, giving ample time for the accretion of dust and the accumulation of insects, which stick to the sweet viscid surface, and which, while they may add to the weight, certainly add nothing to the quality. Prunes, as packed in Oregon, if sold to the consumer without being tampered with by the unscrupulous speculator, will be easily recognized by the housewife, because of the light brown clear and clean liquor that is produced in stewing. The open air dried product of California will produce a dark colored liquor, containing black sediment, which latter will be found to consist largely of matter foreign to the fruit.

Needed Changes in Freight Rates.

Boston, Dec. 18—At the coming meeting of the National League of Commission Merchants of the United States, to be held in New Orleans Jan. 11, 12 and 13, it is understood that action will be taken to oblige railroads, if possible, to rate pears and quinces in the same class with apples, and also to oblige the railroads to designate on freight bills the names of shippers and points from which shipments are made.

A. Warren Patch, of this city, Secretary of the League, says that while apples are carried by railroads as fifth class, pears and quinces, which average no higher in market value, are rated as second-class freight; where the rate on the former is 35 cents a hundred, the charge on the latter is 75 cents. According to present methods of billing, the commission merchants claim that in the customary charging back of the freight expenses to the shippers the commission men often have no way of determining from the bills to whom the charge should be made; if the railroads were to designate the shippers and points this difficulty could be avoided.

Prune Season Longer Than Usual.

From the New York Commercial.

Prunes generally cease to attract attention toward the last of November, and are quiet up to or after Jan. 1. This year the activity has continued, and is now quite as strong as it was a month ago. No certain explanation is obtainable, but it is said to be partly due to the fact that the season was late, and that shipments to fill orders placed before drying was finished were delayed in transit, and dealers were obliged to tide over as best they could. This difficulty being past, there are some indications of a weakening in the market, and prices only hold firm.

Large sizes are practically cleaned up. There are a few left in Washington and Oregon, it is said, and some Californians are still obtainable from second hands, but few more will come forward. There has been considerably increased call for very small sizes, but these are short, and about all taken now. Medium sizes have been attracting more attention lately, but not sufficiently to increase prices.

That Was Easy.

Belle—How did you find out the name of Maud's new beau?
Lena—I gave her my new pen to try.

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.

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."

CASH FOR PRODUCE.

How to Establish the System in a Country Store.

Written for the TRADESMAN.

Paying cash for produce is a departure from old and well-established custom, but only as we depart from time-honored customs do we advance. Only as we discard systems that were good a score of years ago and adopt the present-day methods do we come to the standard of up-to-date merchandising.

How awkward would sound an answer to the enquiry of "How much do you pay for butter to-day?" should that answer be, "We give 2 1-6 pounds of granulated sugar, 3 1-7 yards of Harmony calico, 7-10 pair of Herms. hose, or 18 3/4 pounds of common salt for a pound of good butter;" and yet how much nearer the truth than to say, "Sixteen cents a pound, Madame," be cause, when we mention price in dollars and cents, we mean the coin of the realm or our country's medium of exchange, not an exchange of commodities.

On the following three reasons do I base my assertion that cash is to be preferred as a basis of payment for farm produce brought to the store: first, it is better for the merchant; second, it is better for the producer; third, it is better for the consumer, on which three-fold interest devolves all there is of good in retail merchandising.

The welfare of the merchant is enhanced in that this plan places him where he must discriminate more closely as to quality, paying an equitable price to all, this price always being based on worth. It wins the good will of the producer, because it gives him the only true medium of exchange between the higher classes of civilization, money. It holds the consumer's good will, because he secures what he pays for, a first class article at a proportionate price, or a second-rate at its recognized worth.

The interests of the producer are advanced in proportion as the strife among them to secure the highest price elevates the standard of production, while cash in hand gives to American labor its just recompense of doing exactly what it pleases with the output of toil, whether that be a manufactured article or grown.

The consumer, last but not most mighty of the three, is benefited in not paying a fancy price for a so-called first-class farm or dairy product when what he really gets is unworthy the rating of even low grade third class, this danger being eliminated by the greater care exercised in buying when cash, the actual, the real moving power of trade is handed over cheerfully, because mankind, especially that portion engaged in retail trade, always counts the dollars when paying out, as these are the very foundation rocks of a business.

It has long been my habit neither to offer nor accept criticism of any kind which did not bear with it a plan or suggestion of betterment, or at least something tending that way, new, novel and on its face worthy a trial. This in view, I will attempt to outline a system and illustrate its workings whereby the average general store of our country towns can receive a benefit by adopting the cash principle in business deals with farmer patrons. In the first place we will presuppose the firm adopting this plan to be, or as wishing to be, the leaders of their particular business world, in order to be which requires

generalship, coupled with an indomitable energy that wills a thing only to push it to final victory. My plan would be to resolve to do business on a paying basis only; not to work and plan merely to remain a convenience to neighbors, but to be a ruling spirit among them and have their confidence. This confidence can be best gained and most surely retained by an upright, dignified honesty in all mutual dealings, and only to such as intend this would I address my remarks.

In considering this plan I would anticipate a date in the not too distant future and thoroughly advertise that after that date all kinds of farm produce handled would be bought for cash, strictly on merit, every transaction to be governed by actual worth. I would have some one in my employ, preferably a young and popular man, to take in all produce and issue therefor a cash check in duplicate, payable at sight to bearer by the cashier of the store. This must be done without a suggestion that you want to get this money back or that you are conferring a personal favor in paying cash for what you buy, but rather act as though it was a favor conferred by allowing you to act as agent in handling the products of farm, garden or dairy for your friends. At first it will require some money; also considerable nerve to see your cold cash paid out for what you have been used to giving merchandise for. The store to adopt this plan must have goods, prices and store service to chain cash purchasers there; and even if the money be temporarily carried out of the store, the chances are that it will speedily return and enter your cash box the same day or very soon thereafter, because the money received from this source is almost uniformly devoted to running expenses, and human nature will see that he who is free to give cash should receive it again freely, often with additions of cash from other sources, as the fundamental principles of success underlie this plan. What better system can be adopted than that time-honored one of doing to others as we would be done by—in this case paying cash as we demand cash?

The employees of a cash-for-produce store would make an extra effort at salesmanship, for they know the deals are cash deals and not a mere produce-exchange slip. In a cash deal the clerk knows that price, quality, need and salesmanship combined will effect a sale, and consequently gives better attention to the customers' needs, desires and personalities than he would do if he knew that they would "have to trade out their exchange slip anyhow." And right in the matter of this improved store service lies one of the strongest arguments for adopting the cash-for-produce system I could possibly set forth. Better still, the customer feels the change and where, before, trading was a mere matter of business (often of a perfunctory, disagreeable nature) it now becomes a matter of pleasurable shopping, a delight to customer and clerk, while many a now so-called crank would become a welcome cash-paying customer at any counter in the store, where under the old regime the duty of serving was shirked so far as circumstances allowed. Best of all, life blood is introduced into the business and is felt in all its parts.

Another important point to be considered in this connection is that the customer who receives cash for produce to-day becomes a live advertiser to-mor-

Creameries

a good creamery in your community write to us for particulars.

Paying creameries promote prosperity. We build the kind that pay. If you would like to see



A MODEL CREAMERY.

Our Creamery buildings are erected after the most approved Elgin model. We equip them with new machinery of the very latest and best type.

Creamery Package M'f'g Co.,

1-3-5 W. Washington St.,
CHICAGO, ILL.



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

5
Medals

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.

MILLAR'S
ANDHELING JAVA
MEDAL
OCHA AND JAVA



URACOA
HARM JAVA
ROWN MIXED
REOLE JAVA AND
ARABIAN MOCHA

5
Diplomas

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.

row, being bound to tell of the new order of things to friends and associates, the result being that new faces are seen in your place of business, while old timers are tied more permanently to you by a system that recognizes equality of persons, and establishes an inequality of produce by paying full honest worth for everything, that worth being based on what each separate parcel will bring when placed on the markets of the world in straight competition with things of its own class.

Now, as to the workings of this plan: Your assistant, who should be both competent and firm, weights, measures or counts, as is the established rule for that particular thing, then writes an order on cashier by some system of duplicating all figures and facts, which amount should be based on the highest price you can afford to pay. We will suppose it is the farm-wife who receives this cash for the first time in exchange for produce. She is delighted at having perfect freedom to trade where she will and, to enjoy this new-born freedom, sails somewhat stiffly out of the door on a shopping tour. But, if you could follow that woman, you would see that the shopping tour was limited; that she bought nothing whatever elsewhere, because her conscience would be pulling her back to the source of her supply, even if your up-to-date methods did not have for her a stronger attraction. Shortly she returns with an open letter in her hand, or some other visible evidence that she has only been absent to the postoffice and would never think of spending a cent elsewhere than right in that particular store! Now is the time to kill a good beginning by overzealous attention. This customer must feel free to buy or let alone at her own pleasure. At the same time it is a good opportunity to demonstrate your too often meaningless sign, It Is a Pleasure to Show Goods, all the while wearing that air of business that plainly says, We care more for your good will than for your money, although we are here for the purpose of receiving both if the same is bestowed by you in utmost freedom; otherwise we would prefer to have no dealings with you, as we want our trade to feel, 'Once a customer, always a customer.' " L. A. ELY.

Certified Checks.

What does the certification of a check certify? This question was raised by the refusal of one of the Chicago banks to cash a certified check presented by the city comptroller. It was not contended that there was anything crooked or irregular in the matter in any stage of the case, only that the drawer of the check had asked that payment be refused. A decision has since been rendered by the Appellate Court which turned wholly upon the real purport of certification. On one side it was contended that when a bank certifies a check it simply declares that the drawer of the same had in bank at the time to his credit a balance sufficient to cash it, but does not guarantee that there will be at any future time. As a necessary part of this contention, the drawer can stop payment on a certified check the same as any other. The opposite contention is that a certification is a declaration on the part of the bank that it has taken from the account of the signer of it money enough to pay it, and holds the same subject to the drawee or his assigns, no matter how long the delay in presentation. The Appellate Court, following other decisions, holds to the latter view, and by so doing conforms to the general understanding of the community as to what certification really signifies.

ONE CENT STAMPS.

Reasons for Their Decreasing Use by Business Men.

From the New Orleans Times-Democrat.

One of the curious circumstances of modern commercial life is the passing of the 1-cent stamp. It is rapidly going out of date for the mailing of catalogues, circulars, samples and other matter sent through the postoffice in large quantities by business houses and many concerns have ceased to use it altogether. A few days ago a reporter dropped in at the private office of one of the leading retail establishments of this city, and observed a bushel basket of freshly addressed envelopes in one corner. A busy clerk was decorating each with a 2-cent stamp.

"Those envelopes contain small printed folders," said one of the partners in the house, "announcing some winter novelties. There is not a scratch of a pen on any of them and they could be sent just as easily for a penny apiece. As there are 5,000 in the lot, it would mean a saving of just \$50 in to-day's postage bill."

"Why the mischief don't you do it, then?" asked the visitor.

"Because we have learned," said the merchant, "that it doesn't pay. It is one of the economies that doesn't economize. Nowadays, the average busy man rarely opens an unsealed envelope bearing a 1-cent stamp. He knows without looking further that it contain advertising matter and throws it into the waste basket at once. Even if he opens it he does so with a mind already prejudiced, because the stamp proclaims that the enclosure is printed."

"But why should that prejudice him?" interrupted the reporter.

"Because it destroys the individuality of the communication. Every man likes to feel that he is addressed personally, and if he knows in advance that he isn't a bad effect is made. It is as the difference between talking to him as one and as a crowd from a platform. This may seem like splitting hairs, but advertising has become such an art at present that absolutely nothing must be overlooked. We put a 2-cent stamp on the envelope, which insures its at least being opened. Then we must depend on the attractiveness of the folder to interest the recipient."

"We have reduced the matter to a very exact business basis," continued the merchant. "Take, for instance, this particular bunch of mail. The folders are gotten up quite handsomely, and cost us \$125 for the 5,000, or 2½ cents apiece. I calculate that four-fifths of them would be thrown away if they went out with 1-cent stamps. That would be a clear loss of \$100 for the enclosures, \$40 for postage, and, say, \$15 for envelopes, addressing and so on, making a total of \$155. The increased cost of the 2-cent stamps is \$50, but we are certain that they will land one of the folders in the hands of each person on the list. The net saving is \$105. There is no sentiment nor imagination about the transaction. It is a clear, cold matter of arithmetic. We formerly used the 1-cent stamp wherever we could, but experience and close observation have taught us that it was bad policy."

The reporter talked to several other business men on the subject, and found them of practically the same opinion.

"The change is largely due," said a well-known wholesaler, "to the increased cost of advertising matter intended for distribution through the mails. Not long ago most business houses contented themselves with very simple pamphlets, giving prices and perhaps embellished with a few small cuts. The whole thing was cheaply gotten up, printed on very ordinary paper and cost a mere trifle. The modern 'booklet,' as it is generally called, is quite a different affair. The cover design is drawn by a first-class artist, the illustrations are frequently equal to those of the magazines and the matter is probably prepared by a high-priced expert. Needless to say, the mechanical work must be in accord, and the expense of such a publication is a serious

item. Here, for instance, is one of our special catalogues, with pictures lithographed in six colors. The silk ribbon drawn through the back alone cost more than the old-time price list all told.

