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FOURTEENTH ANNUAL

Convention of the Michigan State Pharmaceutical Association.

The fourteenth annual convention of the Michigan State Pharmaceutical Association was held at Mackinac Island last week, convening Wednesday morning and completing its work at noon on the day following. The meeting was called to order by the President, Dr. Geo. J. Ward, of St. Clair, who presented the following annual address:

Since the publication of the proceedings of our last annual meeting I received a communication from Clay W. Holmes, Secretary of the Section on Commercial Interests of the A. Ph. A., requesting me to appoint a member for Michigan on the National Committee on Trade Interests and Local Organization, in accordance with a resolution passed by said committee at its Denver meeting. I appointed F. W. R. Perry, of Detroit, who kindly accepted and expressed himself as in entire sympathy with the objects of that committee and promised to render all the assistance in his power to forward its designs.

I also had the pleasure of appointing Prof. A. B. Prescott, of Ann Arbor, as a delegate to the Minnesota State Pharmaceutical Association, which met at Lake Minnetonka June 16, 17, 18, and many of you have probably read the very interesting address he delivered on that occasion, as it has been published in several pharmaceutical journals; and if he is present at this meeting he will probably have something to tell us regarding his visit.

There are several matters of a practical nature which I would like to present for the consideration of the Association and would urge that some action be taken regarding them.

I think that at each meeting of the Association preceding the biennial session of the State Legislature the pharmacy law should be carefully discussed and measures taken to bring about any changes which might be thought advisable. It is important, also, that our Committee on Legislation should keep an eye on such measures as may be introduced affecting the interests of pharmacy, and there should be a fund placed at their disposal for the purpose of taking such action as they might deem necessary.

With regard to the Committee on Trade Interests, which is a very important one, not much can be accomplished without some means. In Mr. Anderson's excellent report of last year from that Committee, a recommendation was made to have a paid Secretary for that Committee, and, although the Committee was organized as recommended in that report, no provision was made regarding a Secretary's pay. In fact, very little effective work can either be asked or expected of our Committee, which is to be done mostly for the benefit of the Association or the whole drug trade of the State, without some remuneration, sufficient at least to cover expenses. I have no doubt there are many capable members who are willing to give part of their time and labor in the interest of the rest, but it would be asking too much to have them pay their own expenses. Knowing this to be the case and realizing the advantages to be derived from effective organization and the means to carry out the plans of the Association, it seems to me that there is scarcely a druggist in the State who could do less than contribute a dollar annually to the funds and thus place it on a firm basis.

Another suggestion I would like to make is this: As most of the members

of the Association know little or nothing of what matters will be brought up for discussion at the annual meeting until the meeting convenes, except some question like that of price cutting (which is perennial), would it not be a good plan for the several committees, or any member of the Association who wishes, to file with the Secretary previous to the publication of the program a synopsis of such matters as they intend to present at the meeting? This the Secretary could publish in the program, and each member could thus have opportunity to think it over and prepare for discussion and thus, perhaps, create an interest which would bring the members out to the meetings.

Although much of the business which comes before us at our meetings is formulated and presented by its committees, I would like to call your attention to some matters of interest not only to this Association but to pharmacists generally. The study of problems (I may call them business and professional pharmaceutical problems) and their discussion in the pharmaceutical press have been of much interest to me, and my ideas regarding them and their solution may be of interest to you; they are not new and my plan for their solution may not accord with your own, but a candid discussion of them cannot but result in good.

In accordance with the generally accepted law of evolution the present is but an outcome of the past, the future a result of present conditions. In my review of the drug business, in accordance with this law, I can only touch on the most salient points.

If we look far enough backward into the dim and distant past, we find that the doctor, the druggist and the manufacturer were then merged in one and the same individual. The medicine man collected, prepared, dispensed and afterward administered his own materia medica, but, with the growth of the healing art, a separation took place into two distinct classes, that of physician, whose principal business it was to study the character of diseases and the application of remedies to their alleviation and cure, and that of the apothecary, whose principal business it was to collect and prepare the remedies for the physician's use and dispense the same when called for; but within more recent times, through the advancement which has been made in chemical science, the refinement of modern pharmacy, the cheapening effects of labor-saving machinery and other minor causes, the old-fashioned apothecary has become almost an extinct species and we have the proprietary medicine manufacturing pharmacist; so that the retail pharmacists or druggists have to a great extent become merely venders of manufactured goods, and what little in manufacturing is done by them is often by short cuts, even in pharmacopoeial preparations. So multitudinous have become the different products, preparations, medicines and various articles of various kinds which are put upon the market, that we can hardly keep posted regarding their names, not to say anything about their composition and character. A brother druggist remarked to me a short time ago that when we were not acquainted with any article which was called for we could go to the dispensatory and look it up; but now we have to have a complete pile of price lists and patent medicine almanacs. The process of change does not stop here and the tendency of the physician is to deal directly with the manufacturer and general dealers in other lines, to sell drugs and medicines and other articles which have heretofore been mostly confined to the drug trade and generally at

reduced prices; so that the question of the hour is getting to be, "Where will we come in to meet these changed and changing conditions?" Several courses are advocated. Some advise the pushing of side lines, entering into competition with other kinds of business and giving the drug store a general character, thus bringing to the front the business side of pharmacy; others advise that we ourselves become manufacturers and put our own proprietary medicines and preparations, and thereby give facts and figures to prove that the competent pharmacist can prepare and sell most of the articles used by the physician just as well as and much cheaper than the larger manufacturer. Still others advise that the druggist of the future be educated in medicine and fit himself to give advice and do an office practice, claiming, with a good deal of reason, that, if the condition of things is such that the physician can be educated to practice pharmacy, the pharmacist can be educated to practice medicine. All these methods are being placed upon trial, but what the pharmacist of the future will be who can tell?

The proper course to be pursued, so far as each individual druggist is concerned, is a matter to be decided for himself and depends upon his education, predelections and surroundings; but, so far as the whole drug trade is concerned, it is a matter open for discussion and action, which can be best done by association. The pharmacy law which we have requires that the druggist shall be competent to perform the duties which he undertakes; but, to my mind, there are not sufficient restrictions placed upon the sale of dangerous and deceptive drugs and medicines. A study of the laws of European countries will show that they are much more rigid in this respect than we are, but the tendency in this direction is becoming much more manifest in this country, as is instanced in the amended pharmacy laws of Illinois.

Respecting the attitude of the individual druggist towards the so-called patent and proprietary medicine trade, it, like the question of side lines, must be settled each for himself according to his circumstances and surroundings. As a large majority of this class of goods have the selling price fixed by the manufacturer, the retailer is really only his agent and should, therefore, look to him for protection; and if he does not, the retailer certainly is under no obligation to protect the manufacturer, and there is, therefore, no reason why he should not become a competitor, and acting on this view of the matter will ultimately solve the cut-rate problem. A careful study of the problem will, I think, reveal the fact that the great underlying evil of trade in patent medicines is their unknown composition, and could the baneful effects which sometimes result from their unintelligible and indiscriminate use be brought to the attention of the public, they would not only be astonished but alarmed; and so numerous have they become, and so many are the new remedies, the physiological and pathological effects of which have been scarcely determined, that are coming into general use, that it has become not only a duty but a necessity to the pharmacist, if he wishes to preserve his integrity and protect the unsuspecting public, to know their true composition. Many arguments can be and have been used against putting formulas on the packages. I think the true solution of the problem would be to restrict their sale to those who were acquainted with their use and effects, and make it illegal to sell or dispose of such medicines or remedies unless the formula

was published on them or was on file with the vender. This could not interfere with any genuine patent or proprietary right or with the legitimate sale of any article of real merit, but would let in the light on many dark places. If what I have stated are facts, why should we not, as individuals and as an association, for our own protection, the good of the public and the advancement of true pharmacy, strive to bring about these reforms by appropriate legislation? As members of the Association, as druggists and pharmacists, we should strive to keep up with the advances which are taking place in the science of pharmacy. Take and read one at least of our many excellent trade journals. Exercise great care as to whom we admit to the ranks of the profession. Our apprentices should be, both by education and taste, adapted to make good members of the profession. As a body we should strive to elevate the standing of pharmacy and place ourselves in our true position before the public and, by appropriate legislation and strict supervision on the part of our Boards of Pharmacy, convince the public of the honesty and sincerity of our measures for their good.

To extract the active principle from the above crude observations I would urge: First, as public opinion and legal enactment require that the druggist shall be competent, careful and conscientious, and as it costs time, money and labor to fit himself for the practice of his profession, it is to the interest of the public, as well as due to the druggist, that the handling, dispensing and vending of all drugs and medicines, and especially of poisonous and dangerous articles, should be restricted and confined to the drug trade exclusively. Second, to enable the druggist to know what he is selling, and to enable the physician to know what he is prescribing, no preparation or medicine should be permitted to be sold or dispensed unless its formula is published or is on file with the vender. There is nothing that will dispense the dark clouds of error and falsehood so effectually as the bright light of knowledge.

That these are reforms which we as an Association should strive to bring about, I think no one will deny, although we may differ as to the measures which should be adopted to accomplish the object sought; but every druggist present or absent, member of the Association or not, who has the good of the profession and good of the public at heart should contribute a portion of his time, energy and money to accomplish them. Each one can do something himself, but as an organized body much can be accomplished.

We are passing through a period of depression, both business and professional, but I think I can see a bright light ahead; therefore let the weak take heart and the strong encourage the weak, but let no one stand aloof like cowards while others fight their battles, and then come in for a share of the benefits. If good is accomplished, what matters it if it is our way or some other's way, so long as it is attained? Let us work in harmony to establish the principles of truth and justice and the druggist of the future, instead of being the mere vender of commodities and agent of the manufacturers, the distributor of unknown articles of unknown quality and quantity for unknown diseases, will be the intelligent dispenser of remedies for the healing of the Nation.

Secretary Schrouder presented his annual report, showing total receipts of \$322.11 and disbursements of the same amount. The number of members who paid their dues during the year was 261. Accepted and adopted.

Treasurer Dupont reported total receipts of \$98.25 and disbursements of \$89.45, leaving a balance on hand of \$8.80. Accepted and adopted.

Fred J. Todd, chairman of the Committee on Trade Interests, presented a report, beginning as follows:

The Committee on Trade Interests, appointed at the session of the Association

in 1895 had before it considerable matters to digest, proposed for it by the preceding Committee, and like its predecessor, it had many things to say, but it would be useless to again enumerate them here. You all have the report of 1895 and we endorse that report as covering our views on organization, sale of patent medicines and the "cutting" question, but what is the necessity of repeating what has been said again and again? It will only be discussed incidentally and dropped. What we want is life and spirit in our business to do something and not wait eternally for some one to do for us. All I can say is, that if there is any one here who has given any thought on the subject during the past year and can furnish new ideas and ways and means, why, let him take the floor and tell us something, and if he can start the life blood to flowing a little quicker and incite to action the latent interest, we will welcome him as the Israelites did Moses who led them out of the Wilderness.

If the Trade Interests Committee were to submit its annual report and in no way refer to the cutting of prices on patent medicines and toilet articles, it would be such an innovation that we fear some members might question if they had really been to the meeting of the M. S. P. A., for at all our previous meetings it has been a subject which has been largely discussed. It is not necessary to inform our members that cutting is being done; for simply to remind one another of the fact and talk over the evils thereof has but little effect towards producing the desired result—restoration of prices. A great many things have been suggested and discussed, but the results are well known to every member. The Committee leaves the matter open for a free and full discussion, hoping some good member has come here with a plan, the adoption of which will be able to lead us out of the Wilderness into the Promised Land. As a Committee, we have only a word or two to say on this question, and that is to again further urge organization. The pharmacists whom we now want to have here and act on our suggestion are not with us and never are, as they do not belong to our Association, hence our suggestion is of little importance, for we recognize the fact that any suggestion or recommendation from us, advising more complete and successful organization, will fall on the ears only of those who are already in our organization and are always ready to join in any measure which shall promote the interests of the Michigan State Pharmaceutical Association and all pharmacists of Michigan.

There are obvious reasons why an organization of the entire drug trade of Michigan is impossible, for every man here can probably recall some dealer who, under no circumstances, would join with us. We can get along without these few, but we want the remainder of the State, and believe the plan suggested in the report of 1895 would be a means to interest them.

The report also commended the mutual manufacturing plan and lauded a co-operative manufacturing enterprise in Detroit in which the chairman and other members of the Committee are financially interested. This action was resented by many of the members present at the convention, in consequence of which the report was not discussed at all at the meeting and the convention adjourned without as much as adopting the report, which is construed as a reproof of the Committee for attempting to foist a private enterprise on the attention of the trade in such a manner.

Prof. Alfred B. Prescott presented a report of the A. P. A. convention at Denver, as follows:

Your delegates to the Denver meeting of American Pharmaceutical Association, on August 14, 1895, Mr. George McDonald, Mr. C. C. Sherrard, and the undersigned, were punctually present at the appointed time and place.

Winter Line Hats and Caps

M. J. ROGAN,

with MOORE, SMITH & CO., Boston,

Will be at

Sweet's Hotel, Grand Rapids,

3 days of Fair Week,

TUESDAY, WEDNESDAY AND THURSDAY,

SEPT. 8, 9 AND 10.

Silver Leaf Flour

Manufactured by MUSKEGON MILLING CO., Muskegon, Mich.

If you want a GOOD Cracker ask your grocer for

CHRISTENSON'S XXX BUTTER
CHRISTENSON BAKING CO.

Manufacturers of Crackers
and Sweet Goods.....

GRAND RAPIDS,
MICH.



ONE HUNDRED IN THE SHADE

is just the weather for iced tea or, if you prefer it, a good cup of hot tea or coffee. We profess to carry the finest line in this State in both lines.

In teas, Oolong, Souchong, Ceylon and Japs. In coffees, Blended Mochas and Javas, at a range of 26 to 35 cents per pound. We have two carloads of teas due in a few days, when we will send samples to many of our friends who have been kept waiting by us for the same.

Lemons are much higher. We quote Fancy 300's at \$3.50 per box; Extra Fancy 300's at \$4.50 per box; Full Cream Michigan Cheese at 6 3/4 cents; Armour's Potted Meats we have reduced to 32 1/2 cents for 1/4's and 67 1/2 cents for 1/2's, in order to clean up consignment.

Pure Lard at 4 cents in 50 pound tins is a very low figure. First Patent Minnesota flour we offer this week at \$3.70 per barrel in 1/4's cotton sacks. No finer flour in the market.

Terms as usual, cash with order in current exchange.

THE JAMES STEWART CO.,

(LIMITED)

SAGINAW, MICH.

The meeting itself and the journey hither and in return were most enjoyable, as also the various Rocky Mountain excursions and the scenery which they revealed. Therefore your faithful delegates determined that the entire membership of this State Association should realize in its fulness the enjoyment and the privileges of that National meeting, through your humble representatives, and to the very best of their representative powers. We saw and heard, witnessed and enthused, ate and drank for you all. In fact, it was only in the single particular item of the payment of expenses that we felt it necessary to restrict ourselves to the numbers of the appointed persons; in all other respects we counted ourselves according to the full numbers of the appointing power in the Michigan membership.

I trust that Mr. McDonald will report for this delegation, and for himself as a member of it, and I would like him to make the entire report, but I know he will allow me to add a few personal reflections of my own upon the Denver meeting. In so doing, therefore, I shall speak only of my own observations in the meeting.

The American Pharmaceutical Association is well rooted and of vigorous growth, rounded out in the several features of trade affairs, scientific work, and professional polity, a strong body of secure basis, more permanent in its organized life than the societies formed in purely commercial or industrial pursuits, and withal of such sound business rules as have already provided a fair financial basis, moderate but growing, and promising effective action. It is an association that would do credit to pharmacy in any country, and is advancing in merit with a pace beyond that of the corresponding societies in Europe.

Of its section of commercial interests I can only say this, that it brings able men of business from all parts of the country to discuss well-matured proposals with earnestness and candor, sometimes with sharp conflict of policy, not seldom with tokens of discouragement in view of the situation. Something like this might have been said of pharmaceutical meetings not so far away as Denver, but now that the great political parties are ranging themselves and dividing themselves upon questions of financial policy, the pharmaceutical associations appear, in comparison, a most happy brotherhood, dwelling in singular unity of purpose and of doctrine.

The section of scientific papers, and work of research, in the Association, is steadily growing stronger, and affords an abundant field for the best efforts. The high character of the Committee of Revision of the United States Pharmacopoeia, and the successful measures for investigation toward the next revision, give strength and opportunity to all the scientific work of the Association. At the next meeting, in Montreal, a considerable scientific advance may be expected. Several subjects of great practical interest in pharmacy are to be reported upon. The present tendency is one of concentration of scientific effort—a tendency everywhere, indeed, but especially in the American Pharmaceutical Association. To the end of this concentration the Committee of Research was proposed and has been instituted. By this or other measures the concentration is to be cultivated. To favor concentration, workers must plan and work together, and the records of past workers must be collated and brought to the hand of every investigator.

The section of education and legislation had a rather lively set of meetings in Denver, upon education at all events, but mainly such as has been quite well enough known. The course of pharmaceutical education has set itself forward with such a tide, under the demands of the age, that all can see it quite futile to oppose the central current. It is not necessary to talk about it. In respect to legislation, some very wholesome and beneficial recommendations were made. I forbear to enter upon these;

they have been before you in the prints. They will be taken up as fast as public adaptation permits. I beg leave, however, to mention the resolutions urging for registration of the sale of poisons, both by command of every druggist in his own store, and of the law in every state. It is a matter which concerns the credit of pharmacy, as well as its obligation to the public.

The report was accepted.

Election of officers resulted in the selection of the following gentlemen for the positions named:

President—E. F. Phillips, Armada.
Vice-Presidents—A. H. Webber, Cadillac; Dr. J. R. Bailey, Mackinac Island; J. E. Main, Tekousha.

Secretary—Benj. Schrouder, Grand Rapids.

Treasurer—Chas. Mann, Detroit.

Executive Committee—A. H. Webber, Cadillac; H. G. Colman, Kalamazoo; Dr. Geo. J. Ward, St. Clair; A. B. Stevens, Detroit; F. W. R. Perry, Detroit.

When it came time to select the place of holding the next meeting, invitations were received from Detroit, Alpena and St. Ignace. It was decided, however, to hold the meeting in Lansing.

The entertainment features of the convention were exceedingly pleasant, the program arranged and carried out by Messrs. Bailey and son meeting with much commendation at the hands of the visitors. While the attendance was not as large as was expected, those who did attend voted the convention the most enjoyable event ever held under the auspices of the Association, and many of the members would have liked it if Mackinac Island had been selected as the place of holding the 1897 meeting.

When Wm. Hearst, the millionaire newspaper publisher of New York, kept house in San Francisco on his own account, he had a Chinese cook whose biscuit were so delicious that they became the talk of the town, and Hearst originated the Pacific coast style of having biscuit breakfasts for his friends. It was a source of continual wonder how the Chinese managed to excel all other San Francisco cooks. One morning Hearst's housekeeper had occasion to visit the basement and, passing by the open door of the kitchen, she heard a peculiar noise. Tiptoeing in, she saw her blessed Hop Ling in the act of filling his mouth with water from a cup and squirting a stream over the dough, which he was kneading with his hands. Hearst broke up housekeeping forthwith and came eastward. The moral of this is that, if you want to enjoy your breakfast, keep away from the kitchen—unless your wife makes the biscuit.

John Alexander, now a leading American artist in Paris, was once office boy in Harper's publishing house in New York at three dollars a week. Now he gets one thousand dollars apiece for his pictures. He says he can remember crying when he was a little fellow, because he was afraid all the pictures would be painted before he was grown up.

Give the clerks a few lessons in mercantile diplomacy. Quite a number of those people who stroll through the store, merely looking, could be induced to surrender the small change that is burning a hole in their pockets, if they were approached in the right way, and a few well-directed efforts would often lead to a sale.

The capital invested in the beer-brewing business in this country amounts to \$250,000,000, according to statements made at the National Convention of brewers held recently; and sales of beer amounted to \$36,000,000 last year, against \$8,500,000 in the year 1876.

Good character is more essential to good credit than even a long purse.

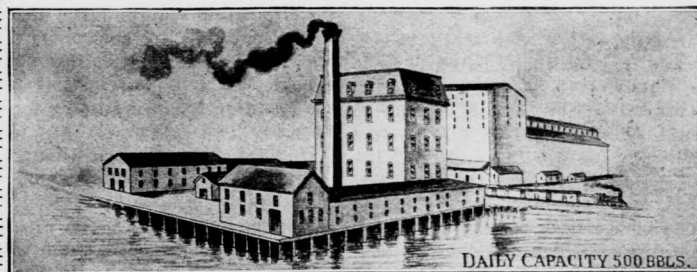
WE CAN FURNISH you with strictly high grade Minnesota Hard Spring Wheat Flour, that will give your trade perfect satisfaction in every way.

WRITE US FOR DELIVERED PRICES.

BRANDS

"Ebeling's Best," "Crescent,"

"Cream of Wheat," "Vienna."



Correspondence Solicited.

JOHN H. EBELING,

GREEN BAY, WIS.

MAINE FACTS

Skowhegan, Me., June 3, 1896.
VALLEY CITY MILLING Co., Grand Rapids, Mich.

Dear Sirs:—In the past four years I have sold about 3,000 barrels of the Valley City Milling Co.'s flours, and it gives me pleasure to say that I have always found them just as represented. They are flours that run very uniform, one barrel being as good as another in its grade. I can say that I consider them the best flours that are being sold in Skowhegan. I want another car load—the last one went quick.
C. W. DAY.

West Pownal, Me., June 20, 1896.
VALLEY CITY MILLING Co., Grand Rapids, Mich.

Gents:—We have been handling your different brands of flour for the last five years with the very best of results. We have never before handled a car of any other mill's make with as little trouble as we have had with all we have sold of the Valley City Milling Co.'s flours. We cannot get along without them now—our customers will have them.
Yours truly,
DOW & LIBBY.

Oakland, Me., June 4, 1896.
VALLEY CITY MILLING Co.

Gentlemen:—We have sold your flours for the past four years, in several grades, and are glad to say that in all grades we have been more than pleased, and do not hesitate to say that we consider your goods superior to any we have handled. They suit the trade perfectly and are trade winners.
Yours truly,
BLAKE BROS.

TERSELY TOLD

Around the State

Movements of Merchants.

Saginaw—F. A. Schulte, druggist, has removed to Detroit.

Hillsdale—G. W. Meyers has sold his grocery stock to E. R. Gaslough.

Hancock—M. Clifford has purchased the grocery stock of Thos. Pellow.

Kalamazoo—B. C. & W. Pratt succeed Henry Delbert in the grocery business.

Saginaw—O. M. Pausch, photographer, is succeeded by G. F. Waldron.

Saginaw—Peter Bauer, Jr., has purchased the clothing stock of Frank Baumgarten.

Allegan—Leonard Fox, dealer in cigars and tobacco, has removed to Muncie, Ind.

Galesburg—Miss Nettie M. Powers has sold her millinery stock to Freeman & Hawley.

Fowlerville—Newman & Hamilton succeed Newman, Elliott & Hamilton in general trade.

Hillsdale—Ferris & Singer, furniture dealers, have dissolved, C. E. Singer continuing the business.

Ann Arbor—Bailey & Edmunds succeed Bailey & Dow in the locksmith and sporting goods business.

Niles—T. C. Pulver has purchased the stock of the Henwood Grocery Co. and will continue the business.

Vogel Center—Walter Smit, blacksmith and dealer in agricultural implements, has sold out to M. T. Bos.

Menominee—Adolph Neuwald, formerly engaged in the dry goods and notion business, has removed to Beloit, Wis.

Cadillac—Chas. E. Pulver has purchased the meat market on South Mitchell street formerly owned by Wilcox Bros.

Muskgeon—The drug stock of J. D. Sheridan has been ordered sold by Assignee McGraft to A. W. Stevenson at 25 per cent. of the appraised value.

Fennville—Mrs. L. A. Andrews has sold her interest in the drug firm of Goodrich & Andrews to Geo. Goodrich and will soon retire to rural life, she having purchased the fine property known as the Swarts farm.

Big Rapids—Geo. W. Crawford has purchased the Gibbs drug stock. The purchaser announces that he will not continue the business, but expects to dispose of the stock to a prospective buyer who will remove it to another location.

Manufacturing Matters.

Leslie—H. W. Brown & Co., who operated a creamery at this place, have dissolved. H. W. Brown will continue the business.

Detroit—The completion of an addition to the plant of the Ireland & Matthews Manufacturing Co. was celebrated by a banquet and general good time, in which 275 employees and as many of their friends took part. The company has contracted to make 10,000 cash registers. This is a new departure for the company, which will employ many additional hands in doing so.

THE CAMPAIGN AND BUSINESS.

In a pre-eminent degree the present may be said to be a campaign of education. The claim is made, in all political contests, by each of the contestants that their proselyting work is a work of education, and in all cases there is something of truth in the claim, for, while differences must need imply error, there is always much of truth on both sides and the discussion must,

necessarily, result in an increase of correct information.

In the present there are involved questions of business polity which give the campaign an unprecedented influence over the business of the country. The alarm that the policy advocated by one of the new divisions into party lines may assail the integrity of the currency is, of necessity, a matter of serious consequence—not that such danger really exists, but the fear of it adversely influences investment and limits all business enterprise.

The extent to which this fear obtains is manifest on every side. Purchases of goods are "from hand to mouth." Industrial contracts are postponed or hindered by disagreement as to whether the stipulation shall be made that payment shall be "in gold or its equivalent." To such an extent has the scare extended that importers and jobbers are inserting this provision in their invoices.

