

MICHIGAN TRADESMAN

Volume XIII.

GRAND RAPIDS, WEDNESDAY, AUGUST 19, 1896.

Number 674

The Michigan Trust Co.,

Grand Rapids, Mich.

Acts as Executor, Administrator Guardian, Trustee.

Send for copy of our pamphlet "Laws of the State of Michigan on Descent and Distribution of Property."

COLUMBIAN TRANSFER COMPANY

Carriages, Baggage and Freight Wagons....

15 and 17 North Waterloo St.,

Telephone 381-1

Grand Rapids.

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

COMMERCIAL CREDIT CO., Ltd.

ESTABLISHED 1886.

Reports and Collections.

411-412-413 Widdicomb Bldg.,

Grand Rapids.

FOR RENT

The desirable Wholesale Premises at No. 19 South Ionia street (center of jobbing district), comprising five floors and basement, with hydraulic elevator, and railroad track in rear. Excellent location for wholesale business of any kind. Apply No. 17 South Ionia street. Telephone 96.

D. A. BLODGETT.

The.....

PREFERRED BANKERS LIFE ASSURANCE COMPANY

.....of MICHIGAN

Incorporated by 100 Michigan Bankers. Pays all death claims promptly and in full. This Company sold Two and One-half Millions of Insurance in Michigan in 1895, and is being admitted into seven of the Northwestern States at this time. The most desirable plan before the people. Sound and Cheap.

Home office, LANSING, Michigan.

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.

Save Trouble
Save Losses
Save Dollars

Tradesman Coupons

RANDOM NOTES.

I took occasion last week to call attention to the fact that Armour & Co. had placed their line of soaps with the Morse department store, and asserted that Mr. Morse was selling the goods below the regular prices asked by the legitimate retail trade because he was given a "special deal" by the manufacturers. As a result of this publication, I received the following letter from Armour & Co.:

We are just in receipt of a clipping from your paper bearing upon our recent work in introducing our line of soaps in Grand Rapids.

Inasmuch as you do us an injustice by stating that Mr. Morse was given a special deal which was not open to the legitimate retail trade, we trust you will pardon us for troubling you with an explanation, in order that no false impression may be left in your mind.

We state positively that Mr. Morse was given no special deal whatever, and that any buyer willing to take the same quantity as Mr. Morse would be entitled to exactly the same terms. You will note in Mr. Morse's circular, he states, "They wanted us to maintain their prices. The soap is ours. We have bought it and paid for it."

You will appreciate that we had no control whatever over the prices Mr. Morse chose to sell at. The property was his, and if he was so disposed, he might have given it away.

It is our intention, in all our dealings on soap, as on our other products, to treat every buyer with equal justice and fairness, and we will indeed be sorry if you should see fit to misjudge us after this explanation.

I repeat my statement of a week ago to the effect that the Morse Co. was given a "special deal" by Armour & Co. If the latter hanker after a bill of particulars, it can be produced on short notice. Armour's action in selling Morse is in line with his policy all over the country in filling up the jobbing trade and then selling the retail trade at equally low prices, or filling up the retail trade and then selling the consumer on equally advantageous terms. Mr. Morse made no overtures to Armour looking toward the handling of his goods, but, failing to get the goods into the hands of any considerable number of the retail trade, Armour's representative conceived the idea of punishing the retail grocers of Grand Rapids for not giving the product of his soap factory a more hearty reception by consummating a deal with Morse which would deprive the legitimate grocery trade of any considerable profit on the goods actually purchased by them. The cold-blooded statement of Armour & Co. that they "had no control whatever over the prices Mr. Morse chose to sell at" is the stereotyped reply invariably indulged in by those manufacturers who place their products anywhere they can find an outlet, no matter how much the interests of the legitimate trade are jeopardized by such a policy. The true friends of the retail trade are those houses which do as little business as possible with cutters and slashers and who never go out of their way to assist department stores to demoralize trade and unsettle values by according them "special deals" which are withheld from the regular trade. I am glad to

note that the retail grocery trade of Grand Rapids propose to stand their ground and resent the attempt of Armour & Co. to introduce their goods by the cut-throat methods of the department store, and I shall be very much surprised if any considerable number of reputable grocers consent to place the Armour soaps on their shelves until the manufacturers do as Swift & Company did under similar circumstances—abandon the policy of antagonism to the retail trade and concede that even retail grocers have rights which millionaire manufacturers are bound to respect.

* * *

An occasional correspondent asks me to define the meaning of the term "scab," as applied to the man who refuses to wear the yoke of union serfdom. From my view of the case, a "scab" is a man who is a free American citizen and is not ashamed to assert his independence and his manhood; who assumes the right to work for whomsoever he chooses, on any terms he pleases, refusing to be dictated to by the representative of any class, clique or clan, no matter under what name it may masquerade or what object it may avow. Specifically, the term "scab" is applied to a man who refuses to bow his head in submission to the mandates of the drunken bummer and venal schemer who are continually seeking to create and perpetuate strife between employer and employe, in order that they may milk the laborer in their capacities as "walking delegate" and "strike manager."

* * *

Probably no more peculiar man does business in Michigan than Charley McCarty, the Lowell grocer. During the past dozen years I have had occasion to relate many interesting incidents in his career, illustrating his remarkable ability as a trader and speculator, but never until this week have I been in a position to couple his name with a snake story. It appears that a reptile of unusual size recently made his appearance in the vicinity of Lowell, causing considerable uneasiness in certain circles for fear the snake might bite a child or a cow alone in the woods or on the highway. Realizing the opportunity thus presented for showing his public spiritedness, Charley immediately posted a sign, purporting to give a picturesque representation and minute description of the reptile, together with a reward of \$50 for his capture dead or alive. The next act on the programme was thoroughly characteristic of the man—he marshaled his forces, including only his immediate family, and proceeded to ascertain the whereabouts of the snake and slay him forthwith, thus keeping the reward in the family! Of course, some people are so uncharitable as to hint that Charley had the snake corralled before he offered such a handsome reward for his capture, but those of us who have known Charley for the past twenty years spurn such an intimation, as we have come to realize that he is utterly without guile and never does an act of that sort with malice aforethought.

Another Crisis in the Window Glass Industry.

From the New York Shipping List.

The combination of window glass manufacturers is being dissolved by a natural process, and the agreements now in force to restrict production and support prices are not considered binding, as six manufacturers have quietly unloaded their stock on hand without letting the combination into the secret, and the independent factories have prospered while the others mourn the loss of profit. The plan of selling window glass through two central agencies has been in existence for thirteen months. The Pennsylvania and Indiana manufacturers joined hands, with two or three notable exceptions, and the latter have been free lances in the trade ever since the compact was formed.

The dull season found the combine with large stocks which had to be held at uniform figures. In order to relieve the situation the factories ceased operations for six weeks in January and February, and the annual summer closing was ordered one month earlier for the same reason. It is claimed that 85 per cent. of the money secured on the glass sold through the combination agencies had to be paid out for labor and other expenses, and that the interest on the balance of the glass still held will absorb all the margin of profit. The six firms who disposed of their entire stock of glass without consulting the agencies are ready to start up next month, but the other houses in the combine cannot see their way clear to commence operations until after the national election.

Manufacturers are disgusted with the results of co-operation and declare they will not continue the agreement or bind themselves to any other obligation of the sort unless every manufacturer is included in the arrangement. The two or three leading independent manufacturers cannot be influenced to enter into a combination, as they fared much better than those working under agreements. The agency system has not been satisfactory, and it will have to give place to some other method of organizing the trade if it is desired to prevent overproduction and extremely low prices. The outlook is threatening.

Curtailment of Output Continues.

Fall River, Aug. 17—The transactions in the cotton cloth market during the past week have been very small in amount and there seems to be no disposition on the part of the consumers to take the product at any price. Manufacturers have signified a willingness to dispose of goods at the quotation which remains at the lowest point on record but buyers are not interested. The curtailment amounted to 146,000 pieces, or about two-thirds of the full production, but, for all that, the stock on hand has been reduced only 5,000 pieces. The mills are not generally engaged ahead, and as the inclination is to pile up unsalable goods or to continue to let the machinery be idle, the indications are that the curtailment will be continued by many.

Tobacco Novelties.

A Broadway tobacco merchant has a penchant for plaster of Paris tobacco boxes made in exact imitation of human skulls. The top lifts off and the cavity is filled with the weed. The dealer says "swell" women sometimes buy the smaller sizes and put jewels in them. With feminine logic they argue that no burglar would be bold enough to look into a skull for diamonds. He does quite a trade in the skulls and they are unique.

Fruits and Produce.

News and Gossip of Interest to Both Shipper and Dealer.

Reports from the Chicago, New York and Philadelphia markets indicate that the annual deluge of off-flavored, soft and slushy butter is going into the markets. Every year, when the hot weather comes there is an immense amount of poor butter made, but this season there seems to be more of it than ever.

If the legitimate commission firms of Chicago would frame a bill that would put a stop to the thieving operations of its skin "commission merchants," it would render the shippers of the West a great service. There are a dozen sharks on South Water street whose address should be changed to Joliet, Ill.

There is undoubtedly a heavier make of butter at this time of the year than ever before. Pastures are in excellent condition throughout the entire dairy districts of the Northwest, and instead of a sudden shrinkage in the make of from thirty to fifty per cent. during the hot period—in July and August—the make will keep up remarkably well. The flies and the extreme heat have caused the makes to shrink from ten to twenty per cent. this year, but, with the frequent and heavy rains and cooler weather we are having, it is certain that there will be continued heavy production right through the season.

News of the failure of S. D. Watters, the crooked "commission merchant" in New York, will cast a gloom over scores of shippers in the West, who gave him the preference when it came to the selection of a house to whom to entrust their consignments. Watters never had any standing, and was known by the trade generally to be questionable, yet he found a great many creamerymen who believed he could do better for them than the old-established houses of known reputation with whom they were acquainted.

Answering a question from a correspondent, Ice and Refrigeration says that butter will keep perfectly unchanged if frozen at a temperature of twenty degrees Fahrenheit during the season of six months or more, and that ordinary cold storage at thirty-three degrees gives satisfaction if the air is perfectly excluded and the butter is kept covered with brine. The same paper says that a four-ton ice machine will take care of about 18,000 feet of storage space, more or less, according to circulation of air, etc., and that about 300 feet of one and one-fourth-inch pipe will be sufficient per ton of refrigeration.

E. V. McConkey & Co., of Chicago, are denounced as a fraudulent concern by the Chicago Produce, which asserts that the house refers to the Hide and Leather National Bank without first obtaining permission to do so.

Divination in the Watermelon.

"I can read character by the way people eat watermelon, too," said the young woman who understood palmistry.

Everybody at the table stopped eating, with a guilty air, and looked at the young woman who understood palmistry. "You," she said to the young man on her right, "are a person of orderly habits. I know, because you make a clean cut of the melon the whole length of the slice, as close to the rind as you intend to go, and then begin at one end

and take the melon out in even blocks. And you," she went on, turning to the man on the other side of her, "do just the reverse. You cut out a cube here and an oblong there and it leaves the remaining part looking rough and jagged. I will venture to say from that that your office desk is piled up with letters and papers and books and one thing and another two feet deep."

Then she looked across the table. "You," she said, "always want the best of everything and are not over-saving. I can tell that because you do not eat your melon down close to the rind. You leave a good, wide margin of red on the green, because you don't like that part of the melon so well as the heart. If you were of frugal habits you would eat everything down close to the green. As for myself, you see that I show my prudence and foresight by cutting off the heart first and then keeping it to eat last, because it is the best part of the melon. The rest of you don't think about that, and you eat the best first and keep the poorest part until the last, when you will not have so good an appetite."

And such is the terror of being found out, on the part of good and bad people alike, that for the next week everybody at that table tried to eat his watermelon in some unusual way.

Unsuccessful Experiment with Carbonic Acid Gas.

From the Chicago Post.

Fruit can be shipped without ice. Last Friday A. Block, a buyer and shipper of fruit at San Jose, Cal., put about three tons of peaches, plums and pears into an ordinary fruit car, which had been fitted with a carbonic-acid gas arrangement, but not an ounce of ice, and shipped them from his town to Chicago, consigned to Porter Brothers, in South Water street. And at noon today a whole lot of fruit men gathered down at the west end of Michigan street and stood about like a lot of mourners while the car was opened. It was so solemn in appearance that, when the first truckful of peaches came out, every man took off his hat, as if in token of respect for the dead.

And they were dead. Those peaches smelled as they passed by. They smelled just as do kettlefuls of fruit in preserve time when the women tie aprons about their heads and spend all the money in the house for sugar. The boxes looked well. They had come all the way from San Jose without getting the least bit tanned. But the peaches were not good. They were about half cooked—which was either too much or too little. The plums were much the same. It is safe to say, if an unpopular speaker takes the stump in the neighborhood of Kinzie and Kingsbury streets, he will carry away more California fruit on his clothes than he ever willingly put in them.

August Bowser, who personally conducted the fruit from San Jose to Chicago, says he kept the temperature at 72 or 74 when that outside was 90. But he must have slipped a cog somewhere, for a fruit man who slipped a thermometer into the car half an hour after it had been unsealed found a temperature of 93—and still rising.

The theory was that carbonic acid gas would destroy all germs which incite the fruit to rot, and so, if kept at normal orchard temperature, would preserve fruit indefinitely, and no ice would be needed. It made a difference of about one-half in the cost of shipment. Furthermore, if successful, the fruit could be left on the trees until better matured, so that we could get California fruit almost as good as the Illinois variety. But another trial is thought necessary before ice can be banished from the fruit business.

What the country most needs is not more dollars per capita, but more sense per citizen.

We would rather take our chances as the father of lies than as the mother of gossip.

Respect is more than reverence.

PEACHES PLUMS MELONS

We are Headquarters.

BUNTING & CO.,

20 and 22 Ottawa St.,

Grand Rapids, Mich.

PEACHES

Sweet Potatoes, Bananas, Watermelons, Osage Gems

Lowest market price guaranteed. Produce consignments solicited.

STILES & PHILLIPS,

Wholesale Fruits and Produce, GRAND RAPIDS.

Peaches

ALFRED J. BROWN CO.,

GRAND RAPIDS.

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

= = 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.

DON'T DELAY ORDER PEACHES AT ONCE

PEARS, PLUMS, APPLES, MELONS, GRAPES, VEGETABLES.

Mail or telegraph orders to me will save you money.

HENRY J. VINKEMULDER,
GRAND RAPIDS.

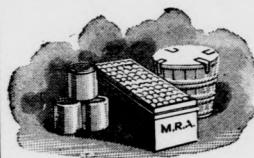
WE ARE ONLY THREE YEARS IN BUSINESS

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

LAMB & SCRIMGER

of Detroit, who guarantee shippers highest market prices.

43-45 WEST WOODBRIDGE ST.



M. R. ALDEN

COMMISSION **BUTTER and EGGS** EXCLUSIVELY

98 S. DIVISION ST., GRAND RAPIDS.

BARNETT BROS.

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

APPLES

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

159 SO. WATER STREET, CHICAGO.

APPLE ORCHARDS

Entire yield bought on the trees at right prices. Correspond with

R. HIRT, Jr., 34 and 36 Market St., Detroit, Mich.

CROOKED DEALERS.

Necessity of Special Laws to Correct Present Abuses.

Correspondence Chicago Produce.

It is plain to all who have given the question any thought, of late, that there must be something done in this country for the protection of shippers who are compelled to entrust their goods with commission merchants in the leading markets. This question has bobbed up from time to time and is one that must have a solution in the near future.

The reader will probably say, if he is informed: "Is not the shipper already protected by law?"

I answer yes and no. To a certain extent he is. That is, he is protected to this extent: There are laws which are very stringent regarding the handling of commission goods. They give the shippers many opportunities to protect themselves. But they throw the entire burden of the prosecution upon the shipper, and in this day and age, with the prosecuting attorneys so wrapped up in work they think more important, it is almost impossible to get a prosecution carried forward without the personal attention of the prosecuting witness.

In other words, while there is a law upon the books, there is nobody to enforce it or collect evidence. The shark who desires to take advantage of the confidence of the shipper succeeds, as a rule, in covering up his tracks well before the cumbersome wheels of the law, as now administered, get around to the case. It is almost impossible to secure a conviction under the present law, despite the large amount of wholesale robbery going on from year to year in many of the leading markets.

When such a condition exists it is plain that there is something wrong somewhere. All who know the business know that this is true. There are a large number of causes which make it almost impossible to secure conviction in such cases. Foremost among these causes is the lack of co-operation upon the part of those who might furnish evidence. It would seem the easiest thing in the world to send in a decoy shipment to one of these houses, then go and buy it, and obtain both account sales and bill of goods. But where one of these houses is doing a fraudulent business he is very cautious about the identity of his buyers, and nobody but one in whom he has confidence can get a straight lot of anything. Many of these sharks will mix two shipments and sell them together in order that evidence may not be had against them on either sale.

The laws of the State are such that it is possible, in case the judge so orders, to force one of these concerns to bring its books into court. But these concerns take very good care to see that no books are kept that would expose their methods to the public in case they were opened up and examined, and again justice is defeated by a weakness in the law.

The commission business is as much of a public trust as the banking or insurance business. When a shipper consigns his goods to a commission merchant, that merchant is as much a custodian of his interests as the banker with whom he deposits his money or the insurance company with which the safety of his property rests. And nobody would ever think of permitting banks and insurance companies to do business with the public without providing a special law and means for enforcing it for the protection of their patrons.

In the city of Chicago there are probably no fewer than 600 firms and individuals engaged in the commission business in fruits and produce. As it is now, the business is open to anybody who cares to go into it, without regard to character or previous record. The laws are such that the field is a great temptation for the unscrupulous, and it is to the great humiliation of the reputable merchants engaged in the business that there are many in it who should not be and who are fast ruining the business. The influx of the class of

people who should not be in the business is so great that prices on stores have advanced because of the enormous competition for locations; and the profits for those doing a legitimate business have been greatly reduced. In fact, the condition is such that some kind of stringent measures for the protection of the business of the legitimate merchant and shipper is demanded.

The question is: What shall that action be? Leagues and organizations may protect some shippers, but not all, and work done by them must necessarily be more in the nature of prevention than in cure. Then even in organization there is not a great deal to be accomplished, as there is always a lack of harmony in the ranks of the trade. It looks as if the only relief to the situation must come through the enactment of special laws to cover the condition. Such laws may be had for the asking, and they should be asked for. If the reputable commission firms do not ask for them soon, the shippers will. And they will be perfectly right and be justified in doing so.

Look on This Picture and Then on That.

From Brains.

In contrasting two styles of store-keeping in grocery lines, we are invited to look upon these two pictures: One kind of a corner grocery—Sawdust on the floor, kerosene and molasses mixed with it; everything topsy-turvy and nasty; some men smoking. Another kind of corner grocery—A handsome reception room in front; carpet or pretty matting or rugs on the floor; a really pretty table in the center of the room, with clean, appetizing samples of green groceries on it; a light spray of water falling over the vegetables and fruit from a tiny fountain; windows neatly decorated. The whole to look like a parlor. Not a speck of dirt in this front room. All goods delivered at and taken from the side, and none of them ever brought into the front room, excepting such neat packages as customers are to carry away with them. Women are the customers of groceries. Which of these two kinds of grocery would be apt to attract the women of the neighborhood? Somebody will some day see this point and we shall have grocery parlors where women won't have to hold up their skirts and be afraid.

Stands Well at Home.

From the Mancelona Herald.

The Northern Michigan Retail Grocers' Association, at their recent meeting in Grand Rapids, paid a high compliment to the ability and worth of Jess Wisler, by electing him President of the organization. Mr. Wisler is one of our foremost business men and the people of Mancelona recognize and appreciate the distinguished honor that has been so worthily bestowed upon one of the town's representative citizens. That he will fill the position with credit admits of no question of doubt.

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.

Order

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

..... OF

F. J. Dettenthaler,

117 and 119 Monroe street,
Grand Rapids

F. J. ROHRIG, Jr.,
Wholesale and Retail Dealer in

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

Recleaned Oats a Specialty.

Mack Ave. and Belt Line.

DETROIT.

Every Dollar

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

TRADESMAN COMPANY, Grand Rapids

BEAUTIFUL NEW CROP

TIMOTHY HAY AND OATS

from first hands. Car lots. Write for special terms.

NIMS & HOUFSTATER,

LAKE ODESSA, MICH.

HOME GROWN

"WHITE PLUME" CELERY

12½c and 15c per dozen.

A very hardy variety. Stands shipment well. Finest flavor.

OSCAR ALLYN,

GRAND RAPIDS, MICH.

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.

THE SILVER CRAZE

We have 800 packages of new crop Japan teas, just arrived, splendid values, at 18, 19 and 29 cents for leaf, 9 and 10 cents for package dust and 8 cents for bulk dust.

We will guarantee quality and price equal to any teas offered in this State, and with every order for one-half chest we will present the purchaser with three new Mexican silver dollars.

If you are a believer in silver, you have a finer dollar, intrinsically, than the American. If you are a gold man, you can sell the Mexican dollar for 50 cents. We will credit them up at this valuation at any time.

We still offer Fancy lemons at \$4, Extra Fancy at \$4.50 for 300's, Bon Ton cheese at 6¼ cents, Armour's Potted Meats, ¼'s, at 30 cents, ¼'s, at 60 cents per dozen. Best Minnesota flour, ¼'s cotton sacks, at \$3.65, Michigan second patent at \$3.20 per barrel

Terms as usual, cash with order in current exchange.

THE JAMES STEWART CO.,

(LIMITED)

SAGINAW, MICH.

Around the State

Movements of Merchants.

Munising—R. H. Thoenen has opened a tin shop.

Cheboygan—G. C. Dodd & Co. have opened a new grocery store.

Norway—Oscar Gustafson has started a new boot and shoe store here.

Howell—Tooley Bros. have purchased the meat business of Floyd Walton.

Kalamazoo—Frank C. Friend has sold his grocery stock to W. E. Burland.

Saginaw, E. S.—Frank Baumgarten, clothier, has sold out to Peter Bauer, Jr.

Horton—D. H. Elliott has opened a new hardware store in the Bishop building.

Gladstone—Bergman & Erickson succeed John Bergman in the meat business.

Hillsdale—Manheimer Bros. succeed Levi Guggenheim in the clothing business.

Charlotte—Harlow & McGrath succeed B. W. Hodgeman in the grocery business.

Dowagiac—Chas. Bakeman succeeds Chas. Bakeman & Co. in the grocery business.

Grand Marais—A. D. Martin succeeds Shaw & Martin in the bakery business.