"When we incur such an outlay we must be reasonably certain that the booklet is at least seen by the people to whom it is addressed, and under the circumstances it would be foolish to use a 1-cent stamp. That would at once suggest something cheap and common."

"But we use a 2-cent stamp at present," he continued, "to carry even a simple little slip giving certain shipping directions to our customers. Our idea is that it catches the eye of the man we are after. A good many busy men have their mail sorted by a confidential clerk before they see it, and unsealed envelopes with 1-cent postage are apt to be thrown aside then and there as of no importance. If there is a 2-cent stamp they are quite sure to remain in the batch that reaches the head of the house. Samples of dress goods were formerly sent in unsealed envelopes, almost invariably, but they were so apt to slip out and get lost that the practice has been generally abandoned. Some of these samples are quite expensive, and it doesn't pay to take chances."

Christmas and New Year Excursion Tickets.

The Michigan Central will sell round trip tickets to all stations on its lines and to stations on connecting lines, within a prescribed territory, Dec. 23, 24, 25, 26, 30 and 31, 1898, and Jan. 1 and 2, 1899, at greatly reduced rates. Return limit Jan. 3. W. C. BLAKE, City Ticket Agent.

How He Spoiled It.

"That was a good sermon that Dr. Binks preached this morning." "Excellent. It would have been almost perfect if the doctor hadn't interpolated a few sentences of his own."

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.

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.

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.

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.

A CHRISTMAS WINDOW.

Why the Little Lads Liked the Pictures.

Written for the TRADESMAN.

One bitter cold evening the fore part of last week, about 7 o'clock, we stopped in front of one of Friedman's windows, Kitty Klyde and the writer, waiting for our street car to trail its slow pace from the Land of Nowhere to the corner opposite us. The time seemed long to wait, so we fell to examining the multiplicity of objects behind the big plate glass. As we stood in discontent at the delay, and muffled up to our eyes in our warm winter coats, along came two little urchins from down the street. They were poorly clad, their garments looking none too comfortable for early fall wear. Everything they had on was baggy and a misfit. Their little thin overcoats—hardly worth the name—hung up in the back and down at the pockets, and bent old brassy safety-pins did duty for buttons. An old cap minus the brim sat rakishly on the mop of short yellow curls adorning the head of one child, while the other boy had evidently fallen heir to the castaway of some pampered darling of Fortune, for what had once been a beautiful richly-embroidered Turkish fez was jammed down over his scant locks, which hung from under the sharp edge of the fez in little mouse-colored strings, looking for all the world like the frayed-out fringe of a dingy old shawl. Their skimpy little coat collars lay limp from their scrawny little consumptiony throats. One of the lads had on red woolen stockings, through the large holes of which one caught more than glimpses of a pair of white cotton ones underneath. His leather shoestrings were tied in a hard knot and dragged on the ground, and the red hose hung over the tops of his shoes, which were stubbed at the toe and shapeless at the heel. The wind beat cuttingly around their bony little legs and their blue little bird's-claws were thrust so deeply in their overcoat pockets that the effort bent their backs, except as they would be suddenly yanked out to emphasize their remarks as they pointed at the objects that attracted them in the window. Both children looked as if a good square meal was an utter stranger to their lumbar regions.

Kitty and I are especially interested in boys of their age; so, as they drew near, a glance passed between us and we each became apparently absorbed in contemplation of the knickknacks intended to open the purses of Christmas shoppers.

"Uh uh!" (I can't spell it, but you

know how it sounds, and how you say it when you see something you'd give your eyes to possess), one of "the kids" exclaimed, as they bounded in between us and the window. "My! but don't I wisht everything in this here winder wuz only ten cents, like it is down there. Don't you, Billy—don't you wisht every single one uv these here things wuz only ten cents? My! but don't I wisht it." And he drew a long sigh as if he might as well wish he were Chauncey Depew. Then, realizing our presence, he turned and looked up in my face. "Say!" he said, with delightful camaraderie, "wouldn't it jess be too slick for anything ef all these here things in this winder wuz only ten cents?" And he made a sweeping gesture with his blue hand, that I just ached to gather up in mine and hold until it got warm. "Say!" he went on, still addressing me, "did you know thet there's two great big winders down the street here a ways where there's not a thing in 'em thet costs more'n ten cents? Hulley Gee! but I wisht it wuz so here."

For his sake I "wisht" so, too.

The boys seesawed from one thing to another that struck their eye, but we noticed that they always paused longest over at the right, and they kept sidling over there as if their hearts were finally settled on one object to the exclusion of the dozens of other things displayed.

Curious to know what the lodestone was, we followed their gaze, which ever rested on two large pictures of Biblical import. One was of the Savior on the cross, while below at the left stood two women in an attitude of mild adoration. To the right was another woman, who was catching on a white cloth the blood flowing from Jesus' feet. There was no more expression in the countenances of the women than if they were picking flowers in a Persian garden—nor so much; but there was plenty of color in the pictures, the dresses being of most gaudy hues, and the massive frame was all gilt and of ornate design. The other picture was all black and gray—dark and gloomy to contemplate. It must have represented the interview of Peter with Jesus before the miracle of Christ Walking on the Water. In the distance was the sea. Near the shore was a ship with wind-filled sails. The waves were running high, the sky was ominous with black, angry clouds, while the vivid forks of lightning in the background would inspire a feeling of dread in the stoutest heart. In the foreground at the left was the suppliant figure of the apostle, while near him stood the Christ, with hand raised in protection, and a face of heavenly calm. The picture was only a cheap print, the

frame, of oak and gilt, was big and coarse, but the subject was of strong human interest. One was instinctively drawn to it and no wonder those children felt the holy influence of the Presence.

But I wanted their opinion in their own words, so I moved away from those two pictures, over toward others—of flowers, female figures and choir children—and asked, carelessly, "What would you rather have, boys, in all this great big window?"

"Them!" they answered, in one breath.

"Them what?" I asked.

"Them there pictures," they again answered both at once.

"Which ones? Oh, you mean this with the big chrysanthemums in it, like they have in the flower stores; and this of a Venus sitting on the clouds with the cupids flying around her and giving her posies; and all these of the pretty ladies sitting in the beautiful rooms," I purposely observed.

"No, no, no!" they impatiently exclaimed; "not them there—these here." And they moved over to the Christ pictures, looking back for us to follow.

"Oh, those!" I said, in a tone as if just comprehending. "Those! And why those?"

"Oh, because," answered Little Towhead vaguely.

"Well, but why don't you like these others so well?" I persisted. "They are good big pictures, too; and the frames are just as wide."

The boys seemed at a loss for an answer.

To divert them from their subject I continued, moving away: "And wouldn't you rather have some of these toilet bottles with the bright ribbons on; or those hand-mirrors with the silver backs; or the painted handkerchief boxes? Oh, no! I know what you'd like best of all—one of those great big lamps up there, all covered with flowers. That's what—I know!" And I descanted with enthusiasm on the merits of all these things, and of the showy lamps in particular.

"Yes, the lamps is beau-ti-ful," he looked at them wistfully, "and I'd like one uv 'em awful well," this time it was Fringe Hair who spoke, "but—but—I druther have the pictures—these here." And he again wavered over to their hearts' desire.

"So you like those two pictures the best of all the things in this great big window. Now, why is it? Is it because that one has so much color in it, and because this one is so big, and so much for the money?" (The latter was marked \$1 69.) The boys hesitated.

"Y—e—s, I guess so," said Towsietop, with an uncertain ring in his voice. "I know why we want 'em so bad," suddenly exclaimed Fringe Hair. "It's because it's Jesus!"

POLLY PEPPER.

He Got Even With Her.

A good story reaches us from Kalamazoo of the disastrous results which followed a wife's disregard of her husband's objections to peroxide. There were several tints in the wife's crown of glory and she had decided that inasmuch as it was nearly all blonde anyway the best thing she could do was to peroxide the whole lot. On broaching the subject to her liege lord, however, she was met with such decided disapproval as to put a damper on her plan for a time. By way of squaring things the husband gave her a handsome check and told her to get a new dress. When this garment came home from the dressmaker, it was immediately tried on and there and then she decided that yellow hair and that gown would "just match splendidly." Next day she had the job done, and it must be confessed that she did not admire herself quite as much as she had expected. When her husband came home in the evening he gazed in amazement at the transformation, but did not say much, and the wife congratulated herself on his taking it so easy. Hubby was unusually silent, however, and she feared a coming storm.

Next morning he went to his office in anything but an amiable mood. He sat for an hour tugging savagely at his auburn beard and mustache, and finally decided on a course of action. An hour or so before his usual quitting time he visited a barber shop, where he had his beard and mustache dyed a poisonous looking black. The natural paleness of his face was hugely exaggerated by the stygian hue of his hirsute adornment and he looked like a photograph taken after death. Then he went home and burst into the house with a grisly attempt at a cheery grin and a bluff manner. His wife met him in the hall. "How d'ye like it?" he asked her. "Great, ain't it? Real thing, eh? Thought I'd have it fixed up as a sort of contrast to you, y'know. Now we're both ornamental around the house, see? You look like an orange-padded tabouret and I like the cross section of an oil stove. Oh, ain't we a lovely bunch!"

Then he caught sight of himself in the mirror over the mantel and fell into a chair and howled mirthlessly. After several hours of pleading she induced him to sneak around to a late-closing barber shop, where he had his beard and mustache removed. She can not, in return, have her dead yellow hair shaved close to her head, of course, but he has her promise in typewriting that she will let the peroxide wear off, never in this life to be renewed.

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.

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. WEST, 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.

Cass Frost, of Lansing, has taken a position as traveling salesman for the Central City Soap Co., of Jackson.

Willis P. Townsend has signed with the Christenson Baking Co. to represent it in the same territory for a sixth year.

W. H. Brezette, traveling representative for the Bryden Horse Shoe Co., of Albion, is on an extended Western trip as far as Denver and Salt Lake City.

Hillsdale Council, U. C. T., held its first anniversary entertainment and banquet last Saturday evening, the former at its hall and the latter at the Smith House. The Council now has twenty-six members.

Duff Jennings, who traveled nine years for W. J. Gould & Co., transferred his allegiance to C. Elliott & Co. Dec. 1. Mr. Jennings made an enviable record with the old house and looks forward to new conquests in his new connection.

Owosso Times: Frank E. Wicking has taken a position as traveling representative in Michigan for L. Hershfield & Brother, of New York, manufacturers of clothing and trousseurs. Mr. Wicking has been traveling for J. H. Copas & Sons during the last eleven months.

Lansing Journal: Charles Christopher, salesman for Robson Bros., has resigned, to take effect January 1, when he will become the representative of Northrop, Robertson & Carrier for Northern and Eastern Michigan. Mr. Christopher will succeed Allen D. Grant, who has resigned to take a position with the Charles Wright Medicine Co., of Detroit.

An English writer, who is himself a commercial traveler, says: "United States merchants and manufacturers send out a high class of representatives—astute men who have large and varied experience in their respective lines; men educated in the details of the business they represent; men of the age that brings wisdom and accuracy; men that earn and command the largest salaries, and men of push, energy and vigor."

J. C. Watson (Daniel Lynch) is taking the first vacation he has had since the World's Fair. His route is being covered for a month by his son, Frank E. Watson, who has been engaged in gold mining in Eldorado county, Calif., for the past twelve years. It is possible that the Junior Watson will conclude to take up his residence in this State, dividing the territory heretofore covered by the Senior Watson.

At the adjourned meeting of Post E (Grand Rapids), held at Sweet's Hotel last Saturday evening, Chairman Jones announced that the Entertainment Committee for the ensuing year would be Fred Blake, B. S. Davenport, Harry Winchester, Geo. F. Owen and Fred J.

Ephlin. It was decided to go to the Saginaw convention via the D., G. R. & W. route, leaving the union depot at 7 o'clock next Tuesday morning. It is hoped that the Grand Rapids delegation will exceed twenty-five members.

Hillsdale Standard: W. A. Wagner, who has been for the past nine years with Berdan & Co., wholesale grocers at Toledo, has severed his connection with that concern, and, in company with five other employees of the same house, has formed a new firm, to be known as the Church & McConnell Co. and will run a wholesale company in that city. Mr. Wagner will act as traveling salesman for the new company, on his former route, and thus be able to continue his residence here, a fact his many friends in Hillsdale and his old customers along the route will be glad to learn.

A traveling man who represents a large shoe house returned a few days ago from a ten weeks' trip to principal cities in parts of the South and West. He said, when asked about his trip: "I have been on the jump for nearly three months. It would not have been possible for me to have covered the amount of territory which I did except that I am well acquainted with it. Instead of staying two or three days in a city as I might have done, I simply saw my customers and jumped to the next place. As an evidence of the amount of ground that I covered, I may add that during the first month I was out I was twenty-one nights in a sleeping car. That means a mighty hard thirty days' work, as any traveling man will allow."

