

MICHIGAN TRADESMAN

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Volume XIV.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 9, 1896.

Number 677

Shall we have "The Gold Standard?"

We offer a substitute for Gold.
Good as Gold.
What are we speaking of? Why

Manitowoc Peas

Are they legal tender? Whether
"legal" or not is uncertain, but
they are certainly "tender."

THE ALBERT LANDRETH CO.,
MANITOWOC, WIS.

Credit for the above idea should be given to the Norton Can Co.
Minstrels, Chicago.

WORDEN GROCER CO., Sole Agents for Grand Rapids and Vicinity.

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.

Established 1780.

Walter Baker & Co., LTD.

Dorchester, Mass.,
The Oldest and
Largest Manufacturers of

**PURE, HIGH GRADE
COCOAS**

AND

CHOCOLATES

on this Continent.

No Chemicals are used in
their manufactures.

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

Their Premium No. 1 Chocolate is the
plain chocolate in the market for family
use.

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

Buyers should ask for and be sure that
they get the genuine

Walter Baker & Co.'s
goods, made at
Dorchester, Mass.

Warren's Liquid ASPHALT ROOF COATING

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

WARREN CHEMICAL AND MANUFACTURING CO.,

81 Fulton street, NEW YORK.

1120 Chamber of Commerce, DETROIT.

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.

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

We carry a stock of cake tallow for mill use.

Nos. 122 and 124 Louis St.,

Grand Rapids.

Did you ever



Try the S. C. W. Cigar? If not
why not? Are you afraid of 50
cigars? Just try your favorite 100
cigar and the S. C. W. at the same
time, and if you cannot tell the dif-
ference draw your own conclusion.
All jobbers handle them.

E. J. Johnson Cigar Co.,

Manufacturer,
GRAND RAPIDS, MICH.

"HOW TO MAKE MONEY"

Sell "Old Country Soap"

It is a big, pure, full weight, solid one pound bar (16 oz.) which retails for only 5 cents. Get the price you can buy it at from your Wholesale Grocer or his Agent. One trial and you will always keep it in stock.

DOLL SOAP

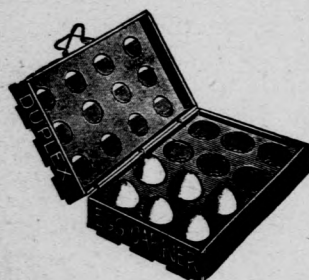
100 Bars in Box, \$2.50. This is a Cracker Jack to make a run on, and it will be a winner for you both ways.

Manufactured only by

ALLEN B. WRISLEY CO.,
CHICAGO.

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.

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Size 8 1-2x14—Three Columns.

2 Quires, 160 pages	\$2 00
3 Quires, 240 pages	2 50
4 Quires, 320 pages	3 00
5 Quires, 400 pages	3 50
6 Quires, 480 pages	4 00

Invoice Record or Bill Book.

80 Double Pages, Registers 2,80 invoices	\$2 00
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TRADESMAN COMPANY
GRAND RAPIDS.

Overstocked on Bicycles

DAYTONS STERLINGS
BEN HURS PHOENIXES
STORMERS RELIANCES
ROMANS PENINSULARS

Make us a cash offer and, if anything near manufacturer's price and we can fill the order, will do so.

PENINSULAR WHEEL CO.,
13 Fountain St., next to Peninsular Club,
Grand Rapids, 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.



5 AND 7 PEARL STREET.

TARTARINE

The new substitute for
Cream of Tartar,

Is, in fact, better than Cream of Tartar
for all culinary purposes and is a very
wholesome product. Cheaper to con-
sumer and more profitable to dealer.

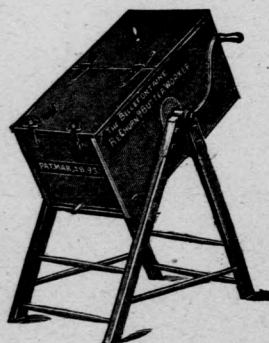
Manufactured by

WOLVERINE SPICE CO.,
Grand Rapids, Mich.

For Sale by all Wholesale Grocers.

WE TOLD YOU SO!

For trade's improving,
All goods are moving
Wherever Butter Workers are sold.
Then cease complaining,
Be self sustaining,
—And work your butter before it's old.



SWEETENS RANCID BUTTER

COLORS BEAUTIFULLY

Place your name on a postal card ad-
dressed to

THE CHURN CO.,
BELLEFONTAINE, OHIO.

When you wish to know anything about
this machine.

Don't forget the Tradesman when writing.

Standard Oil Co.

DEALERS IN

Illuminating and Lubricating

OILS

Naptha and Gasolines

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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

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.



MICHIGAN TRADESMAN



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Volume XIV.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 9, 1896.

Number 677

COMMERCIAL CREDIT CO., Ltd.

ESTABLISHED 1886.

Reports and Collections.

411-412-413 Widdicombe Bldg, Grand Rapids.

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

COLUMBIAN TRANSFER COMPANY

Carriages, Baggage
and Freight Wagons....

15 and 17 North Waterloo St.,
Telephone 381-1 Grand Rapids.

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."

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.

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.

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.

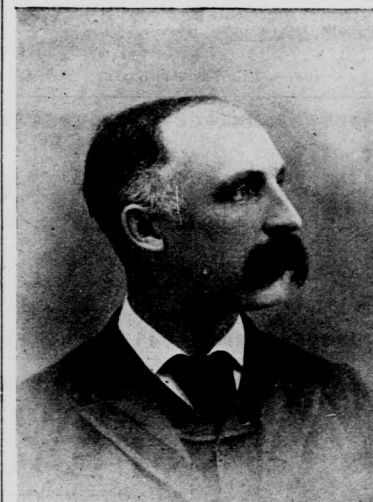
Save Trouble
Save Losses
Save Dollars

Tradesman Coupons

REPRESENTATIVE RETAILERS.