Ypsilanti—A receiver has been appointed for the meat firm of Fairchild & Kuster.

Middleton—Eesley & Son, of Maple Rapids, have reopened a flour and feed store at this place.

L'Anse—Geo. J. Bovee has purchased the confectionery and stationery stock of J. F. Orr & Co.

Alpena—Mark C. Bostwick announces that he will close out his shoe stock on account of ill health.

Ann Arbor—Muehlig & Schmid have completed extensive improvements to their hardware store.

Escanaba—Chas. Lefebore & Son continue the grocery business formerly conducted by Chas. Lefebore.

Ashley—Jerome F. Bush announces that cash will be king at his hardware establishment on and after Sept. 1.

Newberry—Wm. Dollar has commenced the season's work of logging. D. McCloud will do the same Sept. 1.

Lake City—Eugene Turner has embarked in the grocery business near this place, naming the location Turnerville.

Monroe—L. W. Newcomer has purchased the clothing and men's furnishing goods stock of E. C. Rauch & Co.

Iron Mountain—An attachment has been put upon the dry goods stock of Brande & Shear and the store closed by the sheriff.

Port Huron—The Prescott-Winchester Co. has uttered chattel mortgages on its wall paper and paint stock to the amount of \$3,563.

Plainwell—Mark Rumery has purchased a half interest in the bakery formerly owned by Spencer & Andrews, Mr. Andrews retiring.

Homer—E. A. Ward, of Chelsea, succeeds Geo. N. Burgess in the grocery and bakery business, Mr. Burgess retiring on account of poor health.

Paw Paw—Harry Waters, the hardware merchant, while riding his bicycle rapidly down Main street last Friday, crashed into a team and was perhaps fatally injured.

St. Ignace—C. J. McArthur, of the hardware firm of McArthur Bros. & Co., is spending the summer as clerk of the steamer Ossafrage, on the Soo-Cheboygan route, on account of ill health.

Cedar Springs—An almost empty gasoline barrel exploded Monday and injured A. Nickerson, the hardware dealer. He lies in a precarious condition. He was examining the barrel with a lighted match.

Munith—Fred Walton, formerly engaged in the grocery business at Homer, has purchased the general stock of Chapin & Sherman, at Mason, and removed it to this place, where he will engage in business under the style of Walton & Co.

Detroit—About seventy-five retail grocers met one evening last week and decided to organize an association. Duncan King was elected temporary Chairman and Edward Marks temporary Secretary. Another meeting will be held Thursday evening to complete the work of organization and elect permanent officers.

North Dorr—John Schichtel, Jr., and Charles Himmler have formed a co-partnership under the style of J. Schichtel, Jr., & Co. and purchased the general stock of Schichtel Bros., who recently succeeded Geo. Schichtel. The mortgage on the stock will shortly be discharged, as the new owners have sufficient capital to liquidate all the indebtedness of the former firm.

Detroit—Winans & Co. have uttered chattel mortgages on their dry goods stock, aggregating \$44,274.03. The mortgages were given in one, two, three or four, the Union Trust Co. being first protected. The first mortgage is filed in their favor, the consideration being notes for \$1,000, \$2,000, and \$3,000, covering all goods in stock. The second mortgage runs to Hood, Foulkrod & Co., of Philadelphia, and is in the sum of \$26,059.38, covering the same stock, and also the household goods at 736 Cass avenue, the residence of Mr. Winans. The third mortgage is in favor of Edson, Moore & Co. and Burnham, Stoepel & Co., the former being protected in the sum of \$7,197.55, the latter to the extent of \$5,017.10. The mortgages are all given in the name of Eva Winans, wife of W. N. Winans, in whose name the business transactions of the firm have been carried on.

Detroit—Hatch & Boyle, wholesale dealers in grocers' and butchers' supplies at 135 Jefferson avenue, have filed two chattel mortgages on their stock of goods and on their book accounts and bills receivable. One instrument was filed last Saturday after office hours and named Lincoln R. Meserve as trustee, and the mortgage covers a large number of small debts, aggregating \$16,735.16, most of them in sums of \$400 or less, due various wholesale firms throughout the country. The schedules include \$11,383.47 in notes and \$5,351.61 in book accounts. Another mortgage filed Monday morning, names Durbin Newton as trustee and provides, first, for the payment of the expenses of the trust; second, for the payment of a note running to the Home Savings Bank; third, for two or three small accounts, and, fourth, \$500 rent due the Francis Palms estate. The store of Hatch & Boyle has been closed since Friday for inventory, being in charge of Mr. Newton, who is connected with the law firm of Maybury & Lucking, attorneys for the embarrassed firm. Mr. Lucking says that the embarrassment of the firm is due to no other reason than meager business, caused by the prevailing hard times. The amount of the first mortgage given, which secures claims of the Home Savings Bank, is about \$9,000, and Mr. Newton seems to have the in-

side track in the matter, although his mortgage was filed last in the office of the city clerk. However, it was the first mortgage given. Mr. Meserve, as holder of the second mortgage, attempted to get possession of the store and stock, but could not do so, and finally desisted.

Manufacturing Matters.

Dundee—Stone & Moore succeed Geo. Stone in the lumber business.

Kalamazoo—Dewing & Sons' sash and door factory has been shut down.

Berlin—J. J. Robson has leased the E. J. Squires grist mill and will continue the business.

Holland—The Wheeler Window Screen Co. has been incorporated under the style of the Wheeler Co.

Benton Harbor—The S. E. Burnham Co. succeeds Laas & Burnham in the bicycle manufacturing business.

Goodrich—Williams & Longmore, who operated a creamery at this place, have dissolved. The business will be continued by G. H. Williams.

Forest Grove—The Jamestown Creamery Co. paid a cash dividend of 17 per cent. out of the profits of the business for the first six months of 1896.

Alpena—F. W. Gilchrist has begun the manufacture of maple flooring. At present this is something of an experiment with Mr. Gilchrist, but, if the results are as satisfactory as he anticipates, a large plant will eventually be put in.

Marquette—F. H. Begole & Co. have purchased a tract of timber near this place owned by the Iron Cliff Mining Co. James Norton, of Ewen, has taken the contract to cut the logs, and has begun operations. The logs will be sawed at Marquette.

Detroit—The Detroit Gas Engine Company, with a capital stock of \$40,000, all of which is represented to have been paid in, has filed articles of association with the county clerk. The stockholders are John B. Hicks, 1,500 shares; John W. Welch, of New York, 1,425; William V. Moore, trustee, 900; William V. Moore, 125; Duncan Symington, 50.

Detroit—The Hawley Down Draft Furnace Co. has filed articles of association in the county clerk's office. The paid in capital stock is \$100,000. The principal stockholder is Chas. E. Bleyer, of Chicago, who owns 9,940 shares of stock. Frank E. Kirby, Chas. A. Strelinger, F. D. Hinchman, Edward W. Voigt, Geo. Peck and Henry A. Harmon, of this city, each own ten shares.

Ecorse—The Tecumseh Salt Works has finished the foundation for the sheds in which it will store its salt. The company will commence operations in a few weeks. The daily output for this year, after the works are in operation, will reach 1,500 barrels. It is expected that the works will eventually produce 5,000 barrels of salt daily. An official of the company asserts that the cost of producing a barrel of salt will not exceed 5 cents.

Menominee—The Kirby Carpenter Company shipped 10,000,000 feet of lumber during July. This was less by 10 per cent. than shipments in July last year, but the falling off is not serious. The company's entire shipment, so far this season, by lake and rail, has been something more than 43,000,000 feet, against 46,000,000 feet during a corresponding portion of last year. A large percentage of the company's shipments this season go by car ferry.

Detroit—Papers have been filed forming the Detroit Sprocket Chain Co., Ltd., with an authorized capital of \$25,000, of which \$10,000 is subscribed. The officers of the new concern are Theodore D. Buhl, Chairman; Thompson H. Simpson, Treasurer; L. B. Ball, Secretary and Superintendent. A plant will be established here at once for the manufacture of detachable link belting, malleable iron buckets, sprocket wheels, and elevating and conveying appliances.

Detroit—The controversy between the stockholders and others interested in the affairs of the Universal Elevator Co. culminated Monday in the filing of a bill for a receiver of the concern in the Wayne Circuit Court. Chas. W. Moore, the President, is the complainant in the bill. The Court is also asked to declare void the trust deed of the property executed by certain officers to Wm. Livingstone, Jr., and an order is asked for the sale of the property to satisfy creditors. The bill estimates the assets of the corporation at about \$25,000 and the debts at about \$29,000. Mr. Moore says he has advanced \$300 on the company's account and has also indorsed its paper to an amount approximating \$6,200.

The Grain Market.

Wheat seems to be controlled almost entirely by the money market. Notwithstanding everything points to higher prices, the money question seems to be the cause of the depressed market. Trade on September wheat is well evened up, so that there is no fear of an excessive amount being thrown on the market. The difference between September and December wheat has widened to 4c per bushel. The receipts in the Northwest have fallen off slightly. The exports during the month of July were 4,000,000 bushels more than during the corresponding month last year and the winter wheat receipts are very unsatisfactory. Much of the wheat comes in damp and unfit for use. However, there is not so much in this market as in wheat centers. Very few farmers in this locality were so careless as to let their wheat spoil after it had been harvested.

The visible decreased only 553,000 bushels, when a decrease of 1,000,000 was expected. This had a depressing effect on the wheat market and it closed about 2c lower than one week ago. It is always gloomiest before brighter days and we hope it will be so in this instance.

Corn, also, had a relapse and, notwithstanding prices were so extremely low, they sagged about 1c. Oats, owing to the small amount harvested, remain very steady and strong. At present writing corn is only about 1c higher than oats—rather out of line, but the great common law of supply and demand regulates this.

The receipts during the week were: wheat, 47 cars; corn, 2 cars; oats, 2 cars—rather small for coarse grain.

The mills are paying 55c for wheat. C. G. A. VOIGT.

The word "safety," as applied to a bicycle, refers to the one who rides it and not the one who collides with it.

Cultivate the ambition to be famous, but work for the right kind of fame.

The man who is a failure seldom claims to be a self-made man.

No man can reap everything he sows, or sow everything he reaps.

Grand Rapids Gossip

The Grocery Market.

Sugar—Although the raw market, both home and abroad, showed some fluctuations, there was no change in refined until Aug. 17, when there was a decline of 3-16c in No. 15 and all grades from Nos. 1 to 7, inclusive, and 1/8c in all other grades. The immediate future of the American market in refined depends, to a great extent, upon the European market. The consumptive demand has been fairly good, and should increase from now on as the full tide of the peach season develops. Grocers have no very large stocks on hand now and are, therefore, in good position to buy.

Provisions—Western packers have killed 170,000 hogs the past week, compared with 130,000 the preceding week, and 125,000 for the corresponding time last year, making a total of 6,725,000 since March 1, against 5,580,000 a year ago—an increase of 1,145,000. The supply has been ample for the calls of packers, under the existing position of prices. Several of the prominent Western concerns are now closed and not likely to renew operations until there is more inducement than can now be found. Prices of hogs have declined and the average for prominent markets is about 20 cents per 100 pounds lower than a week ago. The trade continues to be surrounded with a variety of elements calculated to interfere with an important shaping of prices upward. The offerings of hogs have somewhat exceeded the expectations, and, there being fewer buyers, prices naturally have become weaker under the lessened competition. As in other channels, the speculative feature of the market is held in check by the monetary situation, which is becoming more and more an element of restriction to business operations. There is a fair current distribution of product, especially of sugar-cured meats, and some indication of better call for lard from abroad. Last week's export clearances of meats were exceptionally large, and decidedly liberal of lard. Values at the close are considerably lower than a week ago. The stocks of lard at Chicago are a feature of considerable comment. In order to account for the quantity reported on hand and to have been shipped during the five months from March 1 to Aug. 1, the average yield of lard per hog must have been about 70 pounds, by excluding other products as mixtures, which have to some extent been used, at least in the compound product, which has an established trade. The relation of prices, of late, has precluded the absorption of other edible fats in the commercial lard. A computation relative to the meat product, taking into consideration the stocks at the beginning and end of the five months' period and the reported movement, indicates an average of about 100 pounds per hog at Chicago—which is consistent with the showing in regard to lard. In other words, the indicated total yield is about 170 pounds per hog, which is about 70 per cent. of the average weight.

Plug Tobacco—Sorg announces a decline in Spearhead to 35c and in Nobby Twist to 36c. The decline is likely to be only temporary.

Fish—Whitefish has declined 50c@\$1 per bbl. and the market is still weak and unsatisfactory. The receipts of domestic mackerel in the East have been very light and the market is very strong. The only way in which the heat

affected the market was in the way of preventing the advance which would otherwise have surely occurred. Large new mackerel of good quality are expected to advance at an early day. The Canadian mackerel catch this season is a complete failure.

Molasses—There is no change in price on any line of molasses, although all figures could be shaded if business could be done. Fancy grades of open-kettle are rather scarce, but the lower grades of centrifugals are in plentiful supply.

Rice (Shipping List)—Prices have not been altered in essential features during the week and the old range is therefore repeated. It is claimed by holders that the fullest prices are obtained for the stock passing into the hands of buyers. The market is firm in the North, while at the South there is a strong market, with a fair movement. Crop accounts are in the main favorable, especially in Texas, the latest Government report stating that the rice crop there is in excellent condition.

Purely Personal.

Morris A. Heyman, wife and two children are spending two weeks at Evart, visiting Mrs. Heyman's brother, Benjamin Wolf, and Mr. Heyman's sister, who is Mrs. Benjamin Wolf.

Lester J. Rindge has been spending a couple of weeks at St. Andrews, N. B., and is now at Boston for a few days on his way to Nantasket. He is accompanied by his daughter, Miss Annah Rindge.

J. C. Foster, Secretary of the M. R. Manhard Co., Ltd., Newberry, was a delegate to the Republican State Convention and took advantage of his trip to Grand Rapids to run down to Indianapolis and get married.

David Holmes and the Elk Rapids Iron Co. parted company Aug. 1, greatly to the regret of many friends of both. It is announced that the vacancy caused by the retirement of Mr. Holmes will be filled by R. G. Bruce, formerly of East Jordan, who takes the reins Sept. 1.

Wm. Logie (Rindge, Kalmbach & Co.) and family are now pleasantly settled in their new summer home at Macatawa Park. The cottage is located in the open space between the bluffs, with ample frontage on Lake Michigan, and is generally conceded to be the most completely equipped cottage on Black Lake.

Geo. L. Medes, who has been identified with the Herold-Bertsch Shoe Co. since the organization of the corporation, has sold his stock in the company to Christian Bertsch and will seek an opening elsewhere. The vacancy caused by the retirement of Mr. Medes has been filled by the election of Russell W. Bertsch as Secretary.

Temple Emery, formerly President of the Holland & Emery Lumber Co., at East Tawas, states that he has some excellent offers in Bay City to take the management of the lumbering affairs of two or three different lumber companies, but as yet has not accepted any of them. He deplores the combination of circumstances which compelled him to retire from the Holland & Emery Lumber Co., but asserts that he has plenty of pluck to enable him to forge his way to the front again.

Ronan & Mason succeed L. L. Ronan in the boot and shoe business at 207 South Division street.

The Morning Market.

Much is said, and properly, in the way of commiseration for the poor farmer who must be up and doing the greater part of the night to meet the demands caused by the early Morning Market, but less consideration is given to the dealer who must meet him there. Much the most laborious and taxing of the duties of the grocer who handles fruit and vegetables are the ones pertaining to this department of his business. The successful grocer, as a rule, is the one who does his own buying. It is not alone that he must be up and on the market at 4 o'clock; constant vigilance must be exercised in the handling and disposing of this class of his goods. The quick deterioration and spoiling of fruits and green stuffs necessitate the exercise of the most careful judgment in buying and in fixing prices and in the proper display and management of the selling. There is no line of trade in which quickness of action is so imperative as in the work of the green grocer. A considerable element of the anxiety and care is due to the custom of displaying and selling outside the store. For instance, the checks possible on the dishonesty of clerks in indoor trade are inoperative here. The proprietor ought not only to be the buyer, but it would be well if he could do all the selling. There must be a limit, however, to what one man can do; but the temptation to constant work in this line for the dealer is a strong one. Happy is the grocer who can content himself to omit this branch from his business, if he has any particular regard for personal ease and comfort.

The most notable feature of the Market continues to be the remarkable display of fruit and vegetables so far in advance of their usual season. The early varieties of peaches are offered in great abundance. It was estimated that no less than 5,000 bushels were marketed Saturday, and the quantities have been still greater this week. There are, also, large offerings of plums and pears, and the abundance and varieties of apples are without a parallel at this time of year. Some apprehension has been expressed that the winter variety of the latter fruit are ripening so rapidly that it will be at the expense of their lasting quality, and that they will become scarce in the winter. There is the same early abundance of vegetables, of all kinds, including many wagonloads of home grown melons of all varieties, which are not usually expected for some weeks yet.

As might be expected from this state of affairs, prices are low. The rapid ripening, with the quick softening caused by the hot, moist weather of recent weeks, has compelled sales of fruit at almost any price. The present cooler weather is exerting a favorable influence on the condition of the fruit and will, doubtless, improve prices.

Fruits and Produce.

Apples—Dealers ask 15@25c for choice eating varieties and 10@15c for cooking grades. The market is in a glutted condition, the daily offerings being in excess of the consumptive requirements of the market. There is no distributive demand, owing to the fact that home grown stock is meeting the requirements of the trade in nearly all localities.

Beets—30c per bu.

Cabbage—\$3 per 100 heads.

Carrots—25c per bu.

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

Corn—3@5c per doz. ears.

Butter—Receipts continue small and the firmness which was a feature of the market a week ago continues, with strong probability of still higher prices. Fancy dairy meets quick sale at 14c and factory creamery is improving in demand at 16c.

Dressed Poultry—Owing to the prolonged heated spell, the market languished and the demand is weak.

Eggs—The advent of cooler weather has improved the demand and will soon have a salutary effect on the quality of receipts. Prices are fully 1/2c higher than a week ago, fancy candled bringing 9½c.

Grapes—Wordens are lower than a week ago. Five pound baskets are billed out at 12c and 8 lb. baskets at 16c.

Muskmelons—Home grown of excellent quality and unusual size are in ample supply at 75c per doz. Osage and Benton Harbor bring about \$1 per doz.

Onions—40c per bu.

Peaches—The termination of the hot wave is cause for general rejoicing among both growers and dealers, as the warm weather was crowding the crop along too fast to be handled advantageously. Dealers complain bitterly of the losses sustained by shipping early peaches to markets 48 hours distant, but the fruit now coming in reaches its destination in excellent condition and the returns are as satisfactory as could be expected, considering the fact that prices are low all along the line. Mountain Rose are billed out at 40@50c, Barnards at 50@60c and Early Crawfords at 60@75c. These prices are, of course, not satisfactory to the grower, but they are all the people will pay.

Pears—Bartlett are in ample supply at 50@75c per bu.

Plums—Lombards and Imperials bring 60@90c per bu., according to size and quality.

Potatoes—15@20c per bu.

Summer Squash—1c per lb.

Tomatoes—The crop is large and the price low. Dealers bill out fancy stock at 20@25c per bu.

Watermelons—10@15c apiece, according to size and quality.

Flour and Feed.

As we might naturally expect, there has been a dull dragging market the past week or ten days. To be sure, trade is usually light during midsummer and the intense heat for the past ten days has had a tendency to further curtail business, a great many buyers having gone to the resorts.

The movement of wheat has been a little better, but, as the season advances, continued unfavorable reports from threshers confirm the belief that the shortage in winter wheat will be much greater than has been looked for. Millers, realizing this, are holding prices firmer, not caring to sell ahead until they know where the wheat is to come from.

There has been some export trade the past week, but prices have been extremely close. A good many foreigners seemed to think that wheat had not reached bottom and their offers were, therefore, a little too low to permit of much profit to the miller. Ocean freights were weaker, however, and some business was booked.

There is nothing new in the mill feed market, prices being unchanged and demand continuing light.

The further decline in both corn and oats makes it necessary to note another drop in prices on ground feed, meal, etc. Best quality No. 1 ground feed (old oats) can now be had at \$12 per ton.

WM. N. ROWE.

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

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



Cash Sales.



Loss on Credit Sales

To increase cash sales and
stop losses 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. D. Hunter

Make map of store below.

No. 8.

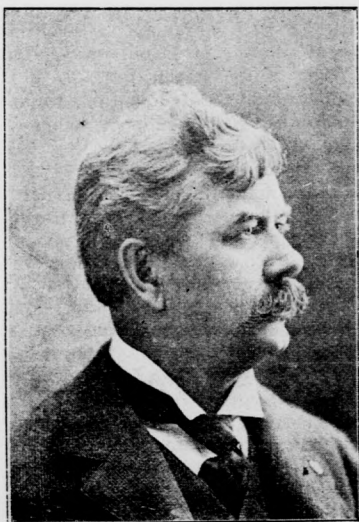
Show, by pencil, location of front door, counters, show-windows, show-cases, safe, cashier's desk or cash-drawers.
Each square to represent five feet.

This image shows a full page of blank graph paper. The grid consists of small squares formed by thin black lines. There are approximately 20 columns and 25 rows of squares. A single vertical line runs down the left side of the page, creating a narrow margin between the edge and the first column of the grid. The rest of the page is filled with the uniform grid pattern.

MEN OF MARK.

H. V. Hughes, Manager of the Alderton Mercantile Co.

Herbert V. Hughes was born at Waterford, Oakland county, July 10, 1853, his father being of Irish descent and his mother of Welsh ancestry. When he was one year old his parents removed to Saginaw City, where his father conducted a blacksmith shop for several years, subsequently becoming landlord of the old Washington House, which he conducted for several years. H. V. attended school until 16 years of age, when he was apprenticed to learn the trade of brickmaking. He subsequently acted as scaler for a lumberman for two or three years, when Keho Bros. placed him in charge of their branch grocery store at St. Louis. Liking the business, he decided, after a year's experience,



to embark in the grocery trade on his own account, and for the next twelve years he conducted a retail grocery store at Saginaw City, during which time he erected the Hughes Block, a two-story building comprising three stores, which is still in the possession of the family. Failing health compelled him to retire from the grocery business in 1888, when he sold out to Henry J. P. Graebner, who still continues at the same location. After a year of enforced idleness in recovering his health, Mr. Hughes formed a copartnership with Calvin W. Clark, traveling salesman for Dwinell, Wright & Co., and embarked in the wholesale tea, coffee, spice and grocers' sundries business. Lack of capital was found to be an unsurmountable obstacle to the success of the business, which was closed out. Mr. Hughes removed to Grand Rapids, where he followed various occupations for a couple of years, subsequently taking the agency of the Champion Cash Register Co. in Wisconsin, Illinois and Iowa. He then accepted the local agency of the National Cash Register Co., but naturally availed himself of the opportunity to get back into the grocery business on being tendered the management of the Alderton Mercantile Co., at St. Johns, which succeeded the St. Johns Mercantile Co. in general trade about three months ago, at which time Mr. Hughes became a stockholder and director in the corporation and was elected Secretary and General Manager.