St. Johns News: After a connection with Baldwin, McGraw & Co., of Detroit, covering a period of nearly nine years, E. P. Waldron will sever his connection with that company on January 1 and intends to hereafter devote his time entirely to the various interests in which he is personally interested in St. Johns. Mr. Waldron gives up a salary of \$3,600 a year to make this change, but naturally, with the large interests of the St. Johns Land Co., of which he is chairman, and the different enterprises which he owns demanding attention, he feels that his personal supervision is necessary to satisfactory results, and he has wisely concluded to devote his energy and push entirely at home. Mr. Waldron has shown great public spirit in every improvement proposed in town and has taken an active interest in all plans formulated to promote the general welfare of St. Johns.

Recommends the Candidacy of Mr. Stevens.

Marshall, Dec. 18—Knowing that you take a lively interest in the Knights of the Grip, I am venturing to presume that you will not consider me intruding upon your valuable space in writing to express my deep sense of pleasure in learning that Charles Stevens is a candidate for President. I have known Mr. Stevens for twenty years, during which time he has always proven himself a good—very good—loyal and most gentlemanly commercial traveler, and I can speak from personal experience and without ostentation of his charitable and other noble acts. I think no one can doubt his ability for the office. I, for one, know of no member more fitted, and his appointment will add laurels to one of the best organizations, that of the Knights of the Grip, in the State of Michigan.

I think I might add that I am one of the oldest members, holding certificate No. 170. I do know that I have many friends among the members, who will, I am sure, give me credit for sincerity and honesty of purpose in my recommendation. WILLIAM CONNOR.

The Changes of Twenty Years.

Written for the TRADESMAN.

I can not resist the temptation to say to the traveling men, through the medium of the Tradesmen, "I've a compliment for you."

It was my pleasure to meet, not long ago, a sweet-faced ex-landlady; one who for many, many years made the house over which she long presided so homelike that, to use her own words, "the boys always said it was next to going home to stay with us over Sunday." The dear old lady had "given up the reins to daughter;" still, it was very evident that she had not lost interest in the comfort of those she had so long and faithfully served, for she paused in the entertainment of the stranger, who awaited her train, to say to a maid who passed through the room, laden with linen, "Be sure that they are well aired. We don't want any one who stops with us to catch their death sleeping in damp sheets."

I did not start out, however, to give the sunny grandma well-deserved compliments, but to pass on her compliment to others.

She was speaking of the difference between the up-to-date hotel of the present and the hostelry of some twenty years ago. "I tell you where I see a greater change," said she, with face aglow; "it's in the traveling men. We used to call 'em 'bummers;' and the name was good enough, too, for they were a tough lot. My daughters were young then and used to wait on the tables, but I was careful that they didn't go nigh the 'bummers' table."

At this I ventured, "Why, I know of traveling men who were as much of gentlemen twenty years ago as they are now."

"Didn't stop with us, then!" was the emphatic answer. "All who came our way, in those days, would bear watching. But, after a spell, once in awhile, one would take my breath away, come Sunday, by asking where they'd find the best preaching. Then, by degrees, we saw such an improvement that I wouldn't allow them to call it anything but 'drummers' table;' and I let my daughters wait on it, too. How is it now? There isn't a mite of use asking that question. Any one with half an eye can see that 'bummers' and 'drummers' are nowhere, these days, but I tell you, instead, there are a lot of traveling gentlemen. I can hardly realize the difference between then and now. Instead of being surprised if one of them should go to church, as I was once, I am surprised if they don't all go. It seems to me as if two-thirds of 'em are either members of the Y. M. C. A. or some religious society. I tell you it's a big change from 'bummers' to Christian traveling men. It warms my old heart to see it, too, for somehow I seem like a mother to 'em all."

Is not this a compliment worth repeating? It seems so to me, and so I pass it on. H. H. T.

The Commercial Hotel.

Branches all over the United States. Special Attention Given Commercial Trade. Facilities Unequaled. All Appointments Perfect. Your Trade Solicited.

Sample rooms on first floor (on the alley). No deadly (or any other kind of) elevator. Strong colored men perform this service (for two dollars per week in "tips.") Our stairs have been changed to an angle of 75 degrees, making them straighter, and giving more room in the halls. It having quite a large special trade (of politicians,

boarders, etc.,) rooms on first floor up are always occupied. Rooms on floors, four to seven, reserved for commercial trade, who may rest assured they will find quiet and be above the dustline. The dangerous gas stove and noisy radiator are not tolerated. The heating is all done by a stove in the hall—on the first floor. Gas and electricity are so dangerous and unsatisfactory that we have placed, at enormous expense, fine oil lamps in each room. The unsightly, burglar inviting fire escape has been tabooed, and as this hotel has stood for fifty-five years, guests can rest assured there is no danger from fire. By advice of the eminent Dr. Bonebreak, our beds are made of pure vegetable corn-husks placed on light springs, backed throughout with heavy slats, thereby insuring safety to the heaviest occupant. Said slats prevent sagging and inspire confidence (cuss words and pain.) We assure you that nothing like disease-breeding cotton or curled hair is used.

The electric call-bell nuisance never existed here and never will. We supply the wants of our guests before they retire, thereby insuring peace to the clerk and porter, and quiet to the guests. Grass matting is used in all bed rooms in place of unsanitary wool carpets. All other appointments equally perfect. Should you not like your treatment or your accommodations, pay your bill and get out; you won't be missed—we are not keeping hotel for grumblers or our health. The clerk and porter can generally be found in the bar-room. In case the porter is not there "he is up-street," and "will be back soon." The bar is just in rear of office, and having no outside entrance, the people are compelled to pass through the office, thereby giving the traveling trade the opportunity to get acquainted with some of the best people in town at a nominal expense. Guests can obtain plenty of drinking water at the bar.

The following low rates prevail: Board, (American plan), \$2 upward. The \$2 rooms are in the attic, and as you come down we go up. Baths (always cold) 25 cents. (Water proof) soap, extra. Towels, extra. Sample room, extra. Fire in same, extra. Everything extra.

CATCHEM & SQUEEZEM.

If it wasn't for the fools in this world, wise men would have to work for a living.

REMODELED HOTEL BUTLER

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

HOTEL WHITCOMB

ST. JOSEPH, MICH. A. VINCENT, Prop.

\$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.

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

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

	Term expires
F. W. R. PERRY, Detroit	Dec. 31, 1896
A. C. SCHUMACHER, Ann Arbor	Dec. 31, 1896
GEO. GUNDRUM, Ionia	Dec. 31, 1900
L. E. REYNOLDS, St. Joseph	Dec. 31, 1901
HENRY HEIM, Saginaw	Dec. 31, 1902

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.
Treasurer JOHN D. MUIR, Grand Rapids.

A Useful Stove For the Pharmacy.

Some seventy years ago, more or less, Michael Faraday, who was declared by Sir Humphrey Davy to be the greatest of his discoveries, published a work on chemical apparatus and manipulation. In the list of apparatus he described a chemical furnace. It was of brick with an iron table top. In dimensions it was about 36 inches long, 24 inches wide, and 30 inches high. The body of the furnace was not built solidly of brick; but back of the fire-box was a vacant space which was utilized for a drying oven. This had doors on both sides. Above the oven ran a wide and shallow flue which conveyed the smoke and gases from the fuel into the chimney. The iron top was pierced over the fire-box with holes for vessels which it was desired to expose to direct fire heat; and by a rectangular hole for receiving a sand-bath large enough to occupy the space over the hot chamber, and warmed by the products of combustion as they passed from the fire into the chimney.

It is needless for the purpose of this paper to pursue the description any further. The builders of stoves employed for culinary purposes, in some instances, to my certain knowledge, have followed very implicitly Faraday's idea, with the two exceptions of making the stoves entirely of iron and omitting the sand-bath. They have the hot oven, and beneath it a warm chamber, which to the pharmacist is excellent for drying drugs and salts which are too damp for use for certain purposes. If I were at my old home in Maine, I believe I could have one of these stoves fitted with a sand-bath by having only the pattern made from which to cast it, the top plate being so arranged with movable covers as to permit the substitution of the sand-bath without further alteration. Back of the sand-bath should be set two five-gallon copper tanks tin lined, one of which should be religiously reserved for the distilling of water, and the other for hot water for the various uses as needed during the day. The cost of such a stove would exceed to some extent that of the ordinary heater, but to a man who prefers to make his own preparations and not trust himself in the hands of others, the facilities which it will place in his way will more than compensate for the excess.

What now can be done by the capable pharmacist with a stove so fitted up? Let us take two or three examples from duties which are liable to occur every day. The pharmacist has a small quantity of an extract to prepare. Having mother tincture, he introduces it into a flask, attaches his condenser and receiver, places it on the sand-bath or the water-bath, and so distills off the alcohol with comparatively little loss. The residue

he introduces into a tared evaporating dish, reduces it to the required weight in the same manner as in the preliminary distillation, and it is ready for dispensing. The alcohol so recovered he stores until he has recovered more in a few subsequent operations, when he unites the several portions, and treating them with potassium permanganate, by a final distillation obtains a pure spirit.

Or suppose he has a tough, hard, solid extract to incorporate in a magistral pill. He saves a great waste of elbow grease and patience by setting his mortar to warm in the sand-bath, and when it is warmed through, dropping the extract already weighed out into the mortar along with a few minims of water, when a moment's rubbing with the warmed pestle, and presto! the extract is reduced to a workable consistence.

Again, he has the mist glycyrrhizae comp. of the U. S. P. to prepare. Does he take a mortar and proceed to grind up the hard, tough licoric extract, the while mentally anathematizing the doctor who prescribed it? Not he. He knows a trick worth two of that. He cracks up the extract into fragments which will pass the neck of the bottle, adds a part of the required water, sets it on the sand-bath or in the water-bath for fifteen minutes, gives the bottle a shake, and the licorice is dissolved. A few minutes' work completes the whole. And so I might go on enumerating a variety of operations which a man who knows enough to perform what has been described can do without being farther prompted. In the National Formulary there are about forty formulas in the execution of which the sand-bath or the water-bath would be extremely useful if not indispensable. And the same is true of the U. S. P.

In visiting several apothecary shops recently I have been struck with the fact that they are usually nine-tenths parlor and one-tenth kitchen. For a good working pharmacy these proportions ought almost to be reversed; and then room would be given for a good chemical stove like that already described. The advantages of such an apparatus are sufficiently obvious; but while some would entertain kindly the idea of adopting it, some would receive it with undisguised contempt, and others with indifference, or open hostility. "Many men of many minds" is as characteristic of retail apothecaries as of any other group of men. It is believed that the younger men in the business are ambitious to learn everything they can about the scientific side of pharmacy; and that the older men, seeing the trend of the trade, are discouraged at the outlook, and being loth to invest more money, are inclined to let things go with the drift. Considerations akin to these, as well as a determined hostility to all enemies of scientific pharmacy, have induced me to submit for favorable judgment and acceptance a description of the above mentioned apparatus.

In conclusion, I would say that the pharmaceutical stove herein described is not proffered to those who prefer to hug a big cylindrical ball heater, or toast their shins before a little parlor stove, regardless of the benefit to be derived from a good working stove; nor for those who are indifferent to the scientific side of pharmacy, and prefer to remain for the rest of their lives in ignorance, rather than employ a little time and exertion in working at real pharmacy. But it is for those pharmacists, old or young, big or little, who strive to make and to understand the preparations which they handle, and who are students of the art and science of pharmacy. Such pharmacists as these travel a road upon which neither throat cutters, nor nostrum mongers, nor Philistine druggists can either travel or rival them or impede their progress.

H. F. CUMMINGS.

Drugs Affected by Light.

The following is a list of titles of the drugs and chemicals stocked ordinarily by pharmacists, which are prone to change or chemical decomposition through the action of actinic light:

Acidum gallicum, acidum hydrocyanicum dilutum, aether aceticus, ammonium carbonate, aqua chlori, aqua chloroformi, aqua laurocerasi, aqua rosae fortior, argenti cyanidum, argenti iodidum, argenti nitras, argenti nitras dilutus, argenti nitras fusus, argenti oxidum, aristol, arseni iodidum, bismuthi et ammonii citras, bismuthi oxyiodidum, biomoformum, chloroformum, cinchonidinae sulphas, colchicinum, creosotum, eucalyptol, elixir phosphori, ferri chloridum, ferri citras, ferri et ammonii citras, ferri et ammonii tartras, ferri et potassii tartras, ferri et quiniacitras, ferri et quiniacitras solubilis, ferri et strychnine citras, ferri iodidum saccharatum, ferri phosphas solubilis, ferri pyrophosphas solubilis, ferri valerianae, gossypium haemostaticum, guaiacol, hydrargyri chloridum mite, hydrargyri cyanidum, hydrargyri iodidum flavum, hydrargyri iodidum rubrum, hydrargyri oxidum flavum, hydrargyri oxidum rubrum, hydrargyri subsulphas flavas, hydrargrum ammoniatum, hydrargrum cum creta, hydrochinon, aqua hydrogenii dioxidii, iodoformum, liquor ferri acetatis, liquor ferri et ammonii acetatis, liquor ferri subsulphas, liquor potassae (green glass better than flint glass for this preparation; green glass is ordered by the U. S. Pharmacopoeia), liquor sodae (green glass), liquor sodae chloratae, lupisimum, methyl salicylas, morphinae acetate, naphthol, oleum amygdalae amarae, oleum anisi, oleum aurantii florum, oleum bergamottae, oleum betulae volatile, oleum cari, oleum caryophylli, oleum cinnamomi, oleum erigeontis, oleum eucalypti, oleum gaultheriae, oleum hedeomae, oleum juniperi, oleum lavandulae florum, oleum limonis, oleum menthae viridis, oleum myrciae, oleum myristicae, oleum phosphoratum, oleum pimentae, oleum rosae, oleum rosmarini, oleum sabiniae, oleum santali, oleum sassafras, oleum sinapis volatile, oleum terebinthinae, oleum thymi, paraldehydum, physostigminae salicylas, phyostigminae sulphas, plumbi iodidum, potassii permanganas, pyrogallol, quiniacitras sulphas, quiniacitras, quiniacitras bisulphas, quiniacitras hydrobromas, quiniacitras hydrochloras, quiniacitras sulphas, quiniacitras valerianae, resorcinum, santoninum, sodii salicylas, spiritus aetheris nitrosi, spiritus glonoini, spiritus phosphorii, strontii iodidum, syrupus croci, syrupus rubi idaei, terebinthum, tinctura aconiti ex herba recente, tinctura belladonnae, tinctura ferri acetatis Rademacheri, tinctura hyoscamii ex herba recente, unguentum hydrargyri ammoniati, unguentum hydrargyri oxidi flavi, unguentum hydrargyri oxidi rubri, unguentum iodi, unguentum iodoformi, unguentum plumbi iodidi, unguentum potassii iodidi, zinci permanganas.