Unquestionably, there is a large sentiment in favor of a policy which would seem likely to assail the standard of value in its consequences. It is improbable that any considerable proportion of those subscribing to that sentiment believe that such would be the result, and there has grown up an unprecedented demand for information on the subject of finance. It is stated that never in its history has the Treasury Department been subjected to such demand for statistics, and it has been found necessary to prepare special circulars to meet these inquiries. This indicates that the people are anxious for enlightenment. Dogmatism of party is less fixed than usual and the masses are eager to receive and consider instruction. This fact may be taken as a reassurance as to the ultimate outcome. Whatever political name may attach to the successful party, there will have been developed a sufficiently correct idea of the effect of interference with the monetary standard to obviate the need of providing for payments in gold.

But this does not prevent the serious results of the present uncertainty, and makes pertinent the suggestion, in another column, that it would be well for all concerned if there could be less frequent interruptions by these "campaigns of education." They may be of value in the long run, but, when such education is at the expense of prostrated industries and business stagnation, it is a question whether the cost is not too great.

A Cool Suggestion

To your customers is an attractive fan, with your advertisement neatly printed thereon. The Tradesman Company is prepared to furnish you with fans, at the lowest prices consistent with good goods. Send for samples and prices.

It is estimated that the apple crop in Ontario county, N. Y., this year will yield 1,000,000 barrels. If seventy other counties in the United States do as well, there will be a barrel of apples for every man, woman and child in the country.

Keep the store and sidewalk in front well wet down this weather. Electric fans are a good investment where power is obtainable. Customers should be made as cool and comfortable as possible.

The Dodge Club cigar is sold by F. E. Bushman, Kalamazoo.

MEN OF MARK.

H. A. Knott, of the Firm of Corl, Knott & Co.

Heber A. Knott was born at Plymouth, Ohio, Dec. 29, 1861, his antecedents being German on his father's side and English on his mother's side. When 4 years of age his parents removed to Lansing, where he attended public school until 18 years of age, when he was employed by C. H. Sutliff, who was then engaged in the wholesale and retail millinery business at Lansing, to travel on the road for him during the midsummer vacation. When it was time to return to the schoolroom in the fall, life on the road was found to possess altogether too many attractions, and, as a result, Mr. Knott continued on the road for Mr. Sutliff four years,



covering the trade of Central and Northern Michigan. He then engaged with Hart & Co., wholesale milliners at Cleveland, covering the trade of Northern Michigan for one year, at the end of which time he transferred his allegiance to Hurlbut & Reinhart, also engaged in the wholesale millinery business at Cleveland, with whom he remained eight years, covering the trade of the entire State of Michigan. In 1889 he formed a copartnership with S. S. Corl and J. W. Goulding (who was then and is still engaged in the wholesale millinery business at Port Huron), and embarked in the wholesale and retail millinery business at 75 Monroe street. At the end of one year in that location, the firm leased the six-story and basement Botsford building, on North Division street, where it has carried on business for the past six years, Mr. Knott giving his entire attention to the credit and collection departments, together with the correspondence. The business has increased with each succeeding year until the house has come to be regarded as a leader in its line, keeping six men on the road and having, altogether, over fifty names on its payroll.

Mr. Knott is an attendant of St. Mark's church and belongs to all of the Masonic bodies up to and including the 32d degree. He is also a Knight of Pythias and an Elk.

Mr. Knott attributes his success to hard work and application to business, and those who know him best assert that he possesses remarkable ability in getting over a large amount of work in a small space of time; in fact, the only

fault his friends find with him is his apparent indifference to the charms of the other sex and his indisposition to capture the hand and heart of some one equally as worthy as himself and establish a home which shall be as happy as his business establishment has been prosperous.

Wherein Corporations Are a Benefit to a Community.

From the Lowell (Mass.) Times.

When it is proposed to erect a large manufacturing plant in any community, every resident of that community, be he business man, laborer, property owner or professional man, rejoices. He recognizes that it will be for the benefit of the community. All over this country boards of trade have been formed and have devoted time and money to the establishment of new industries and the extension and development of those already established. A large industrial plant benefits a city or town in every way. It furnishes employment to laborers and wage earners, patronage to storekeepers, landlords and tradesmen in every industry. It furnishes, also, if properly managed, dividends to the stockholders. A large proportion of these plants, under existing conditions, are conducted by stock companies, and stock companies are corporations.

And it is incorporations which, at the present time, are being held up as enemies of the people. They are depicted as monsters which are crushing the life of the people, and whose ruin and extinction are a consummation devoutly to be wished. That there are evils in the management of corporations no one would for a moment deny. The adage that "Corporations have no souls" is too firmly established in the minds of the people to admit any doubt of that; but they are not wholly unmixed evils, and any remedy which proposes their ruin and extinction is worse than the disease. Corporations are not run primarily for the benefit of the community, nor for the good of the people, but to secure dividends for their stockholders. That idea is never lost sight of and never can be.

But of themselves corporations are a benefit rather than a curse to any community, and it is far better to remedy existing evils, as well as far more effective, not by declaring relentless war against the whole system, but by individual legislation curtailing their powers and vindicating the rights of labor. Labor and capital are not, and should not be considered, enemies, but co-workers, and especially in a country where the laborer of to-day may become, and deserves to become, the capitalist of to-morrow. In and of themselves corporations are good and beneficial things.

They may, and often do, abuse their power and strength, but wild declamations, and wilder threats against them, as a whole, are neither good judgment, sound sense nor effective means of accomplishing the desired ends.

Onions are almost the best nervine known. No medicine is so useful in cases of nervous prostration, and there is nothing else that will so quickly relieve and tone a worn-out system. Onions are useful in all cases of coughs, colds and influenza, in consumption, insomnia, hydrophobia, scurvy, gravel and kindred liver complaints. Eaten every other day, they soon have a clearing and whitening effect on the complexion.

If a man talks about others, he is a gossip; if he talks about himself, he is an egotist; if he talks about some book he has read, he is tiresome to all who have read it; if he talks about the weather, he becomes stereotyped. Does anyone really know what he can talk about to be satisfactory?

Gillies' New York Teas, all kinds, grades and prices. Phone 1589. Visner.

Grand Rapids Gossip

THE MORNING MARKET.

Salient Expression of Relation between City and Country.

The principal factor in the value of the farming region adjacent to great cities is the market facilities afforded by the latter. Thus, regardless of the natural fertility of the soil, there surrounds every such market a region maintained in the highest state of cultivation simply because there is the assurance that the produce can be quickly and profitably disposed of. In an especial degree the value of the farms of Kent county is the result of the proximity of the Grand Rapids market.

The region surrounding this city is far from being the most favored in natural fertility. If there had been no large center, much of the country, especially in this immediate vicinity, would have been considered almost worthless for cultivation, especially as compared with the naturally more favored counties farther south. But the demands of a market have warranted the development of the most unpromising localities. Experiment has shown what means could be employed for the enrichment of the soil and what productions could be furnished by the least promising, until the whole region is a garden and a source of wealth to its owners, even though such an overabundance as the present makes returns inadequate.

Few realize how modern is this development. Only a score of years ago, a considerable portion of the land in the immediate vicinity of the city was being cleared and prepared for cultivation. The smoke from these "clearings" was frequently in evidence all about the adjacent country. The growth of the Market has been phenomenal since that time.

Until quite recently, the Morning Market was maintained about the principal streets with no care and little regulation. About the first concentration was around the soldiers' monument at the head of Monroe street. Soon becoming intolerable in that location, it was driven to the salubrious region of Waterloo street. As it outgrew this it appropriated Louis street and the adjacent region, where it soon monopolized a large area. Just a year ago, the exodus took place to the present Ionia street location, where it now presents the appearance of a vastly overgrown market of a country village.

This Market is the most salient expression of the relation between the city and the value given by the latter to the farms around. It is probable that long search would have to be made to find another of the same magnitude, representing so great interests, with absolutely no provision for its accommodation or convenience. It is discouraging that no progress is being made in the direction of utilizing the new site.

A peculiarity of the Morning Market, this year, is the early maturity of the products offered. For instance, last year at this time, clingstone peaches were just in their prime and it was fully two weeks later that Early Crawfords put in an appearance. Now Early Crawfords and Early Michigans are in abundance and the clingstone is long past. The fruit offered is of good quality but growers find it necessary to pick while it is pretty firm, as the damp, hot weather makes it soften rapidly.

A walk through the Market is always of interest. The story of the bringing

of the produce is always the story of heroic effort on the part of many of the sellers. Fifteen, seventeen, twenty miles, before four o'clock means work for most of the night. And the work is imperative. Preparations begun must be carried on regardless of circumstances. Thus an early morning storm like that of Monday catches many on the way or just starting. Some may be able to seek shelter but many must keep on their way through the drenching rain and attend their loads until they become dry again. When it is considered that such work must be done for so small returns in many instances, it becomes pitiful. A fine load of early apples such as never were seen on the Market at this time before came seventeen miles. In reply to questions it was learned that the load sold for a shilling per bushel! Figure out the results for the transaction and it doesn't make much of a showing for the producer, however it may for the consumer.

Purely Personal.

Jess Wisler, President of the Michigan Retail Grocers' Association, is spending a few days with his parents at Lima, Ind. He is accompanied by his wife and son.

J. A. Henry, formerly manager of the canning factory at Hart, is now engaged in the brokerage and commission business at 53 River street, Chicago, under the style of the J. A. Henry Co.

Frank Hamilton, whose name was almost a household word in the days of the old Business Men's Association, runs down to Grand Rapids several times a month nowadays for the purpose of visiting his wife and mother-in-law, the latter of whom is undergoing treatment here for a deep-seated heart trouble. Mr. Hamilton resides in a beautiful cottage on Hamilton Heights, across the Bay from Traverse City, and frequently improves the opportunity when he is in town to call on Judge Hatch and purchase a fresh slice of land adjacent to his hilly home. He began utilizing the land for the cultivation of red kidney beans, subsequently changing to potatoes, but the low price of Mr. Murphy has led him to abandon the culture of the tuber and undertake the raising of plums, pears and peaches, for which the climate of the Grand Traverse region is justly celebrated. The tract of land owned by Mr. Hamilton is full of ravines and deep gullies, with high hills on each side, so that, if his fruit trees ever get to bearing, he will be compelled to create and maintain some sort of balloon service to transport the product of his orchard to the highway.

The tenth annual picnic of the Grand Rapids Retail Grocers' Association was one of the most enjoyable events of the kind ever held under the auspices of the Association. Everything moved along smoothly, without accident or incident to mar the pleasure of the occasion. All of the committees worked like beavers to make the event a success, and to their unstinted and unselfish efforts is due, in large measure, the remarkable success of the event.

H. Hoffmaster, engaged in the dry goods, boot and shoe and notion business at 78 West Bridge street, has removed to Janesville, Wis.

John Miller will shortly open a new grocery store at Traverse City. The Ball-Barnhart-Putman Co. has the order for the stock.

HELD VALID.

The Supreme Court Sustains the Peddling Ordinance.

The cohorts of peddlers have received a body blow in the decision of the Supreme Court, filed July 31, declaring valid the present peddling ordinance. The case was started in Police Court, where Judge Haggerty pronounced the law all right. An appeal to the Superior Court resulted in a similar decision at the hands of Judge Burlingame. Not satisfied with the edict of Judges Haggerty and Burlingame, the attorney for the plaintiff succeeding in getting his client to take the case to the court of last resort, with the result above stated. The full text of the opinion, which was written by Judge Grant and concurred in by all the other judges on the bench, is as follows:

Plaintiff was convicted of hawking and peddling without having obtained a license under the provisions of an ordinance passed by the Common Council of the city of Grand Rapids, June 26, 1893, entitled, "An ordinance to revise an ordinance of the city of Grand Rapids enclosed, 'An ordinance relative to huckster peddling and hawking in the city of Grand Rapids,' passed May 11, 1891, as from time to time heretofore amended."

Two objections are raised against the ordinance:

1. It appears that an ordinance covering this subject was passed May 27, 1872, and had from time to time been amended. The ordinance of 1891 upon the same subject expressly repealed the ordinance of 1872. On April 24, 1893, the Common Council passed an ordinance to amend Section 1 of the ordinance of 1872. Why this was done does not appear, but probably from some confusion in the then Council as to what ordinance was in force, and in ignorance of the fact that the ordinance of 1872 had been repealed.

However this may be, the ordinance of 1893, under which plaintiff was convicted, covered the entire subject and operated to repeal the ordinance of April 24, 1893. The position of plaintiff's counsel is that these various ordinances "render the law upon the subject of hawking and peddling uncertain to such an extent that it is not possible for persons engaging in said business to determine their exact rights, either as to the duties prescribed or the penalties inflicted for violation thereof." No such difficulty arises if it be held that the ordinance of June 30, 1893, is in force. We are of the opinion that it is and that it repealed all other ordinances upon the same subject.

2. It is urged that the ordinance is unreasonable and amounts to the suppression of a legitimate business. The entire power over the regulation of this business is by the charter vested in the Common Council, not only to regulate but suppress. Whether the power to suppress is constitutional is not before us. The action of the Common Council under the ordinance does not amount to suppression. The Council is vested with the right to fix the license, in no case to exceed \$15 per day. During the year 1895 it was fixed at \$30 per year. The ordinance is not unreasonable nor can it be considered a tax.

The conviction is affirmed.

The Grain Market.

Wheat is in a much stronger statistical position than heretofore, yet, with all this, cash wheat declined nearly 2c and active futures are lifeless. There is nothing doing and, as expressed in previous articles, the financial policy of our country and the unsettled state of political affairs keep prices down. In ordinary times, with the same attending circumstances, the price of wheat would be at least 70c, instead of 56c per bu., as it is now. The reports from the various states in the winter wheat belt show that threshing is renewed,

but, owing to the very wet weather, considerable of the wheat is not suitable for milling purposes and must be used for feed. Right here in our neighborhood several crops have been damaged, so that the mills cannot use the wheat. This should be taken as a lesson and farmers should take more care in stacking their wheat.

There is nothing worth mentioning in the coarse grain market except that corn shrank 1c, while oats remained at the same price as last week.

The Government crop report, received on the 10th, shows spring wheat to be about 78 per cent., against 94 per cent. in June and 95.5 per cent. for July, 1895, or about 18 points lower.

The receipts of grain during the week were 43 cars of wheat, 5 of corn and 3 of oats.

C. G. A. VOIGT.

Flour and Feed.

There has been no particular change in the flour markets during the past week. Prices have been firm, millers not being anxious to push their product upon the market, owing to continued unfavorable reports from the harvest fields, damage to wheat in the shock by rain and a very decided falling off in the movement of new wheat from interior points, farmers being busy with oat harvest and unwilling to accept present market value for the wheat. We are pleased to note a better demand at current prices from abroad, considerable quantities of both wheat and flour being taken. The demand for mill feed has been moderate through the week, with prices unchanged.

There is a little improvement to be noted in the ground feed trade and prices are easier, both corn and oats being $\frac{1}{2}$ @1c per bushel cheaper, with free receipts from country points.

WM. N. ROWE

Provisions—The marketing of hogs has been decidedly decreased and reduced to small proportions. Total Western packing for last week was 130,000, compared with 200,000 the preceding week and 105,000 for the corresponding time last year. From March 1 the total is 6,555,000, against 5,455,000 a year ago—an increase of 1,100,000. Prices have advanced and the average for prominent markets is about 25 cents per 100 pounds higher than a week ago. The reported stocks of meats at the prominent markets reporting regularly show considerable decrease compared with a month ago, notwithstanding the liberal manufacture. The aggregate for Aug. 1 is 31,500,000 pounds smaller than July 1, for corresponding time last year there was a reduction of 49,500,000 pounds, a difference of 18,000,000 pounds, but the manufacture at these points the past months was 24,000,000 pounds more than for the corresponding period last year, which means that the distribution exceeded last year 6,000,000 pounds for the month, from these three points. The total now of meats for these places is only 29,000,000 pounds in excess of a year ago. The market has developed a shaping to higher values—largely due to the influence of the oversold condition of September pork at Chicago, which brought about something of a flurry. Lard and meats have shared in fair degree in the upward tendency, and there appears to be more ground for the view that the low point of the season has been passed. The week's exports of lard were fair, but moderate of meats, the aggregate falling sharply short of corresponding time last year.



Cash Sales.

To increase cash sales and stop losses on credit sales:



Loss on Credit Sales

A great loss in retail stores is due to the failure to charge goods sold on credit. Our systems stop it. They also increase cash sales, make profits larger and save time and worry.

We have furnished thousands of retail stores all over the country with such systems. We would like to interest you.

If you will answer the questions asked below, draw a rough map of your store in the space left for that purpose, tear out this page and mail it to us, we will send, free of charge, a handsomely illustrated system used in stores like yours. The National Cash Register Company, Dayton, Ohio.

Answer the questions below.

Business _____

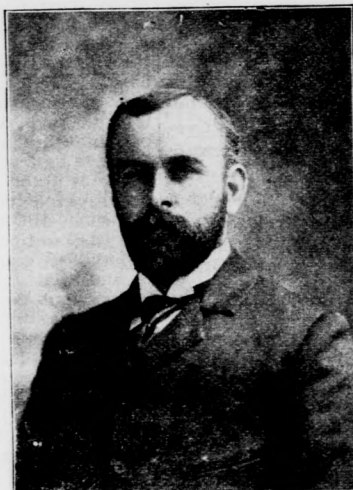
Name _____

Town _____

State _____

Street Address _____

1. How many clerks?
2. Do clerks receive payments on account?
3. Do clerks pay out money?
4. How many cash-drawers?
5. Do clerks make change?
6. Are clerks' sales kept separate?
7. Have you a cashier?
8. Have you a bookkeeper?
9. Have you a head clerk or manager?
10. Do you buy country produce?
11. Have you cash boys?
12. Have you a cash carrier?
13. What per cent. of sales on credit?
14. Are credit sales entered in a blotter?
15. Are credit sales entered on duplicating slips?
16. Are cash sales recorded as soon as made?
17. Do your drivers take orders?
18. Do you send out goods C. O. D.?
19. Do you use pass books?
20. Are sales of different goods recorded separately?
21. Are bills given to customers at time of purchase?



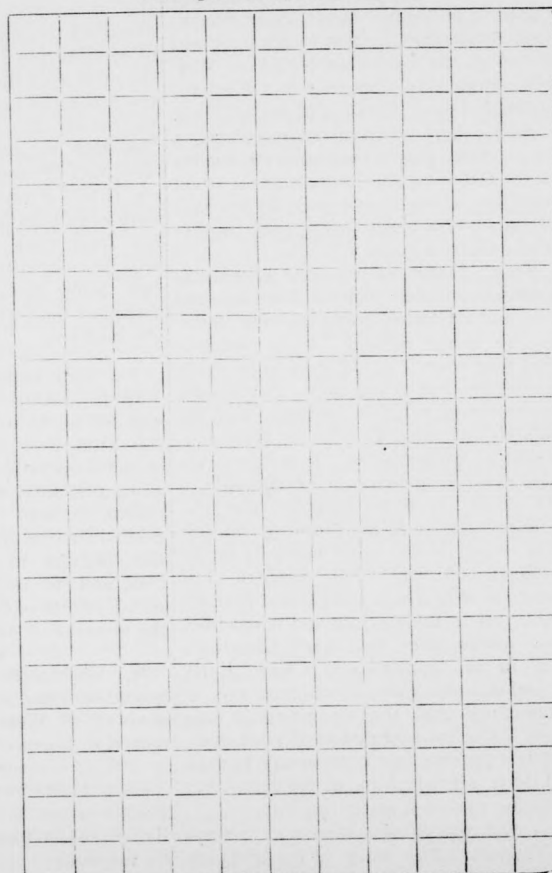
This is a portrait of Mr. T. P. Hunter, the famous Philadelphia grocer. He owns and conducts twenty-one retail grocery stores in Philadelphia and vicinity. Here is what he says about the National Cash Register System, as he uses it:

"I am using twenty-one of your No. 79 National Cash Registers. By their use I am able to tell at a glance how business is running, whether trade is increasing or decreasing, and which clerks are making the most sales. I would not attempt to run one of my stores without your No. 79 National Cash Registers."

T. P. Hunter

Make map of store below.

Show, by pencil, location of front door, counters, show-windows, show-cases, safe, cashier's desk or cash-drawers.
Each square to represent five feet.



No. 8.

GROCERS IN CONFERENCE.

Summarized Report of Their Meeting at Grand Rapids.

The annual meeting of the Northern Michigan Retail Grocers' Association convened at Pythian Temple Wednesday morning, Aug. 5, being called to order by President Tatman, who read the following annual address:

It is a great pleasure, I assure you, to be privileged to meet with you again in convention with the retail grocers of Michigan in one of the largest cities of our beloved State.

I can assure you that my expectations of the Northern Michigan Retail Grocers' Association have been realized, and I predict for our Association, if properly handled, one of the greatest and grandest organizations of business men in Michigan. While we have only been organized two years I believe that very member has been well repaid for the trouble and expense involved in attending the meetings. To me, it has been a source of great pleasure to look back upon our past meetings, all of which will be long remembered by me, and I hope the same impression will be left with every groceryman attending this convention in Grand Rapids to-day and to-morrow.

I am also glad, gentlemen, that, while many of us who meet here to-day are competitors in a business way in the same town or city, we possess that great bond of love which reaches out toward all mankind and makes us feel that we are of one great brotherhood of business men, struggling as best we can to get through this world, each sharing alike its troubles and pleasures.

Our organization, as formed two years ago, has, to a great extent, accomplished the work we resolved to accomplish. But, gentlemen, there is more for us to do in elevating our line of business. Shall we continue or shall we stop where we are? Advance should be the answer. I am not here to dictate how A or B shall conduct his business or to be dictated to, but we should all consider that we are subjects for improvement, and, as this is an era of organization, we believe the retail grocers of Michigan should be as thoroughly organized as the wholesale grocers.

To-day, so far as I am able to learn, the wholesale and retail grocers are in perfect harmony; but, gentlemen, we have yet a great many abuses in the retail trade. Papers will be presented here for discussion and action on a large variety of subjects, the most important topic, in my estimation, being the township peddling law. Our country is overrun with peddlers, who never pay one cent of the burden of taxes of the country or town which furnishes them the trade which properly belongs to the merchant, who is thus obliged to bear the double burden of taxation.

In conclusion, I wish to tender my thanks in behalf of our Association to the Michigan Tradesman for its special efforts in behalf of this meeting; also to the retail grocers of Grand Rapids, in advance, for their kindly courtesies.

Secretary Stowe then read his annual report, as follows:

Presuming that the first thing you will wish to know concerning our Association is its financial condition, I beg leave to report that the receipts of my office during the year have been \$30—\$25 at the Reed City convention, \$8 between the Reed City and Big Rapids conventions and \$6 at the Big Rapids convention. I have transmitted this money to Treasurer Wisler in three payments, holding his receipts therefor.

As you will probably recall, definite steps were taken at the Reed City convention to put organizers into the field for the purpose of increasing the membership, but, for some reason, the organizers selected failed to accomplish very much in that direction. As a result, we can show but six additions to our membership list since the adjournment of the Reed City convention. I have always thought, and am still of the opinion, that there are good reasons why an association of this character

should be organized and maintained, and I candidly believe that, if the scope and name of the Association were enlarged so that the organization would be a representative association for the entire State, a considerable increase in the membership would, necessarily, follow. Looking at the subject from every standpoint, I see nothing to lose and everything to gain from such a course.

One reason why our membership has not increased more rapidly is that we have gone around in a comparatively small circle, so far as holding our meetings are concerned, having held successive conventions at Clare, Mt. Pleasant, Reed City and Big Rapids. If our territory had been larger, our conventions would, necessarily, have been more widely separated and a larger opportunity for securing new members would have thus presented itself.

There are many matters of vital interest to the retail grocery trade of Michigan which could be taken up, discussed and acted upon by an association of this character, and I sincerely hope that the members present at this convention will become so thoroughly imbued with this idea that they will conclude to adopt the suggestion above thrown out, with a view to increasing the usefulness of the organization and making it thoroughly representative of the great industry it was organized to serve and is maintained to protect. Other lines of retail trade, such as hardware dealers and druggists, have representative organizations, and there is no good reason why the grocers of Michigan should not be equally willing to sustain an organization of their own, when the opportunities for bettering trade conditions are so manifest.

Treasurer Wisler reported that he had received \$18.25 from the former Treasurer and \$39 from the hands of the Secretary during the year, making total receipts of \$57.25. He had paid three orders on the Treasurer, amounting to \$33.65, leaving a balance on hand of \$23.60.

The reports of the Secretary and Treasurer were accepted and adopted.

E. A. Stowe gave notice that at the afternoon session he would move the adoption of an amendment of articles 1 and 3 of the constitution, changing the name of the organization to the Michigan Retail Grocers' Association and enlarging the scope of the membership to correspond with the name.

W. H. Porter moved, as an amendment, that the matter be referred to a special committee of three, which was adopted, and the chair appointed as such committee Messrs. Porter, Wisler and Harris.

Oscar F. Conklin then read an excellent paper on the subject, "Thirty Years' Experience as a Merchant," which is given in full elsewhere in this week's paper.

John E. Thirkow said he was glad to learn that one reason why so many men remain in trade is because of their love of the business. So far as his observation went, that is the only reason why the average man is in business to-day.

Jess Wisler called attention to the fact that, in his opinion, the supervisors' assessments of merchandise are uniformly too large. This idea was combated by Messrs. Conklin, Taylor and Thirkow, all of whom asserted that they did not think merchants were discriminated against in the manner stated.

Wm. H. Porter then read an admirable paper on the subject, "Necessity of Organization among Retail Grocers," which will be found elsewhere in this week's paper.

The meeting then adjourned for dinner, and at the afternoon session the report of the Committee on Constitution and By-laws was received and adopted, when Mr. Munson read a paper on the

"Proper Method of Handling Fruit," which will be found elsewhere in this week's paper.

After an informal discussion, Hon. Chas. W. Garfield gave the Association an excellent talk on the "Relation of the Grocer and Fruit Grower." The Tradesman regrets that it is unable to present a verbatim report of this portion of the program, as it was the gem of the occasion, the speech being replete with bright sayings, pointed paragraphs and happy allusions.

Parke Mathewson stated that it was almost impossible to obtain attractive fruit at the hands of the retail grocery trade of Detroit.