Mr. Hughes was married March 31, 1881, to Miss Mary Baum, sister of Hon. Wm. B. Baum, who is now serving his third term as Mayor of Saginaw. Five boys have blessed the union,

four of whom are still living, ranging from 2 to 14 years of age.

Mr. Hughes is a member of the Court Street Presbyterian church of Saginaw, West Side, and has proceeded in Masonry as far as the Chapter. He is a member of Imperial Lodge, K. of P., and Daisy Lodge, B. P. O. E. (Grand Rapids), and has recently joined the K. O. T. M. (St. Johns).

Mr. Hughes is thoroughly posted in the grocery business, having made a study of each department of the work, both from a practical and scientific standpoint. He is a cautious buyer and possesses the happy faculty of arranging his stock to most excellent advantage. During the time he conducted a retail store in Saginaw he achieved the reputation of having one of the best arranged grocery stores in Michigan. While it will take him some little time at St. Johns to bring about all the changes he has in contemplation, the Tradesman has no hesitation in expressing the belief that he will ultimately have one of the most attractive mercantile establishments in Michigan.

Freight Competition.

Written for the TRADESMAN.

The fact, which is constantly becoming more patent, that competition of more railways than are needed to do a certain service means additional tax for their support is directing attention to the problem of the proper regulation of co-operation in the management of railway interests. The general tendency of legislation and the work of the Interstate Commerce Commission has been in the direction of the prohibition of pooling or combining interests in any way.

Competition is practically of no effect except at points where the competing roads are both represented by stations, which, of course, comprise but a small percentage in the closest competing lines. In the natural operation of competition these points were the only ones benefited, as the roads were compelled to charge sufficiently high tariffs at the non-competing points to make up for the loss at the others. This was a matter which early received the attention of the Commerce Commission and legislation was enacted which partially corrected the evil known as the long and short haul provision. But in the long run the effect of this has practically been the neutralizing of the effects of the competition.

In the development of railway freight transportation it has been found that prices must be gauged by the cost of maintaining the service and paying fair returns on the investment. In the gradual crystallization of the freight traffic systems the amount of revenues necessary for this has become fixed and defined. To support a road doing a systematic traffic requires a certain income. It might do twice or three times that traffic with comparatively small increase of cost of operation. Hence it follows that to support two lines where one could do the work means nearly doubling the cost. The principle of this sort of competition has been so largely employed that it has resulted in arbitrary schedules of cost for proper returns for railway support; and for self-preservation it has been necessary for the roads to co-operate to the extent of agreeing upon these schedules even at competing points. Thus competition is nullified and, when the high and arbitrary rates are subjected to the scrutiny of the Commission or legislatures, the showing of income decides the reason-

ableness instead of the proper cost of the service.

The country is burdened to a tremendous degree with the undue cost of railway transportation. The problem is coming to engage increased public attention. Many of the old axioms and theories are coming to be proven fallacies. The axiom that competition brings down rates has been shown to be false, and even the theory that there must be no pooling or combination of interests is coming to be questioned. As it has been shown that the maintenance of so great a number of agencies, stations, etc., means increase of cost that the public must pay, the question is being raised as to whether there may not be a consolidation of these to secure reduction of cost and increased convenience.

W. N. F.

Coercion Never Wins Over an Opponent.

No man interested in the progress of labor toward higher and better conditions but sincerely regrets any act of violence perpetrated in the name of a fair demand for justice. That such acts will occur without premeditation or encouragement in times of excitement, everybody admits. Human nature has to be taken for what it is, and not always for what it ought to be. If all men were wise, prudent and just, there would be no cracked heads either in political or industrial agitation; but, as a matter of fact, these virtues or qualities are not so much in evidence as they ought to be in so advanced a stage of civilization as we sometimes pride or delude ourselves as having reached. The barbarian and the brute are by no means extinct. They are simply under restraint. It is largely a case of personal or social repression. It breaks out sometimes as a fire does when the hose is on the reel, or as the wild animal does in a tame cat when the canary is in reach of its paw. It is the spirit that makes a cockpit attractive, or a prize fight more interesting than an eclipse of the moon. The jingo has his stock argument in this weakness of human nature, and the oppressor and the despot are the agency of his triumph. We can as well expect a leopard to lunch on lettuce, or a wolf to dine on clover, as to expect every man to abstain from violence when his passions are aroused. This admitted, it does not follow, by any means, that intimidation or assault are justifiable, especially in cases of labor disputes. In nine cases out of ten, the opposite policy is not only the best, but the only means of removing industrial friction and securing recognition of justice. Protests are not made either logical or successful by brickbats. Coercion by the bludgeon can never right a wrong or change the conviction of an opponent. There is no light thrown on a labor dispute by an incendiary torch; it simply reveals the scoundrel that carries it. Cracking the head of a policeman or pulling the ears of a militia man are blind methods of correcting the pay roll of a foundry or a street car line. Yet, even at the date of writing, this brutishness is mistaken for a solvent of grave labor problems. Does any man really suppose that breaking the nose of a non-union man inspires an affection for unionism, or that public sentiment can be won over by any such method? We venture to say that such acts as these have done more to estrange industrial relationship and to blind men as to the real causes of labor discontent than almost any other impediment to industrial harmony and prog-

ress. We may blame hoodlums, toughs, and scoundrels at large for many of the vicious and criminal acts that are done during strikes, but however strongly this may be proven, the fact remains in too many instances that the bludgeon is in other hands. When labor goes further than a verbal protest against this violence and promptly ejects all such fools from its associations, the crimes against order and human rights will be saddled on wild asses and not on those who have a just cause for dispute or agitation. When we need a Gatling gun in the Supreme Court we may need the bludgeon in strikes. As it is, justice and fair play are worth more than a pile of rocks.

FRED WOODROW.

Jackson Grocers Score their Fifth Success.

Jackson, Aug. 15.—The fifth annual excursion of the Jackson Retail Grocers' Association was held at Baw Beese Park, near Hillsdale, Aug. 12. A terrific storm during the night of the 11th and a cloudy morning following caused a goodly number who had made calculations to be with us to back out. For this reason we had not so large a number of guests as we anticipated, but we had a most excellent party and a glorious time. The excursion was made up of two sections—fifteen coaches—the first one leaving Jackson at 7:50 a. m. and the second one-half an hour later, reaching the grounds at Baw Beese Lake between 9 and 10 o'clock. The day proved to be an ideal one for picnics. The rain of the night before had cooled the atmosphere and the temperature of the day was just as near right as anyone could wish. Upon our arrival at the grounds we found that N. H. Widger, the manager, who is considerable of an artist, had decorated the arch at the entrance with a banner bearing the legend, "Welcome, Jackson Grocers," including pictures of barrels of flour, chests of tea, boxes of soap, starch, spices, etc. The banner was very tastefully arranged and the courtesy was appreciated by every one. Mr. Widger was not satisfied with this kindly act, but kept adding to his credit all the day.

There have been many attractions added to the Park and Lake since our previous excursions, which make Baw Beese Park resort more attractive than formerly.

Our Jackson people devoted the day principally to riding on the steamer, the row boats, the toboggan, and the water circus. The attractions at the bathing places were such that the water was full of people from morning until night. Very many of our grocers and their guests formed parties in advance of the day and, when they arrived at the grounds, chose a table for their use and kept "open house" all day.

In the afternoon the game of base ball for the retail grocers' silver trophy was played. Only eight innings were played, the contestants being the nine of the wholesale grocers, and the nine of the retail grocers. The wholesalers won the trophy last year at Diamond Lake, but this year they were "not in it," as the score stood 8 to 0 in favor of the retailers. Dancing was indulged in by those who cared for that kind of amusement all the afternoon and evening, the music being furnished by Boos' First Regiment band and orchestra, who accompanied the excursion.

The officers of the Association and committees were everywhere present, to give information and assist in the pleasures of the day, to which fact may be attributed a great share of the success, making everybody feel that they had enjoyed a day of pleasure.

The trains left the Park on their return trip at 6:30 and 9 p. m., arriving at Jackson in very seasonable hours, and with our good record continued of not an accident or misfortune to mar the pleasure of the grocers' excursions.

While the number of our guests was not so large as on previous occasions, we had ample numbers to defray all expenses and leave a balance for the treasury.

W. H. PORTER, Sec'y.



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.

ADVERTISING RATES ON APPLICATION.

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 19, 1896.

A PANIC NOT A PANIC.

The most salient characteristic of a financial panic is the failure of great numbers of fiduciary and mercantile enterprises. The other distinctive features are depression of values and prostration of industries. The failures are the direct result of the fright or panic which causes the sudden withdrawal of credits, and demand for liquidation necessarily bringing disaster to all who may be caught unprepared.

The abnormal depression of values and the stoppage of business accompanying such storms are generally considered as consequences of the distrust and hesitation caused by the scare. There is also to be considered the inevitable reaction from fictitious or boom values which, as elements of speculation, constantly exist. These effects of the panic have come to be confounded in the mind with the panic itself, so that the period of depression is called by that term.

About ten days ago, there was such a "panic" in which sudden fright was not an element; and it also differed from ordinary panics in that there were no important failures. But the other characteristics—depression of values and prostration of business—were decidedly in evidence. It should not, by any means, be said that distrust and fear are not elements of this reaction; but the causes leading up to it have been so many and have operated so gradually that the country has escaped the disastrous consequences resulting from sudden fear.

Indeed, the reaction has been so gradual that few realize the extent to which it obtains, and the statement that the average of speculative stock values was less than it had been before since the close of the depression resulting from the panic of 1873 will take many by surprise. That is to say, it was not only lower than the panic of 1890 caused by the Barings failure in London, but was lower than that of 1893.

The principal cause to which the present reaction has been attributed by leading financiers is the apparent strength of the ultra silver sentiment in the country. Plausibility seems to be given to this explanation in that, since the manifestation of this sentiment seemed to reach a culmination some ten days ago, there has been a decided recovery in stock values.

The experience of a panic without a

panic is unique in recent times in this country. Whether it is that the causes leading up to it have operated so gradually and have been so openly discussed as to eliminate the element of fright, or whether business methods have been improved so that the financiers of the country know better how to avert the disastrous consequences of panic, the lesson will be a salutary one and will serve to avert much of the evil consequences of such reactions in the future.

TRADE CONDITIONS.

During the past week there has been a very substantial improvement in the financial situation all over the country. In the great money centers of the East more confidence in the outlook has been manifested and there has been an improvement in the value of securities. It is true that money rates stiffened for a time in New York; but there has been a gradual relaxation in that respect also, because the higher rates served as an inducement to draw money from abroad.

One of the most important indications of the improvement has been the decline in the rates for foreign exchange. So great has been this decline that there was some talk of possible gold imports. This weakening in exchange has been due to the investment of foreign money in the United States, owing to the higher rates of interest obtainable. This decline in exchange makes it certain that there will be no further exports of gold until next spring. Within a few more weeks there will be a free enough export movement of cotton and grain to furnish all the exchange needed to meet balances due abroad, and, if the crops prove as good as they promise to be, the exports will be large enough to create a very satisfactory trade balance in our favor.

While there is such a decided improvement in the general financial outlook, the actual movement of trade has been slow and the industrial situation continues discouraging. Of course, it would be too much to expect any material change during the intensely heated term which extended over the entire country until within the last few days. This, with the engrossing political interest, has been a sufficient hindrance.

The iron situation shows little change. The combinations seem determined to maintain prices and to lessen the output until the demand comes to the rescue. The minor metals have shown a tendency to weakening in prices.

The continued favorable crop prospects have kept the prices of cereals declining, while the movement has been large, 50 per cent. more wheat having come from the farms during the week than was marketed during the corresponding week of last year, and since July 1 nearly double the amount for the same period of last year.

In textiles there is little yet of encouragement. Woolen mills are reduced to a third of their capacity and the curtailment of the output of cotton fabrics is about as great. Prices and movement of goods show no improvement.

Bank clearings declined about 7 per cent. from the preceding week and failures were 258, against 269.

It requires a considerable amount of brains to make a success of business, but there are hundreds who possess enough mind—and to spare—who do not make the effort; they have the necessary tools but they do not make use of them.

FAST OCEAN TRAVEL.

The record for speed in making the passage across the Atlantic has again been broken, this time by the American Liner St. Paul. The steamer St. Louis, also of the American Line, held the record for the fastest voyage for about a week, breaking the record of the St. Paul in June, when the latter lowered the time of the New York. It will thus be seen that the three fastest transatlantic liners sail under the American flag, and two of them were built in this country, the third, the New York, being a British-built ship, to which American registry has been granted by special act of Congress.

The St. Paul made the run from Southampton to New York in six days and thirty-one minutes. This is about five hours' better time than was made by the St. Paul in June, and one hour and fifty three minutes better than the record of the St. Louis on August 7. Prior to June 6 of the present year, the New York held the record for the best run over the Southampton course, and held it for nearly two years.

The efforts made by the transatlantic lines to make the fastest possible time are steadily increasing the dangers of the trip across the Atlantic. These great vessels maintain their speed without interruption, no matter what the character of the weather may be, running through fogs and darkness at the same high rate of speed as when the atmosphere is clear. In this way the danger of collision is greatly increased. What a collision in mid-ocean might mean for one of these great ships was startlingly illustrated in the loss of the German liner Trave, something more than a year ago, with the loss of several hundred passengers.

It is a fact, however, which cannot be got over that the best and most lucrative class of travel always patronizes the fastest ships; hence the inducement to lower the record is too great to be overcome. As long as travelers will insist upon fast ships, and will be willing to risk their lives in order to arrive at their destination a few hours sooner, the constant effort to lower the speed record will be kept up.

The traveling public argue that a few knots more or less of speed would make little difference in the event of collision; but if less anxiety were shown to make records, shipmasters would be more careful to slow down when running through fogs or during thick weather. The desire to travel at a high rate of speed seems to be inborn in the average American, however, and it would probably be folly for the more prudent to struggle against so pronounced a trait of character.

METRIC SYSTEM IN TRADE.

A significant feature which has developed in the advocacy of the adoption of the decimal system in England is that a considerable part of the German success in supplanting the English in foreign markets has been owing to the fact that Germany uses the same system of weights and measures as the countries with which she trades, while England uses the same lumbering, unsystematic tables—they cannot be called methods or systems—that we do.

At first glance the difficulties introduced by these heterogeneous standards of measurement would not seem to us who have had lifelong familiarity with them of any great importance; but when we stop to consider the need of clearness in all information pertaining to trade matters, and the great care with

which advertisements and circulars are prepared, we will readily see the utter absurdity of offering quotations in terms which are Greek to the recipient. He might be sufficiently interested to take steps to have them translated into something intelligible; but, even if he did this, he would find arbitrary quantities and fractions which would make it very difficult for him to form a correct idea of the comparison with competing goods described in terms with which he is familiar.

England has been conservative in the matter of reform in currency and measurements, partly on account of a general conservative tendency—especially against anything that is not "English, you know"—and partly on account of a real sentiment for that which comes down to them as an inheritance. But such sentiment is not sufficient to cope with important and manifest disadvantages in trade. Thus it will require but little of such argument to secure the speedy adoption of the universal system.

What is the lesson for us? In the comparatively limited dealings we have hitherto had with the metric using nations this feature has not been of great importance; but we want more of such dealings, and it would be the part of wisdom to prepare for them by learning to describe and measure our goods in terms understood by all the world.

The question why the Common Council does not take some action with reference to the disposal of the market bonds continues to be a live one. While it is waiting for its last bidder on its advertisement to catch its counsel on his journeyings through Europe with the papers in the case, there is an occasional bid volunteered on the part of those who evidently think the bonds are begging. It passes comprehension why the matter is permitted to be delayed by such pretexts. If there are questions of legality to be considered there is certainly legal talent enough that is not traveling in Europe to afford the needed information. It is a crying shame that market interests of the magnitude of those of this city continue to be kept on the open streets with no more accommodation than is found in a country village; and at the present outlook there is no prospect of these conditions being changed for another year.

The resolution passed by the Board of Education at its session Saturday night forbidding the consideration of bids from any of its members is, unquestionably, a move in the right direction. While it is not probable that there has been any unfair dealing in the committees through advantages given to members, it is a fact that suspicions have been aroused by intimations that certain persons were so situated as to get "inside information." The harm of such suspicions lies in the temptation they suggest to others to take financial advantage on account of their official connection with the board by accepting commissions on its transactions or otherwise. Just how far the resolution should be carried, however, may be a matter worthy of consideration. It would be ridiculous to make a provision that no firm or corporation in which a member is interested could submit bids for its contracts. Such an interpretation would exclude such of our most active and enterprising business men as have interests in many enterprises from membership, or boycott all the concerns in which they might have interests. A consistent construction might be made to the effect that no concerns in which members of the board are managers, or are concerned in preparing estimates, shall be eligible as bidders.

PURELY CONJECTURE.

The extreme heat from which so much of the continent of North America suffered during the first half of August has naturally caused much remark. Scientists have been figuring as to its relations to the peculiarities of climate of other parts of our world; while others, whether weatherwise or otherwise, have been theorizing and guessing at it.

The Chicago Chronicle has a notion that the hot spell was due to causes which have been operating in other portions of the surface of this planet and are making the circuit of the globe. The Chronicle notes that, some six or seven months ago, there was an extraordinary season of heat and drought in Australia, and it puts forth the notion that the Australian hot weather is moving around the earth in a great circle inclined about 45 degrees from the equator.

The Chicago paper premises that January in the Southern Hemisphere corresponds to June in the Northern. Summer in the Southern Hemisphere occurs at the time winter is prevailing in the Northern, and summer in the Northern while it is winter in the Southern. The position of Australia south of the equator corresponds in a general way to that of the United States, north of that line, Australia being considerably nearer to it than is this part of North America. Australia generally is 120 degrees west of the longitude of the United States and diagonally southwest.

The Chronicle records the fact that during the Australian hot spell, seven months ago, in the dog days, the thermometer reached over 111 degrees in various localities, and touched that point repeatedly. The mercury was almost constantly above 90, and was often at 100, day and night. The scorching heat was accompanied by a drought which continued for two months.

The Australian drought, like the heat, was excessive. There were no rains nor dews. The minor streams and the wells dried up. The scarcity of water, added to the heat, produced intense suffering. Domestic and wild animals perished everywhere for the want of water. The crops withered. The country, which should have presented a scene of the greatest luxuriance, became like a desert. The vegetable and flower gardens withered. Great trees, leafless and sapless, died down to their roots. It seemed as if all the sources of vegetable life would become extinct. When at length the rains came the relief was beyond description. It was like a resurrection. Comfort was brought to man and beast, and the face of nature was renewed, but it will take years to recover from the loss of crops and cattle caused by the appalling heat and drought.

What has all that to do with a heated season and drought in North America six or seven months afterwards? Six months ago, the sun (speaking in the terms of the almanac) was south of the equator. On the 21st of March it crossed that line on its northward march, and about the 21st of June reached its highest or farthest point north of the equator, and is now slowly moving southward, when it will cross the line to the south and remain there for six months. The range of the great luminary north and south of the equator is 23½ degrees each way. As the earth revolves on its own axis while moving around the sun, alternately tilting its north pole and then its south pole to that great source of heat, the di-

rect or perpendicular rays of the sun might be marked on our globe in a succession of spiral curves projected obliquely to the equator.

It is probable that all weather is caused by the sun. That body, in all probability, is a mighty generator of electricity as well as of heat. Since nobody knows how weather is generated, and where is its primary cradle, it is impossible at this time to do more than conjecture. When we shall have daily reports of the weather in all continents as thoroughly as we have from all parts of the United States, then it will be possible to construct a schedule of the world's weather. For the present we must make the most of the daily information afforded of American meteorology. So far there is no knowledge of the relations which American weather bears to that of the Southern Hemisphere.

NATURALIZED CITIZENS.

The information from Washington to the effect that Russia is obstinate in its position that, once a Russian, always a Russian, is not news, although it relates to recent diplomatic negotiations between the government of the czar and the Government at Washington.

The process of naturalizing citizens in one country is a process of corresponding expatriation as to some other country. It required great effort and some years of time to induce several of the European governments to recognize, as a matter of international courtesy, the operations and results of our very liberal naturalization laws. In some latter day treaties the rights of naturalized citizens are formally acknowledged, but, as a general proposition, this acknowledgement is yet purely a matter of courtesy. Russia has persistently denied, and still denies, the rights of her citizens to forswear allegiance to the czar. Wherever Russian influence or power extends a Russian is regarded as still a Russian whatever he may have done to expatriate himself or disavow his Russian allegiance.

It is, therefore, no special discourtesy towards the United States that Russia refuses to admit that we have made American citizens out of former subjects of the czar, and whenever such naturalized citizens set foot on the czar's territory they do so at their peril. Nor can we battle for their rights under such circumstances as we could if they were native born Americans. In the absence of a treaty covering the point we are without rights to demand and dependent upon international courtesy only.

Nations generally refuse to surrender up political refugees, and it is for this reason that the Muscovite emperor is so tenacious on the point at issue. Grant him the right of extradition of political criminals and he would doubtless be glad, in exchange, to recognize our naturalization laws. As it is, the former Russian subjects should be careful not to fall again under the power of the Russian authorities. We have had similar troubles with Germany and Austria and it is yet the safest policy generally for our new-made citizens of foreign birth to stick as closely as possible to the land of their adoption.

A summer vacation means a great deal to a man who is obliged to work and cannot have one, but it means a great deal more to the poor man who has no work and must take a vacation.

The down grade greases itself.

PROFIT SATISFACTION PLEASURE

All derived by keeping in stock and selling

SEARS' ASSORTED ICED HONEY FINGERS

(TRY THEM)

The rarest of
midsummer dainties.
The combined
result of skill
and superior
ingredients.

36 per cent. or more
profit on every
pound you sell and
the satisfaction of
having the pleased
customers come again.

You cannot afford to miss handling such a trade
winner and universal favorite. Made only by

The New York Biscuit Co.,

Grand Rapids, Michigan.

Standard Oil Co.

DEALERS IN

Illuminating and Lubricating

OILS

Naptha and Gasolines

Office, Mich. Trust Bldg. Works, Butterworth Ave.