C. A. VanDenbergh, the Howard City General Dealer.

Charles A. VanDenbergh was born at Warren, Herkimer county, N. Y., Sept. 8, 1852, his antecedents on his father's side being Holland. He lived on a farm until 24 years of age, working on the farm summers and attending district school winters. He then took a commercial course at the seminary at Lima, N. Y., and in April, 1873, removed to Belding, this State, where he entered the employment of Wilson, Luther & Wilson, with whom he remained four and a half years, spending about one-third of the time on the road



and the remainder of the time in keeping the books of the firm. He then bought a half interest in the drug stock of his father-in-law, W. P. Newcomb, with whom he remained in partnership until the spring of 1883, when he removed to Howard City to take the management of the general stock of Devine & VanDenbergh, who at that time carried dry goods, boots and shoes, hats and caps, and have since added groceries. In October, 1888, Mr. VanDenbergh purchased the interest of his partner, since which time he has conducted the business in his own name, and since 1893 he has occupied a new two-story brick building erected and owned jointly by himself and his brother.

Mr. VanDenbergh was married in May, 1873, to Miss Florence Newcomb, of Belding, and the family circle includes three children—two sons and a daughter.

Mr. VanDenbergh is a member of the Forrester's, but has not affiliated with any other secret organization. He has been President of the village and member of the Board of Trustees and Director of the School Board, and happens to occupy the latter two offices at the present time. He attributes his success to steady hard work, and those who know him and are acquainted with his methods insist that he is richly entitled to the prosperity which has come to him since he established himself in trade at Howard City, thirteen years ago.

The Bicycle and Morals.

Written for the TRADESMAN.

During the earlier history of the modern bicycle much criticism was urged against it as an engine of physical destruction to such as should adopt it. All sorts of dire predictions were made as to the disastrous consequences to young men if it should come generally into use. Later, when women first began to yield to its enticing influence, to have listened to the exclamations of horror and predictions of physical evil one would have thought the perpetuity of the race was in danger. Experience in the almost universal adoption by both sexes in certain classes and localities has demonstrated that not only are the criticisms and fears wholly without warrant, but that the wheel in almost all cases is conducive to the highest physical health.

While this result of experience is now so fully demonstrated that the health critics may be fairly said to be silenced, there is another, even more serious, accusation brought against the new instrument of progression—it is disastrous to the morals of the communities where it is in general use. This charge, which has been urged to quite an extent recently by many well-meaning and influential people high in philanthropic circles, cannot be so quickly answered by experience, as the moral effects are not so obvious. It is my opinion, however, that a careful investigation of the situation would tend to disprove it.

In a general way it is a reasonable assertion that a means of exercise which produces the best results in the physical condition is, in a general way, of moral benefit on the principle of "a sound mind in a sound body." Then, unless some specific charges can be brought, it must be assumed that the tendency is good.

As to the question of temperance the consensus of opinion seems to be that the influence of the wheel is salutary. The man who enjoys the exercise of the wheel is not so likely to desire an artificial stimulant. Observation has shown that where the wheels prevail saloons do not flourish. This influence may be ascribed by some to the fact that a clear head is needed to safely manage the frisky steed, but it is probable that there is more to be credited to the general healthful tendency. Nor has its influence been good for the cigar trade among the young. It is a matter of observation that there is comparatively little smoking on wheels.

The question of its influence on religion might seem to have somewhat of the wrong side. Much complaint has been made that its temptations have lessened attendance upon religious services, that Sunday has been made a day of pleasure through its enticements. While this criticism may have some seeming foundation, it must be borne in mind that the novelty of the wheel may for a time cause it to have undue attraction, even to the neglect of the more solemn duties and pleasures of the day. But it is yet to be shown that the preponderance of its influence is in the wrong direction even in their regard,

for there are worse ways in which the day may be spent than on the wheel. Before a verdict is rendered against it in this regard there must be considered the numbers which have been brought out into God's pure air and sunlight from enervating, unhealthy places for loafing or places far worse. The more liberal of the members of the clergy are recognizing this fact and are not joining in this kind of criticism.

But many good mothers in Israel are crying out against its immoral tendencies, particularly on account of its adoption by young women and girls, I suppose largely for the reason that it requires short dresses, bloomers and such like, and that it is generally immodest for the gentler sex. It is natural that early training and convention should exert a strong influence with these good souls, and that modern bicycle costumes should shock their sensibilities. But this is all a matter of custom. Even now such costumes have become so common and familiar, where wheels are much used, that they are as little noticed as dress of the ordinary length, and it is coming to be recognized that a suitable bicycle costume is just as modest as any other.

Then, as to the increased mingling and comradry between the sexes brought about by the pleasure of riding, there might seem to be cause of apprehension on the part of these same good mothers. Certainly the French dowager would be greatly shocked to see the increased liberty taken by the American girl through the aid of the wheel, for the lack of restraint and supervision in this country has long been a matter of comment to the French critics, and yet it is to be shown that the extreme care of the French duenna has produced a higher standard of morality in that country than we enjoy. It is coming to be admitted that the mingling of the sexes in healthful mental or physical exercise is conducive to general morality. However, if careless mothers permit undue liberty of inexperienced girls and boys on account of the wheel, their criminal foolishness cannot be too strongly condemned. But where such instances occur occasionally on this account there are other ways that are much worse in which custom in this country sanctions too much liberty without supervision. I need only to cite the fact that girls are permitted to receive visits from their "fellows" often alone until the small hours. If there could be inaugurated a crusade against this it would accomplish much more in the cause of morality than any efforts against the wheel.

The bicycle is a great innovation. It is impossible that it can take its place without creating some disturbance and apprehension on the part of the more conservative. But while I would not give it undue credit as a promoter of morality, I think I am warranted in saying that the world is better for its advent even now, and that its influence for good will increase as it assumes its permanent place in the world's economy.

NATE.

Fruits and Produce.