The use of green glass containers for the solutions of the alkalies is advised, not on account of the action of the light upon the solutions, but because these powerful alkalies act upon flint glass more readily than upon green glass.

The Drug Market.

Opium—Notwithstanding strong reports from primary market, this article is dull and slightly lower. There is no doubt of an upward movement after the holidays.

Morphine—Is unchanged.

Quinine—The market is firm at the recent advance.

Boric Acid—Is scarce and the price has been advanced.

Menthol—Has advanced, on account of higher prices abroad and small stocks.

Ergot—The market is very firm and advancing, on account of small stocks.

Hops—Choice are scarce and have advanced.

Linseed Oil—Has advanced, on account of higher prices for seed.

Turpentine—Continues to advance.

Who Will Succeed Perry?

Considerable speculation is being indulged in by the drug trade as to the probable successor of F. W. R. Perry in the State Board of Pharmacy. Mr. Perry's five year term expires Dec. 31, but he will continue to serve on the Board until his successor is appointed and qualifies. Governor Pingree has announced that no appointments will be made until after a United States Senator is elected, so that Mr. Perry will probably remain on the Board until about Feb. 1—and, possibly, five years longer. Some of the friends of Benj. F. Schrouder, of Grand Rapids, are urging his name on the Governor, but it is understood that Mr. Schrouder will make no active effort in his own behalf, believing that such an office should seek the man, instead of the man seek the office.

Opposed to the New Rule.

It is claimed that a new rule of the State Board of Pharmacy, requiring a nine months' course of study each year from pharmacy students, is a discrimination in favor of the University of Michigan and against other Michigan colleges, as no other in the State has a nine months' course of study. Dr. John E. Clark, Dean of the Detroit Medical College, says an effort will be made to have the rule changed, even if it is necessary to go to the Legislature.

Married Life Expensive.

A Russian merchant recently posted the following announcement in front of his place of business:

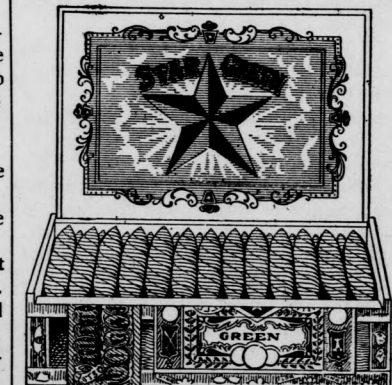
"The reason why I have hitherto been able to sell my goods so much cheaper than anybody else is that I am a bachelor, and do not need to make a profit for the maintenance of a wife and children. It is now my duty to inform the public that this advantage will shortly be withdrawn from them, as I am about to be married. They will, therefore, do well to make their purchases at once at the old rate."

Snowed Under With Letters.

Ann Arbor, Dec. 19—Secretary A. C. Schumacher, of the State Board of Pharmacy, desires to have it known throughout the State that all certificates for which the money has been sent will be issued during the course of the present week. Pharmacists' certificates expire December 18 and many persons are alarmed lest their renewal does not reach them. Secretary Schumacher has received fully 500 letters a day during the past week, a correspondence which has thrown him behind for a short time.

More than 40 per cent. of the British people could not write their names when the queen ascended the throne. The proportion in that condition has now been reduced to 7 per cent.

ALWAYS A WINNER!



\$35.00 per M.

H. VAN TONGEREN, Holland, Mich.

WHOLESALE PRICE CURRENT.

Advanced—
Declined—

Acidum			Conium Mac.			Scilla Co.		
Aceticum.	60	8	Copaiba.	1 15	1 25	Tolutan.	20	50
Benzoleum, German	70	75	Cubeba.	1 00	1 10	Prunus virg.	20	50
Boracic.	15		Exechthitos.	1 00	1 10	Tinctures		
Carbolicum.	28	41	Erigeron.	1 00	1 10	Aconitum Napellis R	90	
Citricum.	40	45	Gaultheria.	1 50	1 60	Aconitum Napellis F	90	
Hydrochlor.	30	5	Geranium, ounce.	75		Aloes.	60	
Nitrosum.	80	10	Gossippi, Sem. gal.	50	60	Aloes and Myrrh.	60	
Oxalicum.	120	14	Hedeoma.	1 00	1 10	Arnica.	60	
Phosphorium, dil.	10	15	Juniper.	1 50	2 00	Assafoetida.	60	
Salicylicum.	60	65	Lavendula.	90	2 00	Atrope Belladonna.	50	
Sulphuricum.	1 1/2	5	Leonotis Piper.	1 30	1 50	Auranti Cortex.	50	
Tannicum.	1 25	1 40	Mentha.	1 60	2 20	Benzoin.	50	
Tartaricum.	38	40	Mentha Verid.	1 10	1 25	Benzoin Co.	50	
Ammonia			Morruha, gal.	1 10	1 25	Barosma.	50	
Aqua, 16 deg.	40	6	Myrica.	4 00	4 50	Cantides.	75	
Aqua, 20 deg.	60	8	Olive.	75	3 00	Capicum.	50	
Carbonas.	120	14	Picis Liquida.	10	12	Cardamon.	75	
Chloridum.	120	14	Picis Liquida, gal.	90	1 05	Cardamon Co.	75	
Aniline			Ricina.	90	1 05	Castor.	1 00	
Black.	2 00	2 25	Rosmarini.	1 00	1 00	Catechu.	50	
Brown.	80	1 00	Rosa, ounce.	6 50	8 50	Cinchona.	50	
Red.	45	50	Succini.	40	45	Cinchona Co.	50	
Yellow.	2 50	3 00	Sabina.	90	1 00	Columba.	50	
Baccæ.			Santal.	2 50	7 00	Cubeba.	50	
Cubese.	po. 18	130	Sassafras.	55	60	Cassia Acutifol.	50	
Juniperus.	60	8	Sinapis, ess., ounce.	65		Cassia Acutifol Co.	50	
Xanthoxylum.	25	30	Tigili.	1 70	1 80	Digitalis.	50	
Balsamum			Thyme.	40	50	Ergot.	50	
Copaiba.	50	55	Thyme, opt.	1 60		Ferri Chloridum.	35	
Peru.	2	75	Theobromas.	15	20	Gentian.	50	
Terabin, Canada.	45	50	Potassium			Gentian Co.	60	
Tolutan.	50	55	Bi-Carb.	15	18	Gulaca.	50	
Cortex			Bichromate.	13	15	Gulaca ammon.	60	
Abies, Canadian.	18		Bromide.	50	55	Hyocysamus.	50	
Cassia.	12		Carb.	12	15	Iodine.	75	
Cinchona Flava.	18		Chlorate, po. 17@19c	16	18	Iodine, colorless.	75	
Eunonymus atropurp.	30		Cyanide.	35	40	Kino.	50	
Myrica Cerifera, po.	20		Iodide.	2 40	2 50	Lobelia.	40	
Prunus Virgin.	12		Potassa, Bitart, pure	28	30	Myrrh.	50	
Quillaja, gr'd.	12		Potassa, Bitart, com	28	30	Nux Vomica.	50	
Sassafras.	po. 18	15	Potass Nitras, opt.	10	12	Opil.	75	
Ulmus.	po. 15, gr'd	15	Potass Nitras.	10	11	Opil, camphorated.	50	
Extractum			Prussiate.	20	25	Opil, deodorized.	1 50	
Glycyrrhiza Glabra.	24	25	Sulphate po.	15	18	Quassia.	50	
Glycyrrhiza, po.	28	30	Radix			Rhany.	50	
Hæmatox, 15 lb box.	11	12	Aconitum.	20	25	Rhel.	50	
Hæmatox, 1s.	13	14	Altha.	22	25	Sanguinaria.	50	
Hæmatox, 1/2s.	14	15	Anchusa.	10	12	Serpentaria.	60	
Hæmatox, 1/4s.	16	17	Arum po.	2	25	Stromonium.	40	
Ferru			Calamus.	20	40	Tolutan.	60	
Carbonate Precip.	15		Gentiana.	po. 15	12	Valerian.	50	
Citrate and Quinia.	2 25		Glycyrrhiza, pv. 15	16	18	Veratrum Veride.	50	
Citrate Soluble.	75		Hydrastis Canaden.	60		Zingiber.	20	
Ferrocyanidum Sol.	40		Hydrastis Can., po.	65		Miscellaneous		
Solut. Chloride.	15		Hellebore, Alba, po.	18	20	Æther, Spits. Nit. 3 F	300	35
Sulphate, com'l.	2		Inula, po.	15	20	Æther, Spits. Nit. 4 F	24	38
Sulphate, com'l, by	50		Ipecac, po.	2 80	3 00	Alumen.	31	43
bbl, per cwt.	7		Iris plox.	po. 35@38	35	Anato.	30	4
Sulphate, pure	7		Jalapra, pr.	25	30	Antise, gro'd. po. 7	30	4
Flora			Maranta, 1/2s.	2	35	Antise, gro'd. po. 7	30	4
Arnica.	120	14	Podophyllum, po.	22	25	Antimoni, po.	40	5
Anthemis.	220	25	Rhel.	75	1 00	Antimoni et PotassT	40	50
Matricaria.	30	35	Rhel, cut.	1 25	1 35	Antipyrin.	35	
Folia			Rhel, pv.	75	1 35	Antifebrin.	20	
Barosma.	230	28	Spigelia.	35	38	Argent Nitras, oz	50	
Cassia Acutifol, Tin-	180	25	Serpentaria.	po. 15	30	Arsenicum.	100	12
nevelly.	250	30	Sinapis.	40	45	Balm Gilead Bud.	38	40
Cassia Acutifol, Alx.	180	25	Similax, officinalis H	40	45	Bismuth S. N.	1 40	1 80
Salvia officinalis, 1/2s	120	20	Smilax, M.	40	45	Calcium Chlor., 1s.	60	
and 1/4s.	80	10	Scilla.	po. 35	10	Calcium Chlor., 1/2s.	60	
Ura Ursi.	80	10	Symplocarpus, Fosti-	25	30	Calcium Chlor., 1/4s.	60	
Gummi			cus, po.	25	30	Cantharides, Rus. po.	12	
Acacia, 1st picked.	65		Valeriana, Eng. po. 30	15	20	Capici Fructus, af.	15	
Acacia, 2d picked.	40		Valeriana, German.	12	16	Capici Fructus, po.	15	
Acacia, 3d picked.	25		Zingiber a.	12	16	Capici Fructus, po. 15	12	14
Acacia, sifted sorts.	25		Zingiber j.	25	27	Carmin, No. 40.	3 00	
Acacia, po.	60	80	Semen			Cera Alba.	50	55
Aloe, Barb. po. 18	120	14	Anisum.	po. 15	12	Cera Flava.	40	42
Aloe, Cape. po. 15	120	14	Apium (graveolens)	13	15	Coccos.	40	42
Aloe, Socotri. po. 40	55	60	Bird, 1s.	40	6	Cassia Fructus.	30	33
Ammoniac.	55	60	Cardam.	po. 18	10	Centaria.	10	
Assafoetida.	po. 30	250	Cardamom.	1 25	1 75	Cetaceum.	45	
Benzoinum.	50	55	Coriandrum.	1 25	1 75	Chloroform.	50	53
Catechu, 1s.	50	13	Cannabis Sativa.	4 1/2	5	Chloroform, squibbs	1 10	
Catechu, 1/2s.	50	14	Cydonium.	75	1 00	Chloral Hyd Crst.	1 65	1 90
Catechu, 1/4s.	50	16	Chenopodium.	10	12	Chondrus.	20	25
Camphora.	44	48	Dipterix Odorate.	1 40	1 50	Chondrus, P. & W	25	35
Euphorbium.	po. 35	10	Feniculum.	1 40	1 50	Cinchonidine, Germ	22	30
Gamboge.	po. 100	65	Foenugreek, po.	70	9	Cocaine.	3 55	3 75
Gualacum.	po. 25	30	Lini.	3 1/2	4 1/2	Coccos, list, dis. pr. ct.	70	
Kino.	po. \$3.00	3 00	Lobelia.	40	4 1/2	Creta.	20	
Mastic.	po. 40	60	Pharlaris Canarian.	35	40	Creta, prep.	5	
Myrrh.	po. 45	40	Rapa.	40	4 1/2	Creta, precip.	90	11
Opil.	po. \$5.20	5 40	Sinapis Albu.	10	12	Creta, Rubra.	8	
Shellac.	25	30	Sinapis Nigra.	10	12	Crocus.	180	20
Shellac, bleached.	40	45	Spiritus			Cudbear.	24	
Tragacanth.	50	80	Frument, W. D. Co.	2 00	2 50	Cupri Sulph.	50	6
Herba			Frument, D. F. R.	2 00	2 50	Dane.	100	12
Absinthium.	oz. pkg	25	Juniperis Co. O. T.	1 25	1 50	Æther Sulph.	75	80
Eupatorium.	oz. pkg	20	Juniperis Co.	1 25	1 50	Emery, all numbers	8	
Lobelia.	oz. pkg	25	Saacharum N. E.	1 90	2 10	Emery, po. 8	30	35
Majorum.	oz. pkg	28	Spt. Vini Galli.	1 75	2 00	Ergota.	30	35
Mentha Pip.	oz. pkg	23	Vini Oporto.	1 25	2 00	Flake White.	12	15
Mentha Vir.	oz. pkg	25	Vini Alba.	1 25	2 00	Galla.	23	
Rue.	oz. pkg	25	Sponges			Gambier.	80	9
Tanacetum.	oz. pkg	22	Florida sheeps' wool	2 50	2 75	Gelatin, Cooper.	60	
Thymus.	V. oz. pkg	25	Nassau sheeps' wool	2 00	2 25	Gelatin, French.	35	60
Flagnesia.			Velvet extra sheeps'	wool, carriage.	1 25	Glewars, flint, box	75	10
Calcined, Pat.	55	60	Extra yellow sheeps'	wool, carriage.	1 00	Less than box.	90	12
Carbonate, Pat.	20	22	Grass sheeps' wool,	carriage.	1 00	Glue, white.	130	25
Carbonate, K. & M.	20	25	Hard, for slate use.	75		Glycerina.	140	20
Carbonate, Jennings	35	36	Yellow Reef, for	slate use.	1 40	Grana Paradisi.	25	
Oleum			Syrups			Humulus.	25	55
Absinthium.	3 50	3 75	Acacia.	50	50	Hydraag Chlor Mite	75	
Amygdale, Dulc.	30	50	Auranti Cortex.	50	50	Hydraag Chlor Cor.	75	
Amygdale, Amara.	8 00	8 25	Zingiber.	50	50	Hydraag Ox Rub'm.	95	
Anisi.	2 00	2 10	Ipecac.	50	60	Hydraag Ammoniat	1 10	
Auranti Cortex.	2 00	2 25	Ferri Iod.	50	50	Hydraag Unguentum	45	55
Bergamit.	3 00	3 20	Rhel Arom.	50	60	Hydrargyrum.	50	
Cajiputi.	75	80	Smilax Officinalis.	50	60	Ichthyolla, Am.	65	70
Caryophyll.	75	80	Senega.	50	50	Indigo.	75	1 00
Cedar.	35	65	Scilla.	50	50	Iodine, Resubi.	3 60	3 70
Chenopadi.	2 75	3 00	Syrups			Iodoform.	4	20
Cinnamonli.	1 60	1 70	Acacia.	50	50	Lupulin.	2	25
Citronella.	45	50	Auranti Cortex.	50	50	Lycopodium.	40	45
Alumina			Zingiber.	50	50	Mæls.	65	75
Alumina.	50	50	Ipecac.	50	60	Liquor Arsen et Hy	25	
Alumina, S. P. & W.	2 40	2 65	Ferri Iod.	50	50	drarg Iod.	100	12
Alumina, S. N. Y. Q. &	2 30	2 55	Rhel Arom.	50	60	Magnesia Potassnit	20	
C. Co.	2 30	2 55	Smilax Officinalis.	50	60	Magnesia, Sulph, bbl	1 1/2	
Moschus Canton.	40	40	Senega.	50	50	Mannia, S. F.	50	60
Myristica, No. 1.	65	80	Scilla.	50	50	Mentha.	3 00	
Nux Vomica.	po. 20	10	Syrups					
Os Sepia.	15	18	Acacia.	50	50			
Pepsin Saac, H. & P.	1 00	1 00	Auranti Cortex.	50	50			
D. Co.	1 00	1 00	Zingiber.	50	50			
Picis Liq. N. N. 1/4 gal.	2 00	2 00	Ipecac.	50	60			
Picis Liq., quarts.	2 00	2 00	Ferri Iod.	50	50			
Picis Liq., pints.	2 00	2 00	Rhel Arom.	50	60			
Pil Hydrarg.	po. 80	50	Smilax Officinalis.	50	60			
Piper Nigra.	po. 22	30	Senega.	50	50			
Piper Alba.	po. 35	7	Scilla.	50	50			
Pil Burgun.	10	12	Syrups					
Plumbi Acet.	10	12	Acacia.	50	50			
Pulvis Ipecac et Opil	1 10	1 20	Auranti Cortex.	50	50			
Pyrethrum, boxes H.	1 25	1 25	Zingiber.	50	50			
P. D. Co., doz.	25	30	Ipecac.	50	60			
Pyrethrum, pv.	25	30	Ferri Iod.	50	50			
Quassia.	30	35	Rhel Arom.	50	60			
Quinia, S. P. & W.	31	36	Smilax Officinalis.	50	60			
Quinia, S. German.	25	33	Senega.	50	50			
Quinia, N. Y.	33	35	Scilla.	50	50			
Rubia Tinctorum.	12	14	Syrups					
Saccharum Lactis pv	15	20	Acacia.	50	50			
Salacin.	3 00	3 10	Auranti Cortex.	50	50			
Sanguis Draconis.	40	50	Zingiber.	50	50			
Sapo, W.	12	14	Ipecac.	50	60			
Sapo, M.	10	12	Ferri Iod.	50	50			