GRAND RAPIDS, MICH.

BULK WORKS at Grand Rapids, Muskegon, Manistee, Cadillac,
Big Rapids, Grand Haven, Traverse City, Ludington,
Allegan, Howard City, Petoskey, Reed City.

Highest Price paid for Empty Carbon and Gasoline Barrels

Getting the People

Getting the Advertisement Read.

John C. Graham in Printers' Ink.

Unless advertisements are read there is no use in their being written. It is safe to assert, however, that all advertisements are read by some people and some advertisements by many. The great object in using display type and in securing good positions has been to "get the ad read."

I believe in a good "eye-catcher" for this purpose. An attractive word or phrase arrests the eye and interests the mind. Sensible, relative matter following such is certain to be read. The catch-line is but a trick to get the attention, of course, but it is a harmless ruse and offends no one. The best eye-catcher I ever saw in my life appeared in a New York paper a few weeks ago. It read, "Here's a funny story," and it is but natural to suppose that ninety per cent. of those who saw that line read what followed.

Some firms come out boldly and offer prizes for the best—that is, the most masterly—criticism of their ads. This, in itself, attracts attention to the advertisements and causes a more careful study of them, which is a great point gained. I am disposed to think that is an unusually good idea. If the ads are only fairly good, nothing can be lost by drawing attention to them, but a great deal may be gained.

The best idea I ever heard of for "getting the ad read" was tried by a patent medicine firm some little time ago, and I believe it was very successful. At the foot of their ordinary ads in the country weeklies they attached a paragraph reading something like this: "We will give a cash prize of \$10 to the man, woman or child in this county who will read the above advertisement aloud to the greatest number of people before the first of next month. Competitors must secure the signatures and addresses of all those persons who hear the ad read, and the money will be given to the sender of the largest authentic list."

Now there was a scheme that could not fail to cause considerable talk and bear good fruit. It did not take long, in small places, for the entire population to have that ad dinned in their ears until some people knew it by heart. In one county the winner of the prize was a clergyman, who, in addition to "button-holing" his personal friends, read the advertisement aloud to his congregation in chapel and secured their individual signatures as his flock left the building. And that was an ad contrived "a double debt to pay," for the voluminous lists of names and addresses that came in from every part of that state fully recompensed the firm for the number of prizes it paid out.

To get the ad read is the great object of advertisers and they often effect that object by "ways that are dark and tricks not always in vain."

The Art of Drawing Custom.

Correspondence Printers' Ink.

You may have noticed what a peculiar faculty some men have for drawing trade, and how others seem built to repel it. No matter where the first-named class go, they make friends, both in a business and a social sense. And no matter what opportunities the other class may have, sooner or later they come to grief and they are always and in all places unpopular. The skilled business man knows the best way to get trade and hold it. He leaves no stone unturned to obtain custom and strains every energy to keep it when obtained. He popularizes his store by popularizing himself. He never wilfully makes an enemy, particularly in business. He is as liberal an advertiser as his means will allow, and knows full well the value of advertising. His store is a model of neatness and good management. Complaints are few because of the latter cause but, when made, they are promptly investigated, and with pleasure. His manner and methods are copied by his salespeople and employees generally. They are polite even under just provo-

cation to the contrary. They have a smile of greeting for all—buyers or merely "shoppers." The statement that it "is no trouble to show goods" is not simply an advertised assertion—it is an inherent principle of the house. Goods are exchanged without delay or grumbling. He gets the reputation of treating the public well and the public reciprocates by treating him well.

It is folly to assert that this art of drawing custom cannot be learned by those who wish to acquire it. There is nothing difficult about it for those who are willing to learn, but it will be found very difficult to run a business upon opposite principles. Yet how many there are who try to do so.

Peculiar Deception Practiced by a Paris Grocer.

A splendid monument of Pierre Cabochard, grocer, stands in a conspicuous position in the cemetery of Pere la Chaise. It bears a pathetic inscription, ending:

"His inconsolable widow dedicates this monument to his memory, and continues the same business at the old place, No. 167 Rue Mouffotard."

A gentleman had the curiosity to call at the address given.

"I came to see the widow Cabochard," said the caller.

"Well, sir, here she is," said the man.

"I beg pardon," said the gentleman, "but I wish to see the lady herself."

"Sir," was the answer, "I am the widow Cabochard."

"I don't exactly understand," quoth the visitor. "I allude to the relict of the late Pierre Cabochard, whose monument I saw yesterday at Pere la Chaise."

"I see, I see," was the smiling rejoinder. "Allow me to inform you that Pierre Cabochard is a myth, and therefore never had a wife. The tomb you admire cost me a good deal of money, and although no one was buried there, it proves a first-rate advertisement, and I have had no cause to regret the expense. What can I sell you in the way of groceries?"

Only Honest Advertising Can Win.

From the Chicago-Dry Goods Reporter.

While all honest advertising is not successful, all successful advertising must be honest. Deceptive advertising may win for a time, but no success built on deceit can last. First of all, a business must be right in every way before it can succeed. Then advertising can aid in pushing such a business. It would even attain a measure of success with very poor advertising, or no advertising at all. On the other hand, no business which is not right can achieve permanent success even through good advertising. Advertising is powerful but not omnipotent. It cannot overcome the public's disapproval of high prices, poor styles, trashy goods, or poor management. Men who thoroughly understand this will not attempt to advertise unless the conditions justify them in expecting returns. Those who do not understand it are the ones who claim that "advertising does not pay."

No More Advertising Schemes.

The merchants of Marlboro, Mass., have agreed to give no advertisements hereafter to programme fakirs. This includes the circus programmes, posts office clock schemes, labor union directories, express office lists, hotel registers and hotel business directories and map directories.

Illustrated Advertising.

Drop a postal card to the Michigan Tradesman for a catalogue of many new and attractive cuts of different sizes which can be used in your advertising displays and obtained at very small expense.

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

How Jack Haverly Gave a Young Man a Start.

Correspondence New York Press.

Thirteen years ago I sent to Jack Haverly, a young friend who wanted to go on the stage. Haverly was a big fish in the theatrical pond then, having half a dozen theaters on his hands in the large cities of the country. The youth found Jack rehearsing a play on the stage of the Fourteenth Street Theater, but not too busy to listen to all that he had to say. In less than ten minutes the manager satisfied himself that the boy was of no use to him. He advised him to give up thought of being an actor, and to get into some legitimate business. The youngster said that he had tried everything, was out of money and could find no work. Haverly wrote a letter, which he sealed and handed to him, with a request that he take it to Mr. G., a well-known merchant. When Mr. G. opened it, he said: "Well, my young friend, when do you want to start in? Mr. Haverly has deposited with me \$100 to your credit, which will go to you as wages at the rate of \$20 a week. When that is all gone we shall decide whether you are of any use to us,

and it may lead to your permanent employment." That boy is to-day a prosperous merchant, thanking the Lord that he was kept off the stage. Long ago he repaid the loan with extravagant interest, and it came, too, at a time when Jack needed a dollar. Haverly's mines are said to have yielded him already over a quarter of a million, and the fun has hardly begun.

Bacon Now Cured by Hops.

A new use has been discovered for hops, namely, the curing of bacon. It is found that a sprinkling of hops in the brine when bacon and ham are put in pickle adds greatly to the flavor of both, and enables them to be kept an indefinite period, says an English paper.

Not a Bad Idea.

In many business establishments signs are being hung which announce that, "Our hours for talking politics are before 8 a. m. and after 6 p. m." Many other houses might profitably follow this example.

A man is known by the company he would like to keep.

LEADING BROOMMAKERS OF MICHIGAN

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

CHAS. MANZELMANN,

Factory and Office: 741-749 Bellevue Ave., DETROIT, MICH.

Warren's Liquid ASPHALT ROOF COATING

Contains over 90 percent 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.

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.,

J. ROBINSON, Manager.

BENTON HARBOR, MICH.

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.

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.

ONLY FRESH CRACKERS

Should be offered to your customers. During this warm weather order in small lots and often. Our new Penny Cakes and German Coffee Cakes are winners.

CHRISTENSON BAKING CO. GRAND RAPIDS, MICH.

SUCCESSFUL SALESMEN.

Jas. F. Hammell, Manager Hammell Cigar Co.

Jas. F. Hammell was born on a farm near Brighton, Livingston county, Aug. 13, 1859. His antecedents were Celtic, his father having been born in Ireland, while his mother was of Irish descent, although she was born in the Empire State. When old enough to do so, he began attending district school during the winter months, working on his father's farm in the summer. At the age of 19 he became a pedagogue, teaching district schools during the winter and attending school himself during the spring and fall terms. In the spring of 1881, he went to Williamston and opened a grocery store, which he continued with only a fair measure of success for three years. Disposing of the stock in January, 1884, he went on



the road for Beatty, Fitzsimmons & Co., Detroit, for whom he traveled in Central and Southern Michigan for two years. Jan. 1, 1886, his employers discontinued the traveling salesman system, when Mr. Hammell engaged to cover Central and Western Michigan for the Globe Tobacco Co., with whom he remained three and one-half years, when he was compelled to resign on account of poor health. From June until November, 1889, he was so ill with rheumatism that many of his friends thought he would never recover, and there were times when he was afraid that the worst fears of his friends would be realized. Not knowing how long the illness would continue, he decided to start a small business, and on Nov. 1, 1889, began manufacturing cigars on a small scale at Ionia under the style of the Hammell Cigar Co. The business met with instantaneous recognition at the hands of the trade and the volume of sales increased so rapidly that a large force of employes was soon on the pay roll of the company. In April, 1893, the institution received such flattering inducements from the Lansing Improvement Co. to remove to Lansing that it was thought good policy to accept them, and the factory of the Hammell Cigar Co. at the Capitol City is now one of the industries which is pointed to with much pride by the people of Lansing.

In May, 1881, Mr. Hammell admitted to partnership his brother, P. J., who, for eighteen years previous to that time, had been identified with the banking establishment of Weimeister & O'Hearn, at Howell. P. J. attends to the credit and collection departments of the institution, while James buys the

stock and attends to the selling of the goods, traveling no inconsiderable portion of the time himself, his territory comprising the D. & M. and D., L. & N. Railways. Three other salesmen are employed—J. S. Dunn in Central Michigan, Theo. Gale in Southern Michigan and Northern Indiana and Ohio and M. K. Collins in Northern Michigan and the Upper Peninsula.

Mr. Hammell was married Aug. 13, 1883 (it happening to be on the anniversary of his birth), to Miss Eleanor Williams, of Williamston. Two boys grace the family circle—Jas. F., Jr., 11 years old, and Geo. L., 9 years of age. The family have a pleasant home at 909 Michigan avenue, East, and, if Mr. Hammell has a weakness in his make-up anywhere, it is the partiality he shows for his family and the efforts he puts forth to render their pathway pleasant.

Mr. Hammell has always taken more or less interest in local politics. In the spring of 1892 he ran for Mayor of Ionia on the Democratic ticket, being defeated by only 42 votes. His opponent was Hon. Frank D. M. Davis, who was elected Circuit Judge the next spring after his election as Mayor. In view of Mr. Davis' popularity, Mr. Hammell's run is still looked upon as a phenomenal one. He was recently elected to serve his ward at Lansing as alderman for a second time and has achieved considerable distinction in the Common Council for the efforts he has made on behalf of his ward and city.

Mr. Hammell has always been an ardent advocate of organization among traveling men, having acted on the assumption that only by organization can the boys accomplish the best results in obtaining concessions from railways and hotels and reform the abuses which are the bane of the traveling man's life. He was an early member of the T. P. A. and a delegate to the National convention at Minneapolis in 1889. He was a charter member of the Michigan Knights of the Grip, holding certificate No. 11. He was Vice-President for the Fifth District for a number of years, and, at the annual convention in Grand Rapids in 1894, was elected to serve on the Board of Directors, in which capacity he has distinguished himself for the faithful service and energetic effort he has given the organization. He is serving his second term as Chairman of Post A, having taken a prominent part in all the arrangements made for the entertainment of the guests of the city on the occasion of the 1895 convention of the Michigan Knights of the Grip. He had charge of the candidacy of J. J. Frost for Treasurer, and the initial election of Mr. Frost was due, in large measure, to the remarkable nominating speech made by him on that occasion.

Mr. Hammell is, undoubtedly, the logical candidate for the next Presidency of the Michigan Knights of the Grip, but candidly asserts that, if the members think another can serve the organization to better purpose than he can, that man will find no more faithful supporter than Mr. Hammell himself. He is not an aspirant for the office in the ordinary sense of the term, being anxious only that the position shall be filled by some one who will give the Association the painstaking effort and conservative management which serve to render the organization popular with the boys. The fact that Mr. Hammell has, in the short space of seven years, built up a large business of his own is a pretty good indication that, if he were

to assume the active management of the Knights of the Grip, it would prosper under his administration.

Large in size, commanding in appearance, jovial in disposition, loyal to his friends, faithful to his business, with a heart as large as he is himself, Mr. Hammell has every reason to regard his success with satisfaction and his future with complacency.

Two Great Men.

"Out of the way, fellow, and let me pass," shouted the man in the light buggy.

"Git out of the way yourself," replied the man on the load of hay. "Who air you, anyway?"

"I am the Judge of the Superior Court."

"Jedge of the Court? Well! An' ef you was to die they couldn't git no other one, could they?"

"Y-yes."

"Oh, they could? Well, I guess then I'm more important than you air. I'm the only man in the hull township that knows how to make a good ax handle."

Where It Hurts.

"Come, old man," said the kind friend, "cheer up. There are others." "I don't mind her breaking the engagement so very much," said the despondent young man, "but to think that I have got to go on paying installments on the ring for a year to come yet! That is what jars me."

Silver Leaf Flour

Manufactured by MUSKEGON MILLING CO., Muskegon, Mich.

Parisian Flour

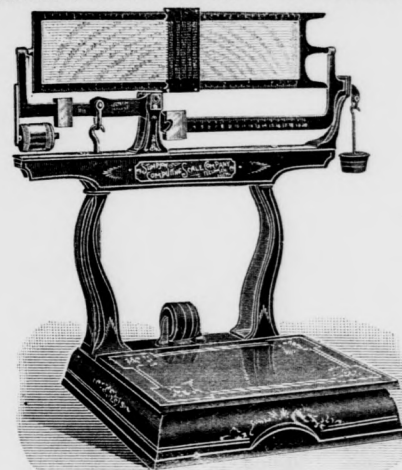
Parisian Flour

Lemon & Wheeler Company,

SOLE AGENTS.

Parisian Flour

Parisian Flour



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.

TOLEDO, OHIO, July 28, 1896.

Stimpson Computing Scale Co., Elkhart, Ind.
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.

Labor Troubles and Socialism.

Every stage of progress creates new problems, and men naturally look to a higher civilization for their solution. Accumulation of capital and division of labor were essential steps in the development of productive industry; but now it is complained that this advance has been achieved at too great a cost of individual independence and security, and it has become a question whether civilization can provide a remedy for the ills which this particular triumph has entailed.

There was no proletariat as long as men owned the tools of their own trade, or as long as every handicraftsman had an opportunity to learn and practice the whole of his trade; but the establishment of the factory system brought about a division of labor which confined the employment of the individual laborer to a special branch of the trade in which he was engaged, and made it impossible for him to learn that trade as a whole. So it has happened, for instance, that the number of actual watch-makers has become very small, though more watches are made now than ever before. The same may be said of shoe-making, and of nearly all the old handicrafts. A man is employed in a watch-making factory to make mainsprings, and nothing but mainsprings; another in making nothing but the hands. When one of these men loses his place, he must look for a vacancy in some other watchmaking factory. He cannot go to making watches on his own account; he does not know how to make an entire watch. If he did know how, he would be very little better off, for he cannot compete with the expensive, ingenious and fast-working machinery used in the factory. So he must wait

for a vacancy in a factory—not for any vacancy, however, but for one in his own special branch of the business. He has become a mere cog on a wheel, a part of a machine.

Such a man feels, when he reflects upon these things, that he is not free, and certainly it would be hard to show that he enjoys that degree of industrial freedom which belonged to the watch-makers of a former time, who owned the tools of their trade and were masters of all its branches. The modern watch-maker is free, indeed, in some respects. He has civil freedom and religious freedom; he may vote as it pleases him and he may announce his opinions on any subject without fear of persecution; but neither his time nor his position in business belongs to him. He is not independent, and he is not secure in his employment.

It used to be said that competition was the life of trade, but capitalists, at least, have long doubted the soundness of that maxim. Capitalists competing with capitalists lowered rates, destroyed profits and demoralized the market. Of late years they have taken a hint from experience, and the consequence is the formation of trust companies, or similar business organizations, which are simply so many attempts to solve the problem by substituting combination for competition. Formerly there were too many capitalists, too many companies, engaged in the same business; but by this new plan production is limited, and rates are fixed—the price of labor, to some extent, as well as of the things produced by labor. Of course, labor competing with labor, while capital combined with capital, was in a bad way, and a great effort has been made to get rid of that source of hardship by

the organization of trades unions and labor societies. This effort has not been wholly fruitless. It has helped to maintain a fair standard of wages, albeit it has arranged class against class and man against man, resulting in endless irritation and incessant ill feeling. The frequent strikes and boycotts ordered and conducted by venal and unscrupulous leaders have reacted on the workers, because capital can better afford to lie idle than labor can when those two mutually dependent elements assume an attitude of mutual defiance.

Then, again, the inventive genius of the human mind, stimulated, as it is, by the prospect of immense rewards, is another and a constant menace to the man who depends upon to-day's work for to-morrow's bread. Here are two sides to this question and plausible arguments have been made on both sides; but, while it is true that the invention of a new machine makes a new trade and calls for labor in a new direction, it is also true that it throws men out of work who know no trade but their old one. The new machine may make certain articles so cheap that many persons can afford to buy them in abundance who, before its invention, never purchased those articles at all, or, at the best, but sparingly. That much may be admitted; but there is, nevertheless, a certain displacement of labor, with consequent hardship of the sorest sort to many families. And, beyond all these causes of industrial distress, there are those monetary revolutions and dislocations, failures of commercial enterprise and speculation, and seasons of general business depression, which may occur either through the scantiness of crops, or through the cultivation of new and larger areas of agricultural lands, or

through the operation of remote, obscure and inexplicable influences—and all of these things weigh most heavily of all upon the laboring class.

Well, what remedy can a higher civilization provide for the ills here enumerated? There is a growing tendency in some quarters to look to socialism for a cure. There are many who profess to believe that a thorough-going system of socialism would get rid, once for all, of the evils that grow out of competition, provide all the benefits that follow combination, and reap all the increase and improvement which are gained by a division of labor, without sacrificing the security or dwarfing the manhood of the laboring man. On the other hand, it is not difficult to point out many and very serious, not to say absolutely insuperable, obstacles in the way of the adoption and practical working of any such scheme.

FRANK STOWELL.

The Market Value of Cast-Out Teeth.
From the London Truth.

I wonder whether all my readers know the value of old artificial teeth when they contain gold in any quantity. If they do not, I should advise them to get good advice on the subject before selling, for there is an enormous demand for such articles in the advertisement columns of the papers, and I suspect that a good deal of swindling is done in the trade. There is one advertisement in which those who have teeth for sale are recommended to apply to a manufacturing dentist rather than to a wardrobe buyer. A lady responded to this advertisement the other day, and got an offer of £1 for her set, but, being dissatisfied with the offer, she took the goods to a pawnbroker, who at once offered her £2 14 shillings for them. If, therefore, a manufacturing dentist is a better purchaser than an old clothes merchant, a pawnbroker would seem to have the advantage of both.

THE QUESTION OF THE DAY

GOLD OR SILVER?

It will require close study and deep thought to decide which is the better. This means wear and tear of the system.
Brace up on gold

ROASTED COFFEE

and be happy.

JAMO=BISMARCK=CAROVI

The three leading brands in the State and the best that can be produced for the money. Increase your trade by handling them. Free samples of JAMO and BISMARCK to introduce them.

W. J. GOULD & CO.,

Importers and Coffee Roasters,

DETROIT, MICH.

REPRESENTATIVE RETAILERS.

B. C. Hill, President Jackson Retail Grocers' Association.

Byron C. Hill was born in Albion, Orleans county, N. Y., Jan. 6, 1850. Being left without a father at the age of 14 years, he earned his first money by doing errands for the Whitmore & Carson Store Co., for which he worked about a year, thereby assisting in the support of his mother and younger brother. He was then apprenticed to learn the painting and graining trade, which occupation he followed until 1880, in which year he went to Jackson and engaged in the grocery business with his brother, Chas. G., under the style of Hill Bros. The firm has since added a meat market and also carries side lines of hay, straw and feed. Business is conducted



in two stores fronting on Main street, furnishing employment to five clerks, a book-keeper and a cashier.

Mr. Hill was married in 1870 to Miss Lizzie Dickerson, of Manchester. Two children are included in the family circle—Eugene, aged 21 years, who is now shipping clerk for the Jackson Grocery Co., and Jessie, a daughter of 14 years.

Mr. Hill is a "jiner," being a respected member of Jackson (F. & A. M.) Lodge No. 50, Royal Arch No. 3 and Jackson Commandery No. 9. He is popular among all classes, possessing the respect of all who enjoy his acquaintance. His election a second time to the Presidency of the Jackson Retail Grocers' Association is an indication of the esteem in which he is held by the retail grocery trade of the Central City.

A Remedy for Depression.

From the Commercial Bulletin.

We hear a great deal about depression these days. We say business is depressed, and the statement is true. Some tell us that it is due to the currency, or to the tariff, or to speculative unsoundness, or to other causes, all more or less true. We recognize that all of these factors are contributory to existing conditions, but we deny that any one of them is the sole cause. All enter into the question.

We don't believe in theoretical business, but rather in the practical side of things, the side that takes hold of a matter in earnest and produces a result. Let us take the farmer and look at his case. The farmer complains a good deal, and some of the politicians say he is downtrodden, in other words robbed. Is the statement true? We think not.

There is too much disposition to place responsibility for unfavorable things upon Providence, and a tendency to charge up individual conditions to the Government. If a city is torn to pieces by an earthquake, we comment upon the mysterious providential interference of God, when there is nothing mysterious about it, for God has told us by a natural law as clear as the daylight that certain locations along the seashore are at times liable to visitation by these forces. Because man, with this knowledge, deliberately builds a home where these disturbances are bound to occur, there is nothing mysterious or providential about it, so far as there is special intervention. And so when we find the farmer charging his failure to the Government, when it is a well-known fact in his neighborhood that he doesn't half work, what can we infer? Is the Government to blame for his failure, or is he to blame? We must answer in favor of the latter, all other things being equal.