News and Gossip of Interest to Both Shipper and Dealer.

Woolf & Laib, a commission firm in New York that has been among the heaviest receivers of poultry, have gone out of business. They claim that there is no money in the business and that shippers owe them \$5,000 in overdrafts.

* * *

There is hardly any excuse for a shipper getting "stuck" by dishonest commission houses. There are a great many solid, honorable and trustworthy commission houses in all the great markets. In nearly every instance where we hear of a shipper sustaining a loss, it is found the goods were shipped to a house that made an offer that seemed to be better than any of the old conservative firms would make. Stand by the old houses, the houses of known reputation, and consign tempting offers and unreasonable promises to the waste basket.

* * *

The practice of New York merchants returning a half cent above the highest quotations for creamery butter, regardless of quality, has been practically done away with. Reports to the contrary are based on isolated cases and should not be accepted as a true statement of the situation. The frequent and heavy failures in New York have convinced sensible creamerymen that a commission merchant who gives good service and prompt returns is entitled to a full five per cent. commission, and they have learned there is no real benefit to be derived from driving close bargains with the receivers of their product.

* * *

Some day, a man with brains and an air of cleanliness about him will come along and locate in a community where creameries are owned and operated by that class of farmers who think that "anything is good enough for a creamery," and this clean, shrewd man will build a creamery that will be so fine in its appointments from cellar to garret that it will make all the others look like soap factories. He will adopt the modern ideas of the best posted men in the country. He will spend dollars where farmers have spent dimes, he will have tile floors, porcelain walls, an office for the buttermaker, a laboratory for the milk testing, perfect drainage and ventilation. He will have inviting walks of gravel or cement, macadamized approaches to the creamery for the milk wagons, a lawn that will cost a few hundred dollars, cropped close and clean by the boys in the creamery. His buttermaker will have to know his business from a practical and scientific standpoint, and the man at the receiving can will have the powers of a czar. Bad milk will be sent back to the patron with crape on the can. The creamery man will be called a crank, but people will come hundreds of miles to see his creamery, and its reputation will soon become known among the dealers who are looking for a superlatively fine article, and the strangest thing of all will be that this man will prosper and make money while his competitors stand aghast at what they regard as wasteful extravagance.

* * *

We learn of a Newark, N. J., firm that is getting consignments from Western creameries by offering a cent above the market price, and after getting a

trial shipment and making returns according to promises, they ask for larger shipments, and when they arrive the returns are made for about two-thirds actual value, and as an excuse they say the quality is away below their standard and they can't get any more for the goods. Some of the shippers have been caught by this game for different amounts, and still they complain of allowing sharpers to exist, when they are furnishing the means for them to do business.

* * *

Eggs during the month of August just closed averaged in New York nearly 13½c, which is a remarkably good showing in the face of rather poor business conditions and against receipts of 189,375 cases.

* * *

We exported five times the quantity of butter in August, 1896, that was exported in August, 1895. The smallest quantity sent abroad in the past ten years was in August, 1894, when 584 packages were shipped, and the largest quantity was in August, 1896, when 61,000 packages were sent abroad.

The Revolt against Shoddy.

From the Dry Goods Reporter.

The watchword of the times is good value for the price. Shoddy goods at cheap prices have been put to the test and found wanting. Never in the history of the mercantile business have values been more carefully examined. Shoddy goods are receiving almost no attention in the preparation of new stocks for the coming fall season.

At the beginning of the financial stringency, four years ago, quality as well as price was cut. People, in endeavoring to economize, demanded cheap stuff. Merchants, in order to cater to their trade, were obliged to stock with inferior goods. Manufacturers, in turn, set to work upon shoddy articles.

As the consumer instituted the demand for such articles so has he revolted against them. A season or two of such purchases has proven conclusively that trash is not cheap at any price. It is better for the consumer to buy a good article for twice the money and have half as much. It is better for the merchant to sell less goods and have them honest.

Shoddy goods are a source of dissatisfaction and disgust from first to last. The manufacturer does not represent them as they are when selling them. The jobber touches lightly on their good points. The honest retailer hates himself when offering them to his customers.

The consumer, who, in the end, is the greater sufferer, retaliates by changing his patronage to another merchant who is no more honest than the merchant who sold the goods, and who, under the same circumstances, would have done the same thing. The merchant, in turn, blames the jobber or manufacturer from whom he buys, each seeking a scapegoat upon which to place the burden of shoddy. Thus repudiation is passed back and forth along the line.

The present demand for better goods is an encouraging sign. It indicates a healthy state of affairs; honest goods at honest prices; plain, more substantial and more practical things in place of cheap, tawdry articles that lose their freshness before leaving the counters of the retailer, and which, when out of fashion, are absolutely worthless and hence a dead loss.

The time of honest values at honest prices can come none too soon to be welcomed by the dry goods trade. All hail the day when the retailer has no demand for goods that disgrace him, when the jobber can honestly recommend what he sells, when the manufacturer's stamp is a guarantee of good faith.

It is stated that only one-fourth of her requirements are now imported by Japan, as against 67 per cent. six years ago.

TRY DETROIT MARKETS

FOR FRUITS AND PRODUCE.

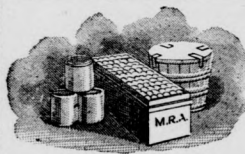
R. HIRT, JR., has finest location to get highest prices. Write him at 34 and 36 Market Street.

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.



M. R. ALDEN

COMMISSION BUTTER and EGGS EXCLUSIVELY

98 S. DIVISION ST., GRAND RAPIDS.

MOSELEY BROS.,

26-28-30-32 Ottawa St., - GRAND RAPIDS, MICH.

—WHOLESALE DEALERS IN—

Clover and Timothy Seeds

And all kinds of Field Seeds. Also Jobbers of

Peaches, Pears, Plums, Apples, Etc.

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

Peaches

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

ALFRED J. BROWN CO.,

GRAND RAPIDS.