Mr. Tatman called attention to the fact that jobbers are shipping in baskets which do not yield up four pecks when retailed out at the store in the regular way.

P. M. Van Drezer stated that it was impossible to ship perishable fruit any distance without having it settle very materially in the package.

Mr. Hudson called attention to the disadvantage he labored under by reason of his attempting to sell berries in larger crates than those used by his competitors.

John E. Thirkow stated that the great trouble with shipments from Northern Michigan is the lack of refrigerator service, it being almost impossible to get fruit or dairy products out of the country without shipping same in a hot box car, which greatly deteriorates the quality of the shipment.

In response to enquiries as to whether the present bushel basket holds a full bushel of peaches, Mr. Munson stated that it did, if properly heaped up.

Jess Wisler, of Mancelona, then read a paper on "Money in the Potato Business," which is published elsewhere in this week's paper, when Hon. E. N. Bates, of Moline, gave the Association an excellent talk on the subject of "The Pure Food Laws," after which J. V. Crandall, of Sand Lake, discussed the advisability of prohibiting the sale of butterine by law.

Mr. Bates stated that the curse of poor butter, which was a fearful calamity in most country towns, had been avoided by the establishment of creameries, which take the milk from farmers under contract and send the product to a distant state, so that the proceeds which come back to the creamery are in no way drawn from local sources.

The meeting then adjourned, after accepting an invitation from the Michigan Tradesman to an informal spread at the Lakeside Club, where the following menu was discussed:

Cream of Celery.	
Radishes.	
Lake Superior White Fish	
Sliced Cucumbers.	
Sweet Bread Croquets.	
French Peas.	
Fried Spring Chicken.	
Cream Sauce.	
Stuffed Tomatoes.	Creamed Potatoes.
Macedonne Salad.	
Ice Cream.	Cake.
Coffee.	

At the conclusion of the repast, Mr. A. E. Worden called the gathering to order and proceeded to discharge the duties of toastmaster with dignity and discretion. The toasts and responses were as follows:

1. Eat, Drink and be Merry—E. A. Stowe.
2. The Retail Trade—O. F. Conklin.
3. The Jobbing Trade—Sumner Wells.

4. The Grocer in War—Hon. Chas. E. Belknap.

5. Saginaw Abroad—S. E. Symons.

6. The Traveling Salesman—A. F. Peake.

7. What I Don't Know about the Grocery Business—Hon. Reuben Hatch.

At the opening of the Thursday morning session, the Secretary presented the draft of a bill prepared by Hatch & Wilson which, if adopted by the Legislature, will transfer the licensing of country peddlers from the State to the township. The matter was discussed at considerable length from all possible standpoints, during which time a number of valuable amendments were suggested and adopted.

Geo. O. Adams thereupon moved that the Secretary revise the proposed draft to include the amendments offered, and print same in the Tradesman so that the members may become familiar with the action of the Association on this subject. Adopted.

The following resolutions were adopted:

Whereas, Grain is transported by the railways of the country as sixth class, while potatoes are classified as fifth class; and

Whereas, Potatoes can be shipped in poorer cars than grain; therefore

Resolved, That we place ourselves on record as unanimously in favor of such a change in the classification as will place potatoes on the same basis as grain, in order that the shipment of potatoes to distant points may be encouraged.

Resolved, That the thanks of this Association are due the H. J. Heinz Co. for furnishing us badges for our annual convention.

Resolved, That our thanks are due the Grand Rapids Retail Grocers' Association for its hospitality in tendering us the use of its hall and inviting us to join the organization in celebrating its tenth anniversary picnic.

R. R. Moore, of St. Clair, then read an excellent paper on "Salt and Its Relation to the Retail Trade," which is published elsewhere in this week's paper.

The election of officers resulted in the selection of the following:

President—J. Wisler, Mancelona.
Vice-President—W. H. Porter, Jackson.

Secretary—E. A. Stowe.
Treasurer—J. F. Tatman.
Executive Committee—J. W. Densmore, Reed City; E. N. Bates, Moline; G. O. Adams, Dushville; F. M. Taylor, Shepard; C. Yost, Ithaca.

In regard to the place for holding the next midwinter meeting in February, E. A. Stowe invited the Association to meet again in Grand Rapids, and presented at the same time a letter from the Convention League of Detroit, inviting the Association to hold its meeting at that place.

On motion of Mr. Pollard, the invitation to meet in Grand Rapids was accepted and the convention adjourned.

One or the Other.

"It's hard to give satisfaction," he said.

"It's very difficult to tell what people are going to say about you," assented his wife.

"Yes. But it's pretty sure to be one of two things—they'll either say you're extremely ordinary or else that you're a freak."

Don't Buy until You See Our Line.

Our Fall line of hats and caps is now ready for inspection. Don't buy until you have seen it.

P. STEKETEE & SONS.

You cannot clean your own skirts by throwing mud at others.



Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,
Grand Rapids, by the
TRADESMAN COMPANY

ONE DOLLAR A YEAR, Payable in Advance.

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Communications invited from practical business men. Correspondents must give their full names and addresses, not necessarily for publication, but as a guarantee of good faith. Subscribers may have the mailing address of their papers changed as often as desired. No paper discontinued, except at the option of the proprietor, until all arrearages are paid. Sample copies sent free to any address.

Entered at the Grand Rapids Post Office as
Second Class mail matter.

When writing to any of our Advertisers, please
say that you saw the advertisement in the
Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, - - - AUGUST 12, 1896.

DISASTROUS TO BUSINESS.

A presidential election every four years was intended to be a public blessing. It was intended to give the people, if they were dissatisfied with any administration of the General Government, the means of changing its management. It was intended to be a great corrector of evils; it has come to be one of the greatest sources of evils to which American institutions have ever been exposed.

It is natural to suppose that, if the people were satisfied with an administration of the Government, they would seek to continue the same man in the presidential office for a long time. But since no President has ever been elected for more than two terms, it is plain that no President can satisfy the people for any length of time, and the consequence is that a change is soon demanded. There is a tradition that the people wanted to keep Washington in the chief magistracy for the remainder of his life, but this is very doubtful. Even this great and good man was constantly being undermined by a cabal of powerful and bitter enemies, although at this distance of time it seems hard to believe that Washington was the object of so much opposition, rivalry, hate and detraction.

Washington served two terms as President, and possibly could have been elected to a third; but it is certain that no other President who served twice in that capacity has ever been able to secure a third term.

The reason of this has commonly been easily understood. It is the demand of the politicians for a new distribution of the offices. Every President naturally has his personal following and interested political friends. They get possession of the 100,000, more or less, of offices in the Federal service, and would hold onto them, in all probability, for life if their chief should continue in office. The active politicians of the same political party, but who failed to be included in the last distribution of the offices, become clamorous for a change. They want a new deal all around, and they are commonly able to prevent the re-election of a President, and so, when the party is not changed, the candidate usually is.

But if a presidential election meant nothing more than a change of men and a fresh distribution of the Government, it would not be the serious affair it is.

It would matter very little whether Jones or Smith were elected President, and were intrusted with the dealing out of the offices, if that were all of it. But when it comes to pass that a presidential election may mean an entire change in the policy and principles of the National Government, and a radical alteration in the condition of the people and their institutions, a presidential election becomes a formidable affair.

History repeats itself and it sometimes occurs that the politicians are not the manipulators of all the presidential elections. There are times when the people break loose from their political leaders and make such an election the opportunity for precipitating a vast revolution. There is more or less anxiety attending every presidential election, particularly when the political party which dominates public affairs is going to be changed, for that means a change in public policy; but when the power of the Government is about to be seized by some new and most radical party which has suddenly grown into enormous prominence and power, then the ordinary anxiety is changed into wild alarm and overpowering panic.

In 1860 it was seen that the anti-slavery or Republican party, which had been a mere political item for some years, had suddenly grown into great power and activity; but the various elements of opposition to it failed to recognize the immensity of the emergency, and, so far from combining against it, they broke up into feuds and factions, and when the election came the divided forces were easily overcome.

The present campaign comes nearer to that of 1860 than that of any campaign intervening. The Populist party, which for years was regarded as too insignificant for serious consideration, has suddenly grown to wonderful proportions, while some of its most radical doctrines have been espoused by the oldest political party in existence in this country. Those who belong to the other great party, either by affiliation or belief, look upon the movement as a menace to the finances and established institutions of the country, and the campaign has already exerted a most unsettling effect upon business everywhere, and people are already experiencing, as they did thirty-six years ago, that presidential elections are most dangerous to the great interests of a people who could live in peace and harmony with all nations and enjoy the greatest prosperity in trading with the whole world if only they were content to work out their destiny as the leader of all the wealth-producing and wealth-gathering peoples on the planet. But if they shall willfully destroy their means of prosperity, they must suffer, and they will only have themselves to blame for it.

Elections are necessary and the country could not well get along without them; but the unfortunate effect the campaign is having on business naturally suggests the advisability of adopting the plan advocated by the Tradesman four, eight and twelve years ago—increasing the presidential term to six or eight years and prohibiting any president from holding a second term. Such an innovation would not be welcomed by the politicians, but it would receive the eager endorsement of the business public, who are heartily tired of seeing business made a football of every four years.

The man who never pays his debts always embraces the opportunity to say his funds were in the bank that failed.

TRADE SITUATION.

With so many causes for depression in trade, in the political situation, the midsummer dullness, the widespread and intense heat, the reaction in stocks following the long period of decline, the wonder is that there are so many reasons for encouragement. These causes taken together would seem sufficient to produce complete paralysis and yet there is improvement noted in jobbing trade in localities. Pittsburg, Baltimore and a number of the northwestern cities report marked improvement in activity, though caution in buying is the rule everywhere.

But the closing down of industries and the curtailment of output continue in an increased degree. Textile mills are closing or lessening output everywhere, and yet the few changes that are made in the nominal prices are downward.

The iron market seems to have accepted the decision to maintain scales but the actual transactions are nominal and quotations weaker.

The industrial situation is beginning to be complicated by the increase in labor disturbance. Strikes and suspensions are creating disturbance, especially in iron trades, and there is a large strike of garment workers in New York. The hoisting works strike in Cleveland is assuming serious proportions and involving other lines, and there is a disturbance in the wage scale in several of the Pennsylvania iron concerns.

Wheat continues fairly steady, and corn is still active on account of low freight rates, although the price tends downward.

The situation in Wall Street has continued unsatisfactory, although less affected by the demoralization and suspension of the Chicago Exchange than was feared. Toward the close of the week the bearish tendencies culminated in extensive and sharp liquidation, but London seemed so ready to buy on the decline that it served as a check to the demoralization. While there is a general indifference in European markets on account of American politics, the fact that exports are showing decided improvement and that the actual financial showing is better tends to give more confidence and readiness to come in on any positive decline.

Bank clearings show an increase of 12.5 per cent. over the preceding week. Failures also are less, 269 to 294.

SOCIALISTS IN DISGRACE.

The recent socialistic congresses which were held in France and England have done more to render socialism unpopular in Europe than anything which has happened during the past ten years. It is apparent that the socialistic tide which at one time threatened to engulf Europe is on the ebb, more prosperous times having robbed the socialistic orators of many of the arguments hitherto used with such effect among the workmen of Germany, France and Great Britain. It was left for the recent congresses to fully demonstrate the utter demoralization within the socialists' ranks.

Both at the Lille and London congresses the socialists demonstrated their utter inability to agree upon any line of action. Grotesque proceedings and recriminations served to disgust the honest laboring element and to amuse the European masses. The utter lack of patriotism and nationalism displayed by the German delegates to the congresses not only disgusted their own

countrymen in Germany, but earned the ridicule and contempt of the French socialists, who did not hesitate to organize a hostile demonstration against their German brethren.

This course on the part of the German delegates to the socialists' congress will alienate the sympathy of the masses in Germany, and will do more towards cutting down the strength of the socialists in German politics than any amount of repressive measures.

THE GROCERS' OPPORTUNITY.

The retail grocers of Michigan now have an opportunity to demonstrate whether they will properly support a representative organization of their trade. The Michigan Retail Grocers' Association is well officered—with the possible exception of the Secretary—and possesses every advantage which the most exacting dealer could require. All concede the necessity of the organization, based on a knowledge of the fact that there are reforms to be accomplished and abuses to be abolished, and that nothing short of a representative organization of the trade can secure the results.

The Tradesman bespeaks for the organization the cordial support of grocers in all parts of the State, and hopes that leading members of the trade will take hold of the organization with a vigor and determination which will put an end, for all time, to the trite remark that grocers will not take hold of a good thing when they have a chance to do so.

The Committee on Market of the Common Council is still waiting for the sale of the improvement bonds. The last of the bidders who have seen fit to take up the consideration of the question as to whether they shall take them are delayed by the fact that their counsel is traveling in Europe. The papers have been forwarded to him there. It will be remembered that the Council, in asking for bids, omitted the usual requirement that a forfeit should be deposited. Speculative bids were offered and, after looking over the situation at their convenience, the first, and then the second, of the bidders to which the award was made declined to take them. It looks now as though the third bidders have concluded to keep the matter under consideration until the issues of the political campaign are settled; then if matters shape to suit their ideas, perhaps they will take them. If not, the city can advertise again. That the credit of the city should be thus hawked about and trifled with is little less than an outrage. Why the Council whose mismanagement permits such insults to the financial standing of the city doesn't call the deal off and re-advertise in a proper manner is beyond comprehension.

It naturally affords the Tradesman much pleasure to be the first and only journal in the country to present its readers with summarized reports of the State conventions of grocers and druggists held last week. No other journal in Michigan possesses the advantages enjoyed by the Tradesman in securing information of this character, and the readers of the Tradesman have long borne testimony to the correctness of its reports, and also to the fact that it invariably distances all competitors in bringing news of this description to their attention.

J. N. Trompen & Co. succeed Trompen & Van Zoren in the dry goods and clothing business at 35 Grandville avenue.

Personality in Business.

Written for the TRADESMAN.

There are, no doubt, business enterprises meeting the requirements of some fixed demand which may be said to "run themselves." Such undertakings have been so long established that they have come to fill economic positions in such a way that their management has become purely clerical and the exercise of any originality or personal characteristics on the part of the management would seem to be unnecessary or even hazardous to the even, uneventful continuity which seems to be their normal and desirable condition. There are more of such institutions, of course, in the cities of the Old World than have yet crystallized into unchanging existence in the New. But of the readers of the Tradesman there are few concerned in enterprises of this description. There may be some who are connected with undertakings where the personal element appears of little significance, but in our new territory there are few enterprises that cannot be improved by the active exercise of personal effort.

The degrees of personal power in the way of advancing a business are as various as the individuals. The man whose personality is a conspicuous factor in business undertakings is appropriately termed "a hustler." It is to be noted that such men become manifest in the business world from the most unpromising surroundings. Instances can be cited where such have commenced their careers in the most unpromising country store of the crossroads. An instance is recalled where a lame shoemaker in an obscure village of the Alleghany Mountains in Pennsylvania ventured to increase his business by the addition of such an assortment of a general stock as his means would compass. The location, away from a railroad, in a village much too small for a newspaper, was about as unpromising as could be imagined. But, after filling his diminutive shop, he invoked the assistance of such means of advertising as he could command, using the periodicals of the nearest towns, issuing handbills and papers which were novelties in that region, until in a short time the name of his store and village became a household word in all the country around. Two or three years of successful trade enabled him to remove to a larger town, where he promptly took his place among the leading merchants. In half a dozen years more, death, unfortunately, terminated his career, but his enterprise had been already rewarded by a competence for his family.

In all great industrial and fiducial enterprises personality is recognized. Great salaries are paid the manufacturing manager, the railroad president, the executive of the bank or the insurance company, simply on account of demonstrated personal qualities valuable to such undertakings. Preferments of this kind are simply recognitions of the fact that these individuals have proven themselves "hustlers."

What is a business "hustler?" It is not always the man who works the hardest, but it is always the one who gives the most systematic, careful thought, with singleness of purpose, to preparation for and prosecution of his business. Such are continually "coming to the front" here and there all about us. The envious ones who fail to make their mark so quickly are apt to credit favorable surroundings with the results achieved by their more successful competitors. In this there is error—

the hustler makes himself manifest anywhere.

But not every one who has it in him to become a hustler does so. The failure in many cases lies in the fact that there has not been aroused in the mind the idea that there is a possibility of doing more than fill the humdrum routine circumstances have established. These work with untiring diligence, too often hampered by detail which could better be intrusted to subordinates, wanting some good genie to awaken them to a knowledge of their powers and to guide their efforts in the way to achieve success.

The personality of every merchant is a most important factor in his career. The one who thinks he can hire the best management makes a grievous mistake. The great enterprises of large cities, also those achieving more modest success in smaller towns, are successful on account of the personality of the proprietors. As hinted above, these do not try to do everything. It requires more effort of will and good judgment to secure proper assistance for details than it does to try to do everything oneself. It does not follow, even, that the guiding personality must always continue to be present. The greatest general is the one who can so organize his forces and inspire his subordinates by his personality that he does not need to be present to insure the success of their movements. The merchant is a general whose success is subject to the same laws.

W. N. FULLER.

Never Refuse Money.

The Merchants' Review well says that the great fault in the retail trade seems to be a failure to recognize the fact that a sale is not completed until value is received. People may be attracted to the store, and goods go out in large quantities on orders, but the dealer must gauge his standing and prospects not by these things, but by the amount of money that is daily received in lieu of the goods. This seems too obvious to require to be stated, yet until the same efforts and energy are directed to the collection of the cash as to the attraction of customers and the so-called selling of the goods by grocers generally, no person familiar with the methods employed in the business will doubt the necessity for the reiteration of the proposition. Never make the mistake of saying, "Some other time will do as well," or, "if quite convenient," when a customer proffers the price of an article, or the amount of a bill of long or short standing. If you do, the next time a customer runs up a bill he will probably have to be dunned. You are entitled to your money when the goods change hands, and, beyond the ordinary courtesy of life, nothing is required of you other than an acceptance of the amount and the signing of the receipt when the customer offers to settle.

Helpful Hints.

Keep your store cool.
Keep your customers cool.

Be breezy yourself, even if it's an effort. Don't approach a patron with a handkerchief or dustcloth around your neck, and the moss-covered, "Is this hot enough for you?" which has been a stock interrogation ever since Shadrach sprung it on Meshach in the fiery furnace. Make your place as attractive as you can—a place where tired, heated femininity can rest for a few moments and cool off. They may think of something else they want besides the original purchase.

Make a reputation for yourself, your clerks and your store by keeping cool.

The remarkable increase in the bicycle industry has resulted in \$5,000,000 worth of crude rubber being purchased by the manufacturers of pneumatic tires within the past eighteen months.

NEW 1896 CROP



New 1896 crop JEWELL CHOP JAPAN TEAS just arriving. Rich, delicious, delicate. Quality this year finer than ever before. Many jobbers throughout the country still have on hand a large stock of 1895 crop, private chop mark Japan Tea, and must unload them on you or the other fellow. This is not the case with us. Not a pound of old Jewell Chop Japan Tea in stock. Buy Jewell Chop Teas of us, and you will get JUST WHAT YOU BUY, nice, tender leaf, fragrant 1896 crop tea.

I. M. CLARK GROCERY CO.

You can't fool The people all the time

You buy inferior bakery goods because they are cheap and the salesman who sells them is a "good fellow," but the trade will soon learn which grocer keeps the best goods and will patronize him. **Is it not so?**

Sears' Superb Fruit Coffee

- • • • • Sells on its merits.
- • • • • Retails profitably at a low figure.
- • • • • Is in constant demand.
- • • • • Is an all-around cake for every occasion.

Not a Single Slow Thing about It.

It is not made from poor flour, inferior fruit and rancid butter, but will bear the strictest analysis. Its pleasing flavor recommends it to everyone.

THE NEW YORK BISCUIT CO.,
GRAND RAPIDS.

REPRESENTATIVE RETAILERS.

H. C. Minnie, the Eaton Rapids Hardware Dealer.

Henry C. Minnie was born at Blissfield, Lenawee county, April 28, 1858. Three years later his parents removed to Erie, Monroe county, where he remained until 20 years of age, attending school during his boyhood and finding employment later on in two or three different general stores. In 1878 he decided to act on the advice of Horace Greeley and go West, locating at Cedar Rapids, Ia., where he traveled four years for tobacco houses in the State of Iowa. In 1882 he returned to Michigan, locating at Eaton Rapids and engaging in the manufacture of cigars under the style of Steglitz & Minnie. During the two years the partnership relation continued, he sold the output of the factory on the road, after which he accepted a similar position with the Jackson Cracker Co., during which time he served the corporation in the capacity of Vice-President. In 1889 he purchased the interest of J. W. Munger, of the hardware firm of Munger & Pettit, and the firm name was changed to Pettit & Minnie. On the death of Mr. Pettit, three years ago, Mr. Minnie assumed the financial management of the business, which part of the work he still carries on.

Mr. Minnie was married Feb. 27, 1889, to Miss Edith LaFever, of Eaton Rapids.

He is a director of the Michigan State Bank of Eaton Rapids, a stockholder in the Bankers' National Bank of Chicago and a member of the Eaton Rapids Board of Education. He is also a member of the following secret societies: Eaton Rapids Lodge, No. 63, F. & A. M.; Eaton Rapids Chapter, No. 24, R. A. M.; Jackson Council, No. 32, R. & S. M.; Charlotte Commandery, No. 37, K. T.; Moslem Temple, A. A. O. N. M. S.; De Witt Clinton Consistory, S. P. R. S., Grand Rapids.

Mr. Minnie attended the first meeting of the Michigan Hardware Dealers' Association, which was held at Detroit, July 9, 1895, and was elected Secretary and Treasurer. The offices were so well filled by him that he was re-elected to the same position at the annual meeting in July of this year.

Mr. Minnie attributes his success to attending strictly to business and not permitting outside affairs to occupy his time or attention to the exclusion of his mercantile business. It is his experience that a business will respond to the desires of the owner exactly in proportion as the owner is loyal and faithful to the business, and no small part of Mr. Minnie's success is, undoubtedly, due to the fact that he has acted on this assumption ever since he became actively identified with the hardware trade.

How the Wheel Has Injured the Business of the Drummer.

The latest wail over the tyranny of King Wheel comes from a commercial traveler. He says that the popularity of the bicycle will compel him to change his selling tactics. "And it's no little thing," he said, "when a man is fifty years old and satisfied to stay where he is without turning over new leaves. I have been selling goods on the road for large concerns for the last 25 years and I am as well acquainted in any city of over 20,000 inhabitants in the Union as I am in New York. The railroad conductors all know me and the hotel runners call me by name when I get off the train at Kansas City or

Memphis or Sacramento or Portland, Ore., and make me feel more at home in any of those places and hundreds of others than when I return to New York.

"Well, you see," he continued, "to sell goods on the road, a man must do a great deal of entertaining. He must blow off a customer in the man's particular way. This entertainment ranges all the way from Sabbath-school strawberry festivals to prize fights. One man wants to go on a 'hurrah' and his neighbor may want the quietest kind of a spree, and the item 'entertaining customers' has always been looked upon as a perfectly legitimate one on a commercial traveler's expense account. Well, that's all over now, or nearly all over, and that's what I am kicking about. Nowadays, when a buyer's work is done in the store, he doesn't wait for a New York drummer to come along and 'blow him off.' He makes a rush from the store, puts on his bloomers and goes riding. 'Awfully sorry, old man,' they say to me, 'but can't spend any time with you this evening—going riding. Why don't you ride?'

"Some of my competitors do ride and they hire wheels and go on trips with the buyers while I loaf around the hotel. And what's more, they come back with orders in their pockets, as dry as a covered bridge and with a hired man's appetite, and I get left. That's the reason I will have to learn to ride a wheel in my old days.

"Say, which do you think is the best wheel?"

Foundations of Fortunes.

Senator Farwell began life as a surveyor.

Cornelius Vanderbilt began life as a farmer.

Wanamaker's first salary was \$1.25 a week.

A. T. Stewart made his start as a school teacher.

Jim Keene drove a milk wagon in a California town.

Cyrus Field began life as a clerk in a New England store.

Pulitzer once acted as a stoker on a Mississippi steamboat.

"Lucky" Baldwin worked on his father's farm in Indiana.

George W. Childs was an errand boy for a bookseller at \$4 a month.

J. C. Flood, the California millionaire, kept a saloon in San Francisco.

P. T. Barnum earned a salary as bartender in Niblo's Theater, New York.

Jay Gould canvassed Delaware county, N. Y., selling maps at \$1.50 apiece.

C. P. Huntington sold butter and eggs at what he could get per pound and dozen.

Andrew Carnegie did his first work in a Pittsburgh telegraph office at \$2 a week.

Whitelaw Reid did work as a correspondent of a Cincinnati newspaper for \$5 a week.

Adam Forepaugh was a butcher in Philadelphia when he decided to go into the show business.

The Art of Dunning.

The art of dunning is not an easy one, as the different people must be studied, and care must be used in writing them, or else loss will result to the house and the ill-will of its clients be engendered. The necessity of an expert correspondent and letter writer is not more needed in any department of business than in dealing with dunning of customers. The ability to dun a man, pressing the demands of payment and exacting payment, yet retaining his good will, is an art, and as an art it must be cultivated as well as be inborn, and calls for exceptional ability.

Ice for Refrigerator Cars.

You can get it of Consumers Ice Co., Grand Rapids, Mich.

Stick to the Old Customers.

"A bird in the hand is worth two in the bush," any day. Hang to your old customers. When one of them gets in a huff and thinks he is an injured party, look into the matter and see where the trouble lies. Don't let him get out to air his opinions among his friends, until you have tried to bring him back into the fold. Usually incidents of this sort are based on grounds that are too frivolous for a quarrel, and certainly not sufficient for a retailer to lose trade over. If you are at fault, make amends. If the customer is the guilty party, meet him half way. Independence is a valuable quality, but pigheadedness is enough to ruin any business. Independence does not prohibit a man from getting at the truth and illustrating it, by any means. Every old customer who transfers his patronage elsewhere must be replaced by a new one, and it is easier to hold the old one, if the proper means are employed at the right time.