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 6 00 Castor Oil.....50 7 00 Diamond.....50 4 00 Fraser's.....75 9 00 IXL Golden, tin boxes 75 9 00 Mica, tin boxes.....75 9 00 Paragon.....55 6 00	CANDLES. 7s.....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 1/4 Gold Medal.....@ 11 1/4 Ideal.....@ 11 1/4 Jersey.....@ 11 1/4 Lenawee.....@ 10 1/4 Riverside.....@ 11 1/4 Brick.....@ 12 Edam.....@ 10 Leiden.....@ 17 Limburger.....@ 13 Pinesapple.....@ 75 Sap Sago.....@ 17 Chicory Bulk.....5 Sliced.....7	CONDENSED MILK. 4 dos in case.....6 75 Gail Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....3 25 Dime.....3 25 COUPON BOOKS. Tradesman Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Economic Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 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 1,000 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 00 500, any one denom'n.....3 00 1,000, any one denom'n.....5 00 2,000, any one denom'n.....8 00 Steel punch.....75 DRIED FRUITS—DOMESTIC Apples. Sundried.....@ 5 Evaporated 50 lb boxes.....@ 9 California Fruits. Apricots.....@ Blackberries.....@ Nectarines.....@ 10 Peaches.....@ 10 Pitted Cherries.....@ Prunelles.....@ Raspberries.....@ 10 California Prunes. 100-120 25 lb boxes.....@ 4 80-100 25 lb boxes.....@ 5 1/4 70-80 25 lb boxes.....@ 5 1/4 60-70 25 lb boxes.....@ 6 1/4 50-60 25 lb boxes.....@ 6 1/4 40-50 25 lb boxes.....@ 10 30-40 25 lb boxes.....@ 1/2 cent less in 50 lb cases Raisins. 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 1/4 FOREIGN. Citron.....@ 12 Leghorn.....@ 13 Corsican.....@ 13 Currents. Patras bbls.....@ 6 Vostizias 50 lb cases.....@ 6 1/4 Cleaned, bulk.....@ 7 Cleaned, packages.....@ 7 1/4 Peel. Citron American 10 lb bx.....@ 13 Lemon American 10 lb bx.....@ 12 Orange American 10 lb bx.....@ 12 Raisins. Ondura 25 lb boxes.....@ Sultana 1 Crown.....@ Sultana 2 Crown.....@ Sultana 3 Crown.....@ Sultana 4 Crown.....@ Sultana 5 Crown.....@ Sultana 6 Crown.....@ Sultana package.....@ FARINACEOUS GOODS. Farina. 24 1 lb. packages.....1 50 Bulk, per 100 lbs.....3 50 Grits. Walsh-DeRoo Co.'s Brand.  24 2 lb. packages.....1 80 100 lb. kegs.....2 70 200 lb. barrels.....5 10	Hominy. Barrels.....2 50 Flake, 50 lb. drums.....1 00 Beans. Dried Lima.....4 1/4 Medium Hand Picked.....1 10 Maccaroni 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, 90 lb sacks.....1 75 Quaker, cases.....3 20 Huron, cases.....1 75 Sago. German.....4 East India.....3 1/4 Tapoca. Flake.....3 1/4 Pearl.....3 1/4 Anchor, 40 1 lb. pkgs.....5 Wheat. Cracked bulk.....3 1/4 24 2 lb. packages.....2 50 Salt Fish. Cod. Georges cured.....@ 4 Georges genuine.....@ 5 Georges selected.....@ 5 1/4 Strips or bricks.....@ 9 Clerring. Holland white hoops, bbl.....6 00 Holland white hoop 1/4 bbl.....4 50 Holland, 1/4 bbl.....2 80 Holland white hoop, keg.....65 Holland white hoop, mech.....35 Norwegian.....3 50 Round 100 lbs.....1 75 Round 40 lbs.....14 Scaled.....14 Flackerei. Mess 100 lbs.....15 00 Mess 40 lbs.....6 30 Mess 10 lbs.....1 05 Mess 8 lbs.....1 35 No. 1 100 lbs.....13 25 No. 1 40 lbs.....5 00 No. 1 10 lbs.....1 48 No. 1 8 lbs.....1 30 No. 2 100 lbs.....9 25 No. 2 40 lbs.....4 01 No. 2 10 lbs.....1 08 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.....8 00 40 lbs.....83 10 lbs.....69 8 lbs.....37	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 LYE. Condensed, 2 dos.....1 20 Condensed, 4 dos.....2 25 LICORICE. Pure.....30 Calabria.....25 Sicily.....14 Root.....10 MINCE MEAT. Ideal, 3 dos. in case.....2 25 MATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 MOLASSES. New Orleans. Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle, 25 extra.....25 3/4 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.....6 Cob, No. 3.....85 POTASH. 48 cans in case.....4 00 Babbitt's.....4 00 Penna Salt Co.'s.....3 00 PICKLES. Medium.....3 75 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.....6 1/2 Carolina head.....5 Carolina No. 1.....4 Carolina No. 2.....4 Broken.....3 1/2 Imported. Japan, No. 1.....5 1/4 @ 6 Japan, No. 2.....4 1/2 @ 5 Java, fancy head.....5 @ 5 1/4 Java, No. 1.....5 @ 5 Table.....@ SALERATUS. Packed 60 lbs. in box. Church's.....3 30 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 00 SAL SODA. Granulated, bbls.....75 Granulated, 100 lb cases.....9 Lump, bbls.....75 Lump, 145 lb kegs.....85 SAUERKRAUT. Barrels.....3 25 1/2-Barrels.....1 75	SNUFF. Scotch, in bladders.....87 Maccaboy, in jars.....35 French Rappee, in jars.....48 SEEDS. Anise.....9 Canary, Smyrna.....3 1/4 Caraway.....8 Cardamon, Malabar.....60 Celery.....11 Hemp, Russian.....4 Mixed Bird.....4 1/4 Mustard, white.....5 Poppy.....10 Rape.....4 1/4 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, 250 lb. bulk.....2 25 Butter, barrels, 20 14 lb bags.....50 Butter, sacks, 28 lbs.....25 Butter, sacks, 56 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 lb. linen sacks.....32 56 lb. linen sacks.....60 Bulk in barrels.....2 5 Warraw. 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 10 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 Cabinet.....2 20 Savon.....2 50 White Russian.....2 35 White Cloud, laundry.....6 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 Castle, 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. Sapolio, kitchen, 3 dos.....2 40 Sapolio, hand, 3 dos.....2 40 SODA. Boxes.....5 1/4 Kegs, English.....4 1/4
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SPICES.

Whole Sifted.	
Allspice	14
Cassia, China in mats	12
Cassia, Batavia in bund.	25
Cassia, Saigon in rolls	32
Cloves, Amboyna	12
Cloves, Zanzibar	12
Mace, Batavia	55
Nutmegs, fancy	60
Nutmegs, No. 1	50
Nutmegs, No. 2	45
Pepper, Singapore, black	13
Pepper, Singapore, white	16
Pepper, shot	15
Pure Ground in Bulk.	
Allspice	17
Cassia, Batavia	36
Cassia, Saigon	40
Cloves, Zanzibar	14
Ginger, African	18
Ginger, Coch	18
Ginger, Jamaica	23
Mace, Batavia	65
Mustard	12@15
Nutmegs	40@50
Pepper, Sing., black	15
Pepper, Sing., white	22
Pepper, Cayenne	20
Sage	15

SYRUPS.