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.

PEACHES

PLUMS, GRAPES, SWEET POTATOES, BANANAS, MELONS

STILES & PHILLIPS,

Tele. home 10.

Wholesale Fruits and Produce, GRAND RAPIDS.

Peaches, Plums, Sweet Potatoes

We are Headquarters.

BUNTING & CO.,

20 and 22 Ottawa St.,

Grand Rapids, Mich.

Packed the coming season by

Allerton & Haggstrom

127 Louis St., Grand Rapids,

Who have purchased privilege from the
PUTNAM CANDY CO.

Both telephones 1248.

Wholesale Fruits, Vegetables and Produce of all kinds.

We are in receipt of daily shipments of oysters
from Baltimore and New York.



The Morning Market.

While the rush of the peach season is pretty well over, there is still enough with the large display of vegetables to make the market a place of interest. The offerings of all fruits have declined, except grapes, which are now coming in in great profusion and selling at astonishingly low prices. Apples seem to be between seasons—late for summer and fall fruit and early for winter. Peaches are falling off rapidly in quantity and quality. The variation in quality noted last week has increased until now some of the poorest, as well as some of the best, can be found there. The variation in price has kept pace with the quality. Taking the season as a whole, it may be accounted a successful one for both grower and jobber. A greater quantity would have been at the expense of profitable prices, if all could have been sold. As it is, the growers seem to have disposed of everything and that at prices which, while commencing so low as to cause apprehension, have steadily strengthened just rapidly enough to keep up a healthy tone through the season. Considering the general business depression and the low era of prices, the peach men are to be congratulated. Not so much can be said for the other fruits.

Vegetables continue in abundance and all at the same low scale of prices which has obtained all the season, except that potatoes have shown a healthy advance, selling now at 30 to 40 cents. Reports of the yield from the principal producing localities are decidedly unfavorable—"small potatoes and few in a hill" is the report everywhere. But this is a better situation for both the farmer and the shipper than such an universal abundance as last year. It is better to market half a crop at 30 or 40 cents than a whole one at 10 cents or no sale at any price.

But little attention seems to be given the subject of a new market. So little has been heard of it recently that it has almost disappeared and both sellers and buyers have accepted the situation as though it were to last indefinitely. This is the second season that Ionia street has been devoted to this use. More inconvenience has been suffered this year than last, on account of the principal southern thoroughfare, South Division street, being closed for paving. This has greatly increased the traffic on Ionia street and the market has been found considerably in the way, causing a good deal of trouble in blockades and confusion. This has been borne uncomplainingly, as though it was not the fault of the Common Council that the proceeds of the bonds, which are begging for disposal, have not been realized and a market built on the new site.

The season now drawing to a close will, probably, be the last in which the market will be held in the open street, like that of a country village, unless what seems hardly possible, the Council should succeed in fooling away another year without selling the bonds; so that as the advancing cold of the chilly mornings drives the farmers from their posts it will be for the last time. With the aid of comfortable stalls where the goods may be unloaded and attractively displayed the season can be considerably lengthened. That the market of such a city as Grand Rapids should be subject to the vicissitudes of the weather—should have to dodge showers—is certainly a ridiculous situation.

The work on the new market ought to have been principally done this year.

Thus it could have had deliberation sufficient to have assured the best plans and the most economical outlay of the money. Labor and prices of material have been at the lowest ebb, and the employment has been greatly needed. It is probable that these conditions will be changed another year. The appropriation will not accomplish as much and the work must be rushed to be ready for the next harvest. But there seems to be no practicable way to expedite the matter.

How Eggs are Inspected in the New York Market.

Eggs are purchased by large dealers in two ways: so much per dozen; "case count," or so much per dozen, "subject to candling." "Case count" means as they run in the cases, a full case containing 30 dozen eggs. "Subject to candling," means payment for eggs that pass the candling inspector and are, therefore, classed as good.

In "candling" eggs the inspector has a small, dark-lined room. He sets three cases before him, about the height of a table. In the center is a full case of eggs, on either side cases into which to deposit "strictlies," and "freshes." Nearby is a case for "rots" and "spots" and another for "cracks."

On the case from which he inspects is a candle and behind it a black cloth hung on the wall. He picks up six eggs in his left hand, takes two in his right hand, and holds them close to the candle, juggling them swiftly before the light and in a moment he has them sorted.

The way he determines the age of an egg is by the ring he sees through the shell. Every fresh egg has a small air space at the top. When the egg is a month old the albumen becomes slightly thin and watery and the air space larger. In 60 days the albumen is still more watery and the ring has come down further. A month or two longer and the ring is almost in the center of the egg, and it is pretty sure to be bad. Cracks are easily detected in "candling." In shipping eggs those even very slightly cracked are put aside, for they would be sure to be detected by the inspector at the other end and thrown out, to the loss of the shipper. When the albumen of an egg becomes watery the yolk floats up and if the egg lies long it will stick to the shell. When an egg of this kind comes before the candle it shows a dark spot against the shell and it is set out as a "spot." This spot is often the result of an egg lying for some time on the damp ground or in a wet nest. Sometimes the egg shells look strangely mottled or freckled when held against the candle. This is the result of having been packed in salt, an old-fashioned custom still in vogue on farms. It injures the sale of eggs whenever detected, as buyers do not like to buy salted or limed eggs in these days of cold-storage. An inspector can pick out an egg that has been in cold storage by its pale or faded color, and can tell a salted egg by the "ring" generally being near the center of the egg.

In the early summer inspection "candlers" often open a case of eggs to find newly-hatched chickens peeping within it. The case may have stood on the sidewalk or on country station platforms in the sun for days and the heat has performed the duties of a mother. This would not happen if farmers would separate the fowls into sexes and keep them apart all summer and

they would make more money out of their eggs by the better keeping qualities of them. Some inspectors use electricity in inspecting eggs, but the old-fashioned way of inspecting them by gas or candle is said to be the most satisfactory.