NO Advanced Prices on Tinware from Leonard's.

The attention of the trade is called to the strong combination of all tinware manufacturers, and to the usual advance in price, which is, of course, the object of all such combinations. In this connection Messrs. H. Leonard & Sons of this city formally announce that, owing to their orders being placed several months ago in anticipation of such a probable combination, they are receiving large shipments of **Stamped and Pieced Tinware** at the lowest prices ever made on these staple goods.

In consequence of this they will not advance their prices at the present time, and they invite the attention of all dealers to their quotations in this line. Should their catalogue not be at hand they will send one on request to regular dealers only.

The Automatic Orchard Step Ladder



PATENTED APRIL 30TH, 1895.

Can't tip over.
Safe, Strong
and Handsome.

3,000 Sold in this
State last year.
Use no other.

A 4-legged tripod. A winner from the start.

The Only Ladder which adjusts itself to any unevenness in the surface of the ground.

The Only Ladder which does not require careful adjustment before use.

The Only Ladder which does not fall if one leg sinks down unexpectedly.

These ladders were made by the Priestly Wagon and Sleigh Co., but as they have gone out of business, we have bought what stock they had, and are closing it out at a reduced price. We now have on hand as follows:

30 5 feet long.
50 6 feet long.
50 7 feet long.

And will sell them at 15c a foot.
Get in your orders at once if you want any.

FOSTER, STEVENS & CO.,
GRAND RAPIDS, MICH.

SMART SAYINGS.

Short Catch Phrases and Pointed Paragraphs.

A harvest of bargains. Our store the field, the public the reapers.—J. B. Hudson, Toledo.

Straw hats are ripe. Come in and pick one. Our line is second to none.—Lively Jake, Manistee.

Sale satisfaction. Satisfaction in style, satisfaction in quality, satisfaction in price.—Kingsmill, London, Ont.

Neither silver nor gold is required for the bargains we offer here; only a few pennies.—C. H. Bear, York, Pa.

Opportunity is a scorcher. He rides his whirling wheel head down. Unless you catch him on the instant he's gone and he never comes back on this road.—J. R. Libby, Portland, Me.

The lynx-eyed, cautious bargain-hunter smiles when he scans these prices. The grin will broaden when he examines the goods. He knows a good thing when he sees it.—Atkinson Furnishing Co., Boston.

I make no sensational claims for my shoes or the prices—but there is no doubt in my mind about their besting the best offerings in the city—I can convince you of this just as quick as I can show the goods.—Wm. Gibson, Los Angeles.

The seven ages of man. From head to foot we clothe the man, clothe him rightly, clothe him cheaply, clothe him in all his seven ages, from his first juniors to his last seniors.—Boyd & Lingo, Denison, Texas.

The silk store allows of no lowering of the standard of its reputation. Everything from its business methods to its merchandise is mast high. No languor enters into its efforts to please its patrons and they acknowledge it the Mecca of their every silken desire.—Houston & Henderson, Boston.

Towel time, sure, and here are the towels, soft and mellow and hungry for water as so much dry moss; or of any other grade you care for up to the daintiest damasks. Not a penny more to pay because everybody is wanting towels—the cost is less than you think, very likely. For instance.—Hilton, Hughes & Co., New York.

Window screens.—We've every sort of screen for window and door, except the sort simply made to sell—cannot put a price on trash that would not really be cheap. Screens of every good kind, thoroughly well made and carefully finished in every particular. Smaller prices than usual.—The Fair, Portsmouth, Ohio.

If Uncle Sam sold stamps on time do you suppose you could send a letter from Arkansas to Iowa for two cents? No, indeed; it would cost you ten and perhaps twenty-five. Now, we sell meats like Uncle Sam sells stamps—for cash only—and that is the reason we can sell such good meats for so small a price.—Fawcett & Fawcett, Mammoth Spring, Ark.

The way we buy makes lowest prices to begin with. The way we sell insures a quick turnover of all stocks under all conditions. A quick command of ready cash gives us buying power and every advantage we get goes directly to you. Less to pay here than anywhere. That's the fact. Make your own comparisons.—Wm. Hengerer Co., Buffalo, N. Y.

It's a big thing to be believed in this era of exaggeration. But honesty of word and deed can have no accuser. For twenty-nine years we've been making these end-of-the-season special sales. They are a commercial tonic—not a cure for accumulated stock, but a preventive of it. Because we have them you never see any old styles here.—Saks & Co., Washington.

One bargain treads upon another's heels, so fast they follow. We're hardly through telling of our last great purchase of suits and skirts, when we're prepared with interesting news of another big buying. To-morrow we'll have ready for your choosing as attractive a collection of fashionable summer garments as ever was offered. And never were prices so temptingly low as these.—Abraham & Straus, Brooklyn.

For less than cloth and wages. Do

you catch it? Three storefuls of the best clothes in Philadelphia for half price to cost. Wanamaker make—every dollar's worth—cheaper than the cost of stuff and putting together. Prices never had such a breaking-down. You ought to crowd our stores by the thousands. You would if newspapers could be turned into clothes-racks.—Wanamaker & Brown, Philadelphia.

"Are you a tenderfoot?"—Not in the wild Western sense, but in the sense of having tender feet. If you are, we want to fit your next pair of shoes for you. There's a great deal in the way a shoe is first put on and the way the foot settles into it. If it is tight where it should be, and loose where it should be, there will be very little trouble. We make a study of these things.—G. A. Johnson & Co., Manistee.

The men govern the country. But when it comes to getting the full money's worth for every dollar, woman demonstrates her infinite superiority. Women are enthusiastic over the goods we sell. They can properly appreciate the care that we exercise in buying, our straightforward method of selling, our high qualities and reasonable prices—all these things appeal to an intelligent woman's sense of economy.—Army & Navy Co., Ltd., Toronto.

This sale is not to reduce stock. Our stock is never too large; we don't buy that way. You know that's the plea for bogus sales year after year. You notice we can always show the latest of fashion's edicts. That is what makes our stock always so bright and clean looking. To-day a pretty thing is shown, to-morrow it is gone and a prettier one takes its place. Mistakes in manufacture, mistakes in buying, are seldom found on our counters.—McCarthy & Co., Woonsocket, R. I.

Getting "Pointers."

From Profitable Advertising.

Sometimes, apparently no matter how hard one works, "results" are not forthcoming; then all at once, seemingly by some lucky turn of fortune's wheel, the end for which one sought has been attained. It's this way in advertising. A man spends a deal of money in what seems to him a wise and judicious manner for space in the mediums most calculated to benefit his line of trade, but the returns are not what he anticipated, and he's disappointed. Then some day he happens to hit the right chord in the grand advertising organ, and all at once all is harmony and results are forthcoming. To say the least, advertising is a great science, and sometimes it would appear that the best judgment and "expert" knowledge fail. But there are men who have succeeded both in the capacity of general and local advertising managers and advertisement writers, and it's well to keep your eye on these individual concerns and men, for those who keep eyes and ears open and attentive to what the really successful advertisers are doing will gain many a valuable pointer.

Hotel Rules for Traveling Men.

Guests are requested not to speak to the dumb-waiter.

Guests wishing to get up without being called can have self-rising flour for supper.

The hotel is surrounded by a beautiful cemetery. Hearses to hire, 25 cents a day.

Guests wishing to do a little driving will find a hammer and nails in the closet.

If your room gets too warm, open the window and see the fire escape.

If you're fond of athletics and like good jumping, lift the mattress and see the bed spring.

If your lamp goes out, take a feather out of the pillow; that's light enough for any room.

Anyone troubled with nightmare will find a halter on the bedpost.

Don't worry about paying your bill; the house is supported by the foundation.

The only sure way to avoid a drunkard's death is to avoid a drunkard's life.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 10
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60
Carriage new list.....	65 to 65-10
Plow.....	40&10
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70
Wrought Narrow.....	75&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 60
Corrugated.....	dis 50
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.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&16
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.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
NAILS	
Advance over base, on both Steel and Wire.....	
Steel nails, base.....	2 80
Wire nails, base.....	2 85
10 to 60 advance.....	50
8.....	60
7 and 6.....	75
4.....	90
3.....	1 20
2.....	1 60
Fine 3.....	65
Case 10.....	75
Case 8.....	90
Case 6.....	75
Finish 10.....	90
Finish 8.....	10
Finish 6.....	70
Clinch 10.....	80
Clinch 8.....	90
Clinch 6.....	1 75
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	60&10
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70&5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60

PATENT PLANISHED IRON

"A" Wood's patent planished, Nos. 24 to 27 10 20
"B" Wood's patent planished, Nos. 25 to 27 9 20
Broken packages 1/4c per pound extra.

HAMMERS

Maydole & Co.'s, new list.....dis 33 1/2
Kip's.....dis 25
Yerkes & Plumb's.....dis 40&10
Mason's Solid Cast Steel.....30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 40&10

HOUSE FURNISHING GOODS

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

HOLLOW WARE

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

HINGES

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

WIRE GOODS

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

LEVELS

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

ROPES

Sisal, 1/4 inch and larger.....5 1/2
Manilla.....9

SQUARES

Steel and Iron.....80
Try and Bevels.....

SHEET IRON

com. smooth. com.
Nos. 10 to 14.....\$3 30 \$2 40
Nos. 15 to 17.....3 30 2 40
Nos. 18 to 21.....3 45 2 60
Nos. 22 to 24.....3 55 2 70
Nos. 25 to 26.....3 70 2 80
No. 27.....3 80 2 90
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.

SAND PAPER

List acct. 19, '86.....dis 50

SASH WEIGHTS

Solid Eyes.....per ton 30 00

TRAPS

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

WIRE

Bright Market.....75
Anneal'd Market.....75
Coppered Market.....70&10
Tinned Market.....62 1/2
Coppered Spring Steel.....50
Barbed Fence, galvanized.....2 25
Barbed Fence, painted.....1 90

HORSE NAILS

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

WRENCHES

Baxter's Adjustable, nickled.....30
Coe's Genuine.....50
Coe's Patent Agricultural, wrought.....80
Coe's Patent, malleable.....80

MISCELLANEOUS

Bird Cages.....50
Pumps, Clster.....80
Screws, New List.....85
Casters, Bed and Plate.....50&10&10
Dampers, American.....40&10

METALS—Zinc

600 pound casks.....6 1/4
Per pound.....6 1/4

SOLDER

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

TIN—Melyn Grade

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

TIN—Allaway Grade

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

ROOFING PLATES

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

BOILER SIZE TIN PLATE

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

Office Stationery
LETTER, NOTE AND BILL HEADS
STATEMENTS, TRADESMAN
ENVELOPES, COMPANY
COUNTER BILLS. GRAND RAPIDS

OTTO C. J. BERNTHAL

JOHN T. F. HORNBURG

New York Electro Plating & Mfg Co.

Electro Platers in GOLD, SILVER, NICKEL, BRASS and BRONZE; also LACQUERING.
Gas Fixtures Refinished as Good as New.

West End Pearl St. Bridge.
3 doors South of Crescent Mills.

Citizens Phone, 1517.
GRAND RAPIDS, MICH.

The St. Louis Cyclone.

"So you boys have got it into your heads that Tom Curlew is a tenderfoot, have you?"

"Every mother's son of you is dead wrong. I know you look at his creased trousers, patent leathers, swell neckties, and silk tile and draw your conclusions that way."

"Bill, there, says he's 'stiff and stuck up.'"

"Say, Bill, if you'd had his 'stuck-up' ways, as you call them, you'd never be working crossroad joints of towns and delivering your bills out of your trunks."

"Keeping away from a jamboree of the boys and having a clear head for biz in the morning isn't necessarily what constitutes being 'stuck up.'"

"Never!"

"Why, that fellow, Tom Curlew, has a regular overstock of it."

"I don't mean the sort of nerve like some of you boys have, not that brazen faced, wooden kind that is always looking for some poor innocent to strike for a five-spot, but the manly sort that can look hell itself square in the face and never quiver."

"Tom and I were out in 'Louis' time of the blow-out there, and while I knew he was of the ace-high variety, that afternoon on the Eads Bridge, during the fearful cyclone of May 27, showed me what men can be when God tries to scare them."

"He and I had been working the same towns since we jumped out of New York, and when we left Louisville had just one more town, St. Louis, and from there it was back to home, sweet home."

"May 27 was a terribly hot day; it was born that way, and as it grew, the heat became something frightful."

"Tom and I were in the smoker, our coats, vests, collars, and neckties off, and trying our level best to keep cool and let our hair grow."

"Several times during the afternoon Tom would look out the window and say:

"Ben, that sky looks bad. Wouldn't wonder if we had a twister before long."

"I was too confounded hot and ugly to care; all I wanted was cool air; but, boys, I didn't figure on such an over-production as we got."

"When we stopped for a moment at East St. Louis station, just at the terminus of the bridge, Tom told me to look at the sky, and insisted so strongly that I poked my head out of the car window and looked aloft."

"I was scared."

"What a look the face of heaven had; no pen, no matter how brilliant, no orator with the greatest possible imaginative flow of words could depict the angry scurry of the army of clouds, sending out its skirmishes, massing its battalions, wheeling its legions, forming its line of attack on us helpless mortals gazing in awe-stricken silence at the imposing spectacle."

"We held our breath, and I, for one, thought of home and children, and longed for my cozy flat and dear wife in 125th street, and thought that life on the road was a thing I had had too much of, and that this trip would wind up my 'carrying of the grip.'"

"The train pulled ahead slowly, and we saw that our engineer had decided to make for the Union Station in St. Louis, and hoped to get under cover before the storm broke."

"Tom muttered, 'That engineer is crazy; if we're caught on the bridge God help us.' He hustled on his things, saying:

"Ben, guess I'll be presentable in case I'm called home," then coolly sat down by my side."

"In an instant he was on his feet again, and moving for the coach in the rear, singing out, 'Come, Ben, there's women and children back here that may need moral support.'"

"The train stopped just as we got on the platform of the car, and Tom swore impatiently, and said, as if talking to himself, 'Move on! move on! it'll break in a minute, and we're not a third of the way over.'"

"The train backed a few feet, as if going to East St. Louis, then slowly pulled ahead again."

"I heard a voice saying quietly, 'Get under cover, Ben! here she comes!' and I was dragged into the coach."

"The next ten minutes will be with me as long as I'm on earth, for its scenes were photographed on my brain so clearly that time can only tone down, but never efface them."

"A roar; flashes of vivid lightning; crash upon crash of heaven's artillery; the car lifted and thrown upon its side; men, women, children, praying, pleading, swearing, shrill screams, pitiful cries, and above all the rumble of the storm, the swish of the rain. How the maddened passengers tried to make for the doors!"

"Then, boys, Tom Curlew, 'the tenderfoot,' as you call him, became as one of the heroes."

"He had been thrown against the seat when the car was overturned, and his head had struck an iron, cutting an ugly gash across the forehead, and covering his face with blood."

"Calmly he said to me:

"Ben, guard that door with your life, and don't let a soul out of the car."

"I was mastered by his will, and, frightened as I was, I mechanically placed myself in position, hardly knowing what I did."

"He sprang to the rear door, pushing his way through the stunned crowd in the aisle, and, planting himself firmly against the door, sang out:

"Keep your places; the storm is nearly over. No one shall get out of either door of this car!"

"Crash, roar, swish went the storm, and I stayed at my post, too dumb to speak, too dazed to move. A fearful gust, the worst yet, struck us and the car gave another lurch, and its frightened occupants were thrown into an incongruous mass, their cries rising for a moment above the noise of the elements."

"I had grabbed a seat, and thus managed to hold an upright position."

"A fearful scream suddenly broke out, and a woman's shrill voice yelled: 'My baby, my baby! They're smothering it! Save my baby!'"

"The woman was right in the center of the mad, jumbled mass, and the poor frail baby was surely in a perilous plight."

"I started for the spot, but Tom, weak as he was from loss of blood, was there ahead of me."

"He never spoke, but out went his fists and, striking right and left, he fought like a demon to separate that crowd."

"In their mad fury the people could not see he was trying to save life, but seemed to look upon him as part and parcel of the storm fiends themselves."

"They rushed at him, but his cool head and strong arms were worth a hundred feverish, befuddled mortals like those opposing him."

"I now had found my senses and sprang to help him."

"Too late—he'd got the baby in his arms and out of its danger."

"Placing it in the care of the frightened mother, he said politely, and with nary a shake in his voice:

"Madam, your dear one is safe."

"Then he dropped."

"He'd fainted."

"The storm was over. While waiting for Tom to come to, I looked out of the car and found we had been thrown against the strong network of iron that forms the side supports of the bridge, and thus saved from a watery grave in the Mississippi."

"Tom came to. His first words were: 'Ben, is the kid all right?'"

"Boys, he was only a 'tenderfoot drummer,' but he's on the roll of honor, and there are jewels for his crown, or my name isn't Ben Bowly."

"Here's the 11.30 now. Good-by, boys; see some of you fellows down in Boston."

RUSSELL GARDNER.

The talent of success is nothing more than doing what you can do well, and doing well whatever you do, without a thought of fame.

BUILD
BUSINESS
Y
BOOMING
ICYCLES
OUND TO WIN

THE GARLAND

is the highest type of standard high grade bicycle. Being one of the handsomest and prettiest wheels, it is the lightest and strongest.

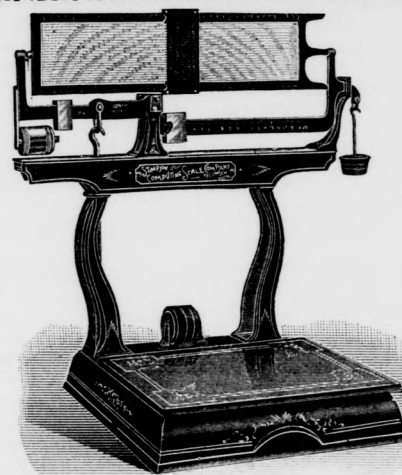


We want a few more good live agents. It is worth your while to write us for catalogue and discounts. First come, first served.

C. B. METZGER,

SUCCESSOR TO

PENINSULAR MACHINE COMPANY,
GRAND RAPIDS, MICH.



We are now nicely located in our

NEW FACTORY

in Elkhart, Indiana,

which is completed and in fine running order, and our capacity is greatly increased, yet we are far

BEHIND WITH ORDERS.

The following is a sample of the way orders are coming in daily from the best wholesale and retail dealers throughout the country

Office of R. A. BARTLEY,

Wholesale Grocer.

Stimpson Computing Scale Co., Elkhart, Ind.

TOLEDO, OHIO, July 28, 1896.

GENTLEMEN: The last shipment of scales is just received. The scale now certainly is a beauty, as well as the most perfect scale on the market. Ship us 1 dozen more as soon as convenient. We have been compelled to hold orders for want of scales right along of late.

Yours very respectfully,

(SIGNED) R. A. BARTLEY.

STIMPSON COMPUTING SCALE CO., Elkhart, Ind.

Necessity of Organization among Retail Grocers.*

I am here because I was invited to come through the Michigan Tradesman, but I feel somewhat lonesome on account of the fact that there are very many more who are as much interested, if not more so, than I am who were also invited to come but have failed to appear.

I did not come here simply because I was invited to come, but because I am interested in the work of the Association, having been Secretary of the Jackson Retail Grocers' Association for the past four years; and, being in friendly touch with every retail grocer in our city—nearly 100 in number—I can safely say that I have had a chance to learn something of the needs of associated effort in the grocery trade.

We have brought about a very pleasing change in the condition of things in our city. When our Association was formed, some six years ago, there were not three grocers in the city who were on speaking terms, in a business way. This hard feeling on the part of the grocers has been entirely eliminated, and, while we still have a few among us who think they know more than all the remainder combined, I can safely say that at least 80 per cent. of the trade are working together harmoniously. We have some kickers who do not attend the meetings who find fault because the Association did not adopt their methods, although they had not informed anyone in regard to them, but there is no society, church or association which does not have its kickers, and perhaps they are a necessary evil.

We who live in cities of over 20,000 people, and have had a chance to look over the situation, find that the grocery trade is the most abused of any branch of the mercantile profession. I am not sure that it ought to be recognized as being in the class of mercantile houses at all when I see what kind of people are engaged in the grocery trade. There are at least one-third of the grocers in every city who could easily be spared and whose loss would never be felt by the city. The third of whom I speak are those who cannot find anything else to do and so embark in the grocery business. They do not know anything about business of any kind and never try to learn. They buy goods—or get them—and sell them if they can. They do not know what percentage it costs them to do business; in fact, they do not know enough to keep the accounts against their customers. A good many of them give credit without looking up the financial standing of their customers, and, in a few months, find they have nothing with which to do business. They catch a sucker who wants to try his hand, and sell out or get out. We have had over fifty changes among the grocers in our city within the past two years.

Our Association has done a great deal of good in the way of educating our members in business methods, and we have done the trade of the city and also of the State much good in looking after the interests of the grocer. I think I can truthfully say that our Jackson Association has an extended reputation and is as widely known as any organization of its kind in America, and this comes about by the wide circulation of the Michigan Tradesman and the copying of its articles in other trade journals. We have found items in regard to our Association in journals printed in New York, Philadelphia, Boston, Toledo, Minneapolis, Detroit, St. Louis, Kansas City, San Francisco and other cities. I am not here to boom a trade journal. Our friend, E. A. Stowe, knows that I think his journal the best of its kind on earth, but he has not asked me to tell anyone my opinion. I mention the fact in regard to the extended reputation of our Association to show you that people everywhere are interested in the matter of associated effort for the benefit of the grocer. We have received letters in regard to actions taken or subjects discussed from

nearly every part of the United States.

I learn that it is proposed to reorganize the Northern Michigan Association into a State organization. This is more in the right direction and can be made of great benefit to the trade. There are many things to consider in attempting such an organization, the principal one being the fact that it is useless to attempt it unless we are all able and willing to do the work necessary to make it a success. There is not a real live grocer or dealer in groceries in the State who does not see and know the necessity of an organization that will, to a greater or lesser extent, help the retail grocer. I see by the papers that the subjects of greatest interest to the trade have been placed in able hands for discussion before this meeting, and I will not even mention them, as I know they will receive so much better treatment from those who handle them that it would be a waste of time for me to even call attention to them.

The necessity of a strong organization for the benefit and in the interest of the retail grocer is very apparent when we consider that every branch of the wholesale trade with which we have any dealings is strongly organized, and a large proportion of the manufacturers with whom we deal are combined, but, under present conditions, we are at the mercy of them all.

It was my good fortune to be sent as a delegate by our Association to the meeting of the retail grocers and food distributors of the United States, held at the World's Fair grounds, Aug. 30, 1893. At 1 o'clock of that day about 1,000 grocers and their ladies met under the heroic statue of Columbus at the Court of Honor in the Administration building and badges were distributed and some time was spent in forming acquaintances, after which a procession was formed, led by the magnificent Elgin band, and we marched eastward across the canal, thence north alongside the wonderful Manufactures and Liberal Arts building, over the lagoon, past the Electricity and Mining buildings, then north again past the golden doors of the Transportation building to Festival Hall. The convention was opened by the Secretary and we were favored with remarks by Mr. Liddell, President of the Chicago Grocers and Butchers' Association, Hon. Carter Harrison, Mayor of Chicago, who was most foully murdered in his own home less than two months later. On Thursday, Aug. 3, representatives from all sections of the United States met at Columbian Hall, on Adams street, and formed the National Association of Retail Grocers. Mr. H. J. Vinkemulder, of Grand Rapids, and myself were the representatives in that convention of the great State of Michigan. Jealousy between Chicago and St. Louis and between the East and the West somewhat marred the good feeling which existed, and proved detrimental to the success of the convention to quite a large extent; but the National Association was launched, and we find by our trade journals that it is working for the benefit of the retail grocer. I am not heartily in sympathy with the National organization, for the reason that I think we need local work—and lots of it—rather than National.

In conclusion, I will say that there is nothing, in my opinion, of so much importance to the retail trade in groceries as an organization in every town; also a State organization, which will bring together the odds and ends of local organizations and take up the work where the local organizations leave off and carry it forward.

One action of this kind taken up by our Association, and published in the Tradesman of April 1 under the head of "The Manufacturer and the Tradesman," has met with much favor in our city, and we already see that it is doing much good to the Jackson grocers in the way of collecting accounts that could be realized on in no other way. There were many of our members afraid to take hold of it for fear that it might antagonize the manufacturer, but, as a rule, it has had the opposite effect.

PERKINS & HESS, Dealers in Hides, Furs, Wool and Tallow

We carry a stock of cake tallow for mill use.
Nos. 122 and 124 Louis St., Grand Rapids.

EXCELSIOR BOLTS WANTED

We are in the market for 500 cords of basswood excelsior bolts, for which we will pay spot cash on delivery. For further particulars address

J. W. FOX EXCELSIOR COMPANY,
GRAND RAPIDS, MICH.

TRY HANSELMAN'S

Fine Chocolates and Bon Bons

Goods which are sure to please. Once used always used. Sold by all dealers. Also fruits, nuts, etc.

HANSELMAN CANDY CO.,

KALAMAZOO, MICH.

CHOCOLATES AND BON BONNS

In large or small package—quarters, halves, pounds or five pound boxes. Just the thing for Summer Resorts and fine trade generally. An endless variety of the toothsome dainties to be found at the manufacturers'.

A. E. BROOKS & CO., 5 AND 7 SOUTH IONIA STREET,
GRAND RAPIDS.

We Guarantee

our Brand of Vinegar to be an ABSOLUTELY PURE APPLE JUICE VINEGAR. To any one who will analyze it and find any deleterious acids, or anything that is not produced from the apple, we will forfeit

ONE HUNDRED DOLLARS

We also guarantee it to be of not less than 40 grains strength.

ROBINSON CIDER & VINEGAR CO.,

BENTON HARBOR, MICH.