Taking the same soil, the same climate, the same neighborhood, and if one farmer succeeds and prospers, all others of equal resources should do the same. If they do not, so far as general conditions go, it is because there is something wrong with their farm management, not with the Government, or with markets, for the successful farmer has placed himself free of debt with the Government and the markets.

Some of this poor management comes from ignorance, and some of it comes from laziness. The result is complete failure or partial failure, no matter what the cause be. A farmer thinks, because he works hard and does not succeed, that there is something wrong with the Government, when the fact is, in the connection which we are using here, the fault is with his management. He is doing the wrong thing to produce desired results, and he may work just as hard on the wrong thing as he would have to work on the right thing.

The farmer doesn't stand alone in this. It is just as true in any other business as in his. But he seldom sees that. The reason we have millionaires is because men think and then act, and they are shrewd enough to act on lines that produce results. This is not a defense of all methods used by millionaires, but is rather recognizing a simple fact. They get results, because they have reasoned a line of action correctly.

A farmer who fails with favorable soil conditions loses because he hasn't reasoned correctly. He has utilized too much of his land in the pasture of a few sheep, when if he had known the best way—and his state farm is teaching him—he could have sown half the ground used to rape grass and had half the land to use for something else, besides getting better results with the sheep. In this way he would have enlarged his income. The millionaire knows how to utilize all odds and ends to increase the income—the farmer does not.

The remedy for one kind of depression, then, is agricultural education. The farmers should know more about their business. It requires brains to run a farm. It will be better for all concerned to get down to more practical ideas at home rather than to worry so much about the Government. If we will first correct defects that depend on our own effort, we will be surprised to find that after all it wasn't the currency, or the tariff, or any of the things we had supposed, but ourselves, that needed attention.

New York Grocer in Trouble.

Annie Zenuck, five years old, of New York, died early last week, and her mother is in a very critical condition, both having been poisoned, it is alleged, by some canned sardines they ate. Soon after eating the sardines they were attacked with cramps. A physician was summoned, but despite his efforts the girl died. William O'Connor, a clerk in the grocery store where they made the purchase, was locked up.

A needle, slightly greased, will float on water, because, not being wet by the liquid, it produces a depression, in which it is supported.

Did You Ever

Have a good customer who wasn't particular about the quality of her flour? Of course not. We offer you a flour with which you can build up a paying trade. The name of the brand is

GRAND REPUBLIC

And every grocer who has handled the brand is enthusiastic over the result, as it affords him an established profit and invariably gives his customers entire satisfaction. Merchants who are not handling any brand of spring wheat flour should get into line immediately, as the consumer is rapidly being educated to the superiority of spring wheat over winter wheat flours for breadmaking purposes. All we ask is a trial order, feeling sure that this will lead to a large business for you on this brand. Note quotations in price current.

BALL-BARNHART-PUTMAN CO.
GRAND RAPIDS.

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.

Shoes and Leather

Why the Clerk Should Be Progressive.
From the Shoe and Leather Gazette.

In many a country store whose proprietor is indifferent to modern methods and up-to-date business ways, clerks are employed who are themselves ambitious at the beginning, but who, from lack of appreciation of their efforts, grow slipshod and careless and practically rust out. If you are in this position and your employer fails to encourage you in your efforts to make his store bright and more attractive, do not become discouraged. Don't sit down and fold your hands and grumble. Keep your ambition. Remember that, while you are working for him to-day, you will not always be, and that the habits formed now will stick to you longer than while in his employ.

* * *

If a clerk is content to follow the example of a slovenly and careless employer who has been fortunate enough to secure possession of a store which, through unusual and favorable circumstances, needs no pushing, such a clerk does himself an injustice and an injury. If the merchant cannot see the advantage of attractive window displays or the benefit of a neat and inviting store appearance; if he will not advertise, or, in fact, adopt any of the modern methods of conducting business, it is difficult for even the ambitious clerk to retain his energy and not rust out, but he should prevent this at any cost.

* * *

It is probably true that a vast number of clerks do not take into consideration sufficiently the fact that they are not laboring for their employers, merely, but for themselves. Because their employer is a slow coach and insists on doing business to-day as it was done forty years ago, is no reason why the clerk should cheat himself by drifting into the same rut. He should keep up with the times under all circumstances and, if he cannot practice modern methods where he is, it is usually advisable for him to become connected with a merchant whose ideas are more in touch with Nineteenth Century wants.

* * *

As a matter of fact, however, there are few merchants who are not willing that clerks should be as progressive as they desire so long as it does not interfere with their own satisfied condition. The clerk will find it to his ultimate advantage to push things as much as possible. His present employer may not appreciate it at first, but he is pretty sure to become aware of the value of the clerk before many moons and in one way and another encourage his new-fangled ideas and gradually learn to repose confidence in him. On the clerk's side the advantage is great. His clerkship is neither more nor less than an apprenticeship and in after years, when he has become a full-fledged merchant, the experience gained in his early days will serve him splendidly as a progressive retailer. Work for yourself, and don't be afraid that your employer may reap a little of the benefit.

The Popular Pointed Toe.

From the Shoe and Leather Gazette.

When tan shoes first came on the market several years ago a great howl went up that the new craze was merely a fad and would not last. Manufacturers of shoes did not want to see it become permanent, any more than did tanners, and retailers were loud in their denunciations of the departure from old-time black. The wish was father to the thought and merchants in all branches of the trade became convinced that the popularity of tan shoes would be but momentary and the fad go out as suddenly as it came in. Trade papers were unanimous in predicting an early decline in colored footwear, and had good reason for the prediction.

All these views, however, proved utterly erroneous. To-day colored footwear is in greater favor than ever before and during the summer months pushes black goods closely.

It looks as if pointed toes would prove a repetition of this occurrence. During the past six months or more most of the papers in the shoe trade have occupied themselves with predicting the early end of the demand for shoes with the extremely pointed toes. These papers have claimed that the Bull-dog and Coin toes were rapidly succeeding the Razor and Needle and that this fall the demand would be almost wholly for those shapes.

Orders now coming in prove the falsity of these predictions. Lastmakers are selling pointed-toe lasts to-day in every center in the East, from which the report had formerly come forth that Razor toes were no longer in it. Shoe manufacturers find that the demand for women's shoes is as heavy as ever for extreme toothpick points. In men's goods there is more conservatism and the Bull-dog and Coin toes are in some request, though not driving out the more pointed styles in any degree.

Despite the desire of manufacturers to abolish the pointed styles, which is shared by retailers as well, the public evidently does not intend that the pointed toe, which has struck its fancy as being the neatest and daintiest footwear style yet brought out, shall take a back seat for anything so ugly and ungainly as the Bull-dog, and it certainly seems at this time that the Razor toe shoe will be as popular a year hence with women as it is to-day. With men a less radical style will gain some strength, but the pointed toe will not be retired for many months to come. The people like it and they will have it, no matter what the tradesmen and trade press say about it.

Patented Footwear Designs.

From the Shoe and Leather Facts.

During recent years many designs of footwear have been patented in this country, and on some of these considerable fortunes have been made, but the rapidity with which the styles have changed has generally caused the originators of novelties to try to promote their interests by other methods than that of the legal monopoly of their ideas. The great obstacle to be confronted has been the capitalist, who, patent or no patent, has usually stood ready to appropriate the ideas of others. Some infringements have escaped detection; others have been noticed, and in consequence of their discovery lawsuits were instituted, which usually proved very expensive, whether the results were satisfactory or not for the one who instituted them.

The thought is suggested in this connection that fashions in footwear, as in dress in general in these modern times, are largely what might be characterized as a social product. Sudden revolutions are scarcely known. It is by a process of incessant, lawful modification that old fashions are lost and new created. The product of scarcely any two factories is exactly alike. There is a touch of individuality somewhere which is easily detected by the eye of the trained observer, and which stamps the goods of one house as superior to those of the other. It is this peculiar seasoning of an otherwise common dish that makes it worth while for every manufacturer to do his utmost to excel his competitors and, in many instances, pay high salaries to designers and others in his employ to originate modifications and improvements on a generally-accepted style.

A manufacturer who gives his own best thought and employs first-class talent to excel in the direction indicated very naturally protests against the appropriation by others of designs for which he has paid. His protest is more earnest because, usually, a style which he has brought out is imitated in inferior material and offered at a lower price. Without a patent upon which to rest his claim, he has to content himself solely with the advantage gained by being first in the field with the styles worked out by himself and his employees, and with the consolation that his productions are, at any rate, good enough to be worthy of imitation. Nevertheless, the results show, in most instances, that rewards for superiority in the directions indicated are not lacking.

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.

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.

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.

Pingree
"NEVERSLIP"
PATENTED
FEB 22 1892
WINTER SHOES.
PINGREE & SMITH, Manufacturers.

**ARLOW
ROTHERS
LOOK
INDERS
LANK
OOKS**
5 AND 7 PEARL STREET.

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.

The Motorcycle Coming.

Written for the TRADESMAN.

The growth of the bicycle movement has not yet reached its climax, and so it still engrosses the public mind to an extent which largely excludes consideration of other novelties in the way of progression. This and the fact that public thought in general is so largely occupied by politics have apparently overshadowed the cause of the motorcycle until many, no doubt, think the subject has entirely lost attention. As a matter of fact, the development of the self-propelling vehicle is having a steady, healthy growth. There is no cessation in the movement in the Old World countries, especially France; and in this country, while noisier causes seem to engross attention, a host of mechanics are at work on the problem, and their work is receiving recognition in many ways.

Last year saw the beginning of races or competitive contests to show the various points of superiority. These attracted wide attention on account of their novelty and thus served their purpose as an advertisement of a great newspaper. This year marks their recognition in the regular agricultural exhibition races, some of the state and other societies having offered prizes and scheduled them in their regular lists.

The development of the motorcycle in this country offers problems which necessarily make it slow. As in the case of the bicycle, many of the ideas to be embodied will develop in England and France. But in the adoption of these there will be such improvement that their originators will scarcely recognize them. As the American wheel is acknowledged to be far superior to that of any other country, so eventually will the American motorcycle be without a peer.

The eastern countries have one decided advantage in the race of development, however, in that they have roads. In this country these may be said to be practically yet to be built; progress in this line is rapid, but in its broad expanse the work is incomparably greater here than in any other country which has undertaken it. But the motorcycle is not to wait for the completion of the improved highway system, by any means. Indeed, the very fact that it is to be built for use on other than the best roads will give it a greater excellence in the hands of the Yankee inventors. This fact is well illustrated in the case of the American locomotive. England could build the railways, on account of their comparatively limited extent in a densely settled country, with the smoothest and most solid rigidity. This led to a correspondingly unyielding and solid locomotive, theoretically the best, perhaps, in that regard, but practically worthless on such roads as are possible to be built in less densely settled regions. The American locomotive, on the other hand, while it has developed in an equal degree in accuracy and excellence of construction, has also such provision for elasticity and accommodation to imperfect roadbed that it is driving English and all other competition out of the new countries. Shipload after shipload of Baldwin locomotives has been sent to the Russian Siberian railways in spite of the disadvantages their builders labor under in the higher cost of American work.

In the same manner the American motorcycle will become the best in the

world. The more exacting conditions here have given us the most skillful designers and the best mechanics. European ideas and inventions will aid in the work and, as in the case of the wheel, the European vehicle at some time may seem to be in the lead; but the type of motorcycle destined to become universal will finally be one constructed by American mechanics.

NATE.

Outlook for Hosiery and Underwear.
From the Dry Goods Reporter.

The outlook in this line is more cheerful than present trade conditions would lead one to expect. The policy of manufacturers to make goods only on order gives assurance that overproduction will not make price-cutting necessary later in the fall and retailers can place orders with the knowledge that their goods will at least be worth what they paid for them to the end of the season. In fact, it is more likely that there will be a shortage than an oversupply of desirable styles and qualities. Some manufacturers are reported to be working overtime to fill orders, while others are working on short time, not having enough orders to keep them busy. It is a healthful sign, however, that the latter are not making goods they have no sale for in the hope of unloading them at cut prices.

An average fall business is expected in both hosiery and underwear, and some jobbers report an advance business in excess of last season. A good house trade is also looked for, though it will start a little later than usual.

The goods which will be in demand are mostly staple lines. In hosiery some attention will be paid to fancies, but the great bulk of the business will be in blacks and tans. In fancy hose the plaid styles will be prominent in all grades, from cotton to silk.

Retailers have shown a disposition in placing early orders to piece out the lines carried over from last season, and this conservative policy is looked on with favor by jobbers, for it insures that their customers will not overbuy, and are therefore more certain to have a satisfactory season.

Some State street buyers report a growing tendency among consumers to wear cotton hose throughout the year, and have kept this fact in mind in placing orders. In stores selling to the better class of trade a good business is expected in fine cashmere and silk hose. Special lines of fine underwear are also growing in favor, and this tendency is being encouraged by the better class of retailers, as it insures a more profitable underwear business.

The union suit still continues to grow in favor, especially for ladies' and children's wear, and bids fair to show largely increased sales the coming fall season.

Manufacturers and jobbers are well satisfied with the fall business up to date, and if retailers have as favorable a season, and indications are that they will, the fall season of '06 will be remembered as a prosperous one in this line.

To Protect Their Business.

The merchants of Billings, Mont., have suffered from the competition of traveling salesmen who sell goods directly to the consumer long enough, and have succeeded in getting the following amendment added to the peddling ordinance of the city:

It shall be unlawful for any traveling man to sell at retail, groceries, fruit, confectionery, tobacco, stationery, blank books, cigars, jewelry, clothing, boots or shoes, hardware, harness or merchandise of any kind; or to take any orders for the future retail delivery of any of the above mentioned articles in this city, without first obtaining from the city treasurer a license therefor, for which license the city treasurer shall demand and collect the sum of \$50 per week, and no license shall be issued for a shorter time than one week.

**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.

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.

Tendency of the Times

Owing to the introduction of improved labor-saving machinery, which enables us to materially reduce the cost of the output of our coupon book department, we have decided to put the knife into three grades of our coupon books and make a sweeping reduction in the price of our Tradesman, Superior and Universal grades to the following basis:

50 books, any denomination, \$ 1 50
100 books, any denomination, 2 50
500 books, any denomination, 11 50
1,000 books, any denomination, 20 00

Notwithstanding the reduction, we shall hold the quality of our output up to its present high standard, making such further improvements from time to time as will add to the utility and value of our system.

We shall still follow the practice of the past dozen years in prepaying transportation charges on coupon books where cash accompanies order.

We are the only manufacturers of coupon books who stand back of our output with a positive guarantee, paying \$1 for every book of our manufacture found to be incorrectly counted.

The trade are warned against using any infringements of our coupon systems, as the manufacturers will protect their rights and the rights of their customers, and will prosecute all infringers to the full extent of the law.

Since engaging in the business, a dozen years ago, we have spent thousands of dollars in perfecting our system and bringing it to its present high standard of excellence, having put in special machinery for nearly every department of the work, and keeping constantly employed a force of skilled workmen who have had many years' experience in the coupon book business. We still lead the world in the manufacture of special coupon books for special purposes, and solicit correspondence with those who use, or wish to consider the adoption of, something more elaborate than our regular books.

TRADESMAN COMPANY,
GRAND RAPIDS, MICH.

INTERESTING THE CHILDREN.

Good Will of the Little Folks as a Factor in Business Success.

From the Keystone.

The children do not usually figure in the jeweler's calculations except to the limited extent to which they use small rings and pins and other infantile gewgaws. They are generally regarded as beneath the dignity of more than a casual notice. Tommy and Bessie are not serious factors in the business world; and their little needs are a small item in the total of the year's business. They are considered at their present value only; and that value is trifling in proportion to the value of their elders in the jeweler's estimate. Hence Tommy and Bessie are shoved to the side or patronizingly permitted to stand in their modest places near the door while the grown folks are elaborately courted over the counter.

It is a mistake; and many a merchant who marvels at his standstill might find the explanation in his wrong conception of the influence of the little ones.

It is undoubtedly true that women buy nine tenths of all the merchandise sold in the jewelry store, and they are behind the purchase of the remaining tenth which is sold to male humanity. The shrewdest advertisers in all the great department stores persistently direct their efforts to winning the favor of womankind, rightly calculating that they are paramount in the buying and that their influence directs the largest proportion of purchases which are for purely masculine purposes. This pre-eminence of woman in the buying field is a discovery of late years, and this tendency of shrewd advertisers in all lines to attempt to win woman's favor, in the confident expectation that men will follow where women lead, is the corollary of an established fact.

The keen-witted merchant is now going a step farther in the fine art of advertising. As women influence the men in the purchase of things intended exclusively for male use, so do the little children influence the mothers; and an increasing number of shrewd merchants are awakening to the fact and planning their trade campaigns accordingly.

It is related that Foote, who began his business career in a modest little store on a narrow street in London far from the highways of trade, made it a special point to be extremely attentive to the little people who were sent to his store for a spool of thread, a piece of braid or a dozen buttons, invariably accepting their little sums tendered in payment with, "Thank you, my dear," accompanying them to the door with a pleasant smile and invariably handing them, on their leaving, a picture card, or a flower, or a bit of candy, or some such trifle, with which he always kept himself plentifully supplied for these wee customers. The result was that the little folks were his enthusiastic friends and advertised him persistently in the homes of London. Grateful mothers, pleased fathers and appreciative sisters and brothers were led to Foote's by the children, who would not hear to another choice; and Foote, a merchant of only fourth-rate ability in the estimate of unprejudiced judges, died a millionaire.

A clothier in a Western city is practicing the same general idea to-day, and with marvelous results. In addition to continual efforts which secure the lively interest of children, he once a year gives a monster picnic to all the children in the city; conveys them to and from the grounds, provides bands and other music, has plentiful wholesome eatables, furnishes sports and entertainments to amuse, and sends thousands of happy youngsters to bed with a conviction in each little head that, if father and mother patronize any other clothier than the host of the day, they will be traitors to the sense of right and justice.

The average jeweler cannot afford the large expense of such a monster entertainment; but he can employ the children as missionaries in his cause, in smaller ways. The thing to do is to secure their good will; to please them with attentions; to give them oppor-

tunities to speak of his store from their personal knowledge of it; to excite their gratitude; to stimulate their sense of obligation; to cause them to mention his name with dancing eyes and happy hearts. It need cost only a trifle. Instead of sending off the little fellow who asks, "Please gimme a card," with a surly, "No, haven't any for you—get out," say, "Certainly, sir—and here is one for your sister" (if he has one). Let the cards be picture cards, of the kind children like; and they will take no offense at your business card on the back of them. Of course, another youngster will appear in the wake of the first comer, and a dozen more at his heels, and a hundred to follow; but what of it. Cards are cheap, and good advertising costs money. The main thing is not the distribution of the cards (since little profit will result from that trite form of advertising), but the manner of the giving. Convey to each little recipient the idea that you are a pleasant person; a gentleman; a friend and a well-wisher. These small people are wonderfully sympathetic; their hearts are open and honest; they are not cynical and skeptical. They have good memories. They possess quick intuitions. They fulfill the Golden Rule. Your kindly words, your pleasant smile, will be "as bread cast upon the waters."

Start them in the "guessing games" which have been found to excite the interest of men and women, the "children of a larger growth." Put a jar of beans in your window, the number to be guessed by children under fifteen only, and provide prizes that are "worth while." Give to each little body who enters your store (not with a purchase-condition to the giving) an inconsequential gift of some sort. It may be the veriest trifle, but must be worth carrying away. Entertain them en masse as you can afford—say, a public kiting on a holiday, or a Punch and Judy show, or prizes for running, or swimming, or bicycling, or any of a dozen projects which will come to your mind. And let the advertising monster not bring his head and claws too plainly into evidence! The direct advertising must be subordinated, because your scheme is not that the people shall be told by you what a good fellow you are, but that the children shall perform that laudatory office, in their own way. If you attempt any other means of translation, you defeat the intent and prove yourself incapable of the higher flights of the fine art of advertising.

The suggestions above given contemplate that the children will be attracted to you and, through the exercise of their good will and the resultant missionary influence which they will exert on the heads of the family, their parents will be brought to deal at your store. But there is another argument, and one for direct results: These children will rapidly grow into the age when they themselves become buyers. It is amazing how soon childhood gives way to young womanhood. Do not wait until the buyer is grown to win her as a customer. The child has fewer but stronger prejudices than the adult, and is less calculating. A kind word wings its way to the tender heart of the little maid, while it might fall unheeded on the adamant heart of the worldly grown. A favor to wee Bessie of ten is doubly appreciated as against the favor to Miss Elizabeth of twenty. Wee Bessie has the better memory and you have less competition. Miss Elizabeth is accustomed to hearing pleasant speeches from gallant gentlemen, and accepts favors and compliments as a matter of course. You would do well to commence your campaign while she is yet wee Bessie.

Never Give Offense to a Deaf Person.

From the Lewiston Journal.

"One of the serious mistakes of life," says a down-east stove dealer, "is to get a deaf person offended against you. You never can explain anything to set it right. Somehow, when a person loses his hearing, he is apt to become extra sensitive and suspicious, and it takes but little to give him offense. Such per-

sons can talk well enough to give vent to their offensive charges, but just you try to say a word in defense and they can't hear a thing. I had a lady customer who had traded with me a good while. She was a widow and so deaf she had to use a trumpet.

One spring she decided to break up keeping house and wanted her stoves stored for the whole season. We gave her our usual price, which was satisfactory. We sent for the stoves, put them all in good shape and blacked them up and stowed them away. Three or four weeks later when we had filled our store-room with a lot of stoves for other people, this woman changed her mind and wanted her stoves taken back and set up again. To get at them we had a lot more trouble.

She asked the price, and, of course, it was the same as if we had kept them a month or two longer. She went into the air and gave me a regular setting up, with her trumpet to her ear all the time to hear her own words. I put my mouth to the trumpet to explain that we had had more trouble with her stoves than if she had left them the season out, but the moment I began to talk she grabbed the trumpet away and was deaf as a post. Then she began again and called me an extortioner, a cheat, and other pretty names. She would never trade with me again a cent's worth, and none of her children ever should. I did my level best to reason with her, but she'd grab the trumpet away the moment I began to talk. She went off, and I suppose she's blowing me up now wherever she goes."

Method in His Absent Mindedness.