Where Ignorance Was Bliss.

From the St. Paul Trade Journal.

"I remember," said a St. Paul jobber the other day, "a story about an old-time merchant of this city, who, after many years of business life, finally decided to hire an expert to go over his books and to ascertain the exact condition of his business. After a long investigation the accountant turned to his employer and said, 'Why, Mr. —, you have been insolvent for twenty years!'"

"That reminds me," said another jobber, "of an old customer who finally failed, and I went down to see him and to look into his own affairs. I soon saw that it was a bad break and asked him why he had not long ago called in an expert to straighten out his books. 'Why,' said he naively, 'I did think of doing so several times, but I was always afraid that if I did I should find out that I was busted.'"

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.

FULL CREAM CHEESE.

Warner's Oakland Co. Brand is reliable and of superior quality.
Try it and you will use no other.

FRED M. WARNER,

Farmington, Michigan.

OYSTERS

Celebrated Anchor Brand are the best in the market.
See quotations in price current.

F. J. DETTENTHALER,

GRAND RAPIDS, MICH.

BALED HAY AND OATS

CAR LOTS

Right from the "first hands." Be sociable. Write for prices.

NIMS & HOUFSTATER, Lake Odessa, Mich.

THE EGG KING OF MICHIGAN IS

F. W. BROWN,
OF ITHACA.

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: 741-743 Bellevue Ave.,
DETROIT, MICH.

H. M. BLIVEN,

WHOLESALE AND RETAIL FISH, POULTRY AND GAME.

OYSTERS

106 CANAL STREET,

GRAND RAPIDS, MICH.

WE ARE ONLY THREE YEARS IN BUSINESS

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

LAMB & SCRIMGER

of Detroit, who guarantee shippers highest market prices.

43-45 WEST WOODBRIDGE ST.

We Guarantee

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

ONE HUNDRED DOLLARS

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

ROBINSON CIDER & VINEGAR CO.,
BENTON HARBOR, MICH.

J. ROBINSON, Manager.

Around the State

Movements of Merchants.

Hart-Smith & Draper succeed Alva Smith in the blacksmithing business. Gladstone—J. Bergman succeeds Bergman & Erickson in the meat business.

Standish—Peter Halcro is succeeded by W. N. Pomeroy in the harness business.

Breckenridge—W. F. King has purchased the grocery stock of Geo. W. Torbert.

West Branch—Curtiss J. Winslow succeeds Rollin C. Winslow in the drug business.

Lowell—Geo. Winegar has transferred his boot and shoe stock to Geo. M. Winegar.

Pearle—Geo. M. Smith has sold his general stock to Burt Barmore, of Grand Junction.

Jackson—Harry W. Holmes, meat dealer, has been closed under chattel mortgage.

Rondo—The sawmill belonging to J. M. Bowser has been sold on chattel mortgage.

Sanilac Center—M. S. & S. F. Hawks, milliners, have dissolved. The business is continued by S. F. Hawks.

Detroit—W. W. Cartright has moved his drug store from 172 E. Fort street to the corner of Frederic and Russell streets.

Kenton—The Munising Pharmacy, formerly conducted under the style of the Kenton Drug Co., has been removed to Munising.

Davisburg—Burnaby & Trim, who conducted a grocery and notion store, have dissolved, J. S. Burnaby continuing the business.

Chauncey—Filkins Bros. succeed T. E. & E. G. Hubbel in general trade. The new firm will continue to run a grocery wagon on the road.

Big Rapids—F. O. Vandersluis has rented the north store of his block to A. M. Lester, of Grand Rapids, who is opening up a stock of dry goods.

Marquette—Fred Constance, who was head clerk for the Emmons Bros. Hardware Co., has gone to Calumet to take a position with the Carlton Hardware Co.

Central Lake—A new millinery store has been opened at this place by Mrs. Dewey, of Alden, who was formerly engaged in the millinery business at Elk Rapids.

Otsego—A. W. Hartman, who was manager of the Starr dry goods store, will put in a stock of dry goods in the same place and be ready to open Sept. 15.

Belding—Nevin Lloyd has sold his interest in the grocery stock of Mikesell & Lloyd to E. R. Spencer and has accepted a position with a wholesale house in Adrian.

So. Frankfort—G. Vernier & Son have removed their branch hardware stock from Honor to this place. They still continue their hardware business at Lake Ann.

Detroit—Keyes & Carson, druggists at 204 Joseph Campau avenue, have purchased the store of J. B. Young, at 725 Grand River avenue, and will conduct it as a branch.

Detroit—H. T. Bush & Co. have filed articles of incorporation and will do a general mercantile, forwarding and commission business in this city on a capital stock of \$20,000, of which \$9,200 has been paid in.

Lansing—H. Kositchek has sold the stock of goods at 106 Washington avenue,

North, to A. R. Henry, of Battle Creek, who is removing it to some point in Northern Michigan, the identity of which he refuses to disclose.

Alma—Druggist George Sharrar has a display in his show window that provokes many a laugh. The label says, "Everything in this window is poison," and along with the rest are dime novels, boxes of cigarettes and several packs of cards.

Munising—McDougal, Smith & Co. have opened their new store for business. They will carry a general stock in their new \$5,000 stone building erected on a \$4,000 lot. This ought to dispel the idea of Munising being a boom town. It is here to stay.

Muskegon—Newcomb McGraft, who recently purchased the Sheridan drug stock, has secured the services of John A. Gibbs, of Grand Rapids, who has been in the drug business for sixteen years, to manage it for him. The store will be remodeled and repainted.

Vicksburg—A new industry has recently developed in this vicinity. Men have bought the moss on certain marsh lands near the village and are gathering and shipping it. Under the name of sphagnum it is used for packing plants, fruit trees, etc. A number of carloads have been shipped already.