J. ROBINSON, Manager.

Warren's Liquid ASPHALT ROOF COATING

Contains over 90 per cent. pure Trinidad Asphalt when dry. You can get full information in regard to this material by writing

WARREN CHEMICAL AND MANUFACTURING CO.,

81 Fulton street, NEW YORK.

1120 Chamber of Commerce, DETROIT.

Weatherly & Pulte,

99 Pearl St.,
GRAND RAPIDS.

Plumbing and Steam Heating; Gas and Electric Fixtures; Galvanized Iron Cornice and Slate Roofing. Every kind of Sheet Metal Work.

Pumps and Well Supplies.
Hot Air Furnaces.

Best equipped and largest concern in the State.

USE

SOAP

ATLAS

Is what you should advise your customers. People who have used it say it is the BEST.

*Paper read by W. H. Porter (Jackson) at annual convention Michigan Retail Grocers' Association.

Shoes and Leather

Observations from the Standpoint of
the Shoe Dealer.

Observer in Shoe and Leather Facts.

A business man whom Observer met is of the opinion that contentment is the desideratum of human effort, and that wealth is in nowise a necessary ingredient of personal happiness. "The question is relative," he said. "It all depends on the character and disposition of the individual. That man is rich who is satisfied with what his money procures, and it does not matter whether he is possessed of hundreds or millions. That immense wealth does not confer happiness is illustrated in the condition of what are called 'the middle classes' in Europe. The possession and rearing of a family is the ambition that absorbs these people, and beyond the means that will accomplish this purpose their desires do not extend. It is not so in this country, and the contrast is very marked. Discontent prevails here, based upon the eager longing for wealth that pervades the masses, who seem to imagine that they may achieve happiness in selfish gratification and the ostentatious display affected by some of our millionaires. I think that it is a mistaken idea that the ability to make lavish expenditures in social entertainment is conducive to the happiness of those who spend their money in this way. I do not believe that any man or woman derives a very great degree of satisfaction from enforced association with people they do not know or with people not as free from suspicion as Caesar's wife. Neither does the accumulation of wealth conduce to a healthy condition of mind and heart. The money habit may be so firmly fixed that it cannot be abandoned, as other habits are abandoned, and it does not operate to make a man happier. He must be contented—he must be able and willing to accommodate himself to the circumstances by which he may be environed. His ambition should never outrun his ability to accomplish, and the simpler his tastes the more readily does he conform to those circumstances. The great trouble with people who have acquired or inherited immense fortunes is their dissatisfaction with the result of their acquirement. The man who thought he would be contented with the possession of \$10,000 finds that he cannot maintain a proper position in his little world on less than \$100,000, so he strives with worry and care to obtain that amount. Success in this latter ambition fails to satisfy, and he views the millionaire with an envy that utterly destroys his peace of mind. Even when he is a millionaire there is still something lacking. American millionaires seem to think that the goal will be reached when their daughters have married the titles of nobility that can be purchased with American dollars. Thus it is apparent that wealth does not confer happiness, and my original proposition holds, that contentment is the only source from which we can derive a general pleasure that is lasting in its effects and sufficient for the full enjoyment of this brief span called life. My personal experience and observation teach me that the contentment which great wealth will not provide is most fully secured in the home—the family. A good husband, a good wife and dutiful, affectionate children are more to be prized than riches. In any event, that is my idea of true happiness, irrespective of the financial condition of the person so blessed."

* * *

It is a well-known fact that it is possible for a disagreeable salesman to do more in one day to hurt a store among its customers than the proprietors can counteract in a long time by their best efforts. Apropos of this, a Boston retailer recently said: "We spend a great deal of money in advertising our business and we try to do it effectively. I do not propose to have its good results in any way discounted by churlish demeanor on the part of any employee, and I have given special and positive di-

rections on this point. No matter how small a person's purchase from us may be—or even if he makes no purchase at all—he is entitled to the fullest benefit of the salesman's knowledge of the business politely presented. Not only this, but each salesman is expected to do something more than show goods and state prices. He should add to this an interest in the customer's welfare, bearing in mind that the only solid basis for business success is a constantly increasing list of satisfied customers."

* * *

The disease known as "big head" is thus dwelt upon by a merchant: "There is many a brainy young man who can't earn his salt simply because he knows he is brainy. Ability of a high order is a grand thing, but it spoils as many men as it makes. If I wanted to ruin a really bright youth, I think I should start out by telling him that he is so superior to the common run of mankind that the world will soon be at his feet. We often wonder why it is that there are so many educated and brilliant professional crooks, but it doesn't appear to be so strange after all when we happen to read a history of their lives. We will find in the majority of instances that they started out with fine opportunities and were in every way fitted for the duties of life. Being taught, however, that the world owed their superiority a living, they drifted into careless habits, with the inevitable result. It has been said that genius seldom succeeds, either in commerce or professions, and that the most successful men are not the brainiest men, and it looks as though this were the truth. When a young man finds that he has to work hard for advancement, and that he has to study to keep pace with those around him, his future is assured. It is the man of mediocre ability who knows that success can only be attained by determined effort."

* * *

"Did it ever occur to you," remarked a manufacturer to Observer, "how completely the \$1.60 boot has gone out of date? Why, it was not so long ago that it was very much in order to have a \$1.60 boot, which was retailed for \$2, but the retailer very soon came to the conclusion that he could not well do business on such a margin. Nowadays a \$1.50 boot more fills the bill, and the retailer must look out that he does not become overstocked even on this grade, so changeable are the styles. The retailer (I mean the average one) ought to make at least 75 cents per pair profit. When he goes under that, generally speaking, he runs a considerable risk, and there should not be any such experimenting. One dollar per pair is a very safe margin of profit on goods bought from \$2 upwards, but the dealers in fine goods always figure on at least \$1.50 per pair profit, their expenses are so enormous."

A Little Formality Overlooked.

During the war a Georgian started to Marietta with some chickens for sale. He met a squad of soldiers, and they bought all his chickens but one rooster. He insisted that they should take him, but they were out of money.

The old man said he hated to go on to town with only one chicken, and was greatly puzzled about it.

At last one of the soldiers said: "Old man, I'll play you a game of seven up for him."

"Agreed," says the old man.

They played a long and spirited game. At last the soldier won. The old man wrung the rooster's neck and tossed him at the soldier's feet, and mounted his swab-tailed pony and started home. After getting some two hundred yards he suddenly stopped, turned around, and rode back and said: "You played a fair game and won the rooster fairly, but I'd like to know what you put up again that rooster."

Satisfied customers are good advertisers. Such are the customers who use Robinson Cider Vinegar, manufactured at Bentor Harbor, Mich. You can buy Robinson's Cider Vinegar from the I. M. Clark Grocery Co., Grand Rapids.

OUR SAMPLES FOR FALL of

Boots, Shoes, Wales=Goodyear Rubbers,

Grand Rapids Felt Boots, Lumbermen's Socks,

Are now on exhibition at our salesroom, and in the hands of our travelers. Kindly hold for them.

HEROLD-BERTSCH SHOE CO.,
5 and 7 PEARL STREET.

GOODYEAR GLOVE RUBBERS

We carry a complete stock of all their specialties in Century, Razor, Round and Regular Toes, in S, N, M and F widths, also their Lumberman's Rubbers and Boots.

Either Gold or Silver will suit us—what we want is your fall order for Rubbers.

HIRTH, KRAUSE & CO.,
GRAND RAPIDS, MICH.

Rindge, Kalmbach & Co.,

12, 14, 16 Pearl Street,

Grand Rapids, Mich.

Our Factory Lines are the Best Wearing Shoes on Earth.

We carry the neatest, nobbiest and best lines of jobbing goods, all the latest styles, everything up to date.

We are agents for the best and most perfect line of rubbers made—the Boston Rubber Shoe Co.'s goods. They are stars in fit and finish. You should see their New Century Toe—it is a beauty.

If you want the best goods of all kinds—best service and best treatment, place your orders with us. Our references are our customers of the last thirty years.



Every Dollar

Invested in Tradesman Company's COUPON BOOKS will yield handsome returns in saving book-keeping, besides the assurance that no charge is forgotten. Write

TRADESMAN COMPANY, Grand Rapids

GEO. H. REEDER & CO.

successors to

REEDER BROS. SHOE CO.

Michigan Agents for

**Lycoming and Keystone
Rubbers**

and Jobbers of specialties in Men's and Women's Shoes, Felt Boots, Lumbermen's Socks.

Lycoming Rubbers Lead all other Brands in Fit, Style and Wearing Qualities. Try them.

Thirty Years a Merchant.*

In "Thirty Years in Congress" the great American, James G. Blaine, writes a good deal of political history and gives us many reminiscences and experiences not otherwise written.

What part of my experience of thirty years as a merchant our friend, Mr. Stowe, wanted me to note down for the benefit or delectation of this convention I have not been informed. I know not whether he wished me to leisurely take a retrospect of this part of my life—in imagination mount my wheel and spin through this journey of thirty years, culling here and there a flower, pausing a moment to view some beautiful landscape or reposing in some shady nook, where the sweet breath of the wild woods fans my cheek and the soft music of some waterfall woos me to rest, then, resuming my journey, go scorching along a fine asphalt-paved street, studded with modern homes, veritable palaces, occupied by the merchants of to-day—here the street descends more rapidly, the same asphalt pavement but greater palaces, fine lawns with ornamental trees and flowers lining this vista that I have just started down—I try coasting and go whirling along through this miniature paradise, when suddenly the scene changes and I have stirred up a nest of ancient and redolent codfish or taken a header on a limburger cheese—or whether he wished me to commence at the other end of the journey and get into a heavy wagon drawn by a pair of noble steeds or, as was not uncommon in those olden times, drawn by Buck and Broad, who were nicely curried and ornamented with brass buttons on the ends of their horns, which equipage was considered a solid and "taking" lay-out.

As we start at that end of our journey we will find the roads rough and new and occasionally, to relieve the monotony, we go bumping over log causeways. Many of the highways were but strips cut out of the solid woods and appeared like long seams stretching away through the forests. The houses that we saw there were what would now be considered rude and cheerless—log houses. We had some more pretentious frame buildings, but their furnishings betokened plainness and rigid economy.

Let us look for the cause of this prudent way of living: We were blessed with cheap money then. All the money in circulation was paper. Gold and silver, being at a high premium, had both hidden away. The prices of the most common and staple articles of food and clothing were very high and few luxuries were used by anyone. I find in the first journal used by us these charges:

1 gallon Kerosene Oil.....	\$ 50
2½ lbs. Sugar @20c.....	50
1 box Soda.....	15
1 lb. Soap.....	15
1 box Matches.....	10
1 gallon Golden Syrup.....	1 20
1 lb. Young Hyson Tea.....	1 90

No Japan tea was used for several years and we had to pay for the best tea \$1.80 a pound, selling it at \$1.90. Dry goods were equally dear. A spool of thread cost 10c; sheeting, common brown factory, 20c per yard; common prints, 15 to 18c per yard, and everything in proportion. We find, also, credit for labor. A man's day's work was credited at \$1.25, and man and team, furnishing himself, was \$3. A man could get for his day's work:

2½ lbs. Sugar.....	\$ 50
½ gallon Kerosene Oil.....	25
¼ lb. Tea.....	50

These he could purchase to-day for 37½ cents. Do we wonder that the people in those days had to practice rigid economy; that their houses were sparsely furnished; that they had to dispense with the carriage and the piano? Only the very wealthy could afford these luxuries.

Our methods of buying goods and doing business have also changed. Then the thrifty merchant went to New York from two to four times a year to buy his stock of goods. As these trips were, necessarily, quite expensive, he felt he must lay in a larger stock of goods, to

last until he could go again to market. Very frequently, when these goods were all received and the invoices added, he found that he had overbought. Now, you can ring the phone and order what you want any day, or the traveling salesman right from the wholesale house, who is well posted on styles and the selling qualities of the goods he carries and knows what your trade demands, calls upon you at your own store.

I would advise counseling with your clerks about the goods you need and what they think will sell. If you advise with them and let them think they are helping to select the goods, they will take an interest in your business and it will stimulate them in making sales. The traveling salesman can usually guide the merchant aright in making his purchases. It is frequently remarked that the merchant and his customers have to pay the drummer's bills and his large salary. This is not true. A good salesman will call upon twenty to fifty customers in one week. He must sell them what they want and he must sell them at right prices in order to keep them his customers. He costs his house but little more than the house salesman and sells twice the amount of goods. And think how much these forty or fifty merchants must have paid out had they all gone to the metropolis themselves to purchase their goods! We always had kind greetings for the drummer, and, if we could not buy of all of him, we at least had kind words of cheer.

A business man has a right to his ideas of politics and religion. There is no reason why he should not take an influential position in society. He should try to avoid discussions. Let his religion be felt by kind deeds and good words—always four quarts to the gallon and sixteen ounces to the pound. We once had a clerk, a good salesman, honest and upright, but you might as well flaunt the red rag before the ancient bovine as to say anything against the Immaculate Conception, vicarious atonement or the trinity. His sacred ire was up in a moment and he would very positively give you expositions on those subjects. Much as we regretted it, we had to discharge him. But the other course, where you try to please all, is not manly. A proprietor or clerk will try to keep out of discussions, but, when asked, will say just what he wants to, but say it kindly. Be not like the old doctor whom I once asked, "Doctor, does the medicine act upon the human system or does the system act upon the medicine?" He hesitated a moment, then said blandly, "It has a pleasing effect both ways." If you believe in a certain religion, attend the church and help support it; but avoid discussions of all such subjects in your place of business.

The opening is just as good to-day as in the past. The merchant must be wide awake, earnest and love the business—not choose it because he sees ahead opulence and leisure, but choose it as a life occupation because, if he gives to it a soul of restless, tireless energy, he may be rewarded; but he must be a good mariner, as the commercial stream is full of hidden rocks and sandbars and contains dangerous cataracts. Many that are floating along upon its placid surface will be caught in some whirlpool or drawn over some cataract. If you can't swim, stay near shore. Still, with energy and vigilance, you may all achieve success by concentrating your efforts and sticking to your business, and in future years competence—perchance opulence—may be yours.

A Little Too Late.

Old Lady—"I have determined to leave my fortune to the man who saved my life when I was a little girl.

Lawyer—"Noble woman! All the world will ring with your praises. Who is the man?"

"James Jameson, a poor shoemaker who lived at —."

"Ah, yes, I remember him. He starved to death forty years ago."

Acceptance of an indorsed note in payment of goods extinguishes the debt.

W. A. McGRAW & CO.,
DETROIT, MICH.

RUBBERS

A Complete Line of Lumbermans, Snag Proof and Light goods, in every style and width made, by the

BOSTON RUBBER SHOE CO.

The largest and most complete stock in the country.
Nothing but Rubbers.

WOONSOCKETS AND
RHODE ISLANDS
RUBBER FOOTWEAR

New and improved PERFECTIONS and HURONS,
With extra heavy soles. Will wear like Iron.

C. L. WEAVER & CO.,
DETROIT, MICH.,

State Agents.

Send for new catalogue and list of jobs.

General Stampede

From the Curse of Credit.

Hundreds of merchants are now abandoning the old-time credit system and discarding the pass book for the cash and coupon book system, which enables the dealer to avoid all the losses and annoyances inseparably connected with the credit business.

If you are a victim of the credit business and desire to place your business on a cash basis, send to us for a catalogue and samples of our several kinds of coupon books, which will be forwarded free on application.

TRADESMAN COMPANY,

Grand Rapids, Mich.

*Paper read by O. F. Conklin (Grand Rapids) at annual meeting of Michigan Retail Grocers' Association.

Salt and Its Relation to the Retail Trade.*

Salt, which is used by everyone and is absolutely necessary to everyone, is used in such small quantities and is so cheap that very little thought is usually given it, and the magnitude of the salt industry in this country is a surprise to most people. In 1804, the United States produced nearly 13,000,000 barrels. For many years previous to 1893, Michigan led the other states in the amount of salt produced, but in that year New York very largely increased her production and has taken first place. In 1894, New York made over 6,000,000 of the 13,000,000 barrels produced in the United States. This was more than the entire product of the whole country in 1883 and previous to that time. While Michigan's product has shown a steady increase, New York's has been a phenomenal one; she now produces twice as much as Michigan.

This product may be divided into two general classes—rock or mined salt and evaporated salt. The amount of the former, in 1894, was a little over 2,000,000 barrels, and is chiefly used in lump form for salting stock or ground for freezing or thawing purposes or by meat packers. This salt is mined in New York, Kansas and Louisiana. The evaporated salt is by far of greater importance and is the kind in which the grocer is more directly interested.

Nature has been very bountiful in the distribution of salt and there is little danger of the supply's ever being exhausted. It is found in nearly all parts of the country, and New York, Michigan, Ohio, Kansas, Illinois, Pennsylvania, Louisiana, Texas, West Virginia, Utah, California and Nevada all have salt works.

In the early days, the process of making salt was very simple and the quality correspondingly poor. The only object, seemingly, was quantity, and the manufacturer's idea of quality seemed to be aptly expressed by the sentence, "That salt is salt." They had not even advanced to the stage of the woman I recently heard of who, when asked to say something on the subject of salt, said that she did not know anything about salt except that there are two kinds, eating salt and freezing salt.

But the dairy industry of the country demanded a good salt. Until quite recently, it was obliged to use the English dairy salts; but, to the honor of American manufacturers be it said, they went to work to produce better salt than had yet been made in this country. Improved methods were introduced, the result of conscientious, intelligent study. So well have they succeeded that, today, there is more than one salt made in this country that has not only surpassed the English in the favor of dairymen, but has been shown by the chemist to excel it in purity. The result of this has been a gradual decline of imports since 1881, when they were at the maximum and reached 1,417,000 barrels of refined salt, until, in 1894, they were only 217,120 barrels.

However, all salt of American manufacture has, by no means, been improved and the successful dairyman knows as well to-day as he ever did that to select a dairy salt indiscriminately would be little better than suicide to his product. One of the most common mistakes committed by consumers who really desire the best salt is that of judging too largely by appearances. Of course, pure salt is white and clean and will make a clear brine without sediment, but to say that all clean white salt that makes a clear brine is pure is like saying that every man who wears a silk hat is a gentleman. The chief obstacle in the way of making a high grade salt is the impurity of the brine or rock from which the salt is made. The most common and troublesome of these impurities is the gypsum or sulphate of lime. Ever since the beginning of the salt industry, manufacturers have been looking for some way to get rid of this that would not be too expensive to be practical. The price of salt is so low that

it is absolutely essential to do it at a very low cost. Chemical precipitation of this lime in settling tanks by the use of carbonate of soda has been tried, but the trouble with this method is that it substitutes another impurity for the one removed. The most successful way, so far, has been by means of extremely high temperature. The sulphate of lime is less soluble in a hot than in a cold solution and, by taking advantage of this peculiar chemical action, almost perfect results have been obtained.

As grocers, all present have, probably, more interest in the table or dairy salt than any other. This is of interest to the grocer, representing small outlay, ready sale and no risk, while the percentage of profit is large. While many dealers have not been particular as to the kind of salt they handle, probably all have noticed much difference in it. This difference is, in large measure, due to the same causes that make the difference in the quality of the salt used by the buttermaker. But it makes a great deal of difference with any salt how and where it is kept. In visiting the stores I have found that some grocers always have their salt in good condition, clean, dry and free, while in other stores it is equally sure to be dirty, hard or damp. That the customers learn these facts and buy their salt accordingly I am sure, as I have noticed, in more than one case, that a dealer whose stock of salt was old and out of condition seemed to sell very little, while his neighbor, who, perhaps, in other lines sold no more goods than he, was only a short time in emptying a barrel. The fact that salt is a great absorbent is not generally considered by grocers. Many buttermakers have learned by costly experience that salt is as sensitive to foul odors as is butter or cream, and that salt so tainted will impart this taint to butter. Many times salt that is all right when it leaves the works is, either by being put in a dirty car, warehouse or cellar, unfit for use when it reaches the consumer. Grocers should remember that sacks are no protection against volatile impurities and the nearer salt can be kept air tight the better. It is the almost universal custom among dealers to take their sack salt out of the barrel and pile it on the shelves. This is a mistake; there is no better place to keep sack salt than in the barrel in which it comes. If there is not room for this in the store, it may be kept in the back room and the salt taken out, little at a time, as needed.

Before closing, I wish to speak of the relation of the grocer, the farmer and poor butter. There are very few grocers in the towns and villages throughout this State who do not suffer much annoyance and even considerable loss through the poor dairy butter that they take in trade. Nothing would remedy this so quickly as a faithfully executed agreement among grocers to grade their butter and pay for it according to its value. If this could be done, the makers of poor butter would soon begin to inquire why they did not get as good a price as their neighbors and the quality of butter would soon improve. But one of the most common causes of poor butter is the poor salt used. Much otherwise good dairy butter is rendered almost valueless by great crystals of undissolved barrel salt. And in many cases mottled butter or rancid butter might be traced to impure salt, for a cheap salt usually contains so much lime that it not only will not preserve the flavor of the butter, but it will not even dissolve and leaves white streaks or patches—in other words, mottled butter. The cost of butter salt is almost too insignificant an item to consider. Even if imported salt, the highest priced salt sold in this country, were used, a twenty-five cent sack would salt some two hundred pounds of butter. I would not be understood, however, as advocating the use of the foreign article, for better salt is produced at home and sold for less money; but it is not the ordinary barrel salt, nor yet a cheap table salt, which is nothing more than barrel salt ground and dried. A little effort on the part of the grocer to in-

duce the buttermaker to use a better salt would not only benefit the buttermaker, but would richly repay the grocer by lessening his loss on poor butter. In some cases it would be necessary to use tact in doing this—all grocers appreciate the sensitiveness of a buttermaker about the quality of his butter; but, if the responsibility for the poor quality can be shifted from the buttermaker to the poor salt used, it will, in many cases, correct the trouble without injuring the feelings of the buttermaker. Let us hope the time will soon come when grocers can agree to stand up and refuse to accept wagon grease at the price of first-class butter.

A Good Name Is Worth Money.

From Money Maker.
A good name is worth money to any wide-awake man. He can transact business upon it, buy and sell upon it. A man with a good rating for his word and honesty by Dun or Bradstreet can walk into the best establishment of Chicago or New York, be received into an office with velvet carpet on its floor, be bowed out with courtesy and asked to call again. A man who breaks his word and dishonors his credit for the sake of keeping a few dollars in his pocket may think he is playing a sharp trick, but men of sound business sense know how foolish and short-sighted he is.

The Bradstreet Mercantile Agency

THE BRADSTREET COMPANY
Proprietors.

EXECUTIVE OFFICES—
279, 281, 283 Broadway, N.Y.

Offices in the principal cities of the United States
Canada and the European continent, Australia,
and in London, England.

CHARLES F. CLARK, Pres.

GRAND RAPIDS OFFICE—
Room 4, Widdicombe Bldg.
HENRY ROYCE, Supt.

No Use for Long Credits.

To prompt paying merchants who appreciate a guaranteed saving of Four Dollars on a single package of tea, we offer the finest brand of black tea procurable for the money—not a common mixture, but the judicious blending of an expert. If investigated, you will find considerable meaning in above. It means to you a decided increase of trade and profit; to us a regular customer. To attain this result without loss of time we will prepay freight on trial order and send goods on approval, permitting you to return same at our expense, if not satisfactory to you. We will also send absolutely free (with first order only), one very handsome counter canister, 100 pound size, beveled edge, mirror front, worth \$6. If you are interested in the growth of your tea trade, let us hear from you with request for samples, or send trial order to be shipped on approval.

GEO. J. JOHNSON,

Importer of Teas and Wholesale Dealer in High-Grade Coffees.
263 Jefferson Avenue and 51 and 53 Brush St.,
DETROIT, MICH.



THE
MORTON
BAG
HOLDER

A strong, simple,
adjustable, and
cheap bag holder.

Wanted as Agents

Dealers in general
merchandise.

PRICE: 1 One, prepaid \$ 37
1 One Doz., prepaid 2 00

STAR MFG CO., KALAMAZOO, MICH.

Did you ever



Try the S. C. W. Cigar? If not, why not? Are you afraid of 5c cigars? Just try your favorite 10c cigar and the S. C. W. at the same time and if you cannot tell the difference draw your own conclusion. All jobbers handle them.

G. J. Johnson Cigar Co.,
Manufacturer,
GRAND RAPIDS, MICH.

REDUCED PRICES

MASON'S FRUIT JARS



Are you prepared for a big demand? If not, order now.

Prices subject to change without notice.

Terms 60 days approved credit or 2 per cent cash 10 days.

PRICES TODAY:

Pints, Porcelain-lined Cap, 1 doz. in box.....\$6 25
Quarts, Porcelain-lined Cap, 1 doz. in box..... 6 50
½ Gal., Porcelain-lined Cap, 1 doz. in box..... 8 50
Quarts, Porcelain-lined Cap, 8 doz. in box..... 6 00
½ Gal., Porcelain-lined Cap, 6 doz. in box..... 8 00
Caps and Rubbers only, 6 doz. in box..... 2 75
Rubbers, packages 1 gross, (soft black)..... 30
Rubbers, packages 1 gross, (white)..... 25
No charge for package or cartage.

AKRON STONEWARE.

We have full stock all sizes crocks, milk pans, jugs, preserve jars and tomato jugs. Are you prepared for the extra fruit season? Mail orders shipped quick.

JELLY TUMBLERS.

Tin Tops.



Ass't bbls. containing 12 doz. ½ pt., 11c.....\$2 28
Ass't bbls. containing 6 doz. ½ pt., 21c..... 1 26
Barrel..... 35

½ pint, in barrels 20 doz., per doz.....\$3 89
½ pint, in barrels 18 doz., per doz..... 21
Barrels, 35 cents.

½ pint, in boxes 6 doz., per box.....\$1 55
½ pint, in boxes 6 doz., per box..... 1 26
No charge for boxes and cartage. Prices subject to change without notice. Mail orders to

H. LEONARD & SONS,
GRAND RAPIDS, MICH.

*Paper read by R. R. Moore (St. Clair) at the annual meeting of Michigan Retail Grocers' Association.