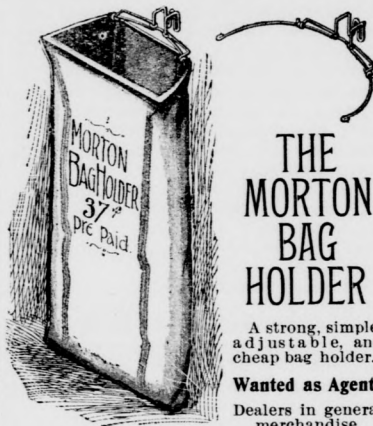
"Tickets, please, gentlemen," said the conductor, and they were all produced, save that of a poor, feeble old gentleman, who searched all his pockets in vain for his, and the fellow passengers growled exceedingly.

"Train is waiting for you, sir," went on the conductor. "Why, there it is in your mouth, sir, all the time."

And the train moved on.

"Do you suffer much from absence of mind?" asked a satirical passenger. "Absence of mind be hanged," returned the poor, feeble old gentleman. "I was sucking the date off a last week's ticket."

The silver lining is always on the wrong side of the cloud.



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

Wanted as Agents
Dealers in general merchandise.

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

STAR MFG CO., KALAMAZOO, MICH.

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, Widdicomb Bldg.

HENRY ROYCE, Supt.

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... \$5 25
Quarts, Porcelain-lined Cap, 1 doz. in box... 5 50
½ Gal., Porcelain-lined Cap, 1 doz. in box... 7 50
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. ¼ pt., 18c... \$2 10
Ass't bbls. containing 6 doz. ½ pt., 20c... 1 20
Barrel... 35
½ pint, in barrels 20 doz., per doz... \$3 65
½ pint, in barrels 18 doz., per doz... 18
Barrels, 35 cents.
½ pint, in boxes 6 doz., per box... \$1 55
½ pint, in boxes 6 doz., per box... 1 75
No charge for boxes and cartage. Prices subject to change without notice. Mail orders to

H. LEONARD & SONS,
GRAND RAPIDS, MICH.

USE ATLAS SOAP

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

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. MCINNES, 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.

Homer Hutchinson has gone on the road for the Belding Shoe Co., of Belding.

Business energy, to bear fruit, must be supplemented by broad, impartial judgment.

Samuel R. Evans (Ball-Barnhart-Putman Co.) is putting in a fortnight's vacation at Oneonta, N. Y.

S. L. Rice has resigned his position as Southern Michigan representative for the Lemon & Wheeler Company.

When trade is dull the customer wants the biggest value for his money and will deal with the salesman who can give it to him.

Selling goods on the road has its benefits and its evils, but if merits and demerits are weighed against each other the first will kick the beam.

Frank Burke has resigned the Southwestern Michigan territory for W. J. Quan & Co. The same will be looked after by Frank H. Clay.

David L. Hempstead, traveling representative for Walter Buhl & Co., is said to be booked for the position of Assistant Assessor of Detroit.

Mrs. Bert Gillette has engaged to represent Wilson Bros., of Edgerton, Wis., in Southwestern Michigan. Mrs. Gillette resides in Benton Harbor.

C. J. Bulger, of Fort Wayne, succeeds J. W. Birdenbaugh as Southern Michigan and Northern Indiana representative for the Pliny Watson Co., Toledo.

There are two kinds of thrift in trade—the one of the open palm and the one of the hooked claw. The one is the thrift of the gentleman merchant, the other of the rag and junk man.

A. W. Gammer, of Coloma, is spending a few weeks among the retail trade of Grand Rapids in the interest of the Summit City Soap Co., of Ft. Wayne, and Wilson Bros., of Edgerton, Wis.

Willis P. Townsend (Christenson Baking Co.) knocked off last week to take a long breath and get acquainted with his family. His route was covered in the meantime by "Uncle John" Christenson.

Fred Truscott, Lake Superior representative for Burnham, Stoepel & Co., was in Detroit last week for the purpose of assisting in the selection of a new dry goods stock for McDougal, Smith & Co., of Munising.

W. F. Blake (Worden Grocer Co.) came home sick last Wednesday with bilious fever and has been confined to his home ever since, being so ill Tuesday that his physician forbade his seeing any but the members of his family. His route is being covered in the meantime by Henry Brink, son of Adrian Brink, the Grandville avenue merchant.

Reputation as a first-class traveling man is the direct result of acting honestly and conscientiously towards your trade and then having something meritorious continually for sale. There is no secret about it at all.

Chas. B. Lovejoy, formerly engaged in the grocery business at Big Rapids, is now on the road for Wilson Bros., of Edgerton, Wis. His territory comprises Northwestern Michigan from Grand Rapids to the Straits.

M. K. Collins has taken the position of Northern Michigan and Upper Peninsula traveling representative for the Hammell Cigar Co., succeeding J. B. Tucker, who has represented the Lansing institution for the past four years.

Some of the boys say "no" so gracefully, when it comes to granting credit to an undesirable customer, that, instead of offending, it is satisfying. There is a knack about it. You can do it, too, provided you don't get excited and lose your temper.

Belding Banner: A garrulous traveling man told an Ionia minister that he had seen more wickedness within an hour in that town than he had seen in Grand Rapids for a whole week, whereupon the civic federation was hastily summoned together, and a brand new crusade against sin has been commenced.

Grave Charge Against the Tomato.

During the past two weeks every leading grocery trade journal in the United States has received a marked copy of a Pittsburg daily paper containing an article headed, "Have You Tomato Heart?" The article sets forth a long list of alleged evils which follow the use of the tomato, and advises everybody to let it alone. By inference, grocers are also advised not to sell them. The source of this movement against the tomato is a mystery. Whether it springs from a desire to depress the already limp canned-tomato market we cannot say.

This article embodies an interview with a Pittsburg physician and claims to give the results of his experiments. The assertions in it are said to be based upon observations conducted over fifteen years. "At least one-half of those who use tomatoes," asserts the article, "suffer more or less, without themselves being conscious of the exact cause, while one-fourth are obviously injured. Only a small number exhibit the evidences of acute poisoning. The first effects are upon the stomach and digestive tract, shown by uneasiness, burning, water brash and heartburn. These are succeeded by sour and gaseous eructations and sometimes vomiting. The contents of the intestines take on a fermentative action, causing distension that occasionally interferes with breathing. When these symptoms arise there is a craving for drink, which is the result of irritation of the mucus surface of the stomach. The excretions are acid and the sweat is of a sour odor."

"The fluttering of the heart and its irregular action continue for some time and are associated with headache and a sense of general weariness. In extreme cases there is disturbed vision, floating objects in the visual field, beating and singing in the ears, giddiness and mental apparitions, numbness and general perversions of the senses. Speech is sometimes difficult, articulation is almost impossible. There is occasional incoherence of thought, and several ideas seem to seek expression at the same time. The most marked cases may present a complete panorama of these symptoms within two hours after introducing into the stomach from two to three ounces of tomato fruit."

"The most serious and permanent trouble is in the direction of the circulatory apparatus. The more or less constant use of the tomato causes the bodily fluids to become acidulous from the tomato acid and its ferments, and this, in turn, reduces the normal alkaliescence of

the blood. The heart is compelled by its irregular action to do more than its normal work. The natural result is that, as in exercise of other muscles, it enlarges, accompanied with the forceful heart throb, often audible to the subject himself. There are irregularity, loss of an occasional heart beat and sometimes pronounced palpitation, with accompanying shortness of breath. The next stage is that of thinning of the wall, with dilatation and pulling apart of the valves so that they cannot close the openings. This constitutes one form of valve disease."

After describing these symptoms, the physician who is responsible for this interview recommends that the use of tomatoes as an article of diet during the period of heart development, especially that marking the rapid increase in growth between adolescence and maturity, should be avoided as likely to precipitate evil. Women should not use tomatoes when there is a pre-existing nervous irritability, and under certain other conditions their use would be foolhardy. All who suffer from rheumatism, heart disease or functional derangement of the heart and circulation should carefully avoid tomatoes. He further concludes that those in charge of hospitals, almshouses and other public institutions should expunge them from the lists of foods. The supplies for the military should not include this vegetable, as it cannot be in the interests of hygienic and economic food supply.

We reproduce a small portion of the article that grocers may see the views some people hold upon this popular vegetable. We have never before seen any such charges laid at the door of the tomato, and would be sorry to learn that they were not exaggerated.

Suggestions to Salesmen by a Busy Buyer.

The following suggestions to traveling salesmen hang in a conspicuous place over the desk of a busy buyer not a thousand miles from this city:

When you enter a store act as if you owned it; if the buyer is busy interrupt him, and thus create a good impression on the start.

If the buyer is writing, so much the better; spread your samples on his books, so that he will be sure to see them.

Make several remarks about the weather, as folks in stores don't know whether it is summer or winter unless you tell them.

If the buyer is starting for his dinner, step between him and the door; he will relish his dinner better if he has to wait for it.

If you should secure an order, carry it around for a few days before sending it to the house, as the goods might be in the merchant's way if received too soon.

If you don't book an order, tell the buyer he is ignorant and doesn't know what he needs.

Don't be civil to the clerks; they might think you are trying to bunco them.

If the buyer says he doesn't want anything, go over the whole list seven times; he has nothing to do but listen.

When you have finished your work, talk for at least half an hour, as the buyer is in the office for a social time, not business, and would rather sit up half the night to catch up with his work than miss a good visit.

The net earnings of the Grand Rapids Gas Co. during July were \$6,495, which is 17 per cent. in excess of the net earnings for the same month last year. The company's net earnings for the first seven months of 1896 show an improvement of 14 per cent., as compared with the same period last year.

There are times when every man realizes that he has too many friends.

Don't hit a man when he is down; it is much easier to step on him.

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

New Price on Fruit Jars.

H. Leonard & Sons, of this city, being obliged to remove a few carloads of Jars from a factory, are making a price for a few days that is unprecedented at this season, viz., \$5.25 per gross for pints, \$5.50 for quarts and \$7.50 for half gallons.

BEST 10 CENTS GREEN SEAL

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. PENNOVER, 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.



CLIFTON HOUSE

Michigan 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.

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. SCHROUDER, 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 Passing of the Apprentice.

From the Pharmaceutical Era.

Some recent writers in the pharmaceutical journals claim that the system of apprenticeship in the drug business is rapidly passing away; indeed, they do not hesitate to assert that it has already gone. We are inclined to agree with them, even in the extreme assertion. It may be possible to find a few of the old-time variety of apprentice in some old-time stores under the tutelage of old-time apothecaries, but it is undeniable that, as a class, the apprentice has already become naught but a memory. This change is fraught with deep significance; whether it is for better or worse is the problem. There are those who see, in the passing of the apprentice, an indication that pharmacy of today is not learned with that thoroughness and prosecuted with that diligence and earnestness which were formerly accorded it, and, ergo, pharmacy is in a bad condition. We must, before assenting to this conclusion, inquire whether an adequate equivalent to apprenticeship has been and is substituted. There is no royal road to learning, but often it is possible to get to the goal by any one of several paths, and the shortest and best should be one's choice. Perhaps the modern methods of shop training, the college of pharmacy education, may in shorter time supply that which the apprentice could gather only from crude methods, unsystematic training, and hard, laborious, unremitting toil. But, however this may be, it may be said that the old-time apprentice, when his term of service was over, was well grounded in his calling and sure to become a good and competent apothecary. Can as much be said of all the graduates of to-day?

We believe the old apprentice system was a good thing. It was founded on the principle that the way to succeed at a calling is to begin at the bottom and work up. Now there is a tendency in all lines of activity to begin at the top, and the result often is that we work down to failure. A material as well as an ethical value attached to apprenticeship; the boy had to pay a premium for the privilege of learning the drug business. (This plan still obtains in some countries abroad.) Now the young man must be paid for the favor he grants in working in the store, waiting on customers, selling soda and cigars, and incidentally picking up a knowledge of compounding and dispensing medicines. The apprentice had the right to demand interest and instruction from his preceptor; the fin de siècle drug clerk is made to earn his wages.

No doubt the work of the apprentice was often distasteful, discouraging drudgery, but he knew and held what he learned. Practical experience demonstrated that the jalap tuber is of exceeding refractoriness toward the process of comminution and powdering. Today's clerk must rely upon his memory of a text-book phrase.

Pharmaceutical educators, for a number of years past, have realized the rapidly changing conditions in the pharmaceutical world, have been discussing the "practical experience" problem in all its phases (vide the Proceedings of the A. Ph. A., the college catalogues and the columns of the pharmaceutical journals), and have not yet

come to definite and united conclusion regarding what substitute for the old-time apprenticeship must be offered and enforced. Nothing can replace shop training entirely, but much of the results of its former laborious and ill-applied effort can be quicker and better attained by the systematic college drill of to-day. Much, we say, not all, can be replaced; the meat of the question is what portion. The answer must be worked out by such discussion as we have instanced, through experiment and oft-times failure, but we have faith to believe that evolution in pharmacy, as in other fields of professional and industrial effort, is upward, not downward. The old-time apprentice has gone; we shall have a better representative in his stead.

But while noting the abolition of the system itself, the sound principles upon which it was founded must not be discarded. Whatever is done, let it be thorough.

Anticipating the Demand.

From the Pharmaceutical Era.

Every druggist is aware of the importance of having certain goods in stock in certain seasons, and he usually anticipates seasonable demands by ordering goods in advance. As ordering goods is easy compared with selling them, just as much attention should be bestowed upon the latter as upon the former. Advertisements should be constructed and placards written days or weeks before they are needed. For instance, when the druggist hears a goodly number of his customers or neighbors comparing notes on bad colds, he may safely conclude that a little epidemic of influenza is worrying people. Now if he has several advertisements and showcards already prepared describing his favorite cough remedy, he has an opportunity to bring himself into notice just when the public is willing to notice him. If he has neglected this important matter he will probably put it off for a day or two, and miss those issues of his local paper which should contain his seasonable cough cure advertisement.

There are many other drug store articles which might be called emergency goods, things that quite a number of people are likely to want all at once and on short notice. There are antiseptics, disinfectants and deodorizers which they are very anxious to purchase whenever a contagious disease makes its appearance in a neighborhood. There are insecticides which a whole community may want within a few days. Water supplies may fail temporarily or become contaminated, and many people would buy mineral or table waters if they were just reminded. The enterprising druggist will be prepared for all these things. His window signs will go up and his advertisement into the newspaper upon the first indication that the public is going to want any of his "emergency goods."

Seven Pass at Marquette.

Detroit, Aug. 15.—The following were the successful candidates at the examination held at Marquette, Aug. 7 and 8: E. W. Bromley, Port Huron. R. W. Edling, Menominee. H. F. Miller, Ann Arbor. W. H. Roberts, Loring. W. H. Rezin, Iron Mountain. L. M. Sawyer, Chicago, Ill. C. F. Watkins, Manton. These were all registered pharmacists. The next meeting of the Board will be held at Lansing, Nov. 4 and 5. F. W. R. PERRY, Sec'y.

Nocturnal Construction.

Teacher—Tommy, when was Rome built?
Tommy—In the night.
Teacher—How came you to make such a mistake?
Tommy—You said yesterday Rome wasn't built in a day.

A minister in Columbus says that women have more nerve than men as a rule. This, he says, is especially the case when it comes to marrying. Some time ago he was called to marry a young couple in what might be called

the aristocratic circle. The young man was very much excited, but was trying to put on a bold face for the emergency. To show that he was not frightened in the least, he concluded to ask the minister if it was customary to kiss the bride. After stuttering for some time he finally broke out, "Is cussing kistomary?" The minister kindly informed him that it was not, under the circumstances, and the young man was led to the altar like a lamb.

The value of buttermilk is not appreciated as it should be. As a beverage it is highly esteemed; a proper and constant use of it will greatly reduce and sometimes cure the craving for alcoholic liquors. It alone will often remedy any acidity of the stomach; lactic acid, needed by some persons, is supplied by it much more than by any other drink or food. One very important effect of buttermilk is said to be the alleviation of the oppression around the heart from which many old people suffer.

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

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 out 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.

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.

Please your Customers by selling

Giderine

One bottle will keep one barrel of cider just where you want it. Manufactured only by

THUM BROS. & SCHMIDT,

For sale by all Jobbers at \$3.00 per dozen.



THE JIM HAMMELL
HAMMELL'S LITTLE DRUMMER AND
HAMMELL'S CAPITAL CIGARS

are made of the best imported stock.

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

WE REFUND THE PRICE IF NOT SATISFACTORY.

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

THE ELECTRIC PILE CURE CO., LAKEVIEW, MICH.

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.

WHOLESALE PRICE CURRENT.

Advanced—Cocaine, Gum Kino.

Declined—Alcohol, Quinine, Oil Peppermint.