Holland—C. L. Streng & Son have closed out the remainder of their dry goods stock to J. Wise, who will continue the business. Henry Streng, the junior member of the old firm, announces that he will identify himself with a wholesale dry goods house of Chicago in the capacity of traveling salesman.

Bay City—The trades council and clerks' union have declared a boycott against the store that refuses to close early at night. The representatives of those bodies stand in front of the store and peddle handbills to customers and the public. The proprietor will undertake to have the meddlers arrested.

Detroit—Druggist F. W. R. Perry has entered upon a new departure—for Detroit—in establishing an exclusive prescription pharmacy. Such pharmacies have proved successful in smaller cities than Detroit. Mr. Perry has not given up his old store at the corner of Woodward and Selden avenues, but will divide up his time, spending part of it in his new place, which is located in Room 6, Shurley Building, Adams avenue West. Leonard A. Seltzer, who has been Mr. Perry's chief prescription clerk for several years, will have charge of the new place.

Manufacturing Matters.

Omer—A new flour mill will be erected here this fall with all latest improvements.

Detroit—C. H. Koch & Co. succeed Koch & Allmand in the carriage manufacturing business.

Standish—Keller & Server have established a factory here for the manufacture of bicycles and bicycle findings.

Baraga—Patrick Nester has sent a scow load of lumber to the fire sufferers at Ontonagon, and other Lake Superior manufacturers will probably contribute.

Alpena—The Minor Lumber Co. has shut down its sawmill indefinitely. The mill docks are full of lumber. The Fletcher mill started last week, after a two weeks' shut down.

Munising—The main building of the Munising Leather Co. will be 80x800 feet in dimensions and five stories high. It is partly up and presents a fine appearance across the Bay.

Hancock—The Lake Superior Iron Works have contracted to furnish four 16-ton bed plates for the compressor engine of the Superior engine house of the Calumet & Hecla mine.

Michigamme—The Bay Shore Lumber Co. has a crew in the woods cutting some timber on which the time expires shortly, but that is the only camp in operation in the Michigamme district.

Black River—The lumbering operations of Alger, Smith & Co. are almost at a standstill and many men are idle. The mills are running days only, the long timber trains have been discontinued and no lumber is moving.

Saginaw—Col. A. T. Bliss has kept his mills running up to the present time, but is now making arrangements to store his logs and will shut down his mills shortly. The Central Lumber Co. and C. S. Bliss & Co. will follow suit.

Bay City—F. R. R. Graves, who operates a shingle mill at the foot of Twenty-ninth street, has just returned from a trip to Ohio and Indiana. He says the demand for shingles is improving and that there will be an advance of 25 cents per thousand on shingles within 30 days. His mill is cutting 75,000 a day, and he reports more inquiry the last two weeks than for months previous.

Greenville—The Ranney Refrigerator Co. has declared a cash dividend of 10 per cent., payable on or before Nov. 15. The corporation paid 6 per cent. dividend from the profits of its second year's business and 4 per cent. at the end of the first year, and in the meantime has created a surplus of \$28,000, so that its actual working capital is now \$78,000. The output the past year was 60 per cent. in excess of any previous year.

The Clerk's Personal Friends.

From the Pharmaceutical Era.

When the "personal following" of some young clerks is mentioned, the proprietor is quite frequently observed to make a wry face. Too often it recalls to mind a group of young persons of both sexes into whom the salt of experience has not deeply penetrated, who make his store a convenient place for retailing the occurrences of "last night," and discussing those inanities of the call-age of mankind, which reconcile older people to the flight of time. He does not care to achieve the reputation which attaches to the curmudgeon or to the tyrant who would seek to restrain youthful liberty, and he often suffers in silence, and that the more keenly when the old saying recurs to him that "business is business."

The clerk who is thus encumbered with a personal following needs a little grandfatherly advice from a total stranger. He is advised to get all the enjoyment possible in a social way with companions of his own age outside the store, but when he enters the store his aspect and demeanor should change. He is in business not only for his employer, but for himself. He is making money for his employer and making character for himself. He need not be churlish in manner toward his best friends, but he should endeavor to cultivate a certain reserve which will remind them that the store is not a playground. He need not fear that such a course will drive away all the chewing gum and confectionery trade, for it will not. A certain degree of soberness always commands the respect of even the most giddy of the unsalted generation.

There is another kind of personal following which every young clerk should strive to secure. It is that of the older people, who will like to trade with him because he is attentive, polite and good natured when he waits upon them. The "boss" never distorts his features when he observes this following, and his only regret is that a salary will have to be raised some day, to keep the clerk and his personal following from going elsewhere.

The Produce Market.

Apples—There is, practically, no market, and the prospects for winter fruit are by no means flattering. Niagara county alone claims that her yield will approximate a million bushels, being fine in color, size and quality. Reports from the Southwest are to the effect that large crops are everywhere prevalent, so that the outlook for the Michigan crop is not bright; in fact, the outlook is anything but bright, and thousands of growers will, probably, permit their fruit to rot on the trees.

Beets—20c per bu.

Butter—The frequent rains and the consequent revival of fall pasturage have stimulated production to that extent that butter is coming in even more freely than a week ago, in consequence of which the price is about 1/2c lower. Fancy dairy is by no means active at 12 1/2c and factory creamery is in only moderate demand at 16c.

Cabbage—Stock was never finer than this year, as regards size, quality and appearance, large heads bringing about \$3 per 100 on the market and commanding \$1.05 per 100 when purchased through the dealer.

Carrots—25c per bu.

Celery—The market has advanced a little on account of the recent rains injuring some of the stock which would otherwise have been in market by this time. Good stock readily commands 15c per bunch.

Crab Apples—25@30c per bu. Never finer in quality, size or appearance.

Eggs—Arrivals continue small and unsatisfactory, in consequence of which dealers have advanced the price on fancy candled stock to 12 1/2c. While the average offering is very much improved, there is still opportunity for further improvement, which will occur as the weather becomes cooler.