Barrels	17
Half bbls.	19
1 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
20 1-lb packages	6 1/4
Kingsford's Silver Gloss.	
40 1-lb packages	6 1/4
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 1/4
3-lb packages	4 1/4
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 38
Cut Leaf	5 63
Crushed	5 63
Powdered	5 25
XXX Powdered	5 38
Cubes	5 25
Granulated in bbls	5 13
Granulated in bags	5 13
Fine Granulated	5 13
Extra Fine Granulated	5 25
Extra Coarse Granulated	5 25
Mould A	5 38
Diamond Confection A	5 13
Confection Standard A	5 00
No. 1	4 75
No. 2	4 75
No. 3	4 75
No. 4	4 69
No. 5	4 63
No. 6	4 56
No. 7	4 50
No. 8	4 44
No. 9	4 38
No. 10	4 31
No. 11	4 25
No. 12	4 24
No. 13	4 25
No. 14	4 25
No. 15	4 19
No. 16	4 19

TOBACCO.

Clark-Jewell-Wells Co.'s brand.	
New Brick	33 00
H. & P. Drug Co.'s brand.	
Quintette	35 00

G. J. Johnson Cigar Co.'s brand.



S. C. W. 35 00

Ruhe Bros. Co.'s Brands.

Double Eagle's, 6 sizes, 55@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 1/4
Seymour XXX, 3 lb. carton	6
Family XXX	5 1/4
Salted XXX	6
New York XXX	6
Walverline	6
Boston	7 1/2

Soda.

Soda XXX	6
Soda XXX, 3 lb. carton	6 1/4
Soda, City	8
Long Island Wafers	11
L. I. Wafers, 1 lb carton	12
Zephyrette	10

Oyster.

Saltine Wafer	5 1/4
Saltine Wafer, 1 lb carton	6 1/4
Farina Oyster	5 1/4
Extra Farina Oyster	6

SWEET GOODS—Boxes.

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

Oils.

Barrels.	
Eocene	11 1/4
XXX W. W. Mich. Hdt	9 1/4
W W Michigan	9
Diamond White	8
D. S. Gas	9
Geo. Naphtha	7
Cylinder	25 3/4
Engine	21
Black, winter	8

Candies.

Stick Candy.	
Standard	6 1/4 @ 7
Standard H. H.	6 1/4 @ 7
Standard Twist	6 @ 8
Cut Leaf	6 @ 8

Jumbo, 32 lb	6 1/4
Extra H. H.	8 1/4
Boston Cream	10

Mixed Candy.

Grocers	6
Competition	6 1/2
Standard	7
Conserve	7 1/4
Royal	7 1/2
Ribbon	9
Broken	8 1/2
Cut Leaf	8
English Rock	8
Kindergarten	8 1/4
French Cream	9
Valley Pan	10
Valley Cream	13

Fancy—in Bulk.

Lozenges, plain	8 1/4
Lozenges, printed	8 1/2
Choc. Drops	10 1/2
Choc. Monumentals	2
Gum Drops	5
Moss Drops	8
Sour Drops	9
Imperial	9

Fancy—in 5 lb. Boxes.

Lemon Drops	250
Sour Drops	250
Peppermint Drops	250
Chocolate Drops	250
H. M. Choc. Drops	250
Gum Drops	250
Alcorice Drops	250
A. B. Licorice Drops	250
Lozenges, plain	250
Lozenges, printed	250
Imperial	250
Mottos	250
Cream Bar	250
Hand Made Creams	80 @ 90
Plain Creams	80 @ 90
Decorated Creams	250
String Rock	250
Burnt Almonds	1 25
Wintergreen Berries	250

Caramels.

No. 1 wrapped, 2 lb. boxes	235
No. 1 wrapped, 3 lb. boxes	250
No. 2 wrapped, 2 lb. boxes	250

Fruits.

Oranges.	
Louisianas	24 00
Mexicans Florida	24 00
style box	24 25
Fancy Navels	24 25

Lemons.	
Strictly choice 300s.	23 75
Strictly choice 300s.	23 75
Ex. Fancy 300s.	24 25
Ex. Fancy 300s.	24 25

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

Foreign Dried Fruits.	
California Fancy	216
Choice, 10 lb boxes	215
Extra choice, 10 lb boxes new	218
Fancy, 12 lb boxes	222
Imperial Mikados, 18 lb boxes	2
Pulled, 6 lb boxes	2
Natural, in bags	7

Dates.	
Fards in 10 lb boxes	2
Fards in 60 lb cases	2
Persians, G. M's	5 1/4
1 lb cases, new	6
Sairs, 60 lb cases	5

Nuts.

Almonds, Tarragona	216
Almonds, Ivaca	214
Almonds, California, soft shelled	215
Brazil new	2 8 1/4
Filberts	211
Walnuts, Naples	213
Walnuts, Calif No. 1	212
Walnuts, soft shelled	212

Table Nuts, fancy	211
Table Nuts, choice	210
Pecans, Med.	2 7 1/4
Pecans, Ex. Large	210
Pecans, Jumbos	212
Hickory Nuts per bu.	210
Ohio, new	210
Cocoanuts, full sacks	24 0
Chestnuts per bu.	24 00

Peanuts.

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

Grains and Feedstuffs

Wheat.	
Winter Wheat Flour.	
Local Brands.	

Patents	4 0
Second Patent	3 50
Straight	3 25
Clear	3 00
Graham	3 00
Buckwheat	4 25
Rye	3 25
Subject to usual cash discount.	

Flour in bbls., 25c per bbl. additional.	
Ball-Barnhart-Putman's Brand	3 40
Daisy, 1/4s.	3 40
Daisy, 1/2s.	3 40
Worden Grocer Co.'s Brand	
Quaker, 1/4s.	3 45
Quaker, 1/2s.	3 45
Quaker, 3/4s.	3 45

Spring Wheat Flour.	
Clark-Jewell-Wells Co.'s Brand	
Pillsbury's Best 1/4s.	4 30
Pillsbury's Best 1/2s.	4 20
Pillsbury's Best 3/4s.	4 10
Pillsbury's Best 1/4s paper	4 10
Pillsbury's Best 1/2s paper	4 10
Ball-Barnhart-Putman's Brand	

Clark-Jewell-Wells Co.'s Brand	
Pillsbury's Best 1/4s.	4 30
Pillsbury's Best 1/2s.	4 20
Pillsbury's Best 3/4s.	4 10
Pillsbury's Best 1/4s paper	4 10
Pillsbury's Best 1/2s paper	4 10

Clark-Jewell-Wells Co.'s Brand	
Pillsbury's Best 1/4s.	4 30
Pillsbury's Best 1/2s.	4 20
Pillsbury's Best 3/4s.	4 10
Pillsbury's Best 1/4s paper	4 10
Pillsbury's Best 1/2s paper	4 10

Clark-Jewell-Wells Co.'s Brand	
Pillsbury's Best 1/4s.	4 30
Pillsbury's Best 1/2s.	4 20
Pillsbury's Best 3/4s.	4 10
Pillsbury's Best 1/4s paper	4 10
Pillsbury's Best 1/2s paper	4 10

Clark-Jewell-Wells Co.'s Brand	
Pillsbury's Best 1/4s.	4 30
Pillsbury's Best 1/2s.	4 20
Pillsbury's Best 3/4s.	4 10
Pillsbury's Best 1/4s paper	4 10
Pillsbury's Best 1/2s paper	4 10

Clark-Jewell-Wells Co.'s Brand	
Pillsbury's Best 1/4s.	4 30
Pillsbury's Best 1/2s.	4 20
Pillsbury's Best 3/4s.	4 10
Pillsbury's Best 1/4s paper	4 10
Pillsbury's Best 1/2s paper	4 10

Clark-Jewell-Wells Co.'s Brand	
Pillsbury's Best 1/4s.	4 30
Pillsbury's Best 1/2s.	4 20
Pillsbury's Best 3/4s.	4 10
Pillsbury's Best 1/4s paper	4 10
Pillsbury's Best 1/2s paper	4 10

Clark-Jewell-Wells Co.'s Brand	
Pillsbury's Best 1/4s.	4 30
Pillsbury's Best 1/2s.	4 20
Pillsbury's Best 3/4s.	4 10
Pillsbury's Best 1/4s paper	4 10
Pillsbury's Best 1/2s paper	4 10

Clark-Jewell-Wells Co.'s Brand	
Pillsbury's Best 1/4s.	4 30
Pillsbury's Best 1/2s.	4 20
Pillsbury's Best 3/4s.	4 10
Pillsbury's Best 1/4s paper	4 10
Pillsbury's Best 1/2s paper	4 10

Clark-Jewell-Wells Co.'s Brand	
Pillsbury's Best 1/4s.	4 30
Pillsbury's Best 1/2s.	4 20
Pillsbury's Best 3/4s.	4 10
Pillsbury's Best 1/4s paper	4 10
Pillsbury's Best 1/2s paper	4 10

Clark-Jewell-Wells Co.'s Brand	
Pillsbury's Best 1/4s.	4 30
Pillsbury's Best 1/2s.	4 20
Pillsbury's Best 3/4s.	4 10
Pillsbury's Best 1/4s paper	4 10
Pillsbury's Best 1/2s paper	4 10

Clark-Jewell-Wells Co.'s Brand	
Pillsbury's Best 1/4s.	4 30
Pillsbury's Best 1/2s.	4 20
Pillsbury's Best 3/4s.	4 10
Pillsbury's Best 1/4s paper	4 10
Pillsbury's Best 1/2s paper	4 10

Clark-Jewell-Wells Co.'s Brand	
Pillsbury's Best 1/4s.	4 30
Pillsbury's Best 1/2s.	4 20
Pillsbury's Best 3/4s.	4 10
Pillsbury's Best 1/4s paper	4 10
Pillsbury's Best 1/2s paper	4 10

Clark-Jewell-Wells Co.'s Brand	
Pillsbury's Best 1/4s.	4 30
Pillsbury's Best 1/2s.	4 20
Pillsbury's Best 3/4s.	4 10
Pillsbury's Best 1/4s paper	4 10
Pillsbury's Best 1/2s paper	4 10

Clark-Jewell-Wells Co.'s Brand	
Pillsbury's Best 1/4s.	4 30
Pillsbury's Best 1/2s.	4 20
Pillsbury's Best 3/4s.	4 10
Pillsbury's Best 1/4s paper	4 10
Pillsbury's Best 1/2s paper	4 10

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Hardware

Cold Weather Goods.

Almost all of this variety of goods come under the head of hardware, or at least ought to. This will doubtless be a good year for skating. Already the ubiquitous boy is heard jingling his skates together on his way to or from frozen ponds or streams. See therefore that your stock of skates is sufficiently complete to supply the wants of your neighborhood. Nature is periodically clothed in spotless raiment during these months and coasting is fully as popular as skating. It may indeed be indulged in when the latter is impossible. Santa Claus is very fond of giving sleds for Christmas gifts, thus gladdening many boyish hearts at the sight of their bright red or green runners and top. The highly economical people who have put off the purchase of a heating stove until the eleventh hour now find themselves compelled by the extreme cold to unloose their purse strings for some heating apparatus. It is well therefore to push the line of heating stoves as much as possible at this period. Where a customer, who may at the time happen to be purchasing other things, exhibits an interest in stoves, talk them up to him. Show how they are managed. Explain the general use of dampers, grates, etc., at the same time expatiating upon the merits of certain stoves likely to suit him. Where some previous acquaintance with some prospective purchaser's circumstances has been obtained by former dealings with him, the retailer can judge of whether a wood stove, or soft or hard coal heater will possibly be more desirable for him. Show coal vases prominently now in addition to stoves, for every well regulated household should have one or more of them.

Side Lines for the Hardware Dealer.

From Stoves and Hardware Reporter.

There was a time—not so very long ago, either—when certain lines of merchandise were considered things apart from hardware and savoring of a sort of mercantile sacredness to touch which would be sacrilegious. This was before the hardware dealer began to put his strength into things other than merchandise. Those lines, the addition of which has done so much to build up the retailer's trade, are, for example, bicycles, lamps, linoleums, leather goods and kindred lines. All of course have not seen fit to branch out in this way and put in stock all the above mentioned goods; but those who have done so and at the same time displayed much enterprise and activity in pushing them have materially benefited their business. The old antiquated theory, which has not entirely died out yet, that hardware stores should confine themselves to "exclusive" matters, such as strictly legitimate lines closely or inseparably related to their original stocks, is being fast exploded. Progress, competition and the needs of the people have changed all that. In the hurry and flurry of the present day, people desire to save as much time as possible when doing their purchasing, and the store which carries the most numerous lines of goods is the one which caters to this demand for convenience. Besides, the hardware dealer has proved by the thought and study put upon these so-called side lines that he can stock them as carefully as the department store. Expert knowledge combined with liberality in expenditure is bound to bring satisfactory results in supplying the demands of the most fastidious public. As time passes on, to these qualifications are added experience and accuracy in selection, which increases the appreciation felt by the public. The hardware dealer's information may become as valuable to him in the acquisition

tion of additional lines as in the buying of his regular stock. He learns to do nothing by halves, but regards his new lines as being as important as the old-timers. It would do no harm the writer believes if the hardware dealer would branch out even more than he has already and thus accustom people to the presence of different goods in his store and make it a purchasing center for many varieties of merchandise. It would be done with a serious purpose in view—that of competing fairly and most effectively with the department stores. Example shows what gigantic proportions the latter have assumed by the adoption of such a scheme and the hardware dealer should employ similar means.