Acidum			Conium Mac.			Scilla Co.		
Aceticum.....	80¢	10	Copaiba.....	35¢	65	Tolutan.....	50¢	50
Benzoicum, German	75¢	80	Cubebae.....	1 50¢	1 00	Prunus virg.....	50¢	50
Boric.....	40¢	15	Exechthitos.....	1 20¢	1 30	Tinctures		
Carbolicum.....	44¢	46	Erigeron.....	1 20¢	1 30	Aconitum Napellis R	60¢	60
Hydrochlor.....	30¢	5	Gaultheria.....	1 50¢	1 60	Aconitum Napellis F	50¢	50
Nitrocum.....	80¢	10	Geranium, ounce.....	75¢	75	Aloes.....	60¢	60
Oxalicum.....	10¢	12	Gossippii, Sem. gal.....	50¢	60	Amica.....	60¢	60
Phosphorium, dil.....	50¢	55	Juniper.....	1 50¢	2 00	Assafetida.....	50¢	50
Salicylicum.....	1 40¢	1 60	Lavendula.....	90¢	2 00	Atrope Belladonna.....	60¢	60
Sulphuricum.....	1 40¢	1 60	Limonis.....	1 30¢	1 50	Aurant Cortex.....	50¢	50
Tannicum.....	30¢	38	Mentha Piper.....	1 60¢	2 20	Benzoin.....	50¢	50
Tartaricum.....	30¢	38	Mentha Verid.....	2 65¢	2 75	Benzoin Co.....	50¢	50
Ammonia			Morhuze, gal.....	2 00¢	2 10	Barosma.....	50¢	50
Aqua, 16 deg.....	40¢	6	Myrica, ounce.....	75¢	3 00	Cantharides.....	75¢	75
Aqua, 20 deg.....	60¢	8	Olive.....	75¢	3 00	Cardamon.....	75¢	75
Carbonas.....	12¢	14	Picea Liquida.....	91¢	95	Cardamon Co.....	75¢	75
Chloridum.....	12¢	14	Picea Liquida, gal.....	91¢	95	Castor.....	1 00	1 00
Aniline			Rosmarini.....	60¢	1 00	Catechu.....	50¢	50
Black.....	2 00¢	2 25	Rose, ounce.....	6 50¢	8 50	Cinchona.....	50¢	50
Brown.....	80¢	1 00	Succini.....	40¢	45	Cinchona Co.....	50¢	50
Red.....	45¢	50	Sabina.....	90¢	1 00	Columba.....	50¢	50
Yellow.....	2 50¢	3 00	Santal.....	2 50¢	7 00	Cubeba.....	50¢	50
Bacca			Sassafras.....	50¢	55	Cassia Acutifol.....	50¢	50
Cubee.....	13¢	15	Sinapis, ess., ounce.....	1 25¢	1 30	Cassia Acutifol Co	50¢	50
Juniperus.....	6¢	8	Tigli.....	1 25¢	1 30	Digitalis.....	50¢	50
Xanthoxylum.....	25¢	30	Thyme.....	40¢	50	Ergot.....	50¢	50
Balsamum			Thyme, opt.....	40¢	50	Ferri Chloridum.....	50¢	50
Copaiba.....	45¢	50	Theobromas.....	15¢	20	Gentian.....	50¢	50
Peru.....	40¢	45	Potassium			Gentian Co.....	50¢	50
Terabin, Canada.....	40¢	45	Bi-Barb.....	15¢	18	Guaiac.....	50¢	50
Tolutan.....	75¢	80	Bichromate.....	13¢	15	Guaiac ammon.....	50¢	50
Cortex			Bromide.....	13¢	15	Hyoscyamus.....	75¢	75
Abies, Canadian.....	18¢	18	Carb.....	13¢	15	Iodine, colorless.....	75¢	75
Cassia.....	12¢	12	Chlorate, po. 17@19c	50¢	55	Kino.....	50¢	50
Cinchona Flava.....	18¢	18	Cyanide.....	2 90¢	3 00	Lobelia.....	50¢	50
Euonymus atropurp	30¢	30	Iodide.....	29¢	32	Myrrh.....	50¢	50
Myrica Cerifera, po.	20¢	20	Potassa, Bitart, pure	29¢	32	Nux Vomica.....	75¢	75
Prunus Virgini.....	12¢	12	Potassa, Bitart, com	29¢	32	Opil.....	50¢	50
Quillaja, gr'd.....	10¢	10	Potass Nitras, opt.....	80¢	10	Opil, camphorated.....	50¢	50
Sassafras.....	12¢	12	Potass Nitras.....	70¢	9	Opil, deodorized.....	1 50	1 50
Ulmus.....	15¢	15	Prussiate.....	25¢	28	Quassia.....	50¢	50
Extractum			Sulphate po.....	15¢	18	Rhatany.....	50¢	50
Glycyrrhiza Glabra.....	24¢	25	Radix			Rhei.....	50¢	50
Glycyrrhiza, po.....	28¢	30	Aconitum.....	20¢	25	Sanguinaria.....	50¢	50
Hematox, 15 lb box.....	11¢	12	Althea.....	22¢	25	Serpentaria.....	50¢	50
Hematox, 1s.....	13¢	14	Anchusa.....	12¢	15	Sromonium.....	60¢	60
Hematox, 1/4s.....	14¢	15	Arum po.....	20¢	25	Tolutan.....	50¢	50
Hematox, 1/4s.....	16¢	17	Calamus.....	20¢	40	Valerian.....	50¢	50
Ferru			Gentiana.....	15¢	18	Veratrum Veride.....	50¢	50
Carbonate Precip.....	15¢	15	Glycyrrhiza, pr. 15	16¢	18	Zingiber.....	20¢	20
Citrate and Quinia.....	2 25	25	Hydrastis Canad.....	30¢	30	Miscellaneous		
Ipecac Soluble.....	80¢	80	Hydrastis Can, po.....	35¢	35	Aether, Spts. Nit. 3 F	30¢	35
Ferrocyanidum Sol.....	50¢	50	Hellebore, Alba, po.....	15¢	20	Aether, Spts. Nit. 4 F	34¢	38
Solut. Chloride.....	15¢	15	Inula, po.....	15¢	20	Alumen.....	24¢	3
Sulphate, com'l.....	35¢	35	Iris plox.....	35¢	40	Alumen, gro'd. po. 7	30¢	4
Sulphate, com'l, by	35¢	35	Jalap, pr.....	40¢	45	Annatto.....	40¢	50
Sulphate, pure.....	7¢	7	Maranta, 1/4s.....	40¢	45	Antimoni, po.....	40¢	5
Flora			Podophyllum, po.....	15¢	18	Antimoni et PotassT	55¢	60
Arnica.....	12¢	14	Rhei.....	75¢	1 00	Antipyrin.....	40¢	1 40
Anthemis.....	18¢	25	Rhei, cut.....	75¢	1 35	Antifebrin.....	40¢	15
Matricaria.....	18¢	25	Rhei, pr.....	75¢	1 35	Argent Nitras, oz.....	55¢	55
Folia			Spigelia.....	35¢	38	Arsenicum.....	100¢	1
Barosma.....	15¢	20	Sanguinaria.....	30¢	35	Balm Gilead Bud.....	38¢	40
Cassia Acutifol, Tin.....	18¢	25	Serpentaria.....	30¢	35	Bismuth S. N.....	1 00¢	1 10
Cassia Acutifol, Alx.....	25¢	30	Senega.....	55¢	60	Calcium Chlor., 1s.....	9¢	9
Salvia officinalis, 1/4s	12¢	20	Similax, officinalis H	40¢	40	Calcium Chlor., 1/4s.....	10¢	10
Ura Ursi.....	80¢	10	Smilax, M.....	40¢	40	Calcium Chlor., 1/4s.....	12¢	12
Gummi			Scilla.....	10¢	12	Cantharides, Rus. po	75¢	75
Acacia, 1st picked.....	45¢	45	Symplocarpus, Foeti.....	25¢	25	Capsici Fructus, af.....	15¢	15
Acacia, 2d picked.....	45¢	45	Valeriana, Eng. po. 30	25¢	25	Capsici Fructus B, po.	15¢	15
Acacia, 3d picked.....	45¢	45	Valeriana, German.....	15¢	20	Caryophyllus, po. 15	100¢	12
Acacia, sifted sorts.....	45¢	45	Zingiber.....	13¢	16	Carmin, No. 40.....	3 75	35
Acacia, po.....	60¢	80	Zingiber j.....	25¢	36	Cera Alba, S. & F.....	50¢	55
Aloe, Barb. po. 30@28	14¢	18	Semen			Cera Flava.....	40¢	42
Aloe, Cape.....	12¢	12	Anisum.....	14¢	16	Cocculus.....	40¢	40
Aloe, Socotri. po. 40	12¢	12	Apium (graveleons)	14¢	16	Cassia Fructus.....	25¢	25
Ammoniac.....	55¢	60	Bird, 1s.....	4¢	6	Centraria.....	40¢	40
Assafetida.....	22¢	25	Carul.....	10¢	12	Cetaceum.....	45¢	45
Benzoinum.....	50¢	55	Cardamon.....	1 00¢	1 25	Chloroform.....	60¢	63
Catechu, 1s.....	13¢	13	Coriandrum.....	35¢	40	Chloroform, squibbs	1 35	1 35
Catechu, 1/4s.....	16¢	16	Cannabis Sativa.....	35¢	40	Chloral Hyd Crst.....	1 15¢	1 30
Camphore.....	47¢	50	Cydonium.....	75¢	1 00	Chondrus.....	20¢	25
Euphorbium.....	10¢	10	Chenopodium.....	10¢	12	Cinchonidine, P. & W	15¢	20
Galbanum.....	1 00	1 00	Dipterix Odorate.....	2 90¢	3 00	Cinchonidine, Germ	7¢	14
Gamboge po.....	65¢	70	Feniculum.....	15¢	15	Cocaine.....	5 55¢	5 75
Gualacum.....	35¢	35	Foenugreek, po.....	6¢	8	Corks, list, dis. pr. et	65¢	65
Kino.....	3 50	3 50	Lini.....	2 1/2¢	4	Croosotum.....	40¢	40
Mastic.....	40¢	40	Lini, gr'd.....	3 1/2¢	4	Creta, prep.....	2¢	2
Myrrh.....	40¢	40	Lobelia.....	35¢	40	Creta, precip.....	9¢	11
Opil.....	2 50¢	2 60	Phalaris Canarian.....	35¢	40	Creta, Rubra.....	50¢	55
Shellac.....	40¢	45	Rapa.....	4 1/2¢	5	Cudbear.....	24¢	24
Shellac, bleached.....	40¢	45	Sinapis Alba.....	7¢	8	Cupri Sulph.....	50¢	6
Tragacanth.....	50¢	80	Sinapis Nigra.....	11¢	12	Dextrine.....	10¢	12
Herba			Spiritus			Ether Sulph.....	75¢	90
Absinthium.....oz. pkg	25¢	25	Frumenti, W. D. Co.....	2 00¢	2 50	Emery, all numbers	6¢	6
Eupatorium.....oz. pkg	25¢	25	Frumenti, D. F. R.....	2 00¢	2 25	Emery, po.....	30¢	35
Lobelia.....oz. pkg	25¢	25	Frumenti.....	1 25¢	1 50	Ergota.....	12¢	15
Majorum.....oz. pkg	25¢	25	Juniperis Co. O. T.....	1 65¢	2 00	Flake White.....	23¢	23
Mentha Pip.....oz. pkg	25¢	25	Saccharum N. E.....	1 90¢	2 10	Galla.....	8¢	9
Mentha Vir.....oz. pkg	25¢	25	Spt. Vini Galii.....	1 75¢	2 00	Gambier.....	8¢	9
Rue.....oz. pkg	25¢	25	Vini Oporto.....	1 25¢	2 00	Gelatin, Cooper.....	60¢	60
Tanacetum Voz. pkg	25¢	25	Vini Alba.....	1 25¢	2 00	Gelatin, French.....	30¢	50
Thymus, V.....oz. pkg	25¢	25	Sponges			Glassware, flint, box	60¢	10 10
Flagnesia			Florida sheeps' wool	2 50¢	2 75	Less than box.....	60¢	60
Calcined, Pat.....	55¢	60	Nassau sheeps' wool	2 50¢	2 75	Glue, brown.....	9¢	12
Carbonate, Pat.....	20¢	22	Velvet extra sheeps'	2 50¢	2 75	Glue, white.....	13¢	25
Carbonate, K. & M.....	20¢	25	wool, carriage.....	2 50¢	2 75	Glycerina.....	19¢	25
Carbonate, Jennings	35¢	36	Extra yellow sheeps'	2 50¢	2 75	Guaia Paradisi.....	15¢	15
Oleum			wool, carriage.....	2 50¢	2 75	Humulus.....	25¢	25
Absinthium.....	3 25¢	3 50	Grass sheeps' wool,	2 50¢	2 75	Hydraag Chlor Mite	75¢	75
Amygdala, Dule.....	30¢	50	carriage.....	2 50¢	2 75	Hydraag Chlor Cor.	75¢	75
Amygdala, Amara.....	8 00¢	8 25	Hard, for slate use.....	2 50¢	2 75	Hydraag Ox Rub m.	85¢	85
Anisi.....	2 60¢	2 70	Yellow Reef, for	2 50¢	2 75	Hydraag Ammoniati	95¢	95
Aurant Cortex.....	2 30¢	2 40	slate use.....	2 50¢	2 75	Hydraag Unguentum	45¢	55
Bergamii.....	3 00¢	3 20	Syrups			Hydrargyrum.....	50¢	50
Cajiputi.....	70¢	75	Acacia.....	50¢	50	Ichthyobolla, Am.....	1 25¢	1 50
Caryophylli.....	53¢	58	Auranti Cortes.....	50¢	50	Indigo.....	75¢	1 00
Cedar.....	35¢	65	Zingiber.....	50¢	50	Iodine, Resubi.....	3 80¢	3 90
Chenopadii.....	2 50¢	2 50	Ingica.....	50¢	50	Iodoform.....	60¢	70
Cinnamoni.....	2 25¢	2 30	Ferri Iod.....	50¢	50	Lupulin.....	2 25¢	2 25
Citronella.....	55¢	60	Rhei Arom.....	50¢	50	Lycopodium.....	60¢	65
			Smilax Officialis.....	50¢	50	Liquor Arsen et Hy.....	27¢	27
			Senega.....	50¢	50	Liquor PotassArsinit	10¢	12
			Scilla.....	50¢	50	Magnesia, Sulph.....	2¢	3
						Magnesia, Sulph, bbl	1 1/2¢	1 1/2
						Mannia, S. F.....	60¢	63
						Menthol.....	50¢	50

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 Made by A. M. DEAN,
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 Write for samples and prices.
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 paint made.

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Paints, Oils and Varnishes

Full line of staple druggists' sundries.
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 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.....50 5 50 Diamond.....50 7 00 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 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  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	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 1/4 Chester.....1 1/4 @ 2 Peas. Green, bu.....90 Split, per lb.....2 1/2 Rolled Oats. Rolled Avena, bbl.....3 60 Monarch, bbl.....3 35 Monarch, 1/2 bbl.....1 80 Private brands, bbl.....3 10 Private brands, 1/2 bbl.....1 68 Quaker, cases.....3 20 Oven Baked.....3 25 Lakeside.....2 25 Sago. East.....4 East India.....3 1/2 Wheat. Cracked, bulk.....3 24 2 lb packages.....2 40	Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. doz.....75 2 oz.....1 50 4 oz.....3 00 Regular Vanilla. doz.....1 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	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 PIPES. Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....1
BAKING POWDER. Absolute. 1/4 lb cans doz.....45 1/2 lb cans doz.....85 1 lb cans doz.....1 50 Acme. 1/4 lb cans 3 doz.....45 1/2 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 Bulk.....10 Dwight's. 1 lb cans per doz.....1 50 JaXon. 1/4 lb cans 4 doz case.....45 1/2 lb cans 4 doz case.....85 1 lb cans 2 doz case.....1 60 Home. 1/4 lb cans 4 doz case.....35 1/2 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90 Our Leader. 1/4 lb cans.....45 1/2 lb cans.....75 1 lb cans.....1 50	COFFEE. Green. Rio. Fair.....18 Good.....19 Prime.....21 Golden.....21 Peaberry.....23 Santos. Fair.....19 Good.....20 Prime.....22 Peaberry.....23 Mexican and Guatamala. Fair.....21 Good.....22 Fancy.....24 Maracaibo. Prime.....23 Milled.....24 Java. Interior.....25 Private Growth.....27 Mandehling.....28 Mocha. Imitation.....25 Arabian.....28 Roasted. Quaker Mocha and Java.....30 Toko Mocha and Java.....30 State House Blend.....24 Package. Arbuckle.....18 00 Jersey.....18 00 McLaughlin's XXXX.....18 00	CONDENSED MILK. 4 doz. in case.....5 25 Extract. Valley City 1/4 gross.....75 Felix 1/4 gross.....1 15 Hummel's foil 1/4 gross.....85 Hummel's tin 1/4 gross.....1 43	Fish. Cod. Georges cured.....@ 3 1/4 Georges genuine.....@ 4 1/2 Georges selected.....@ 5 Strips or bricks.....5 @ 8 Halibut. Chunks.....10 Strips.....10 Herring. Holland white hoops keg.....55 Holland white hoops bbl.....6 50 Norwegian.....2 30 Round 100 lbs.....1 10 Round 40 lbs.....1 10 Scaled.....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.....8 00 Family 10 lbs.....50 Sardines. Russian kegs.....55 Stockfish. No. 1, 100 lb. bales.....10 1/4 No. 2, 100 lb. bales.....8 1/4 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.....6 25 5 75 1 75 100 lbs.....2 80 2 60 1 00 40 lbs.....78 73 33 10 lbs.....65 61 29	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.....1 45 One to ten cases, per case.....1 35 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	SEEDS. Anise.....13 Canary, Smyrna.....6 Caraway.....10 Cardamon, Malabar.....80 Hemp, Russian.....4 Mixed Bird.....4 1/4 Mustard, white.....6 1/4 Poppy.....8 Rape.....4 Ruttle Bone.....20 SNUFF. Scotch, in bladders.....37 Maccaboy, in jars.....35 French Rappet, in jars.....43 SYRUPS. Corn. Barrels.....14 Half bbls.....16 Pure Cane. Fair.....16 Good.....20 Choice.....25 SPICES. Whole Sifted. Allspice.....9 1/4 Cassia, China in mats.....10 Cassia, Batavia in bund.....15 Cassia, Saigon in rolls.....32 Cloves, Amboyana.....15 Cloves, Zanzibar.....10 Mace, Batavia.....10 Nutmegs, fancy.....65 Nutmegs, No. 1.....60 Nutmegs, No. 2.....55 Pepper, Singapore, black.....20 Pepper, Singapore, white.....20 Pepper, shot.....16 Pure Ground in Bulk. Allspice.....10 @ 15 Cassia, Batavia.....17 Cassia, Saigon.....35 Cloves, Amboyana.....15 Cloves, Zanzibar.....10 Ginger, African.....15 Ginger, Cochiu.....20 Ginger, Jamaica.....22 Mace, Batavia.....60 @ 65 Mustard, Eng. and Trieste.....20 Mustard, Trieste.....25 Nutmegs.....40 @ 60 Pepper, Singapore, black.....12 Pepper, Singapore, white.....15 @ 18 Pepper, Cayenne.....17 @ 20 Sage.....18 "Absolute" in 1/4 lb. Packages. Allspice.....65 Cinnamon.....75 Cloves.....75 Ginger, Cochiu.....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
CONDENSED PEARL BLUING 1 doz. Counter Boxes.....40 12 doz. Cases, per gro.....4 50 BROOKS. No. 1 Carpet.....2 00 No. 2 Carpet.....1 65 No. 3 Carpet.....1 50 No. 4 Carpet.....1 20 Parlor Gem.....2 00 Common Whisk.....85 Fancy Whisk.....1 00 Warehouse.....2 25 CANDLES. Hotel 40 lb boxes.....9 1/4 Star 40 lb boxes.....8 1/2 Paraffine.....9 CANNED GOODS. Flanetowec Peas. Lakeside Marrowfat.....1 00 Lakeside E. J.....1 30 Lakeside, Cham. of Eng.....1 40 Lakeside, Gem. Ex. Sifted.....1 65 CATSUP. Columbia, pints.....4 25 Columbia, 1/4 pints.....2 50 CHEESE. Amboy.....@ 7 1/4 Acme.....@ 7 1/4 Elsie.....@ 8 Gold Medal.....@ 7 1/4 Ideal.....@ 7 1/4 Jersey.....@ 7 1/4 Lenawee.....@ 7 1/4 Riverside.....@ 7 1/4 Sparta.....@ 7 Brick.....@ 10 Edam.....@ 20 Leiden.....@ 20 Limburger.....@ 15 Pineapple.....@ 20 Sap Sago.....@ 18 Chicory. Bulk.....5 Red.....7 CHOCOLATE. Walter Baker & Co.'s. German Sweet.....22 Premium.....31 Breakfast Cocoa.....42 CLOTHES LINES. Cotton, 40 ft, per doz.....1 00 Cotton, 50 ft, per doz.....1 20 Cotton, 60 ft, per doz.....1 40 Cotton, 70 ft, per doz.....1 60 Cotton, 80 ft, per doz.....1 80 Jute, 60 ft, per doz.....80 Jute, 72 ft, per doz.....95 CLOTHES PINS. 5 gross boxes.....45	KOFFA-AID.  3 doz in case.....5 25 Extract. Valley City 1/4 gross.....75 Felix 1/4 gross.....1 15 Hummel's foil 1/4 gross.....85 Hummel's tin 1/4 gross.....1 43 CONDENSED MILK. 4 doz. in case.....5 25  N. Y. Condensed Milk Co.'s brands. Gail Borden Eagle.....7 40 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Dime.....3 35  Peerless evaporated cream.....5 75	DRIED FRUITS-DOMESTIC Apples. Sundried.....@ 3 1/4 Evaporated 50 lb boxes.....@ 6 1/4 California Fruits. Apricots.....9 @ 11 Blackberries.....5 1/2 @ 14 Nectarines.....5 1/2 @ 14 Peaches.....5 @ 14 Pears.....8 1/4 @ Pitted Cherries.....@ 6 1/4 Prunelles.....@ 6 1/4 Raspberries.....@ 7 1/4 California Prunes. 100-120 25 lb boxes.....@ 4 1/4 90-100 25 lb boxes.....@ 4 1/4 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 1/4 40-50 25 lb boxes.....@ 7 1/4 30-40 25 lb boxes.....@ 7 1/4 1/4 cent less in bags	FLAVORING EXTRACTS. Jennings'. D.C. Vanilla.....2 00 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....3 00 No. 8.....4 00 No. 10.....6 00 No. 2 T.1.....25 No. 3 T.2.....00 No. 4 T.2.....40 D. C. Lemon.....2 00 2 oz.....75 3 oz.....1 00 4 oz.....1 40 6 oz.....2 00 No. 8.....2 40 No. 10.....4 00 No. 2 T.1.....35 No. 3 T.1.....35 No. 4 T.1.....50 	MINCE MEAT.  Mince meat, 3 doz in case.....2 75 Pie Prep. 3 doz in case.....2 75 PATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 MOLASSES. Blackstrap. Sugar house.....10 @ 12 Cuba Baking. Ordinary.....1 1/2 @ 14 Porto Rico. Prime.....20 Fancy.....30	CONDENSED MILK. 4 doz. in case.....5 25 Extract. Valley City 1/4 gross.....75 Felix 1/4 gross.....1 15 Hummel's foil 1/4 gross.....85 Hummel's tin 1/4 gross.....1 43 CONDENSED MILK. 4 doz. in case.....5 25  N. Y. Condensed Milk Co.'s brands. Gail Borden Eagle.....7 40 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Dime.....3 35  Peerless evaporated cream.....5 75

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.....	32
56 lb. linen sacks.....	60
Bulk in barrels.....	2 50

Warsaw.

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

Ashton.

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



Wild Cherry Phosphate.

"Little Giant" case, 28 1-lb bottles..... 2 50
 "Money Maker" case, 24 2 1/2-lb and 24 1-lb bottles..... 5 00

Free with above, Large Bottle, Easel and Advertising Matter.

Concentrated Extract for Soda Fountain, per gal..... 2 00
 Root Beer Extract, 3 doz case, \$2 25, per doz..... 75

Acid Phosphate, 8 oz., per doz..... 2 00
 Beef, Iron and Wine, pints, per doz..... 3 00

TOBACCOS.

Cigars.

G. J. Johnson's brand



S. C. W..... 35 00

H. & P. Drug Co.'s brand..... 35 00

Quintette..... 35 00

Clark Grocery Co.'s brand..... 35 00

New Brick..... 35 00

Michigan Spice Co.'s brand..... 35 00

Absolute..... 35 00

SOAP.

Laundry.

Gowans & Sons' Brands.

Crow..... 3 10

German Family..... 2 15

American Grocer 100s..... 3 30

American Grocer 60s..... 2 75

Mystic White..... 3 80

Lotus..... 3 90

Oak Leaf..... 3 00

Old Style..... 3 20

Happy Day..... 3 10

Henry Passolt's brand.



Single box..... 3 00

5 box lots, delivered..... 2 50

10 box lots, delivered..... 2 85

25 box lots, delivered..... 2 75

JAXON

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

Lautz Bros. & Co.'s brands.

Aerne.....	3 25
Cotton Oil.....	5 75
Marselles.....	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 lot, delivered.....	2 85
25 box lot, delivered.....	2 75

Allen B. Wrisley's brands.

Old Country, 80 1-lb. bars.....	3 00
Good Cheer, 80 1-lb. bars.....	3 90
Uno, 100 1-lb. bars.....	2 90
Doll, 100 10-oz. bars.....	2 25

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

Allen B. Wrisley's brands.

Old Country, 80 1-lb. bars.....	3 00
Good Cheer, 80 1-lb. bars.....	3 90
Uno, 100 1-lb. bars.....	2 90
Doll, 100 10-oz. bars.....	2 25

Allen B. Wrisley's brands.

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

Allen B. Wrisley's brands.

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

Allen B. Wrisley's brands.

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

Allen B. Wrisley's brands.

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

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5 box lots, delivered.....	2 95
10 box lot, delivered.....	2 85
25 box lot, delivered.....	2 75

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10 box lot, delivered.....	2 85
25 box lot, delivered.....	2 75

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25 box lot, delivered.....	2 75

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25 box lot, delivered.....	2 75

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

Allen B. Wrisley's brands.

Candies.

Stick Candy.

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

Extra H. H..... @ 8 1/2

Boston Cream.....	@ 8 1/2
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Mixed Candy.

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

Fancy-In Bulk.

Lozenges, plain.....	@ 8 1/2
Lozenges, printed.....	@ 8 1/2
Choc. Drops.....	@ 11
Choc. Mountments.....	@ 13
Gum Drops.....	@ 5
Moss Drops.....	@ 8 1/2
Sour Drops.....	@ 9
Imperial.....	@ 9

Fancy-In 5 lb. Boxes.

Kindergarten.....	@ 8½
French Cream.....	@ 9
Dandy Pan.....	@ 10

The Doorstep Politicians of Whey Corners.

Written for the TRADESMAN.

It is a hot, sultry Saturday night—the one particular night in the week when the doorstep politician crowd takes on the character of a mob. There is nothing in this fact peculiar to Whey Corners—it is a scene that is being enacted this very moment in front of hundreds of other corner groceries located in hundreds of other crossroad villages. The regular D. P.'s are all present, but they are almost lost among the Saturday-nighters who have come in from the farms to stock up on "tobaccer" and other necessities, swop harvest field lies and post up on neighborhood gossip. It is the one weekly opportunity these tillers of the soil have for social commingling during the long busy season, and they make the most of it. The tree toads are clinging to the window ledges wherever there is an available spot to cling, and the doorstep and threshold are holding up ten men by actual count. Sixteen men, besides old Tim. Dolan, are sitting on the outer edge of the walk under the eaves of the broad awning. Between these two rows the walk is filled with a shifting, jostling crowd of labor-stained men and dirty, bare footed boys, who go and come, climb in and out the store over legs and through clouds of tobacco smoke, spit, swear and joke each other good naturedly, but in language that would ignite the fireproof cheek of any member of the typographical union if he attempted to put it in type. These men pay no respect to modest ears when they come together like this in their rough-and-ready everyday attire. Why, you wouldn't know some of these fellows to-morrow if you met them with hymn books in hand on their way to church. It beats all, what a change comes over the spirit of their dreams after they have scrubbed and shaved themselves and got into their Sunday clothes. Why, sugar wouldn't melt in their mouths if it was hot enough to melt the heart of a note shaver. But to-night—oh, my, it's different to-night. Why, they seem to vie with each other in the effort to see who can incorporate the greatest amount of low profanity and vulgar slang in the least possible number of sentences; and they do not seem to realize that other ears, although unnoticed by them, are, most unfortunately, not deaf to what they say. They open their mouths wide, but they shut their eyes tight to the fact that the cheeks of many a lady whom they wot not of are made to tingle with shame, and that many a little urchin is taking lessons in—manliness? Surely, any modest woman in Whey Corners unencumbered with men folks will fast over Sunday rather than run the gauntlet of getting into that grocery for supplies on a Saturday night!