Egg Plant—75c per doz.

Grapes—Altogether too low for profit, either to consumer or dealer. Moore's Early and Niagaras go begging at 7@8c for 5 lb. basket and 10@12c for 8 lb. package. Catawbas are now in fair demand at 10c for 5 lb. basket.

Musk Melons—About at an end, as they have become so cheap that growers prefer to leave them on the vines. Hundreds of bushels have been sold on the market here at 15@20c per bushel.

Onions—Dry, 40c per bushel.

Peaches—Another week will pretty nearly wind up the season, except for Chilis, which will probably last a fortnight yet. Fancy Late Crawfords and Wheatlands command \$1.50@1.75 per bushel, while Chilis are in fair demand at \$1.

Pears—Bells and Bartlets are in fair demand at \$1 per bushel.

Peppers—Green, 75c per bushel.

Plums—About out of market. The season has been a very unsatisfactory one in every respect, except from the standpoint of the consumer, as the prices have been too low to afford any margin of profit to the grower and little, if any, margin to the dealer.

Potatoes—Prices have taken a spurt during the past week, owing to the fact that the early crop is pretty nearly over and the late potatoes have not yet put in an appearance. For three days this week the price has ruled at 35@40c per bu., but the indications for late potatoes are not as reassuring as could be wished, owing to the fact that there is a large crop in the East and a larger crop in the West than last year. While it is true that there has been considerable loss from stock rotting on low ground in the Central States, it is feared that the East and the West will fill up the gap, so that there will be very little hope for higher prices for the Michigan crop than prevailed last season.

Quinces—\$1.25 per bu.

Sweet Potatoes—\$3.25 per bbl. for Jerseys and \$2.50 for Baltimores.

Tomatoes—25c per bu.

Soap Made from Dirt.

The most curiously-made soap in use is that supplied to the stations of the London and Northwestern Railway Co., which is made from the fat and grease washed out of their meat cloths.

Grand Rapids Gossip

Fred G. Rice has opened a grocery store at 75 Pearl street. The Ball-Barnhart-Putman Co. furnished the stock.

C. V. Weller, dealer in notions and furnishing goods at Cedar Springs, has added a line of groceries. The Musselman Grocer Co. furnished the stock.

Robert Massey, manufacturer of cigars at Traverse City, will remove his manufacturing business to this city about Oct. 1, occupying a one-story frame factory building now in process of construction at the corner of Pine and Second streets.

Clarence Vanderpool has on exhibition at the Stornhouse drug store, on West Leonard street, a number of boa constrictor skins, handsomely tanned, which were presented to him by L. F. Sunlin, who is traveling with the Ringling Bros. circus and menagerie. The exhibit is so attractive that it should have been made at the State Fair.

S. M. Vinton, who recently sold his general stock at Leetsville to A. L. Moon, has removed to this city and taken possession of the Ward homestead, in South Grand Rapids, which he recently purchased. Mr. Vinton has not fully decided upon his career in his new location, but will take a long respite from business cares, as an offset to the fifteen years' continuous application to business at Leetsville.

At the urgent solicitation of the retail grocery trade, the compressed yeast companies catering to the local trade have finally decided to discontinue the distribution of premiums in exchange for yeast labels. The practice was never congenial to the grocery trade, for the reason that it involved a degree of detail decidedly distasteful to the grocer, besides affording provocation for misunderstandings, which too frequently developed into serious disputes, culminating in ill feeling and loss of trade. The new arrangement goes into effect Oct. 1.

The Grain Market.

The wheat market was rather tame during the week. There was no encouraging news for either buyers or sellers and both remained passive, especially as there were two holidays (Sunday and labor day). The shorts put out no new lines and the longs evened up, so the trade shows no change. While the exports were large, being 3,369,000 bushels for the week, the receipts were also large, and we may expect this for a few weeks. Notwithstanding the fact that the harvest was earlier than is usual, the visible does not show the large increase that it did last year and in 1894. The increase in the visible was only 921,000 bushels—rather moderate. One thing should not be lost sight of and that is that Duluth alone shipped 26,500,000 bushels during the past nineteen weeks, against 9,500,000 bushels during the corresponding time in 1895. To sum the whole matter up and express it in a few words, it is a "waiting market." Perhaps the Government crop report, which will be issued tomorrow, may give something more definite for the trade to work on.

Coarse grain, especially corn, is weak, as this crop is virtually matured. Regarding the crop in our own State, I will say that the writer is of the opinion that we will be able to ship some corn

out instead of importing it. The past season has been an ideal one for a corn crop.

It has been just the contrary with oats. Just when a little rain was needed, it was too dry in many sections, and, when it should have been dry, it rained altogether too much, thus discoloring the oats and also making them light weight.

The receipts of grain were very moderate, being only 32 cars of wheat, 3 cars of corn and 5 cars of oats. The mills are paying 54c for wheat, against 55c one week ago. C. G. A. VOIGT.

Flour and Feed.

Within the past few days the demand for flour has been steadily increasing and, from present indications, the trade is beginning to realize that flour is cheap and about as safe a commodity for investment as can be found.

Reports continue to come in regarding the shortage of both spring and winter wheat crops and the very serious damage to the short winter wheat crop since harvest in the States of Ohio, Indiana and Illinois on account of the excessive wet weather. Fortunately, this section of Michigan has wheat of excellent quality, although short in quantity, and flour from our city mills is in good demand.

Millstuffs, feed and meal are in fair demand and prices are steady. There is not much advance looked for until the advent of winter. WM. N. ROWE.

Condition of Growing Crops in Michigan.