Commercial Travelers

Michigan Knights of the Grip.

President, S. E. SYMONS, Saginaw; Secretary, GEO. F. OWEN, Grand Rapids; Treasurer, J. J. FROST, Lansing.

Michigan Commercial Travelers' Association.

President, J. F. COOPER, Detroit; Secretary and Treasurer, D. MORRIS, Detroit.

United Commercial Travelers of Michigan.

Chancellor, H. U. MARKS, Detroit; Secretary, EDWIN HUDSON, Flint; Treasurer, GEO. A. REYNOLDS, Saginaw.

Michigan Division, T. P. A.

President, GEO. F. OWEN, Grand Rapids; Secretary and Treasurer, JAS. B. MCINNIS, Grand Rapids.

Michigan Commercial Travelers' Mutual Accident Association.

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

Gripsack Brigade.

Chas. S. Brooks (Musselman Grocer Co.) is confined to his home this week by an attack of bilious fever. His route is being covered in the meantime by Howard A. Musselman, nephew of the President of the corporation.

James A. Morrison (Olney & Judson Grocer Co.), accompanied by his wife and daughter, leaves Sept. 7 for Colorado Springs, Colo., where the latter will spend the winter. Mr. Morrison expects to be away from home about two weeks.

Grant Galloway, who stood behind the counter of Phil. Graham's grocery store for about eight years, has taken a position as salesman with the Ball-Barnhart-Putman Co., covering a portion of the city trade. Grant is a good boy, and if he makes as many friends among the trade as he did among the consumers of the South End, his success as a jobbing salesman is assured.

Fourteen hundred and eighty-five members of the Michigan Knights of the Grip have paid Death Assessment No. 2 to date. Secretary Owen is now sending out the second notice, which is expected to bring in about 100 additional remittances. Considering the times, the manner in which the boys come to the front with their remittances is little less than remarkable.

Will Jones (Lemon & Wheeler Company) is taking his summer vacation this week with friends in Chicago. His territory is being covered in the meantime by Geo. B. Caulfield, Secretary of the corporation, who has an established reputation in the United States and Alaska as being able to smoke more cigarettes within a given time than any other man in the country. He also wears pointed toed shoes.

The annual picnic of the Grand Rapids traveling men, which was held at Reed's Lake last Saturday, was by all means the most enjoyable event of the kind ever held under the auspices of the local fraternity. Numerous contests, including a baseball match, were indulged in, all of which resulted to the satisfaction of all concerned, both participants and spectators. Supper was served on the bank of the Lake at the Lakeside Club and in the evening dancing was indulged in by those who cared to trip the light fantastic with the thermometer hovering around the 90s.

Lower Prices on Fruit Jars and Tumblers.

In H. Leonard & Sons' advertisement, on page 16, the prices of fruit jars should be \$5.75, \$6 and \$8, respectively, instead of \$6.25, \$6.50 and \$8.50.

Jelly tumblers should be 18 and 20 cents, instead of 19 and 21 cents.

SUCCESSFUL SALESMEN.

Chas. McNolty, Representing the Empire Drill Co.

Charles McNolty was born in Niagara county, New York, near Lockport. At an early age his parents removed to Michigan, locating on a farm near Jonesville. A few years later the family removed to Adrian, where his father died when he was only 10 years of age, since which time he has had to hustle for himself, so that he is known as a self-made man. The early years of Mr. McNolty's life were spent on the farm, but for the past fifteen years he has been associated with the Empire Drill Co., whose factory and general offices are located at Shortsville, N. Y., with a branch house located at Jackson, from which place the trade of Michigan,



Northern Indiana, Illinois and Ohio is managed. By strict attention to business he has been promoted, step by step, until now he has full management of the territory under the supervision of the Jackson branch house, and, although a young man, is filling an important and responsible position.

Mr. McNolty has always been popular with the trade and his business ability and integrity are recognized by all with whom he comes in contact. Among the Jackson traveling men there is none more respected or whose counsels are more in demand. He was one of the early members of the Michigan Knights of the Grip, was for years Secretary of Post B, and he always took pleasure in trying to make the local organization a success and popular with the people of Jackson.

Two years ago Post B presented his name at Grand Rapids as a candidate for the position of Treasurer of the Michigan Knights of the Grip, where he received splendid support. In referring to his candidacy, the Jackson Citizen said:

Mr. McNolty is popular with all the commercial travelers in the State and is held in the highest esteem, for he is a young man of large executive ability, managing the growing business of his company with gratifying success and perfect integrity. Such a man deserves recognition from the State Association and, if Mr. McNolty is elected Treasurer, the members may rest assured that they have chosen a first-class business man for this important office, a man who can give bonds for any amount, since every business man in Jackson will vouch for him and esteem it a pleasure to do so.

The wonderful nominating speech made by Jas. Hammell at the Grand

Rapids convention, presenting the name of J. J. Frost for the position of Treasurer, carried his election by storm, and Mr. McNolty was so much pleased with the manner in which Mr. Frost discharged the trying duties of the office the first year that he refused to enter the field as a candidate at Lansing last winter, believing that Mr. Frost was entitled to a re-election as a commendation of his course. Learning that Mr. Frost will not stand as a candidate for a third term, Post B again unanimously presents Mr. McNolty as a candidate, and assures the members of the Association that, if he is elected Treasurer, he will bring to the organization his sterling business qualities and will continue the good management of the office established by the present incumbent.

Card to the Traveling Men of Michigan.

Jackson, Aug. 10.—I have long advocated the idea that the traveling men of Michigan could and should maintain a mutual accident insurance association with equal success to that attained by the Utica and Iowa organizations, believing that the fraternity would give it their support and assistance when convinced that the organization was properly managed. I, therefore, desire to announce to my many friends in the State and all commercial travelers that the management of the Michigan Commercial Travelers' Mutual Accident Association has been reorganized and that the offices are now held by gentlemen who will devote their untiring efforts to bring the standing of the Association up to that of any similar organization in the United States. I have accepted the position of President, to succeed Mr. Jos. S. Hart, a gentleman of high repute, but whose business so occupies his time out of the State that he voluntarily resigned for the best interests of the Association. I assure the traveling fraternity that I shall, with the gentlemen who are associated with me, endeavor to make this Association the grand success that has been accomplished with the Michigan Knights of the Grip, and I bespeak the co-operation of all the traveling men of the State, and trust they will lend us the same assistance that has been so ungrudgingly accorded in the past.

A. F. PEAKE, Pres.

Good News for the Boys from Portland.

Portland, Aug. 6.—I have purchased a fine new bus which will be run to and from all trains, free of charge, to patrons of the hotel. Baggage wagon in connection at reasonable rates. Give us your trade.

J. S. DECKER.

The Dodge Club cigar is sold by F. E. Bushman, Kalamazoo.

MICHAEL KOLB & SON

Wholesale Clothing Manufacturers,

ROCHESTER, N. Y.

Mail orders promptly attended to, or write our representative, WILLIAM CONNOR, of Marshall, Mich., to call upon you and you will see a complete line for all sizes and ages or meet him at Sweet's Hotel, Grand Rapids. He will be there Thursday and Friday, August 20 and 21.

LEADING BROOMMAKERS OF MICHIGAN

CHAS. MANZELMANN,

A full line of Brooms and Whisk Brooms in the LARGEST PLANT IN THE STATE. Write for prices.

Factory and Office: 741-740 Bellevue Ave., DETROIT, MICH.



CLIFTON HOUSE

Michigan's Popular Hotel.

Remodeled and Refitted Throughout.

Cor. Monroe and Wabash Aves., CHICAGO.

Moderate rates and special attention to Detroit and Michigan guests. Located one block from the business center. Come and see us.

GEO. CUMMINGS HOTEL CO.,

Geo. Cummings, Pres.

Geo. Cummings is an Honorary member of the Michigan Knights of the Grip



SELL THESE

CIGARS

and give customers good satisfaction.

COMMERCIAL HOUSE

Iron Mountain, Mich.

Lighted by Electricity. Heated by Steam. All modern conveniences.

\$2 PER DAY.

IRA A. BEAN, Prop.

THE WIERENGO

E. T. PENNOYER, Manager, MUSKEGON, MICHIGAN.

Steam Heat, Electric light and bath rooms. Rates, \$1.50 and \$2.00 per day.

HOTEL BURKE

G. R. & I. Eating House. CADILLAC, MICH.

All modern conveniences.

C. BURKE, Prop. W. O. HOLDEN, Mgr.

Cutler House in New Hands.

H. D. and F. H. Irish, formerly landlords at the New Livingston Hotel, at Grand Rapids, have leased the Cutler House, at Grand Haven, where they bespeak the cordial co-operation and support of the traveling public. They will conduct the Cutler House as a strictly first-class house, giving every detail painstaking attention.



PINGREE & SMITH, Manufacturers.

Drugs==Chemicals

STATE BOARD OF PHARMACY.

One Year—C. A. BUGBEE, Traverse City
Two Years—S. E. PARKILL, Owosso
Three Years—F. W. R. PERRY, Detroit
Four Years—A. C. SCHUMACHER, Ann Arbor
Five Years—GEO. GUNDRUM, Ionia
President, C. A. BUGBEE, Traverse City.
Secretary, F. W. R. PERRY, Detroit.
Treasurer, GEO. GUNDRUM, Ionia.

Coming Meetings—Lansing, November 4 and 5.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President, G. C. PHILLIPS, Armada.
Secretary, B. SCHROEDER, Grand Rapids.
Treasurer, CHAS. MANN, Detroit.
Executive Committee—A. H. WEBBER, Cadillac;
H. G. COLMAN, Kalamazoo; GEO. J. WARD, St. Clair; A. B. STEVENS, Detroit; F. W. R. PERRY, Detroit.

The Drug Market.

Acetanilid—Market quiet, there being only a small jobbing demand. Prices, no change.

Acids—Small demand. Leading varieties move only in a moderate jobbing way. Steady characterizes oxalic. Market steady for carbolic crystals in bulk.

Alcohol—Rather fair consumptive inquiry for grain. No change in prices, and business mostly of jobbing demand. Export orders for wood are fair and there is some demand to note from manufacturing consumers. Prices firm.

Arsenic—Market slow but the situation abroad is on the mend and values are firm.

Balsams—Market favorable, the bulk of the somewhat larger arrivals of copaiba being quickly picked up by dealers. Good demand for consumption, business fair. Tolu is firm. Peru is quiet. Output of Canada fir will probably be larger than usual this year, as indicated by its being more freely offered from primary sources of supply.

Beans—Satisfactory jobbing demand for the different grades of vanilla, prices being firmly held.

Cacao Butter—Bulk stock still light and prices well maintained.

Cassia Buds—Values strong, influenced by the good consuming demand.

Castor Oil—Business fairly good, tone of the market indicating firmness.

Cinchonidia—The small stock is being steadily held.

Cocaine—Market across the water is reported as higher, and, in consequence, foreign makers' agents on this side, also American manufacturers, influenced by the betterment, have advanced quotations 25c per oz.

Codeine—Small parcels are moving slowly and demand cannot be said to be specially brisk.

Cod Liver Oil—Fairly good market considering the season, but feeling is uncertain, due to offerings of low-priced goods.

Colocynth Apples—Trade demand for all kinds is good and prices appear to be firm.

Cubeb Berries—Prices more or less nominal, market dull and featureless.

Essential Oils—General situation seasonably quiet, no special developments. Citronella has shown a further decline. Peppermint is quieter and spot quotations verge on the nominal.

Glycerine—Somewhat dull, but steady.

Gums—Small lots of asafoetida are moving moderately well. Kino, tendency of the market is upward, values being active and firm and a fair degree of business being reported.

Leaves—Short buchu, considerable is doing in a jobbing way. Senna, consuming outlet fair, with steady prices.

Morphine—Market firm, but business

is limited to light current wants of the consuming trade.

Opium—Although prices for the week have ruled with no quotable improvement, neither buyers nor sellers manifesting any special interest, the tone of the market is looked upon by many as indicating a change for the better.

Quinine—Values of the stock in second hands are being firmly maintained and the market is active in sympathy with a good demand.

Seeds—Italian anise shows a continued fair jobbing demand. Canary, all varieties are quiet, values being nominally steady. There is only a light trade demand to report in Dutch caraway and values are slightly unsteady. Coriander has met with a continued fair inquiry. Jobbing request for celery is fair, but holders don't seem to wish to hold to an alarming extent. The market abroad gives evidence of an advance in Russian hemp. Millet, market quiet but fairly steady. All varieties of mustard remain unchanged as to values and prices present a disappointingly dull front. Tone is firmer for poppy, due to reports of probable shortage of new crop, as mentioned in last week's issue. German rape is still scarce and firm.

Spermaceiti—Market is featureless, prices maintained.

Sponges—Primary markets disclose no change in the situation, the condition being utterly tame and unattractive; prices, however, exhibit quite a firm feeling as to leading descriptions.

Strontia, Nitrate—Moderate consuming demand to mention.

Phenacetin and the Law.

From the Registered Pharmacist.

Since the time phenacetin first secured recognition as a useful therapeutic agent, many druggists have been prosecuted for purchasing and selling the article which did not reach them through the regular channel, that is through those who have been designated by the manufacturers as the authorized agents for this country. These prosecutions have been so numerous and have been so freely commented upon in public print that it is reasonable to assume no intelligent pharmacist handles the article who does not know that all packages not bearing the name of Schieffelin & Co., as sole licensees, are contraband if sold within the borders of the United States. Such prosecutions have caused a vast amount of expense and annoyance to such as have been compelled to pose as defendants, with almost a certainty of having a final decree entered against them, with such damages for the complainant as the court may see proper to award, provided no compromise was made before coming to trial of the case. Many druggists regard a law as an injustice which forbids the free import of an article patented and manufactured in a foreign country, through which an arbitrary price can be maintained here which is higher than in other countries, believing the workings of such a law to be discrimination against our own people. It has been said that no law has yet been made which will work equally just in all cases; whether our patent laws are more equitable in some cases than others might be a matter of opinion, but the fact remains that all are amenable to them, subject to penalty for their violation.

Prosecutions and convictions in the past do not seem to have enabled some druggists to withstand the temptation to surreptitiously purchase a few ounces of phenacetin at a price lower than ordinary market quotations, as evidenced by reports of more than a thousand druggists scattered through many different states having recently made themselves the subjects of prosecution for this offense, who should have profited

by the experience of others, and who will now regret their action from a pecuniary standpoint, to say nothing of the moral aspect. If a law seems inequitable, the effort should be made to change it; to evade it is always attended with many risks.

Soda Fountain Menus.

A soda fountain menu has many points to recommend it as an effective method of advertising. Many druggists are using them with success, and many more might adopt them with profit. Preference seems to incline to something giving a list of drinks, with prices, and which can be carried in the vest pocket. But there has to be something upon it besides such list to insure its being carried in the pocket. A pasteboard folder is the best for wearing qualities and permanence, and as an incentive to preservation one page can be devoted to any of the following subjects: Local time tables of railways, rates of postage, which few people can remember, except that upon ordinary letters; schedules of local sporting events; bicycle routes; and, now that everybody is talking politics with more or less disregard for facts and figures, the electoral vote, popular vote at last election, production of gold and silver, and various other statistics which bear upon the political situation.

A list of soda fountain beverages in the possession of regular patrons is of undoubted value. In this age of hurry few people care to spend time before the fountain reading signs or the names upon the syrup faucets. It is suggestive of fussiness, and is confusing and aggravating when an intense thirst is waiting to be assuaged. With a list of flavors in pocket for ready reference, the customer may turn the matter of choice over in his mind, summon past impressions of the taste of vanilla, lemon, chocolate, etc., or just as likely find mention of some syrup that couldn't otherwise be thought of, and thus approach the fountain with confidence that he knows what he wants and can ask for it without hesitation.

The Dodge Club cigar is sold by F. E. Bushman, Kalamazoo.

PECK'S HEADACHE..... POWDERS

Pay the Best Profit Order from your Jobber

Batavia Crushed Fruits and Fruit Juices

the best in the world, guaranteed

ABSOLUTELY PURE.

Write for price list to

Sprague, Warner & Co.,
CHICAGO, ILL.,

Sole Agents for the United States.

The Etiquette of Gum Chewing.

More properly speaking there are certain rules, not etiquette as some would have it, to be observed in abstracting the sweetness and reducing the obstinacy of a stick of gum. In the first place one should have an object in view. It is more than probable that chewing gum merely to keep the jaws in operation will not produce any marked benefits. If one is troubled with disordered stomach, however, the right kind of gum will not only correct the trouble, but keep the breath from becoming offensive. There is but one gum made that is really meritorious as a medicinal gum, and that is Farnam's Celery & Pepsin. Mr. J. F. Farnam of Kalamazoo, Mich., is the most extensive grower of celery in the world, and his knowledge of that toothsome plant has been turned to account in the form of the pure essence of celery which he has incorporated with pure pepsin into chewing gum. Celery is a splendid nerve remedy and pepsin is equally valuable for stomach disorders. To use this gum regularly after meals there can be no question as to the ultimate recovery from indigestion or any other form of stomach trouble. Druggists and dealers generally are finding a ready demand. The trade is supplied by all good jobbers.

Found at Last } Congdon's Cider Saver and Fruit Preservative Compound

Guaranteed to keep your cider and fruits pure and sweet without changing their flavor or color. No salicylic acid or ingredients injurious to the health. Send for circulars to manufacturer.

J. L. CONGDON & CO., Pentwater, Mich.

SMOKE THE

HAZEL

5c CIGAR

Hand made long Havana filler. Send me a trial order. Manufactured by

WM. TEGGE, DETROIT, MICH.

THE ELECTRIC PILE CURE

Cures

WE REFUND THE PRICE IF NOT SATISFACTORY.

ASK YOUR DRUGGIST FOR IT. TAKE NO OTHER. IF HE DOES NOT KEEP IT, SEND TO US.

SEND FOR BOOK OF TESTIMONIALS

THE ELECTRIC PILE CURE CO., LAKEVIEW, MICH.



If you have not tried our goods, Send for a sample order of

Jim Hammell,
Hammell's Little Drummer and
Hammell's Capital Cigars.

WHOLESALE PRICE CURRENT.

Advanced—Opium, Po. Opium.

Declined—Linseed Oil, Turpentine.

Acidum		Conium Mac.		Seilla Co.	
Aceticum.....	80 10	Copaiba.....	90 1 00	Tolutan.....	50 50
Benzolium, German	75 80	Cubebae.....	1 50 1 60	Prunus virg.....	50 50
Boricum.....	20 15	Exechthitos.....	1 20 1 30	Tinctures	
Carbolicum.....	20 40	Erigeron.....	1 20 1 30	Aconitum Napellis R	60 60
Citricum.....	44 46	Gaultheria.....	1 50 1 60	Aconitum Napellis F	50 50
Hydrochlor.....	36 5	Geranium, ounce.	75 75	Aloes.....	60 60
Nitrosum.....	86 10	Gossypii, Sem. gal.	50 60	Aloes and Myrrh.....	50 50
Oxalicum.....	10 12	Hedera.....	1 25 1 40	Arnica.....	60 60
Phosphoricum, dil.	10 15	Juniper.....	1 50 2 00	Assafoetida.....	50 50
Salicylicum.....	50 55	Lavendula.....	90 2 00	Atropa Belladonna.....	60 60
Sulphuricum.....	13 15	Limonia.....	1 30 1 50	Benzoin Cortex.....	50 50
Tannicum.....	1 40 1 60	Mentha Piper.....	1 75 2 50	Benzoin Co.....	60 60
Tartaricum.....	36 38	Mentha Verid.....	2 65 2 75	Barosma.....	50 50
Ammonia		Morruhae, gal.	2 00 2 10	Cantharides.....	50 50
Aqua, 16 deg.....	4 6	Myrcia, ounce.....	75 3 00	Capsicum.....	50 50
Aqua, 20 deg.....	6 8	Olive.....	10 12	Cardamon.....	50 50
Carbonas.....	12 14	Picis Liquida.....	91 95	Cardamon Co.....	1 00
Chloridum.....	12 14	Picis Liquida, gal.	91 95	Castor.....	50 50
Aniline		Rosmarini.....	6 50 8 50	Catechu.....	50 50
Black.....	2 00 2 25	Rose, ounce.....	40 45	Cinchona.....	50 50
Brown.....	80 1 00	Sabina.....	90 1 00	Cinchona Co.....	50 50
Red.....	45 50	Santal.....	2 50 7 00	Columba.....	50 50
Yellow.....	2 50 3 00	Sassafras.....	50 55	Cubeba.....	50 50
Baccæ.		Sinapis, ess., ounce.	65 65	Cassia Acutifol.....	50 50
Cubebæ..... po. 18	13 15	Tigili.....	1 25 1 30	Cassia Acutifol Co	50 50
Juniperus.....	6 8	Thyme.....	40 50	Digitalis.....	50 50
Xanthoxylum.....	25 30	Thyme, opt.....	1 60	Ergot.....	50 50
Balsamum		Theobromas.....	15 20	Ferri Chloridum.....	35 35
Copaiba.....	45 50	Potassium		Gentian.....	60 60
Peru.....	40 45	Bi-Barb.....	15 18	Guaiac.....	50 50
Terabin, Canada.....	40 45	Bichromate.....	13 15	Guaiac ammon.....	50 50
Tolutan.....	75 80	Bromide.....	48 51	Hyoscyamus.....	50 50
Cortex		Carb.....	12 15	Iodine.....	75 75
Abies, Canadian.....	18 18	Chlorate, po. 17@19c	16 18	Iodine, colorless.....	50 50
Cassia.....	12 12	Cyanide.....	50 55	Lobelia.....	50 50
Cinchona Flava.....	18 18	Iodide.....	2 90 3 00	Myrrh.....	50 50
Euonymus atropurp	30 30	Potassa, Bitart, pure	29 32	Nux Vomica.....	50 50
Myrica Cerifera, po.	20 20	Potassa, Bitart, com	15 15	Opil.....	75 75
Prunus Virgin.....	12 12	Potass Nitras, opt.....	80 10	Opil, camphorated.....	1 50
Quillaia, gr'd.....	10 10	Potass Nitras.....	70 9	Opil, deodorized.....	50 50
Sassafras.....	12 12	Prussiate.....	25 28	Quassia.....	50 50
Ulmus..... po. 15, gr'd	15 15	Sulphate po.....	15 18	Rhatany.....	50 50
Extractum		Radix		Rhel.....	50 50
Glycyrrhiza Glabra.....	24 25	Aconitum.....	20 25	Sanguinaria.....	50 50
Glycyrrhiza, po.....	28 30	Althæ.....	22 25	Serpentaria.....	60 60
Hæmatox, 15 lb box.....	11 12	Anchusa.....	12 15	Strophanth.....	60 60
Hæmatox, 1s.....	13 14	Arum po.....	25 25	Tolutan.....	50 50
Hæmatox, 1/2s.....	14 15	Calamus.....	20 20	Valerian.....	50 50
Hæmatox, 1/4s.....	16 17	Gentiana..... po. 15	12 15	Veratrum Veride.....	50 50
Ferru		Glycyrrhiza, pv. 15	16 18	Zingiber.....	20 20
Carbonate Precip.....	15 15	Hydrastis Canad.....	30 35	Miscellaneous	
Citrate and Quinia.....	2 25	Hydrastis Can., po.	15 20	Æther, Spts. Nit. 3 F	30 35
Citrate Soluble.....	50 50	Hellebore, Alba, po.	15 20	Æther, Spts. Nit. 4 F	34 38
Ferrocyanidum Sol.	15 15	Inula, po.....	15 20	Alumen.....	24 3
Solut. Chloride.....	2 2	Ipecac, po.....	1 65 1 75	Alumen, gro'd., po. 7	36 4
Sulphate, com'l., by	35 35	Iris plox..... po. 35@38	35 40	Annatto.....	40 50
Sulphate, pure.....	7 7	Jalapa, pr.....	40 45	Antimoni, po.....	46 5
Flora		Maranta, 1/2s.....	35 40	Antimoni et PotassT	55 60
Arnica.....	12 14	Podophyllum, po.....	15 18	Antipyrin.....	1 40
Anthemis.....	18 25	Rhei.....	75 1 00	Antifebrin.....	15 15
Matricaria.....	18 25	Rhei, cut.....	75 1 25	Argent Nitras, oz	55 55
Folia		Rhei, pv.....	75 1 35	Arsenicum.....	10 12
Barosma.....	15 20	Spigelia.....	35 38	Balm Gilead, Bud	58 60
Cassia Acutifol, Tin-	18 25	Sanguinaria..... po. 15	30 35	Bismuth S. N.....	1 00 1 10
nevelly.....	18 25	Serpentaria.....	30 35	Calcium Chlor., 1s.	9 9
Cassia Acutifol, Alx.	25 30	Senega.....	55 60	Calcium Chlor., 1/2s.	12 12
Salvia officinalis, 1/2s	12 20	Similax, officinalis H	40 40	Calcium Chlor., 1/4s.	75 75
and 1/4s.....	12 20	Smilax, M.....	10 12	Cantharides, Rus. po	1 1
Ura Ursi.....	80 10	Seilla..... po. 35	10 12	Capsici Fructus, af.	15 15
Gummi		Symplocarpus, Foeti-	25 25	Capsici Fructus B, po	15 15
Acacia, 1st picked.....	45 45	duis, po.....	25 25	Caryophyllus, po. 15	10 12
Acacia, 2d picked.....	45 45	Valeriana, Eng. po. 30	15 20	Carmin, No. 40.....	3 75
Acacia, 3d picked.....	45 45	Valeriana, German.	15 20	Cera Alba, S. & F	50 55
Acacia, sifted sorts.....	45 45	Zingiber a.....	12 16	Cera Flava.....	40 42
Acacia, po.....	60 80	Zingiber j.....	23 25	Coccus.....	40 40
Aloe, Barb. po. 20@28	14 18	Semen		Cassia Fructus.....	25 25
Aloe, Cape..... po. 15	12 12	Anisum..... po. 20	14 15	Centaria.....	10 10
Aloe, Socotri..... po. 40	30 30	Apium (graveleons)	14 16	Cetaceum.....	45 45
Ammoniac.....	55 60	Bird, 1s.....	4 6	Chloroform.....	60 63
Assafoetida..... po. 30	22 25	Carui..... po. 18	10 12	Chloroform, squibbs	1 35
Benzoinum.....	50 55	Cardamon.....	1 00 1 25	Chloral Hyd Crst.....	1 15 1 30
Catechu, 1s.....	14 14	Coriandrum.....	80 10	Chondrus.....	30 25
Catechu, 1/2s.....	14 14	Cannabis Sativa.....	34 4	Cinchonidine, P. & W	15 20
Catechu, 1/4s.....	14 14	Cydonium.....	75 1 00	Cinchonidine, Germ	7 14
Camphoræ.....	47 50	Chenopodium.....	10 12	Cocaine.....	5 30 5 50
Euphorbium, po. 35	1 10	Dipterix Odorata.....	2 90 3 00	Corks, list, dis. pr. et	65 65
Galbanum.....	65 70	Fœniculum.....	6 8	Croscutum.....	2 2
Gamboge po.....	35 35	Lini.....	2 1/2 4	Creta, bbl. 75	9 11
Guaiacum..... po. 35	3 30	Lini, gr'd..... bbl. 2 1/2	3 1/2 4	Creta, precip.....	9 11
Kino..... po. \$3.00	3 30	Lobelia.....	35 40	Creta, Rubra.....	50 55
Mastic.....	65 65	Phalaris Canarian.....	3 1/2 4	Crocus.....	50 55
Myrrh..... po. 45	40 40	Rapa.....	4 1/2 5	Cudbear.....	24 24
Opil..... po. \$3.50@3.70	2 60 2 70	Sinapis Albu.....	7 8	Cupri Sulph.....	5 6
Shellac.....	40 45	Sinapis Nigra.....	11 12	Dextrine.....	10 12
Shellac, bleached.....	40 45	Spiritus		Ether Sulph.....	75 90
Tragacanth.....	50 50	Frumentum, W. D. Co.	2 00 2 50	Emery, all numbers	8 8
Herba		Frumentum, D. F. R.	2 00 2 25	Emery, po.....	30 35
Absinthium..... oz. pkg	25 25	Frumentum.....	1 25 1 50	Flake White.....	12 15
Eupatorium..... oz. pkg	20 20	Juniperis Co. O. T.	1 65 2 00	Galla.....	23 23
Lobelia..... oz. pkg	20 20	Juniperis Co.....	1 75 3 50	Gambier.....	8 9
Majorum..... oz. pkg	28 28	Saacharum N. E.....	1 90 2 10	Gelatin, Cooper.....	60 60
Mentha Pip..... oz. pkg	23 23	Spt. Vini Galli.....	1 75 6 50	Gelatin, French.....	30 50
Mentha Vir..... oz. pkg	25 25	Vini Oporto.....	1 25 2 00	Glassware, flint, box	60, 10 & 10
Rue..... oz. pkg	22 22	Vini Alba.....	1 25 2 00	Less than box.....	60 60
Tanacetum V. oz. pkg	25 25	Sponges		Glue, brown.....	9 12
Thymus, V. oz. pkg	25 25	Florida sheeps' wool	2 50 2 75	Glue, white.....	13 36
Magnesia.		carriage.....	2 50 2 75	Glycerina.....	19 26
Calcined, Pat.....	55 60	Nassau sheeps' wool	2 00 2 00	Grana Paradisi.....	15 15
Carbonate, Pat.....	20 22	carriage.....	2 00 2 00	Humulus.....	25 55
Carbonate, K. & M.....	20 22	Velvet extra sheeps'	1 10 1 10	Hydraag Chlor Mite	75 75
Carbonate, Jennings	35 36	wool, carriage.....	1 10 1 10	Hydraag Chlor Cor.	65 65
Oleum		Extra yellow sheeps'	85 85	Hydraag Ox Rub'm.	85 85
Absinthium..... 3 25 3 50	30 30	wool, carriage.....	85 85	Hydraag Ammoniat	45 55
Amygdale, Dulc.....	30 30	Grass sheeps' wool,	65 65	Hydraag Unguentum	60 60
Amygdale, Amare.....	8 00 8 25	carriage.....	65 65	Hydrargyrum.....	60 60
Anisi.....	2 30 2 40	Hard, for slate use.	75 75	Ichthyobolla, Am.	1 25 1 50
Aurant Cortex.....	2 30 2 40	Yellow Reef, for	1 40 1 40	Indigo.....	75 1 00
Bergamii.....	3 00 3 20	slate use.....	1 40 1 40	Iodine, Resubi.....	3 80 3 90
Cajuputi.....	70 75	Syrups		Iodoform.....	4 70
Caryophylli.....	53 58	Acacia.....	50 50	Lupulin.....	2 25
Cedar.....	35 45	Auranti Cortes.....	50 50	Lycopodium.....	60 65
Chenopadi.....	2 25 2 30	Zingiber.....	50 50	Macer.....	65 75
Cinnamoni.....	2 25 2 30	Ipecac.....	50 50	Liquor Arsen et Hy-	27 27
Citronella.....	55 60	Rhei Iod.....	50 50	drang Iod.....	10 12
		Rhei Arom.....	50 50	LiquorPotassArsinit	2 3
		Smilax Officinalis.....	50 50	Magnesia, Sulph.....	2 11
		Senega.....	50 50	Magnesia, Sulph, bbl	60 63
		Scilla.....	50 50	Mannia, S. F.....	5 50
				Menthol.....	5 50