Captain Punccheon is louder than ever. His side-splitting guffaws can be heard 'way the other side of the cheese factory, and the residents in that end of the village do say that, whenever this two-footed animal laughs in front of Brown's grocery at the same time the tavern-keeper's big mule brays, the hostler is unable to catch the least sound from the open-mouthed four-footed one, although standing by his side in a boxstall a full quarter of a mile away on the other side of the creek!

The present cause of the Captain's super-exuberance is the bolting of the New York Sun from the Democratic party. "Haw, haw, haw!" roared the

Captain; "what do ye think o' the situation now? I say, Tim, would ye advise me ter subscribe for the great X-ray of the democracy, that there N. Y. Sun, and post myself up on the great questions of the day? That's what ye advised me ter do t'other night, an' hanged ef I ain't a notion ter take yer advise. Haw, haw, haw!"

"Say, Capt'n," said old Tim, "the Lord furgive me fur givin' ye that hasty advice. I don't want ye ter go back on yer own papers. Stick to yer own party organ, the Detroit Tribune, an' I'll bet a fried egg ye'll come out all right. Ha, ha, ha, ha, ha! oh, he, he, he, he! ha, ha!"

At this point the crowd caught the refrain, and, when the little Captain saw old Tim churning up and down on the sidewalk and getting shorter and shorter in breath, he opened his mouth and belched forth a series of guffaws that paralyzed every sound within a half-mile radius and brought everybody in the village out into the street in open-mouthed amazement.

The bald head of the grocer protruded through the door during the uproar and, when it subsided, he wanted to know what had happened.

"Happened!" repeated the perspiring Captain, as he mopped off his Gothic forehead with the red bandana he always carried in the crown of his hat. "I'd like ter know wot ain't a happenin' nowadays! Our old Democratic frien' 'ere 'as lost 'is rudder an' 'e don't know any more where 'e 's at! Things 'e once loved 'e now 'ates, an' things 'e once 'ated 'e now loves. 'Es knocked over 'is political god, the great Grover, an' now 'e 's a tryin' ter set up a silver calf on the old pedestal. Just th' other day, 'e swore by the New York Sun, an' now 'e swears at it. The Detroit Tribune 'as always been rank poison to 'is soul, but now 'e 's a rollin' it under 'is tongue like 'e 'ad a sweet morsel, an' 'is a advisin' of ever'body ter take it regurlelly every mornin', on a empty stummick. 'E 'as 'eakened ter the silvery-toned voice of the tempter an' turned 'is back on the true Moses. 'E's jined the cowboys of the Wild Woolly West, an' I want ter tell ye, my ole frien', that, ef ye succeed in yer idolertrous designs in a settin' up this 'ere false god o' silver, the judgment o' heaven 'll be on this Republic. Me 'n' you'll die an' be buried in the wilderness, an' it'll be forty year before our children'll git a squint o' the Promised Land."

"Well," said Tim, "ye must think the people o' this 'ere great, free kinty is a blamed pack o' 'eathen! Don't ye know that the nationes's, pro'hibitiones's and poppeles's are all a goin' ter vote fur free silver?"

"Oh, yes, o' course," replied the Captain, "an' so 're the anarchis's, socialis's, an' all the other rag, tag an' bobtails. Let the tail go 'ith the hide, o' course."

"Look here, Punccheon," said a horny-handed son of toil with bare, sun-burnt arms and a greasy four-year-old straw hat on his head, "if the rest o' your carcass was in proportion to yer mouth, ye'd be a — of a man. I'm not ashamed o' bein' a pop'lis' an' I won't be called a tail by ennybody!"

"Why, my dear feller," explained the Captain, "I didn't call ye a tail. I—haw, haw, haw!—I was only alludin' ter the hide o' the old Democratic party, an' jist merely suggestin' that the tail ought ter go 'ith the hide. Did ye ever see a hide 'ithout a tail? I

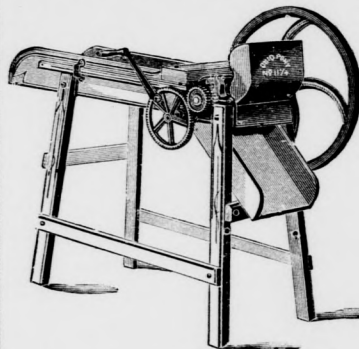
A large number of hardware dealers handle

THE OHIO LINE FEED GUTTERS

OHIO PONY CUTTER

Fig. 783. No. 11 1/4.

Made by SILVER MAN'F'G CO.,
Salem, Ohio.



This cutter is for hand use only, and is a strong, light-running machine. It is adapted to cutting Hay, Straw and Corn-fodder, and is suitable for parties keeping from one to four or five animals.

There is only one size, and is made so it can be knocked down and packed for shipment, thus securing lower freight rate. Has one 11 1/4 inch knife, and by very simple changes makes four lengths of cut.

We also have a full line of larger machines, both for hand or power. Write for catalogue and prices.

ADAMS & HART, General Agents, Grand Rapids.

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.

guess ye've got the wrong pig by the ear this time, Mr. Fodder. I didn't say you pop'lis's was a goin' ter vote fur Byran. It was yer ole Democratic friend, Dolan, over there that said that, an' ef ye feel personally insulted over it—as I would—ye 'd better fix it up 'ith him."

This was followed by another horse laugh and a remark about the touchiness of the crowd and then the Captain started for home.

"I think it's 'baout time we had a new clerk," said Fodder, after Punch-eon left. "That fool of a tailor 'as bin in office s' long 'e begins ter think 'e owns the hull town!"

"I used ter think, b' gosh, that Cap'n Puncheon knowed a heap," said Jimmy Gimble; "but enny man that'll stick up fur gold w'en the kintry's 'baout ready ter bust all to smithereens hain't fit ter be clerk, b' gosh!"

This was followed by a flash of lightning and a loud peal of thunder and the crowd began to disperse.

E. A. OWEN.

The National Bank of Norway.

Probably the most independent and aristocratic bank in the world is the Norges, or National Bank of Norway. It seems to be wholly indifferent to doing business of any kind, and what it does do it insists upon doing in its own deliberate way.

Socially the bank is of considerable importance. The directors meet twice a week, and these friendly gatherings are said to be most enjoyable affairs. Loans and discounts form the chief subjects of conversation. No loan or discount can be made without the approval of three of the directors.

Suppose the directors are to hold a meeting on Wednesday, and you want to borrow £1,000 on Monday. You apply to Norges Bank, and are told that the matter will be taken under consideration at the directors' meeting on Wednesday, and you may look for an answer to your application by Thursday. It does not matter in the least that you want the £1,000 on Monday and not Thursday—you simply have to wait.

The origin of this institution was as peculiar as its management is unusual. Soon after the nominal union of Norway and Sweden in 1814, the latter country began to feel the need of greater money facilities to meet the demands of the rapidly-increasing commerce. The problem of securing the necessary capital for a great national institution was a very simple one for the Norwegian government.

It raised stockholders for the bank just as it raised soldiers for its armies. Every well-to-do citizen was compelled to take so much stock. He was always at liberty to take more if he chose, but always in amounts divisible by five. Book-keeping was made easy on a new principle, in accordance with which sums ending in other figures than five and zero were to be excluded from the books.

This national bank is also a national pawnshop. It is authorized by law to lend money on any non-perishable goods, provided they can be deposited in the bank and kept under lock and key. For this service it charges rather less than the usual pawnbroker's interest, which may, perhaps, account for the rarity of private pawnshops in Norway. In the regular loan department the curious rule is enforced that loans may not be made for less than one month, nor for more than six, and only for sums of at least £24.

No Trouble to Show Goods.

The Largest Living Lady, from the neighboring dime museum, looked into the druggist's showcase.

"You don't seem to have the kind of face wash I'm used to buying," she said, turning away.

"We've got some giant powder in the back room, ma'am," replied the new clerk, fearful he was about to lose a sale.

WOMEN AND WATCHES.

Why They Seldom Go Well Together.
From Harper's Monthly Magazine.

A man gets great pleasure out of a good watch. It is a most beautiful piece of mechanism. It is an ornament and a companion. He becomes attached to it for its individual qualities and excellences. Every watch has a character of its own—that is, every good watch that has any character at all—for it must be confessed that the great majority of watches of the trade have not so much distinct character as the majority of men and women. Even the excellent watches made by machinery, with interchangeable parts, are not alike. The fine watch is a sensitive thing; it needs a good master who appreciates it and partakes of its own system of regularity; and it is sensitive to the weather, to change of position, and, I sometimes think, to the personal temperament of the one who carries it. This is the reason why women and watches seldom get on well together. I doubt if a fine watch has those feminine qualities which makes women so attractive. The watch is nothing if it is not methodical and regular. It is exasperated by fitful and jerky treatment. And this quality of steadfastness makes it not loved of women as men love it. They like it as an ornament, as a decoration, like the ring and the brooch, and it is sometimes a convenience in order to tell them about (not exactly) what time it is. Women do not, as a rule, except in cases of entire emancipation, care what time it is exactly. They can go without a watch with no sense of incompleteness in their lives, whereas a man feels lost without his faithful time-keeper.

The relation of woman to the watch needs to be seriously considered for the light it may throw not only upon the differentiation of the sexes, but upon their adaptation for keeping this world going in its various functions. It is possible that here is a kind of touchstone which can be applied. For instance, if a woman finds that she has the same feeling towards a watch that a man has, is she not justified in concluding that she has the qualities needed for success in what are still called masculine occupations? And in trying to bring about the Reform, that is, the Complete Emancipation (the word is an awkward one, but it is used here because it has the syllable "man" in it), should not the first effort be to put the sex into proper relations with the watch? There is evidently a great truth here somewhere, and the topic is worthy of an essay.

It is no doubt the exactness of the watch as a time-keeper that pleases a man and adds to his egotism as the owner of it. He is jealous of its reputation. He resents criticism of it. Nothing sooner raises heat in the male mind than a comparison of another man's watch unfavorable to his. He trusts his tried machine. He has infinite satisfaction in knowing that he has the exact time. Nothing more upsets him and lowers his self-esteem than to have a favorite watch go back on him. To lose confidence in it is somehow to suffer a fundamental shock in the general integrity of things.

Confidence can add more cash to the circulation than mountains of metal coined and padlocked.

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 replete line for all sizes and ages or meet him at Sweet's Hotel, Grand Rapids. He will be there all the State Fair week, beginning Monday, Sept. 7th, to Saturday, Sept. 12th.

Hardware Price Current.

AUGURS AND BITS

Snell's..... 70
Jennings', genuine..... 25&10
Jennings', imitation..... 60&10

AXES

First Quality, S. B. Bronze..... 5 00
First Quality, D. B. Bronze..... 9 50
First Quality, S. B. Steel..... 5 50
First Quality, D. B. Steel..... 10 50

BARROWS

Railroad..... \$12 00 14 00
Garden..... net 30 00

BOLTS

Stove..... 60
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

KNOBBS—New List

Door, mineral, jap. trimmings..... 70
Door, porcelain, jap. trimmings..... 80

MATTOCKS

Adze Eye..... \$16 00, dis 60&10
Hunt Eye..... \$15 00, dis 60&10
Hunt's..... \$18 50, dis 20&10

MILLS

Coffee, Parkers Co.'s..... 40
Coffee, P. S. & W. Mfg. Co.'s Malleables..... 40
Coffee, Landers, Ferry & Clark's..... 40
Coffee, Enterprise..... 30

MOLASSES GATES

Stebbin's Pattern..... 60&10
Stebbin's Genuine..... 60&10
Enterprise, self-measuring..... 30

NAILS

Advance over base, on both Steel and Wire.
Steel nails, base..... 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..... 1 60
Case 10..... 65
Case 8..... 75
Case 6..... 90
Finish 10..... 75
Finish 8..... 90
Finish 6..... 10
Cinch 10..... 70
Cinch 8..... 80
Cinch 6..... 90
Barrel %..... 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 1/2c 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, 1/2 inch and larger..... 5 1/2
Manilla..... 9

SQUARES

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

SHEET IRON

Nos. 10 to 14..... com. smooth. com. \$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 20 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
Annealed 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, nicked..... 30
Coe's Genuine..... 50
Coe's Patent Agricultural, wrought..... 80
Coe's Patent, malleable..... 80

MISCELLANEOUS

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

METALS—Zinc

600 pound casks..... 6 1/2
Per pound..... 6 1/2

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..... 4 50
14x20 IX, Charcoal, Allaway Grade..... 5 50
20x28 IC, Charcoal, Allaway Grade..... 9 00
20x28 IX, Charcoal, Allaway Grade..... 11 00

BOILER SIZE TIN PLATE

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

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

OTTO C. J. BERNTHAL

New York Electro Plating & M'g 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.

JOHN T. F. HORNBERG

Citizens Phone, 1517.
GRAND RAPIDS, MICH.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, Aug. 15—One would have to search the records for a good many years back to find a duller week in jobbing grocery circles than the past has been. It will be an era to date future events from—and certainly there can be no worse time for man or beast.

Still, when we compare the grocery trade with other lines, there is not so very much reason to complain, after all. Something is doing all the time, and there is at least an element of hopefulness among many of our larger dealers. "When the campaign is over," we'll see a different state of affairs.

One thing has been making some mighty lively demonstrations and that is the gay and festive lemon. Orders have been coming in from every part of the country and prices have gone up, up, up, until the advance has been fully \$2 a box over last week. The market has been completely cleaned out and still the cry is strong for more and the pressure is for still further advances on arriving quantities.

The coffee market is dull and quotations have been made on a fractionally lower basis than prevailed a week ago. Transactions on the street have been made on a basis of 11c for Rio No. 7, and, indeed, this has, possibly, been shaded. There are afloat 496,736 bags, against 538,342 bags at the same time last year. In mild coffees there has been a fairly good trade and quotations are quite firmly adhered to.

The tea market remains about as usual. There have been quite a good many orders, but nearly all for small amounts for stocking-up purposes.

The supply of refined sugar has not, as yet, overtaken the demand and orders coming in contain the "hurry" clause with great frequency. The demand is fair and it could not well be less than "fair" at this season of the year. Raw sugars are quiet and holders are hoping for a stronger market soon.

In spices the market is depressed. Prices, while practically unchanged, are certainly not inclined to go higher. The demand is light, orders being for very small quantities.

While there has been a light demand in rice, dealers generally report that quotations show no weakness and, upon the whole, the market is firm. Crop news is of an encouraging nature. Reports from New Orleans are firm.

Molasses is waiting for cooler weather. Very little of interest has taken place during the week and dealers are not working themselves to death. Open kettle is said to have been sold in New Orleans at 32c—equal to about 36c here.

The syrup market is very listless. For the very finest grades there is some request from fancy grocers, but, as a rule, the hot weather has been too much for the general trade.

In canned goods very little animation exists. Brokers are cutting down expenses in every direction and there seems no immediate chance for a betterment of affairs. Reports of a large pack come to hand from all parts of the country. Maine promises well for corn and Maryland comes up smiling for a very large output of tomatoes. Altogether, we are not likely to suffer for want of canned goods this winter.

As intimated, the demand for lemons has been something of the nature of a boom and at the moment there seems to be no means of meeting the demand. Oranges have not been very actively enquired for, yet prices are very firm. Bananas are quiet. The market has remained practically unchanged for a long time and the range per bunch for firsts is from \$1.10@1.25.

Potatoes are worth from 90c@1.10 per bbl. in bulk and the supply is "all that could be desired." Sweet potatoes are held from \$1.10@1.25 per bbl. Celery, 20@40c per doz. bunches.

There has been a very noticeable falling off in the demand for butter during the week. Supplies have shown a good deal of stock that is not up to requirements and the hot weather has

been particularly severe on shipments from a great distance. Western creamery is worth from 15½@16c.

Arrivals of cheese have been of moderate proportions. The demand for home use is moderate, while for export there has been a trifle more activity. Large size full cream is worth 7½c.

Dealers assert that they have never seen so large a proportion of the arrivals of eggs go to waste. In fact, there are no really fancy eggs to be had. Stock that will bear investigation is worth 14@16c.

Trading in beans has been very quiet during the week and prices are nominally as last quoted. Choice pea, \$1; choice marrow, \$1.12½@1.15.

Dried fruits are dull—extremely so. New evaporated apples are worth, for Sept.-Oct. delivery, 5c for fancy stock and about 4½c for average prime.

The Drug Market.

Acetanilid—Manufacturers issued circulars last Wednesday promulgating an advance of 2c per pound.

Acids—Fair demand from consumers for seasonable varieties. Salicylic, market is somewhat easier and a trifle irregular. Oxalic is still steady.

Alum—Moderate demand from consuming channels. No change in prices.

Arsenic—Powdered white is quiet and values are down a notch.

Balsams—Not much change in any description. Trade demand for copaiba is good and values are firm. Tolu remains strong, while Peru continues quiet.

Barium, Nitrate—Moderate jobbing request.

Bismuth Preparations—Old prices rule for jobbing inquiry.

Cacao Butter—Prices of bulk are firm, influenced by the exceedingly small available stock, but demand has continued slow, nevertheless.

Cantharides—Slow sale, prices mostly nominal.

Cassia Buds—Stock of desirable grades is closely concentrated and values are firm. Jobbing request very fair.

Castor Oil—Condition abroad has met with a further improvement, and the market here is firm, with about an average business going forward.

Chloral, Hydrate—Prices nominally steady, no new features.

Cocaine—Values continue firm on both sides the water, and the late advance is well maintained.

Colocynth Apples—The different descriptions are meeting with a continued good trade demand. Foreign markets are firm and prices are kept up.

Cream Tartar—There is no mentionable change in prices, but there seems to be a moderate movement.

Cubeb Berries—Market featureless, with quotations nominal.

Epsom Salts—Are still scarce on the spot and prices are firm.

Ergot—Small lots only are enquired for. Values are unchanged.

Essential Oils—Consuming demand is reported as quiet, but dealers exhibit a degree more of interest and there are some few changes of more or less consequence as regards leading descriptions. Citronella has again declined, as has also sweet orange. All varieties of peppermint have dropped in price, under the influence of the abundant yield of new crop. Market is slightly quieter as to natural wintergreen.

Flowers—Arnica are meeting with a limited jobbing demand at the former range. Market is steady for German chamomile, but there is no fresh business, in consequence of no recent ar-

rivals of new crop. Prices for American saffron are nominally steady.

Glycerine—Demand slow, no change in values.

Gums—Asafoetida is moving in a fairly good way. Domestic camphor is still firm. Tone of the demand is active for Japanese in one ounce cakes, and English is still steady. Kino has advanced, on account of reduced supply.

Leaves—Fairly good demand for short buchu. Senna prices are well maintained, due to the seasonably active request.

Lupulin—Tendency of prices is to the nominally steady. Demand is limited.

Menthol—Demand is about the same as for lupulin, with the tone of the market easy.

Morphine—The limited business is mostly of the contract character. However, prices are maintained and the tone of the market seems to be steady.

Opium—Demand has been extremely dull since the last issue. Although prices have been favorable to buyers, there has not been a corresponding demand.

Quicksilver—Business is still limited, at the old range.

Quinine—Very firm demand from consuming channels.

Roots—No new features for ipecac and prices are nominally steady. Jalap shows no change. Jamaica ginger remains very firm, under the same influences as were at work a week ago.

Salicylate of Soda—Quotations have met with a decline at the hands of manufacturers.

Seeds—Primary sources have reduced prices for Italian anise. The market is, in consequence, depressed and spot values are lower. No specially new features to report for any of the varieties of canary and prices are, for the most, unchanged. All varieties of mustard are at a standstill. Poppy quotations are very firm. Russian hemp, also, is firm. Tone of the market for millet is still easy but prices are steady. Although the demand for coriander remains fair, there is no betterment to note in values. No important changes in celery, the moderate jobbing business being at the former range.

Sponges—The spot market is still dull and without mentionable change, with but little business going forward, buyers being denominated reluctant, but values of really desirable goods are steady. No new situation in producing localities.

Sugar of Milk—Excellent home consumptive demand has resulted in a very active market. Same is true of the export trade, and large sales are being made at the old quotations.

Strontia, Nitrate—Moderate consuming trade and prices continue fairly active.

Advertising Device Used by a Cigar Dealer.

An enterprising local cigar dealer has realized that something must be done to counteract the commercial depression of a presidential election year. The following announcement is made on a large sign placed in front of his establishment: "Your felt hat cleaned free of charge by purchasing 25 cents' worth of our own full Havana cigars. Satisfaction guaranteed." A mulatto is seated in the window engaged in the operation of refurbishing old derbies by means of some electrical machinery.

The man who is constitutionally tired is highly endowed with the ability to make other people tired.

Business is suffering from the dry rot of inactivity.

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 KLAP; Treasurer, J. GEO. LEHMAN. Regular Meetings—First and third Tuesday evenings of each month at Retail Grocers' Hall, over E. J. Herriek'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—CLEAN AND PAYING DRUG stock, invoicing \$1,800, for \$500 in cash and balance in real estate. Address No. 86, care Michigan Tradesman. 86

FOR SALE, CHEAP—BAKERY AND RESTAURANT near Paw Paw Lake resort; the only bakery in town. Other business cause of sale. Address L. Vernand, Box 168, Watervliet, Mich. 85

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

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

MISCELLANEOUS.

WANTED TO EXCHANGE—EQUITY IN A double tenement renting for \$1,600 annually, in heart of Grand Rapids, for farm or city property. Address No. 84, care Michigan Tradesman. 84

I HAVE TWO RESIDENCE LOTS IN EASTERN portion of Grand Rapids which I will exchange for clean stock of general merchandise. Address No. 83, care Michigan Tradesman. 83

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

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WANTED TO EXCHANGE GOOD GRAND Rapids real estate for stock of merchandise. Address No. 999, care Michigan Tradesman. 999

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 seasonable produce. R. Hirt, 36 Market street, Detroit. 951

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

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Who uses the Tradesman Company's COUPON BOOKS, does so with a sense of security and profit, for he knows he is avoiding loss and annoyance. Write

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