Puncture Proof Bicycle Wheel.

The one feature in the bicycle which gives a feeling of anxiety and uncertainty to the rider is the liability to disaster through the loss of the cushioning air. Perhaps no other point has had as much study by the inventor with so little prospect of success as the retaining of the delightful elasticity of the pneumatic tire while overcoming its proneness to disagreeable surprises. The most successful effort so far brought to attention seems to be that of M. C. Oviatt, of Traverse City, whose invention consists of a wheel having a tire of solid rubber, with a tread much broader than in the old solid tire. Then the spokes are made shorter than the ordinary wheel would require and are attached to a rim smaller in diameter than the wheel, thus making two rims separated by a space. It is in this space that the principal means of elasticity is found. A band of leather passes around midway between the rims, being secured to each by small rods placed alternately several inches apart. This arrangement gives any degree of elasticity desired, becoming more rigid and firm by the increase of the load. Contrary to what might be thought, the wheel presents a handsome appearance and will, no doubt, enjoy a wide sale among those who wish to avoid the annoyance inherent in the old method, or who wish to subject their wheels to specially hard usage.

Obedient to the Letter.

"If you hammer that shoe on the floor again, Elsie, I shall whip you," said Mrs. B.—who was vainly endeavoring to ward off an oncoming nervous headache—to her little girl at play in the next room.

The noise ceased for some moments, then recommenced even louder than before.

"Come here this instant, Elsie," called the exasperated mother.

And the child obeyed, with blue eyes opened wide in innocent surprise.

"I am going to whip you, Elsie. Did I not forbid you to hammer that shoe on the floor again? And you have disobeyed me."

"I did not disobey you, mother. It was not that shoe that I hammered then; it was the other one."

Never Lose Their Interest.

From the St. Ignace Enterprise.

We don't know whether business men who take the Michigan Tradesman ever think of taking it home, but if they do not they make a great mistake. No lady could fail to enjoy that charming article on Good Manners for Girls, in last week's number, by Dorothy Dix, whose contributions, by the way, never lose their interest.

It Was the Same Fellow.

The man who talks so loudly what he knows regarding advertising is the man who put a three-liner in the classified column of a Sunday paper once in order to find somebody who would furnish capital to back up his experience.

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.

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.

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.

MEN OF MARK.

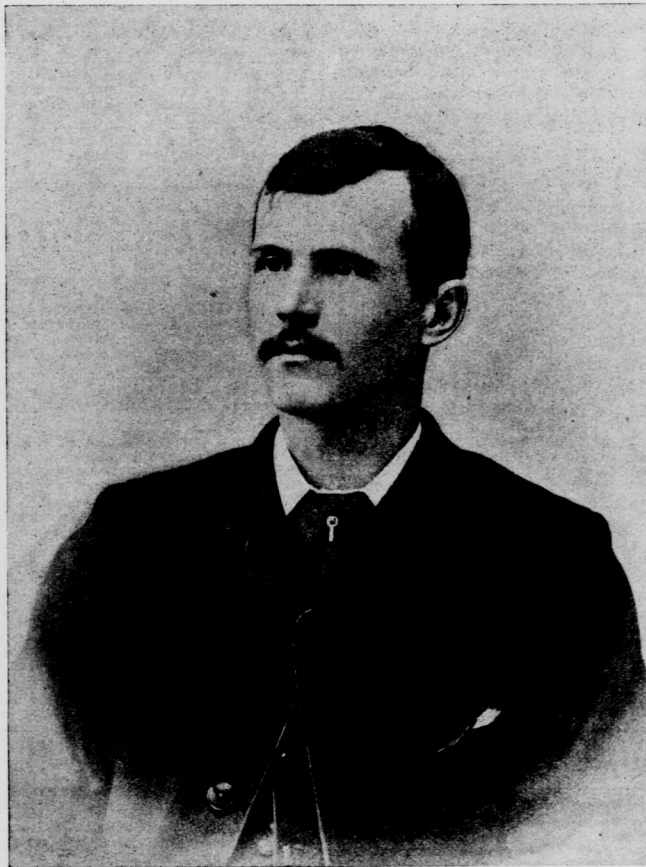
Wm. D. Weaver, Treasurer Clark-Rutka-Jewell Co.

Wm. D. Weaver was born on a farm in Walker township, Kent county, Dec. 17, 1856, his parents being Canadian born. He attended school at the Walker schoolhouse until 19 years of age, when he attended the Grand Rapids high school two winters. His first business experience was with the former wholesale grocery house of Shields, Bulkley & Co., with which he identified himself in 1880 in the capacity of driver of a delivery wagon. He was soon promoted to the position of assistant shipping clerk and, subsequently, to that of shipping clerk. In the fall of 1882 he transferred his allegiance to the wholesale grocery house of Clark, Jewell & Co., with which house and its successors he

Rutka, Vice President, and S. M. Wells, Secretary.

Mr. Weaver is an attendant at the South Congregational Church and is a member of the A. O. U. W. Aside from these relations, he is not much of a "jiner," all of his thoughts and aspirations being centered in his home at 376 Horton avenue, where he has a wife and an 11-year old daughter. His wife's name was Miss Lillian A. Huff prior to their marriage on Sept. 15, 1880.

Mr. Weaver attributes his success to steady and persistent application to business; to the fact that he has done his duty, as he sees it, without circumlocution or ostentation, and he is, naturally, proud of the friends he has made and the customers who entertain for him a high measure of respect. Few men remain seventeen years with one house and are then able to transfer their alle-



has since been constantly identified—ten years as shipping clerk, three years as city salesman and the past four years as manager of the cigar department. In addition to the positions which he successively occupied, he became a stockholder in the institution on the incorporation of the house as the I. M. Clark Grocery Co., at which time he was elected a director of the company. This relationship he has since sustained, with credit to himself and with profit to the house.

Within a few days Mr. Weaver has made an important change, having sold his interest in the Clark-Jewell Wells Co. and purchased an interest in the wholesale hardware house of Clark-Rutka-Jewell Co., which institution he will serve as a director and also in the capacity of Treasurer, the other officers being M. J. Clark, President, J. J.

giance to a house which is so closely related as the two wholesale establishments are in the Clark building.

When remonstrated with for relinquishing a business to which he has devoted nineteen consecutive years and espousing an occupation which involves long and patient study in order to master the enormous amount of detail connected therewith, Mr. Weaver asserts that what has been done once can be done again; that the principles of business are practically the same, no matter what the line may be, and that the same industry which enabled him to work his way, step by step, up the tedious ladder of the grocery trade will serve him to equal purpose in his new undertaking.

Advocates of early rising should remember that it's the early worm that gets caught.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	5 50
First Quality, S. B. S. Steel.....	9 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50& 5
Central Fire.....	25& 5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 50
Corrugated.....	1 25
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	17
GAUGES	
Stanley Rule and Level Co.'s.....	60&10
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
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.....	1 55
Steel nails, base.....	1 00
Wire nails, base.....	1 00
20 to 60 advance.....	Base
10 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 1/2 advance.....	85
PLANES	
Ohio Tool Co.'s, fancy.....	250
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	250
Bench, first quality.....	250
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 21.....	21
"B" Wood's patent planished, Nos. 25 to 27 9 21.....	21
Broken packages 1/4 per pound extra.....	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 10&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel.....	30c list 70
HOUSE FURNISHING GOODS	
Stamped Tin Ware.....	new list 75&1
Spangled Tin Ware.....	20&1
Granite Iron Ware.....	new list 40&1
HOLLOW WARE	
Pots.....	60&1
Kettles.....	60&1
Widlers.....	60&1
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&1
State.....	per doz. net 2 50

WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/4 inch and larger.....	9 1/2
Manilla.....	11
SQUARES	
Steel and Iron.....	70&10
Try and Bevels.....	60
Mitre.....	50
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com. \$2 70
Nos. 15 to 17.....	2 70
Nos. 18 to 21.....	2 80
Nos. 22 to 24.....	3 00
Nos. 25 to 26.....	3 10
No. 27.....	3 20
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....	2 75
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.....	50
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 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.....	80
Screws, New List.....	85
Cashers, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	7 1/4
Per pound.....	7 1/4
SOLDER	
1/2@1/4.....	12 1/4
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.....	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.....	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	4 50
14x20 IC, Charcoal.....	4 50
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, 1 per pound.....	9
14x56 IX, for No. 9 Boilers, 1 per pound.....	9

UP TO DATE CUTS

FOR ALL PURPOSES

TRADESMAN COMPANY

GRAND RAPIDS

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Dec. 17.—The coffee market here shows more firmness than for a long time. Orders from the country came in freely and those who declined to buy at quotations Monday or Tuesday came on Thursday or Friday, asking forgiveness and loaded themselves up at prevailing rates, glad to do so, even if they did pay more. Saturday the volume of trade is less, as prices have advanced too far again. Little, comparatively, has been done in a speculative way. As to whether there is legitimate cause for the recent advance, there is very decided opinion both ways, and the point is whether the supply will be as large as heretofore estimated—12,000,000 bags—or only two-thirds of that amount, as is now claimed. All sorts of rumors as to the coffee-sugar war have been prevalent, some papers asserting it to be only a sham in order to manipulate the stock market. Woolson's manager says the fight is a dreadfully earnest one, etc. On the spot No. 7 Rio is firm at 67½c. In store and afloat the amount is 1,092,325 bags, against 1,024,660 bags at the same time last year. Mild sorts, in sympathy with Brazil grades, have shown more activity and prices are firmly maintained.

The volume of business going forward in refined sugar is of very limited magnitude, but the market, nevertheless, is steady. The guarantee of prices so long offered by the Trust has been withdrawn, and matters may grow more interesting from day to day. Quotations are firmly maintained.

While no greater activity is observable in tea, prices at auction have shown some advance and the situation is rather more favorable for holders. Little has been done in line trading. At the auction old crop Formosa sold at 24c as inside. The attendance at the sale was quite large, buyers being present from all parts.

While a large amount of rice changed hands, it was chiefly because one speculator bought to sell to another. Still actual legitimate sales were quite freely made and prices, as expected, were firm, both for domestic and foreign. Prime to choice Southern, 5½@6½c; head, 6¼@7c; Japan 5½c.

Not a single change in spices has taken place during the week in quotations. Few transactions have occurred in pepper, which still remains at 9½c for Singapore.

The molasses market is very firm and, as difficulty is found in obtaining just the quality sought for, "owing to its absence," holders will not part stocks save at full rates. Centrifugals, fair to good, 13@18c for old crop. New open kettle will fetch 32@37c.

For export there has been a fair demand for syrups and altogether the market is in quite a satisfactory condition, with prime to fancy 19@25c.

Canned goods are firm on all lines. There is a good healthy non-speculative trade, and altogether dealers have every cause for congratulation as the year draws to a close. Not for a long time have tomatoes, peas and corn been in as good shape as to-day, and packers will enter the new year full of hope; in fact, they may overdo the matter next season. Standard New Jersey tomatoes, 80@90c.

Lemons and oranges have both met with good demand during the week. Florida oranges have been in freer receipt than anticipated, but buyers are apparently holding back until they find out how much stock is still to come. Sicily lemons, \$2.30@3.25, as to size and quality; oranges, Jamaicas repacked, per bbl., \$5.50@6; Florida russets, \$3.25@4; brights, \$3.50@5; California navels, \$3@4.25.

Eggs are in excellent demand and supplies are light and few reported on the way. Best Western are worth 26@27c; refrigerator stock, 20@22c.

The butter market is firm. Really desirable stock is in light supply and

extra Western creamery moves at 21c; firsts, 19@20c; seconds, 17@18c; thirds, 15@16c; June extras, 19@20c. Imitation, firsts, 16½@17c; fancy rolls, 14@14½c.

The cheese market is dull and lifeless. Buyers take only enough for their everyday wants, and no great activity is looked for until the turn of the year and even then it is unlikely the market will be perceptibly affected.

One of the employees of a large department store on Broadway asserts that nearly all the women accused of shoplifting in the big stores could escape the ignominy of arrest if they cared to. "In the great majority of cases," he said, "we have to arrest the women to protect ourselves. When they are detected and taken to a room to be searched and the articles found on them establish beyond all question their guilt, one would suppose that they would be willing to confess when the opportunity of escape is given to them. But quite the reverse is true. In the face of the most positive proof they continue to protest their innocence and threaten us with suits for damages the moment they leave the building. All of them immediately begin to talk about damage suits, and it is a curious fact that this is true of women who have never before had any experience with the police. To most of these the opportunity is given to avoid all publicity. If they would quietly leave after they have been proved guilty that would be sufficient to save their reputations. But they are never willing to do that and talk only of damage suits. We have to cause the arrests to protect ourselves."