Morphia, S.P. & W.....	1 75 2 00	Sinapis.....	18 18	Linseed, boiled.....	34 37
Morphia, S.N.Y. Q. &		Sinapis, opt.....	30 30	Neatsfoot, winter str	65 70
C. Co.....	1 65 1 90	Snuff, Maccaboy, De	34 34	Spirits Turpentine.....	30 35
Moschus Canton.....	40 40	Voes.....	34 34	Paints	
Myristica, No. 1.....	65 80	Snuff, Scotch, DeVo's	34 34	Red Venetian.....	13 2 1/2
Nux Vomica..... po. 20	15 18	Soda Boras.....	7 10	Ochre, yellow Mars.....	13 2 1/2
Os Sepia.....	15 18	Soda Boras, po.....	7 10	Ochre, yellow Ber.....	13 2 1/2
Pepsin Sauc, H. & P.		Soda Potass Tart.....	26 28	Putty, commercial.....	2 1/2 2 1/2
D. Co.....	1 00	Soda, Carb.....	1 1/2 2	Putty, strictly pure	2 1/2 2 1/2
Picis Liq. N.N. 1/2 gal.		Soda, Bi-Carb.....	3 1/2 5	Vermillion, Prime	
doz.....	2 00	Soda, Sulphas.....	3 1/2 5	American.....	13 15
Picis Liq., quarts.....	1 00	Spts. Cologne.....	2 60 2 60	Vermillion, English.....	70 75
Pil Hydrag..... po. 80	50 50	Spts. Ether Co.....	50 55	Green, Paris.....	15 24
Pil Nigra..... po. 22	50 50	Spts. Myrcia Dom.....	2 00 2 00	Green, Peninsular.....	13 16
Pil Alba..... po. 35	50 50	Spts. Vini Rect. bbl	2 41 2 41	Lead, Red.....	5 1/2 5 1/2
Pil Burgun.....	50 50	Spts. Vini Rect. 1/2 bbl	2 46 2 46	Lead, white.....	5 1/2 5 1/2
Plumbi Acet.....	10 12	Spts. Vini Rect. 10 gal	2 49 2 49	Whiting, white Span	70 70
Pulvis Ipecac et Opil	1 10 1 20	Spts. Vini Rect. 5 gal	2 51 2 51	Whiting, gliders.....	90 90
Pyrethrum, boxes H.		Less 5c gal. cash 10 days.		Whiting, Paris Amer	1 00
& P. D. Co., doz.....	1 25	Strychnia, Crystal.....	1 40 1 45	Whiting, Paris Eng.	1 40
Pyrethrum, pv.....	25 30	Sulphur, Subl.....	2 1/2 3	Universal Prepared.....	1 00 1 15
Quassia.....	80 10	Sulphur, Roll.....	2 1/2 3		
Quinia, S. P. & W.....	37 42	Tamarinds.....	8 10	Paint your buildings with	
Quinia, S. German.....	30 40	Terebenth Venice.....	28 30	Prepared Paint	
Quinia, N.Y.....	35 40	Theobromæ.....	42 45	Made by A. M. DEAN,	
Rubia Tinctum.....	12 14	Vanilla.....	9 00 16 00	306 N. BURDICK ST., KALAMAZOO, Mich.	
Saccharum Lactis pv	24 26	Zinc Sulph.....	7 8	Write for samples and prices.	
Salacin.....	3 00 3 10	Oils		It is the most durable	
Sanguis Draconis.....	40 50	Whale, winter.....	70 70	paint made.	
Sapo, W.....	12 14	Lard, extra.....	53 60		
Sapo, M.....	10 12	Lard, No. 1.....	40 43		
Sapo, G.....	15 15	Linseed, pure raw.....	34 35		
Siedlitz Mixture.....	20 22				

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

Chemicals and Patent Medicines

Dealers in

Paints, Oils and Varnishes

Full line of staple druggists' sundries. We are sole proprietors of Weatherly's Michigan Catarrh Remedy. We have in stock and offer a full line of Whiskies, Brandies, Gins, Wines, and Rums.

We sell Liquors for medicinal purposes only.

We give our personal attention to mail orders and guarantee satisfaction. All orders shipped and invoiced the same day we receive them. Send a trial order.

HAZELTINE & PERKINS DRUG CO.

GRAND RAPIDS.

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.....60 7 00 Diamond.....50 5 50 Frazer's.....75 9 00 IXL Golden, tin boxes 75 9 00 Mica.....70 8 00 Paragon.....55 6 00	COCOA SHELLS. 20 lb bags.....2 1/4 Less quantity.....3 Pound packages.....4 CREAM TARTAR. Strictly Pure, wooden boxes. 35 Strictly Pure, tin boxes.....37 Tartarine.....25	COUPON BOOKS. TRADESMAN 1 CREDIT COUPON TRADESMAN 5 CREDIT COUPON Tradesman Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Economic Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 ONE CENT COUPON Universal Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Superior Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1000 books.....17 50 Credit Checks. 500, any one denom'n.....3 00 1000, any one denom'n.....5 00 2000, any one denom'n.....8 00 Steel punch.....75 DRIED FRUITS—DOMESTIC Apples. Sundried.....@ 3 1/2 Evaporated 50 lb boxes.....@ 6 1/2 California Fruits. Apricots.....9 @ 11 Blackberries.....5 1/2 @ 14 Nectarines.....5 1/2 @ 14 Peaches.....8 1/2 @ Pears.....8 1/2 @ Pitted Cherries.....8 1/2 @ Prunelles.....8 1/2 @ Raspberries.....8 1/2 @ California Prunes. 100-120 25 lb boxes.....@ 4 1/2 90-100 25 lb boxes.....@ 4 1/2 80-90 25 lb boxes.....@ 5 70-80 25 lb boxes.....@ 5 1/2 60-70 25 lb boxes.....@ 6 50-60 25 lb boxes.....@ 6 1/2 40-50 25 lb boxes.....@ 7 1/2 30-40 25 lb boxes.....@ 7 1/2 1/2 cent less in bags Raisins. London Layers.....1 10 @ 1 40 Loose Muscatis 2 Crown.....4 1/2 Loose Muscatis 3 Crown.....5 1/4 Loose Muscatis 4 Crown.....6 FOREIGN. Currants. Patras bbls.....@ 4 Vostizzas 50 lb cases.....@ 4 1/2 Cleaned, bulk.....@ 5 1/2 Cleaned, packages.....@ 6 Peel. Citron Leghorn 25 lb bx.....@ 13 Lemon Leghorn 25 lb bx.....@ 11 Orange Leghorn 25 lb bx.....@ 12 Raisins. Ondura 20 lb boxes.....@ Sultana 1 Crown.....@ 1 1/2 Sultana 5 Crown.....@ 8 Valencia 30 lb boxes.....@ EGG PRESERVER. Knox's, small size.....4 80 Knox's, large size.....9 00	FARINACEOUS GOODS. Biscuitine. 3 doz. in case, per doz.....1 00 Farina. Bulk.....3 Grits. Walsh-DeRoo Co.'s.....2 00 Hominy. Barrels.....3 25 Flake, 50 lb. drums.....1 50 Lima Beans. Dried.....4 Macaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley. Empire.....2 1/2 Chester.....1 1/2 @ 2 Peas. Green, bu.....90 Split, per lb.....2 1/2 Rolled Oats. Rolled Avena, bbl.....3 60 Monarch, bbl.....3 25 Monarch, 1/2 bbl.....1 75 Private brands, bbl.....3 10 Private brands, 1/2 bbl.....1 68 Quaker, cases.....3 20 Oven Baked.....3 25 Lakeside.....2 25 Sago. German.....4 East India.....3 1/2 Wheat. Cracked, bulk.....3 24 2 lb packages.....2 40 Fish. Cod. Georges cured.....@ 3 1/2 Georges genuine.....@ 4 1/2 Georges selected.....@ 5 Strips or bricks.....5 @ 8 Halibut. Chunks.....55 Strips.....60 Herring. Holland white hoops keg.....55 Holland white hoops bbl.....6 50 Norwegian.....2 30 Round 100 lbs.....2 30 Round 40 lbs.....1 10 Sealed.....10 1/2 Flackerel. No. 1 100 lbs.....13 00 No. 1 40 lbs.....5 50 No. 1 10 lbs.....1 45 No. 2 100 lbs.....8 00 No. 2 40 lbs.....3 50 No. 2 10 lbs.....95 Family 90 lbs.....2 50 Family 10 lbs.....59 Sardines. Russian kegs.....55 Stockfish. No. 1, 100 lb. bales.....10 1/2 No. 2, 100 lb. bales.....8 1/2 Trout. No. 1 100 lbs.....5 50 No. 1 40 lbs.....2 50 No. 1 10 lbs.....70 No. 1 8 lbs.....59 Whitefish. No. 1 No. 2 Fam.....7 25 100 lbs.....7 25 40 lbs.....3 20 10 lbs.....88 8 lbs.....73	Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. doz.....75 2 oz.....1 50 4 oz.....1 50 Regular Vanilla. doz.....20 2 oz.....1 20 4 oz.....2 40 XX Grade Lemon. 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla. 2 oz.....1 75 4 oz.....3 50 FLY PAPER. Tanglefoot. "Regular" Size. Less than one case, per box.....32 One to five cases, per case.....2 75 Five to ten cases, per case.....2 65 Ten cases, per case.....2 55 "Little" Tanglefoot. Less than one case, per box.....13 One to ten cases, per case.....1 45 Ten cases, per case.....1 40 GELATINE. Knox's sparkling.....1 10 Knox's acidulated.....1 20 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 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb cans.....34 Eagle Duck-Dupont's. Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb cans.....45 HERBS. Sage.....15 Hops.....15 INDIGO. Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50 JELLY. 15 lb pails.....35 17 lb pails.....44 30 lb pails.....65 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 LICORICE. Pure.....30 Calabria.....25 Sicily.....14 Root.....10 MINCE MEAT.  Mince meat, 3 doz in case.....2 75 Pie Prep. 3 doz in case.....2 75	New Orleans. Fair.....18 Good.....22 Extra good.....24 Choice.....27 Fancy.....30 Half-barrels 3c extra. PICKLES. Medium. Barrels, 1,200 count.....3 60 Half bbls, 600 count.....2 30 Small. Barrels, 2,400 count.....4 75 Half bbls, 1,200 count.....2 88 PIPER. Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....1 POTASH. 48 cans in case. Babbitt's.....4 00 Penna Salt Co.'s.....3 00 RICE. Domestic. Carolina head.....6 1/2 Carolina No. 1.....5 Carolina No. 2.....4 1/2 Broken.....2 1/2 Imported. Japan, No. 1.....5 Japan, No. 2.....4 1/2 Java, No. 1.....4 1/2 Java, No. 2.....4 1/2 Patna.....4 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.....1 10 Granulated, 100 lb cases.....1 50 Lump, bbls.....1 Lump, 145 lb kegs.....1 10 SEEDS. Anise.....13 Canary, Smyrna.....6 Caraway.....10 Cardamon, Malabar.....80 Hemp, Russian.....4 Mixed Bird.....4 1/2 Mustard, white.....6 1/2 Poppy.....8 Rape.....4 Cuttle Bone.....20 SNUFF. Scotch, in bladders.....37 Maccaboy, in jars.....35 French Rappee, in jars.....43 SYRUPS. Corn. Barrels.....14 Half bbls.....16 Pure Cane. Fair.....16 Good.....20 Choice.....25 SPICES. Whole Sifted. Allspice.....9 1/2 Cassia, China in mats.....10 Cassia, Batavia in bund.....15 Cassia, Saigon in rolls.....32 Cloves, Amboyna.....15 Cloves, Zanzibar.....10 Mace, Batavia.....70 Nutmegs, fancy.....65 Nutmegs, No. 1.....80 Nutmegs, No. 2.....55 Pepper, Singapore, black.....10 Pepper, Singapore, white.....20 Pepper, shot.....16 Pure Ground in Bulk. Allspice.....10 @ 15 Cassia, Batavia.....17 Cassia, Saigon.....35 Cloves, Amboyna.....15 Cloves, Zanzibar.....10 Ginger, African.....15 Ginger, Cochinchina.....20 Ginger, Jamaica.....22 Mace, Batavia.....60 @ 65 Mustard, Eng. and Trieste.....25 Mustard, Trieste.....25 Nutmegs.....40 @ 60 Pepper, Singapore, black.....12 Pepper, Singapore, white.....15 @ 18 Pepper, Cayenne.....17 @ 20 Sage.....18 "Absolute" in 1/2 lb. Packages. Allspice.....65 Cinnamon.....75 Cloves.....70 Ginger, Cochinchina.....75 Mace.....2 10 Mustard.....75 Nutmegs.....2 10 Pepper, cayenne.....75 Pepper, white.....75 Pepper, black shot.....60 Saigon.....1 50 "Absolute Butchers' Spices. Wiener and Frankfurter.....16 Pork Sausage.....16 Bologna and Smoked S'ge.....16 Liver S'ge and H'd Cheese.....16
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SALT.

Diamond Crystal.	
Cases, 24 3-lb boxes.	1 60
Barrels, 100 3-lb bags.	2 75
Barrels, 40 7-lb bags.	2 50
Butter, 56 lb bags.	65
Butter, 20 14 lb bags.	3 00
Butter, 280 lb bbls.	2 50

Common Grades.

100 3 lb sacks.	2 60
60 5-lb sacks.	1 85
28 11-lb sacks.	1 70

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.	60
56 lb. linen sacks.	60
Bulk in barrels.	2 50

Warsaw.

56-lb dairy in drill bags.	30
28-lb dairy in drill bags.	15

Ashton.

56-lb dairy in linen sacks.	60
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Higgins.

56-lb dairy in linen sacks.	60
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Solar Rock.

56-lb sacks.	22
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Common Fine.

Saginaw.	68
Manistee.	68

SODA.

Boxes.	5 1/2
Kegs, English.	4 1/2

STARCH.

Diamond.	
64 10c packages.	5 00
128 5c packages.	5 00
32 10c and 64 5c packages.	5 00

Kingsford's Corn.

20 1-lb packages.	6 1/2
40 1-lb packages.	6 1/2

Kingsford's Silver Gloss.

40 1-lb packages.	6 1/2
6-lb boxes.	7

Common Corn.

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

Common Gloss.

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

SUMMER BEVERAGES.

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

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

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

1-lb packages.	4 1/2
3-lb packages.	4 1/2
6-lb packages.	5 1/2
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Barrels.	2 1/2

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40-lb boxes.	4 1/2

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3-lb packages.	4 1/2
6-lb packages.	5 1/2
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Barrels.	2 1/2

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40-lb boxes.	4 1/2

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40-lb boxes.	4 1/2

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

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

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

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

JAXON

Single box.	3 00
5 box lots, delivered.	2 95
10 box lots, delivered.	2 85

Lautz Bros. & Co.'s brands.

Acme.	3 25
Cotton Oil.	5 75
Marseilles.	4 00
Master.	3 70

Jas. S. Kirk & Co.'s brands.

American Family, wrp'd.	3 33
American Family, plain.	3 27

Thompson & Chute's Brand.

Single box.	3 00
5 box lots, delivered.	2 95
10 box lots, delivered.	2 85
25 box lots, delivered.	2 75

Allen B. Wrisley's brands.

For special quotations on	
Old Country ask traveling man.	
Doll, 100 bars.	2 50
Good Cheer 60 1-lb.	3 90

Wolverine

Single box, delivered.	3 25
5 box lots, delivered.	3 00
10 box lots, delivered.	2 90
25 box lots, delivered.	2 80

Scouring.

Sapolio, kitchen, 3 doz.	2 40
Sapolio, hand, 3 doz.	2 40

TABLE SAUCES.

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

VINEGAR.

Leroux Cider.	10
Robinson's Cider, 40 grain.	10
Robinson's Cider, 50 grain.	12

SUGAR.

Below are given New York	
prices on sugars, to which the	
wholesale dealer adds the local	
freight from New York to your	
shipping point, giving you	
credit on the invoice for the	
amount of freight buyer pays	
from the market in which he	
purchases to his shipping point,	
including 20 pounds for the	
weight of the barrel.	
Cut Leaf.	5 50
Domino.	5 37
Cubes.	5 37
Powdered.	5 12
XXXX Powdered.	5 25
Mould A.	5 12
Granulated in bbls.	4 87
Granulated in bags.	4 87
Fine Granulated.	4 87
Extra Fine Granulated.	5 00
Extra Coarse Granulated.	5 00
Diamond Confection.	4 87
Confection Standard A.	4 75
No. 1.	4 69
No. 2.	4 69
No. 3.	4 69
No. 4.	4 69
No. 5.	4 62
No. 6.	4 56
No. 7.	4 37
No. 8.	4 25
No. 9.	4 18
No. 10.	4 12
No. 11.	4 06
No. 12.	4 00
No. 13.	3 94
No. 14.	3 81
No. 15.	3 56

WICKING.

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

Fresh Meats.

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

Pork.

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

Mutton.

Carcase.	5 @ 6
Spring Lambs.	7 @ 8

Veal.

Carcase.	5 1/2 @ 6 1/2
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Candies.

Stick Candy.

Standard.	6 @ 7
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Fruits and Produce.

Money in the Potato Business.*

It is a pleasure for me to meet with you and to have the honor of talking to you on this great product without which no meal is complete, though the subject of "Money in the Potato Business" is, at the present time, hard to talk on.

Mayor Pingree says, "Let there be a free and unlimited coinage of potatoes at all rations."

We had that last spring, as you could get all you wanted free, and, from the market and crop reports of July first this year, it looks as though they were in favor of sixteen to one—sixteen bushels of potatoes for one silver dollar!

But, gentlemen, what can we expect? As they have paid the best of any crop that the farmer has raised in past years, they, like all others, have increased their acreage. Even the city of Detroit raises them on all vacant lots. How can we expect anything different from what we had last year and are likely to get this with our country in the condition it is, with thousands of people out of employment, and the Government borrowing its millions to keep up expense accounts, and the money question being agitated as it is?

I have been growing, as well as buying and shipping, potatoes for the past ten years. They cost me, to raise and draw them to the railroad, from thirteen to seventeen cents per bushel, and the average price received for each year was as follows:

Crop of 1886 and spring of 1887	28
Crop of 1887 and spring of 1888 (small crop)	75
Crop of 1888 and spring of 1889	25
Crop of 1889 and spring of 1890	25
Crop of 1890 and spring of 1891	25
Crop of 1891 and spring of 1892	25
Crop of 1892 and spring of 1893	27
Crop of 1893 and spring of 1894	46
Crop of 1894 and spring of 1895	44
Crop of 1895 and spring of 1896	10

Total for 10 years 377

The average price, for the past ten years, was 37.7 cents a bu. on track at Mancelona. Who could ask for a better profit? With the exception of last spring I have always been able to dispose of the entire crop, or all that was offered for sale, but I think there was about one-fourth of our crop of last year that was held back until too late and was not sold. It is yet too early to tell what the outlet for them will be this fall, as the crop is often made or lost after the middle of August.

Michigan stands third in the production of this staple, and I am glad to say that our State has the reputation of producing the finest quality of potatoes of any state in the Union.

Potatoes are to us in our section of the State what fruit is to this—I should judge from the looks of your market this morning.

Now, gentlemen, we all need some kind of amusement to take us away from the monotonous and humdrum life of the store at the dull season of the year, and growing potatoes is my hobby. I take more pleasure in looking over a nice potato field, and get more enjoyment and profit out of it, than in attending a game of ball, a horse race or almost any other kind of amusement.

Our duty should be to help the farmers all we can, as they are the people who feed the world. Did you ever stop to consider what per cent. of our sales comes from the farmer's trade and his products? Destroy the cities and they will spring up as by magic; but destroy the farms, and the grass will grow in your city streets.

Limburger Cheese Which Cost \$15 a Pound.

From the Chicago Times-Herald.

Beyond having the floor swept occasionally the office of a South Water street commission house had not been cleaned for years. The walls and woodwork were of a uniform dingy shade, and it was almost impossible to see out of the windows. Every few months the book-keeper would throw out a hint about it, but the boss obstinately re-

fused to sanction the necessary expenditure.

One day the book-keeper told his troubles to his friend Beerup, and that astute German at once suggested a plan for relief, which the sufferer proceeded promptly to put into execution. Two days later the old man came into the office on a brisk trot, but he stopped abruptly when near his own desk and sniffed the air suspiciously.

"Anybody been breaking ancient eggs in here?" he asked.

The book-keeper also sniffed and admitted it was pretty bad, but offered no suggestion beyond remarking that it had been getting worse for several months. After two days more, customers who came into the place would suddenly remember something they had forgotten and would go out and not come back. The next day the old man capitulated and told the office boy to telephone a certain firm to send a man over.

The man came, and the boss made a contract with him to clean the office and windows and freshly paint everything for the sum of \$30. They finished the job the next evening, and before the old man's desk was moved back to its accustomed place the book-keeper reached up into the space behind one of the drawers and pulled out a two pound chunk of the most fragrant limburger cheese that ever broke into the town.

He threw it as far away as he could, but he said to Beerup that night it was sinful extravagance to do it, as that cheese had cost the old man \$15 a pound.

The Proper Method of Handling Fruit.*

To a large extent the grocer and fruit dealer are dependent upon each other for their living, hence there should be the best of feeling existing between them.

It is to their common interest to make money out of fruit, so it is well to compare notes occasionally.

All perishable small fruits, such as strawberries, currants, etc., should ripen on the vines and reach the consumer as soon as possible after picking and in the original package. Plums, early apples, pears and peaches will do to pick before fully ripe and will stand up for two or three days. Fall apples, pears and grapes will some time if handled rightly. Fruit which has to be carried over should be kept in a cool, dark place and not be left exposed to the heat, flies and spiders, which soon spoil the sale of the best fruit. Should your fruit become damaged in any way, send it to the dump, or lump it off to someone, but do not offer it for sale. Your customers may think this is a sample of the kind of fruit you sell. You all realize that it is not advisable to display fruit in open baskets next to the walk where it will be a constant temptation to every passer-by to remove the finest specimens. One grape is not much, but when taken from the top of a fine basket the beauty of the package is lessened a great deal.

Arrange your fancy vegetables along the walk; in fact, anything in your line except fruits and nuts.

Your fruit will give you, and you can give your customers, much better service if it is ordered one day ahead and delivered directly to the store each morning. If you want fancy fruit, order it a day ahead and give the grower a chance to put it up. The average fruit grower will put up his fruit in better shape if prepared for special customers than if he has to rely entirely upon the open market.

When you find a grower who packs to suit you, has fine fruit and delivers promptly, stick to him and thus build up a trade of profit to you both on fruit you can warrant without being compelled to examine each package.

Give your fruit man the same consideration in all respects that you would give your wholesale grocer, and demand the same business dealings from him. The old adage, slightly changed—"Fruit bought right is half sold"—holds good.

*Paper read by Jess Wisler (Mancelona) at annual convention Michigan Retail Grocers' Association.

*Paper read by Wm. K. Munson (Grand Rapids) at annual convention Michigan Retail Grocers' Association.

BARNETT BROS.

Will make a specialty in handling Fruits of all kinds, and

APPLES

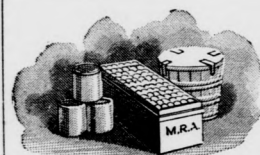
in particular. These having large orchards will do well to correspond with them. Information will be cheerfully furnished. Deposits at principal points. Stencils furnished on application.

PEACHES AND PLUMS

Sell for Cash or Consign to

R. HIRT, JR., Market Street, DETROIT.

Write him.



M. R. ALDEN
COMMISSION BUTTER and EGGS EXCLUSIVELY

98 S. DIVISION ST., GRAND RAPIDS.

NOW AT ITS BEST

WHITE PLUME CELERY

12½c and 15c per dozen.

Finest Flavor.

Just coming.

OSCAR ALLYN,

Grand Rapids, Mich.

Good Peaches

Will soon be in Market. If you expect to handle them, Correspond with Me at Once.

Plums, Pears, Apples, Melons, Grapes and Vegetables

At mail order prices. Write to-day.
If you send me your orders I will save you money.

HENRY J. VINKEMULDER.

MOSELEY BROS.,

26-28-30-32 Ottawa St., - GRAND RAPIDS, MICH.
—WHOLESALE DEALERS IN—

Clover and Timothy Seeds

And all kinds of Field Seeds. Also Jobbers of
Peaches, Pears, Plums, Apples, Etc.

Bushel and Half-Bushel Baskets—Buy and Sell Beans Car Lots—Send us your orders.

Peaches

If in the market correspond with us. We are the largest shippers in Michigan.

ALFRED J. BROWN CO.,

GRAND RAPIDS.

PEACHES

Sweet Potatoes, Bananas, Watermelons, Osage Gems.

Lowest market price guaranteed. Produce consignments solicited.

STILES & PHILLIPS,

Wholesale Fruits and Produce, GRAND RAPIDS.

Telephone 10.

PEACHES WATERMELONS MUSKMELONS CABBAGE

We are Headquarters.

BUNTING & CO.,

20 and 22 Ottawa St.,

GRAND RAPIDS, MICH.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, Aug. 8--The days go by with scarcely a perceptible change for the better. Trade languishes, demand is light, everybody is away who can get away, and those who stay have no ambition left to do more work than is absolutely necessary in order to keep the machine going. It is impossible to get up any energy with the weather so intensely hot and humid. It is this latter element that makes New York one of the most terrible places in the country while such weather lasts. The thermometer may not be above 80, but the humidity ranges about the same, and when the wind dies down, and the air is still, the suffering is something awful to contemplate.

Stereotyped conditions prevail with most lines. Coffee is worth, for Rio No. 7, 11½c. The demand drags. Reports from abroad indicate lack of confidence in the outlook and, as the supply promises to be large, the outlook is for a continuance of low prices for some time. Very little business has been done for invoices, the trading being mostly of an assorting character.

For a wonder the week past has shown some improvement in teas upon the previous ones. In some lines there have been quite a respectable number of orders and dealers seem to have taken heart. They are not urging sales and seem to think that matters will take a turn for the better soon; but--

Refined sugar has been in good demand and the refiners are having trouble to keep up with orders. Some of the softer grades have advanced 1-16c. Raws are firm and cable advices give encouragement to the belief that this condition may prevail for some time. German granulated is worth 4½c, but the supply here is not large enough to cut much of a figure in the general market.

The market for foreign rice is extremely well held and the quantity going out is very satisfactory. The supply of domestic is light and there is some difficulty in filling orders for strictly fancy stock, which ranges from 5½c to 5¾c.

What business is being done in spices is of a jobbing nature and the volume of this character is not large by any means. Orders from interior dealers are rather small and there is very little anxiety displayed as to the future. Singapore pepper, 5@5½c; white, do.; Penang, 6¾@7c.

In molasses trading is very light, as might be expected during such hot weather. The very best varieties are moving a little, but inferior sorts are completely at a standstill. In Louisiana they are indulging in the luxury of 3c molasses.

In syrups there is the same old story of dullness. Still there is something doing all the time and dealers say that matters might be worse. Choice to fancy, 17@24c.

Midsummer dullness with a vengeance has come down upon all things in cans and, without exception, the line is dull. Tomatoes are dull and lower, with a prospect of an enormous pack of excellent quality. New Jersey Standard No. 3 have been sold at 60c, instead of 65c, as a week ago.

Lemons have taken an upward turn which threatens to break the record, with the supply not overabundant and with only moderate supplies in sight. The range is from \$3.25@55 a box. Oranges are in light supply and well held. For Florida pineapples there is a good demand and prices are firm.

Butter is worth, for the best Western creamery, 15c. The weather is having a most disastrous effect on much of the arriving stock and great caution is necessary in making purchases.

In cheese some export demand has prevailed and dealers shoved the rate for fine full cream colored up to 7¼c. This rate, however, is extreme and 7½c is nearer the point at which transactions are chiefly going forward.

Eggs are dull, of course. Stock ar-

riving is strongly permeated with odors. Really desirable near-by stock is worth 15@16c.

Beans are selling in a moderate way at \$1 for pea beans; marrow, \$1.12½@1.15.

Provisions are dull and lower. The life seems to be entirely out of the market. Pork is 25c per bbl. lower.

Woes of the Green Grocer.

From the New England Grocer.

The urchin that runs about the streets sees no more harm in pilfering from the stand outside the corner grocery than he does in robbing an orchard. The individual thefts are so petty that they seldom result in arrest, and the small boy is not slow to take advantage of this immunity. The loss generally falls upon a man who can ill afford it, for the majority of green grocers' stands are owned by poor men who rent the privilege from the corner grocers.

Many schemes have been devised by the green grocer to protect his stock, but eternal vigilance seems to be the only one that can be depended on. Appeals to the police are of little avail, for the patrolman has a long beat to cover, and when he happens to be in the vicinity it is generally on the opposite corner, where the saloon is situated. The plan of having a boy watch the stock is a rather poor one, for when he is not coerced into collusion with the other boys they persecute him until he resigns his job. Indeed, it is no easy matter to get a boy to do this work, and the grocer seldom drafts his own son into the service, for if he happens to live in the neighborhood he knows it will make the lad unpopular with all the boys around.

A plan that should be eminently successful is the one put in practice by a grocer in New York. He has a man stationed just out of sight inside the door, and armed with a horsewhip, and woe betide the unfortunate youngster who chooses this particular stand to supply himself with fruits and vegetables. Practice has made the man quick and accurate, and the small boy is unusually active who gets out of the range before catching three or four cuts of the whip. As many of the urchins in that locality still go barefooted, one visit to the stand has generally been enough for even the most venturesome, and the chances are that the man will hold the job until the weather becomes a great deal colder than it is at present.

"A boy who has been allowed to run the streets all his life can hardly be blamed for petty stealing," said a grocer. "I never do anything to a youngster who grabs an apple or a banana, but when I see women put their children up to stealing vegetables, I think it about time that an example should be made. It happens oftener than one cares to believe that women with baskets will stand across the street and send their children over to steal a handful of beans, a few potatoes or a cabbage. Nothing but a miracle will save these boys from swelling the ranks of the criminal classes when they grow up."

He Was a Philosophic Snorer.

Senator Wolcott tells a story of a man who, while traveling in a parlor-car between Omaha and Denver, fell asleep and snored with such intense volume that everyone in the coach was seriously annoyed. Presently an old gentleman approached the sleeper and, shaking him, brought him out of the slumber with a start.

"What's the matter?" he exclaimed. "Why, your snoring is annoying everyone in the car," said the old gentleman, kindly.

"How do you know I'm snoring?" queried the source of nuisance.

"Why, we can't help but hear it."

"Well, don't believe all you hear," replied the stranger, and relapsed into unconsciousness again.

Ice in Car Lots.

See Consumers Ice Co., Grand Rapids, Mich.

Don't try to explain your blunders. It makes them look bigger.

= = PEACHES AND PLUMS = =

Missouri Watermelons, Osage Melons, New Cabbage, Cucumbers, Fancy Tomatoes, Grapes, Onions, Sweet Potatoes, Butter, Cheese and Eggs.

All fruits and vegetables at the very lowest market prices. Mail and wire orders receive personal and prompt attention. Please give us a trial order.

FINEST CELERY GROWN.

Allerton & Haggstrom, Grand Rapids, Mich.

WE ARE ONLY THREE YEARS IN BUSINESS

BUT--if you want a "strictly commission" house to give you returns promptly and satisfactorily to bid for future consignments, correspond with

LAMB & SCRINGER

of Detroit, who guarantee shippers highest market prices.

43-45 WEST WOODBRIDGE ST.

NEW IDEA

Buy the beautiful new crop of Lake Odessa Hay and Oats from first hands in Car Lots. Correspondence solicited.

We will divide commissions

NIMS & HOUFSTATER,

LAKE ODESSA, MICH.

For Highest Cash Prices correspond with

Muskegon Hay Baling Co.,

46 and 48 Mason Ave. and 88 and 90 Delaware St.,

Muskegon, Mich.,

Dealers in FLOUR, FEED, SHINGLES and Salt.



Ciderine

\$3 per dozen.

20 years upon the market. Is a reliable and harmless preservative, keeping the Cider absolutely sweet or "just where you want it."

Dealers can make a good fair profit; sell an article that keeps, not spoils Cider, please your customers and make trade.

P. S. Look out for imitation Preservative put up to look like ours, and offered "just as good." Buy the genuine and have no trouble.

ALL JOBBERS.

Manufactured solely by

THUM BROS. & SCHMIDT,

84 CANAL STREET,
GRAND RAPIDS, MICH.

NO MORE BROKEN EGGS

Every Grocer Who Uses



(No. 1 Holds One Doz. Eggs.)

THE DUPLEX EGG CARRIER

In which to deliver eggs to customers

SAVES MONEY.

Every family should have a Duplex in which to keep eggs in ice boxes or refrigerators or on pantry shelves. For sale by all wholesale grocers and jobbers in woodenware.

GEO. H. CLEMENTS, 42 River St., Chicago.

F. J. ROHRIG, Jr.,

Wholesale and Retail Dealer in

COAL and WOOD---FLOUR and FEED
HAY and STRAW.

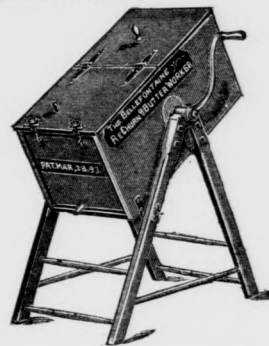
Re-cleaned Oats a Specialty.

Mack Ave. and Belt Line,

DETROIT.

TIME IS MONEY

Save time and trouble and please yourself once. Our Re churn and Butter Worker will pay you a handsome per cent. on your investment.



PHILPS, MICH., July 24, 1896.
The Churn Co., Bellefontaine, Ohio.

GENTLEMEN:--
The Re churn that I bought of you does all that it is recommended to do. I am well pleased with it. It paid for itself the first day that I used it in the way of labor saving, and also in doing the work well and quickly. Would recommend it to any grocer who handles butter.
Yours respectfully,
E. W. LEEPER.

Address orders to

THE CHURN CO., BELLEFONTAINE, O.

Mention Michigan Tradesman.

Order

Fancy Lemons,
New Celery,
Water Melons,
Bananas,
Fruits and
Vegetables

..... OF

F. J. Dettenthaler,

117 and 119 Monroe street,
Grand Rapids

RANDOM NOTES.

At the recent banquet of local furniture manufacturers, Hon. C. C. Comstock asserted that those who thought the business reverses of 1873 and 1893 were panics ought to have been on deck in 1837 or 1858, which years marked the beginning of genuine panics, beside which the later day panics were but ripples.

"I was not here in 1837," remarked Lester J. Rindge, the other day, "but I can bear witness to the truth of Mr. Comstock's statement concerning 1858. I was then the only employe of John W. Pierce, who kept a general store on the corner of Canal and Erie streets. Our daily sales had been as high as \$75, but during the panic of 1858 they dropped down to about \$12. I was as careful as possible in those days in taking in money, keeping thoroughly posted on all the various bank issues circulating as currency, but after the close of each day's business, I took the bank notes I had taken in during the day to the bank and submitted to a shave of 10 per cent. for the purpose of getting something in exchange which I could use in paying for more goods. If we had to discount our checks and currency in these days of stable money, even to the extent of 1 per cent, we would think we had fallen on evil times."

William A. Berkey, the veteran furniture manufacturer, who has accomplished what few men have done—climbed to the ladder of success a second time after having been ruthlessly knocked to the bottom of the ladder by the late Deacon Converse—rode by in his carriage. I was talking with Hon. O. A. Ball, who happened to look up as Mr. Berkey rolled by. "That reminds me of the first time I ever saw Mr. Berkey," remarked Mr. Ball. "It was in the spring of 1864. E. M. Kendall and myself had decided to remove our clothing stock from Rochester to Grand Rapids. We reached our new home in due time, but the goods were slower than we expected. That was before the day of street cars or telephones, so every morning either Mr. Kendall or myself walked up to the old D. & M. depot to see if the goods had arrived. One morning I was on my way to the depot when I noticed a great commotion just above the old dam. I rushed to the river bank in time to note that the excitement was over a couple of men on logs who had gotten too near the dam for either comfort or safety. In spite of the vigorous efforts of a boatman, the men gradually neared the brink of the dam. One of the men folded his arms and stood like a statue prepared to meet his fate. The other knelt on the log and apparently besought his Maker in prayer. Both went over the dam and those of us on the bank expected to see them dashed to pieces on the rocks or crushed and mangled between the logs. For a wonder the man who had gone boldly over the dam came out of the foam astride a log, uninjured in any way and apparently little the worse for his involuntary bath. A little later we saw an arm around a log and succeeded in rescuing the owner, who was nearly overcome by the water and the whirling movement he had been subjected to. The man was Wm. A. Berkey, and I sometimes wonder if he ever recalls his experience in going over the dam thirty-two years ago, and how much of his escape he attributes to the interposition of Providence."

One of the things I am unable to fathom is the reason men of a class do not pull together when they realize how much more they can accomplish by united effort than by working independently. This remark applies, of course, to the reformation of abuses and the obtaining of concessions common to the entire trade of a class, not to the method of conducting individual stores or offices. There are several hundred hardware dealers in Michigan, yet not to exceed half a hundred have ever attended a meeting of the Michigan Hardware Association. Although there are nearly 2,000 drug stores in Michigan, less than two dozen druggists attended the annual convention of the representative association of the trade at Mackinac Island last week. There must be upwards of 5,000 dealers in groceries in Michigan, yet no session of the grocers' convention here last week was graced with the presence of fifty dealers. A small percentage of the trade set the pace and the remainder follow, content to utilize the advantages which come to them as the result of others' efforts. There may come a time when the office will seek the man instead of the man's seeking the office; when dead-beats will cease to exist and peddlers will turn farmers or mechanics; when farmers' wives will make no more bad butter and hens will refuse to stand sponsor for poor eggs. When that time comes, I shall expect to see the retail merchants of Michigan alive to the benefits of organization and hope they will not sustain serious injuries in falling over each other in the attempt to get into line.

I had a call last week which did me good. The caller was a young man who took an active part in the management of the defunct grocery clerks' union several years ago. "I came to tell you," remarked the young man, "that you were right and I was wrong when you stated that unionism and the grocery business would not mix, and I was equally positive that they would. I found, to my sorrow—and I am heartily ashamed of my part in the movement—that unionism, as conducted by local leaders at least, is built on a plane with the saloon and the brothel, and that every attempt to make it respectable results in dragging the man making the attempt down to the level of the saloon. I was a delegate to the central labor union and sat next to the delegate of the bartenders' union. I thought it was all right at first, as I believed then that it would be possible for the respectable portion of the organization to extend the helping hand to those less fortunate and lift them up to the higher plane on which some of us traveled. The longer I remained, however, and the harder I tried to effect a reformation, the more thoroughly I became convinced that the man who remains in the union for the purpose of elevating it is like the woman who marries a drunkard to reform him—invariably gets the worst of the bargain. Poor as I am, I did things at the behest of the union which I would give a thousand dollars to be able to forget; and if the good Lord ever forgives me for my part in the infamous street car strike, I will serve Him faithfully as long as I live and thank Him perpetually for blotting out the only really black spot in my career."

I have been considerably amused at the attempt of Armour & Co. to get their soaps introduced to the retail trade of the city. Two representatives have been

in the field, but little impression has been made on the trade, although an army of young women have been making a house-to-house canvass of the residence districts for the purpose of getting the housekeepers to agree to take from their grocers four bars for 25 cents. In the midst of this work Morse comes out with a carload of the soap in his show window and a broadside in the daily papers announcing that he will sell seven bars of soap for a quarter. Those of us who know Geo. Morse and admire his nerve, even if we detest his methods, realize that he was given a special deal by Armour & Co. which was not open to the legitimate retail trade or he would never have taken hold of the goods in the way he has. This naturally leads to the question as to how far the retail trade will go in assisting Armour & Co. to market the product of their soap department when they go out of their way in this manner to down the retail trade, after attempting to load them up with goods whose success is problematical.

Fruits and Produce.

Apples—Local dealers have made persistent effort to find an outlet for the enormous crop of harvest apples, but from every point comes back the response, "We are being supplied by home grown stock." So meager is the demand and so great is the supply that many farmers permit their apples to rot on the ground, rather than draw them to town for 6@12c per bu. Dealers ask 15@25c for choice eating varieties and 10@15c for cooking grades.

Beets—25c per bu.

Blackberries—Cultivated are about out of market. Wild are still coming in, commanding 5@6c per qt.

Butter—Receipts are small and demand is fairly active, in consequence of which fancy dairy has been marked up to 14c. Factory creamery has also been jobbed up one point, being in fair request and ample supply at 16c.

Cabbage—\$3 per 100 heads.

Carrots—30c per bu.

Celery—Fine in quality and excellent as to size, commanding 12½@15c per bunch.

Corn—3@5c per doz. ears.

Eggs—The extremely hot weather, coupled with light demand, has had a depressing effect on the general market, and prices have ruled low. Choice candled stock brings 9c, but more sales are made on the basis of 8c than at the higher figure.

Grapes—Wordens command 20c for 5 lb. basket and 25c for 8 lb. basket.

Muskmelons—Home grown, \$1.25 per doz. Osage and Benton Harbor, \$1.50 per doz.

Onions—50c per bu.

Peaches—Early Crawfords, \$1@1.25, Early Michigans and Mountain Rose, 50@65c; Crane's Early, 75c. Receipts are ample to meet all demands. Quality is fine and size large, but the terribly hot weather is ripening the crop altogether too fast to enable the grower to market it to the best advantage, besides rendering it difficult to ship satisfactorily.

Pears—Clapp's Favorite, Bartlett and Dunbar varieties bring 75c@\$1 per bu. The supply is large and the demand only fair.

Plums—Gujo, 75@85c; Bradshaw, 75@90c; Green Gage, 50@75c; Lombards, 75c. The latter are almost too green to market this week, but will be very much in evidence next week. The amount of the crop is beyond anything ever before experienced in this locality.

Potatoes—20c per bu.

Summer Squash—1c per lb.

Tomatoes—Home grown dropped \$1 per bu. in the forty-eight hours from Saturday to Monday morning and can now be had for 40@50c per bu.

Watermelons—13@17c apiece, according to size and quality.

Whortleberries—About out of market.

Association Matters

Michigan Hardware Association

President, HENRY C. WEBER, Detroit; Vice-President, CHAS. F. BOCK, Battle Creek; Secretary-Treasurer, HENRY C. MINNIE, Eaton Rapids.

Michigan Retail Grocers' Association

President, J. WISLER, Mancelona; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.
Next Meeting—At Grand Rapids, Feb. 3 and 4, 1897.

Traverse City Business Men's Association

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

Grand Rapids Retail Grocers' Association

President, E. C. WINCHESTER; Secretary, HOMER KLAIP; Treasurer, J. GEO. LEHMAN.
Regular Meetings—First and third Tuesday evenings of each month at Retail Grocers' Hall, over E. J. Herrick's store.

Owosso Business Men's Association

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

Jackson Retail Grocers' Association

President, BYRON C. HILL; Secretary, W. H. PORTER; Treasurer, J. F. HELMER.

Alpena Business Men's Association

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

Lansing Retail Grocers' Association

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

Grand Rapids Retail Meat Dealers' Association
President, L. J. KATZ; Secretary, PHILIP HILBER; Treasurer, S. J. HUFFORD.

WANTS COLUMN.

BUSINESS CHANCES.

FOR SALE—ONE OR TWO VALUABLE PATENTS cheap, or would interest a pushing manufacturer. Jos. Lauhoff, 326 Russell St., Detroit. 82

WHITE CLOUD, MICHIGAN, WANTS TO hear from reliable parties in regard to establishing an electric lighting plant. For particulars address the Clerk or President. 79

A GENERAL STOCK WANTED. WILL PAY spot cash, if stock is large and cheap. Address Lock Box 39, Sheridan, Mich. 78

FOR SALE—ESTABLISHED CONFECTIONERY and Cigar business, including ice cream parlors. Stock and fixtures will inventory about \$2,000. Rent, \$1,200 per year. Location on best business street in Grand Rapids. For particulars, address No. 77, care of Michigan Tradesman. 77

FOR SALE—ONE OF THE BEST PAYING little grocery stocks in the city of Muskegon. For particulars address A. B. Payne & Son, Muskegon. 76

FOR SALE—SMALL STOCK CLOTHING, furnishing goods, stationery and groceries. Good reasons for selling. For particulars address Lock Box 1, Clarksville, Mich. 71

FOR SALE—GOOD PAYING GROCERY store and stock in thriving town. Address E. D. Goff, Fife Lake, Mich. 51

FOR SALE—STAPLE AND FANCY GROCERY stock, including about \$1,400, located in live Southern Michigan town of 1,200 inhabitants; good trade, nearly all cash. Reasons for selling, other business. Address No. 907, care Michigan Tradesman. 907

MISCELLANEOUS.

WANTED—POSITION BY REGISTERED pharmacist of fourteen years' experience; honest, sober, and capable of managing store. Address No. 81, care Michigan Tradesman. 81

A SINGLE MAN OF FIFTEEN YEARS' experience in a general store wishes position. Can give good references. Dick Starling, Central Lake, Mich. 80

WANTED—DRUG STOCK INVOICING from \$1,500 to \$2,500, in exchange for productive real estate. Address No. 75, care Michigan Tradesman. 75

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

WANTED—HARDWARE STORE. EXCELLENT location, eight miles from any considerable trading point. Vacant store adapted to business can be rented for \$100. For further particulars address Geo. W. McKee, Alto, Mich. 72

WHEELMAN'S ROAD BOOK OF KENT and Ottawa counties, containing new bicycle paths and other roads, sent postpaid on receipt of 10 cents. Address Road Map, 199 North Division St., Grand Rapids. 74

WANTED—TO EXCHANGE GOOD GRAND Rapids real estate for stock of merchandise. Address No. 969, care Michigan Tradesman. 969

BUTTER, EGGS, POULTRY AND VEAL Shippers should write Coughle Brothers, 178 South Water Street, Chicago, for daily market reports. 26

WANTED TO CORRESPOND WITH SHIPPERS of butter and eggs and other seasonal produce. R. Hirt, 36 Market street, Detroit. 951

WANTED—SEVERAL MICHIGAN CENTRAL mileage books. Address, stating price, Vindex, care Michigan Tradesman. 869