The managers of some department stores want to know what their rivals are doing in the bargain counter way and this information is obtained by women who pose as shoppers. There is one woman who entered a Broadway store four years ago as a cloak model and proved so able a saleswoman that she was later made a buyer. She spends her time at this season in the rival department stores, noting the bargains advertised and looking out for novelties which she can recommend to her employers. "If we see that a rival store is advertising goods at a cut price which we sell," she said, "it is my business to go and purchase them so that we may compare the quality with our own stock. If the quality is the same our prices are adjusted to suit the cut, and if our goods are better the salesmen and women who handle them are informed of that fact, so that when a prospective purchaser says that so-and-so are selling the same thing at a less price he or she may truthfully say that our quality is better. This spying on our rivals requires experience to do it well. If I happen to be known to the floorwalker of a rival store and he wants to head off my enquiry about his bargains he sends the word around to the salesgirls to tell me that the bargains advertised are all sold out. In such a case I get a woman who is unknown to them to make the purchase."

Lead to Loss of Trade.

Stock badly kept, untidy looking shelves or counters, and disarranged window or department displays will not make your customers believe that you are too busy to attend to these matters; it will only suggest untidy, unbusiness-like methods, and lead to loss of trade.

Tardiness in wrapping goods and returning the package to the customer, also carelessness in tying parcels, is often the cause of a customer saying, "Please send it." Bear this in mind as the holiday season draws near.

A salesperson who is prompt commands the admiration and confidence of his employer.

But promptness means more than being on time in the morning.

It means being at your post whenever needed—ever ready to attend to customers, always having your work well in hand, always knowing just what condition your stock is in, always ready with the information you are expected to possess, always to have a reason for your actions, etc.

Hides, Pelts, Furs, Tallow and Wool.

Hides have advanced slightly, as the quantity does not seem adequate to the demand. It is not a question of quality, and purchasers grumble at the price, but decide later that they must have them.

Pelts are few and low in value, although there is a fair demand.

Furs are more quiet, it being too late to ship for London sales in January. Exporters are inclined to hold up on purchases until they know the outcome of what has already gone forward. There are no more speculative prices being paid. Home consumption creates a fair demand.

Tallow is low, with demand weak, except for choice grades.

Wool is selling in the coast markets quite freely and at firm and slightly advanced prices on some grades. It is a relief to know that the commodity is wanted at some price. This price has been affected by quantities of previously manufactured cheap goods, in which cheap cotton was largely used. The free wool chap, also, was not idle in his day on a prolific money market, and his stocks are ample for all demands. There is little demand West and sales cut a sorry figure to quote a market on.

Wm. T. Hess.

The first ship that passes through the new Nicaragua canal will announce the coming commercial supremacy of the United States in the Pacific. The future markets of the world, as generally accepted, are the western borders of South Africa, Australia, Hawaii, Japan, Corea, China, the Philippines, and ultimately India. Upon the completion of the canal cables will be laid to these countries. Then we shall better appreciate the need of American bottoms over which to float our own flag. In a fair race for supremacy we shall outdo all rivals, even with an "open door" at our great waterway. Our future, as seen through a glass pointed through the coming canal, is dazzling in its magnificence. Even although it cost \$100,000,000, it will be worth to this country ten times that amount. If we are already the richest nation on the earth, what shall we be when the world is ours commercially?

WANTS COLUMN.

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

BUSINESS CHANCES.

I PAY CASH QUICKLY AND PROMPTLY for stocks of merchandise of any kind and size, at a discount. Communications held strictly confidential. Address A. E. Poulsen, LaGrange, Ind. 783

SIX BEAUTIFUL LOTS IN HARVEY, TWO miles from Chicago, for sale or trade for farming land or city property in Central or Southern Michigan. The above lots are first-class, centrally located, taxes low and paid to date, title guaranteed. A fine investment in one of Chicago's most prosperous suburbs. For particulars write to Box No. 444, Harbor Springs, Mich. 789

FOR SALE—RESIDENCE LOT, HOUSES and lots and 40 acres of improved farming land near Kalamazoo, which I will sell cheap for cash on long time or exchange for stocks of merchandise anywhere in Michigan or Indiana. Inspection of properties solicited. F. E. Bushman, 714 So. Park St., Kalamazoo, Mich. 788

FOR POTATOES IN CAR LOT, ADDRESS Wade Bros., Cadillac or Traverse City, Mich. 793

120 ACRE FARM, VALUED AT \$4,000, FREE and clear of any encumbrance, to trade for merchandise; also \$10,000 worth of Grand Rapids property, free and clear, to exchange for merchandise. Address Wade Bros., Cadillac or Traverse City, Mich. 792

TO EXCHANGE FOR GENERAL MERCHANDISE—40 acre fruit farm, choice trees just commenced to bear, fine location in the famous Michigan fruit belt, 1½ miles from town; also a grain farm and stock farm. Give full particulars of stock in first letter. Address Lock Box 15, Breedsville, Van Buren Co., Mich. 787

FOR SALE—A FINE WINTER HOME AT McMeekin, Florida, 26 miles west of Palatka; five acres of land, 150 orange trees to bear next spring, also pears, plums, figs, grapes and berries; ten minutes' walk from depot and post-office; two-story, seven-room house, with verandas; good well of water and good neighbors; land slopes down to Mirror Lake; two other lakes in sight; small barn, buggy house and sheds; price, \$1,500. A. H. McClellan, Biscayne, Florida. 785

WANTED—TO BUY A GOOD ICE BUSINESS in a town of 2,000 population and no opposition. Address No. 782, care Michigan Tradesman 782

FOR SALE—CHEAP, IF TAKEN AT ONCE, wholesale butter and egg business. Call or write 98 South Division St., Grand Rapids. 791

FOR SALE—GROCERY BUSINESS, GOOD location and good trade. Reason for selling, other business on hand. Address No. 795, care Michigan Tradesman. 795

FOR SALE—CLEAN SHOE STOCK IN GROWING manufacturing town of 5,000, country seat, surrounded by good farming trade. Will sell at a bargain as owner has other business which demands his attention. Address No. 784, care Michigan Tradesman. 784

WANTED—LOCATION FOR A PRIVATE bank by gentleman 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

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

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 PROPERTY; 80 acres, part improved. Adapted to general farming and peach raising. J. H. McKee & Son, Houseman Block, Grand Rapids. 770

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 salesman cases, beveled plate, grand; \$1,000, \$10 per month, 4 per cent. Address 766, care Michigan Tradesman 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

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

COUNTRY PRODUCE

WE PAY SPOT CASH ON TRACK FOR BUTTER and eggs. It will pay you to get our prices and particulars. Stroup & Carner, Perrinton, Mich. 771

WANTED—BUTTER, EGGS AND POULTRY; 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.

WANTED—REGISTERED PHARMACIST Must furnish good reference as to honesty and good habits. J. H. Chapman, Mears, Mich

SITUATION WANTED—BY REGISTERED pharmacist, 27 years of age, registered 10 years. Married. Have had both city and country experience. Am good prescriptionist and manager. Can give good references. Am working now, but desire change. Address No. 794, care Michigan Tradesman. 794

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

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 ADDRESS to represent unique insurance in State. Good money for right man. Address at once, Knights of America, Kalamazoo, Mich. 742

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
Lv. 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 5:30pm
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 7:00am 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)
Leave. EAST. Arrive.
* 6:45am Sag., Detroit, Buffalo & N Y. + 9:55pm
+ 10:10am... Detroit and East... + 5:27pm
+ 3:20pm... Saginaw, Detroit & East... + 12:45pm
* 7:20pm... Buffalo, N Y. & Boston... + 10:15am
WEST
* 10:10am... Gd. Haven and Int. Pts. + 7:15am
+ 12:53pm Gd. Haven and Intermediate + 3:12pm
+ 5:30pm... Gd. Haven and Milwaukee. 5:17pm
Eastward—No. 16 has Wagner parlor car. No 22 parlor car. Westward—No. 11 parlor car. No. 17 Wagner parlor car.
*Daily. +Except Sunday.
E. H. HOSKES, A. G. P. & T. A.
BEN. FLETCHER, Trav. Pass. Agt.
C. A. JUSTIN, City Pass. Agent.
97 Monroe St. Morton House.

GRAND Rapids & Indiana Railway Nov. 13, 1898.

Northern Div. Leave Arrive
Trav. City & Petoskey... + 7:45am + 5:15pm
Trav. City & Petoskey... + 2:10pm + 10:45pm
Cadillac accommodation... + 5:25pm + 10:55am
Petoskey & Mackinaw City... + 1:00pm + 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... 7:00am 6:30
For Vicksburg and Chicago... + 11:30pm 9:1am
7:10 am train has parlor car to Cincinnati
and parlor car to Chicago; 2:10pm train has
parlor car to Ft. Wayne; 7:10pm 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..... 2:0pm 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 7:05am
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... 9:00am 5:20pm
Sunday train leaves Muskegon 5:30pm; ar-
rives Grand Rapids 6:50pm.
+Except Sunday. *Daily.

C. L. LOCKWOOD,
Gen'l Pass. 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 4:30pm
Ar. St Ignace..... 9:00am 5:30pm
Ar. Sault Ste. Marie..... 12:30pm 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. HISSARD, 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.

BUCKWHEAT

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.

VALLEY CITY MILLING CO.

GRAND RAPIDS.

Sole manufacturers of "LILY WHITE."
"The flour the best cooks use."

Walter Baker & Co. LTD.



Established 1780.

Dorchester, Mass.
The Oldest and
Largest Manufacturers of

PURE, HIGH GRADE
COCOAS

AND
CHOCOLATES

on this Continent.

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

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

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

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

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

Walter Baker & Co. Ltd.
Dorchester, Mass.

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 substitut-
ing 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:

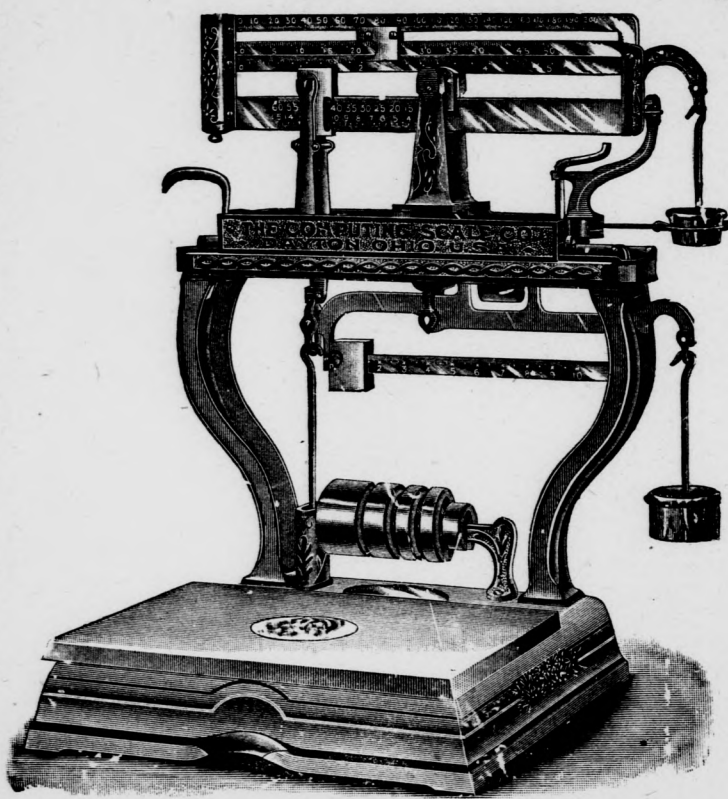
- No Forgotten Charge.
- No Poor Accounts.
- No Book-keeping.
- No Disputing of Accounts.
- No Overrunning of Accounts.
- No Loss of Time.
- No Chance for Misunderstanding.

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

Tradesman Company,

Grand Rapids.

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.

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.

BROWN & SEHLER

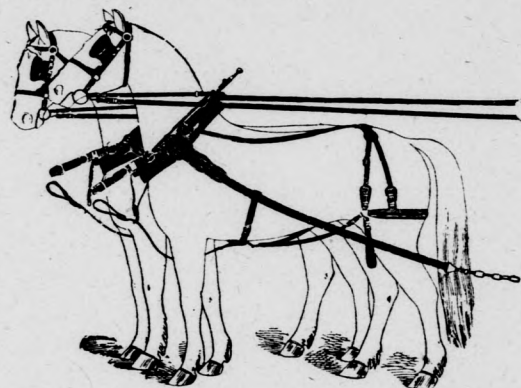
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GRAND RAPIDS, MICH.

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

Jobbers in

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

Orders by mail given prompt attention.



FLEISCHMANN & CO.'S COMPRESSED YEAST

PURITY AND STRENGTH!



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.

Johnson Paper & Supply Co.,

Kalamazoo, Mich.,

Wholesale Dealers in

Wrapping Paper, Stationery, Willow and Wooden Ware, Snow Shovels, Oyster Pails, Paper Bags, Pine and Cedar Tubs and Pails.

SPECIAL—Try our \$5.00 Job, assorted 5 and 10 cent Writing Tablets.

Our new assortment of 25 cent Briar Pipes are very attractive; one dozen on a stand. You will be pleased with them.

Mail orders promptly attended to and satisfaction guaranteed.