Lansing, Sept. 2.—Light frosts have visited nearly all sections of the State during the week, but they were confined to lowlands and generally the damage has been very light; otherwise the weather has been generally favorable to crops and farm work. Corn has matured quite rapidly and continues in fine condition. Considerable corn has been cut and this work is now becoming general. The general verdict of correspondents is that ten days more will put the crop beyond danger of frost and that the yield will be one of the heaviest known in Michigan for some years back. Potatoes, in many cases, are yielding poorly; the continued wet weather during the summer was detrimental, causing many of them to rot in the ground; in addition to this, correspondents also report that, while the tops are very heavy and luxuriant, there are few potatoes in the hill. Millet has been cut during the past week and a fine crop secured. Pastures are in excellent condition, while the yield of fruit, especially apples, peaches and pears, is very heavy, the fruit being of fine quality and of good size. The weather has been very favorable to farm work; much threshing has been done and this work is now very near completion. Plowing and fitting the ground for fall seeding has also been rapidly rushed in all parts of the State. Considerable wheat has been sown and also some rye. Bean harvest has quite generally been in progress and a fair yield is being secured, although in some localities the crop has been badly damaged by the continued wet weather of the past summer.

M. S. Scoville, the Kalamazoo grocer, is spending a week in Eastern Michigan, the guest of friends at Holly. Mr. Scoville seldom takes a respite from business cares and richly deserves such a breathing spell.

The Lemon & Wheeler Company cleared two carloads of Japan tea from Yokohama last week, the second clearance during the present season.

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

The Grocery Market.

Sugar (Shipping List)—The market has moved along without the occurrence of any specially interesting events. Prices have been held at the old list rates. Perhaps the most important feature of the week was the semi-official announcement from the office of the American Sugar Refining Company that prices of refined sugar would not be changed this week. The interpretation put upon this statement was that the company was anxious to remove from the minds of the country the idea that there would be a decline in prices early next week. Many orders were held back on this supposition, but in spite of this the business for the week shows a very good total. Most of the soft grades are delayed a little in shipment, owing to the oversold condition of the market. It is thought that the country is quite bare of supplies and that there will be a good steady demand from now on.

Canned Goods (Shipping List)—There has been no increase in the demand for any class of goods coming under this head. In California canned fruits to arrive there is comparatively little business doing. The feeling on the coast, however, appears to be steady and there is no pressure to sell. Advices just received from Baltimore state that the peach packing season is near its end. The pack will be about the same as last year, and will, it is reported, consist of a larger percentage of seconds, as the packers have found it impossible to get enough fruit of desirable quality to make any sort of a showing in extras and standards. In Baltimore the market is firm, but there seems to be little business doing. The tomato pack, it is reported, will be rather light. Many of the factories are shutting down; some, it is said, for lack of funds and others because the price of 50c represents no profit. Peas are moving very slowly and the market is rather easy. The low prices quoted for string beans have attracted some attention to this article, but no business of consequence is reported. Corn is not wanted apparently. The State pack this year, it is said, will be regulated with closer reference to the demand, as the packers are buying their stock by the ton instead of contracting for it by the acre, and therefore will not be under the necessity of packing the green stuff in order to keep it from "going to waste." There has been no further change in the price of corned beef. The demand from home and export buyers is fair and the market is firm. American sardines are firmer, owing to the reported shutting down of the factories as the result of small supplies of fish and the unprofitable prices obtainable.

Provisions—A total of 225,000 hogs represents the killing of Western packers the past week, compared with 240,000 the preceding week and 165,000 for the corresponding time last year. From March 1 the total is 7,355,000, against 6,075,000 a year ago. The week shows a gain of 60,000 for the week and 1,280,000 for the season, compared with last year. Prices have been moderately reduced. The reduction in manufacture for several weeks past and the liberal distribution of products are bringing about a decided decrease in stocks at the prominent markets, but the fact that remaining supplies are large, with the prospect of fairly good offerings of hogs right along, operates against such an advancing tendency as the trade have been hoping for. Other causes have had a share in checking speculative in-

terest in these and other products, and the prevailing belief is that there is likely to be a continuance of the restrictions in trade matters for some weeks or months to come. There was quite a decline in the visible stocks of lard the past month, notably so at Chicago and European markets, while the recent large clearances for export made an increase in the supply afloat. The aggregate, however, marks a decrease of 45,000 tierces for the month, which would be quite a strengthening element in the market but for the exceptionally large supply remaining in sight. The past week's exports were again liberal of lard and were large of meats. The markets have probably seen their low points, and unless monetary matters interfere there should be expected some degree of shaping toward higher values.

Tea—There are no changes in price to record and there are no indications that there will be any in the next several weeks. The receipts of new crop teas are about normal. Stocks of tea in the country are not too ample, although there is believed to be plenty for the demand. Dealers expect present prices to be maintained during the season.

Cheese—The make still continues good and the quality is improving from day to day. The trade look for an improvement in both demand and prices as soon as the September cheese is ready for holding for fall and winter months. Buyers are generally in the market at this season for a winter supply, but this year may prove an exception on account of the depressed condition of business, for which reason they are not apt to lay in as large stocks as usual, if any at all. The idea will be to let factories and dealers carry the goods, the buyers taking their supplies from day to day as they need.

Rice—Receipts of rough thus far have been 50 per cent. less than last year, while sales of cleaned are 75 per cent. more, and, as a natural sequence, market rules in sellers' favor. This also holds true as to the old crop and prices are further advanced on everything of merchantable character. Reports concerning the crop along the Atlantic Coast are slightly discouraging. On the other hand, good progress is being made with the crop in the Southwest. Foreign styles are much more active than for some time past and it is evident that they will hold place the season through.

How to Preserve Apples.

To keep apples and other fruit, store the barrels in a cool place. Heat destroys more apples than does cold, and alternate freezing and thawing is also disastrous. The location for the storage of apples is therefore more important than anything else. Store only sound and perfect apples, and do not allow even one to be bruised, as an imperfect apple may injure all in the barrel.

French Apprehension over Maize Oil.

Some apprehension is being felt in the olive-oil district in the South of France on account of the statement that the manufacture of oil from maize is developing into a new industry in the United States. It is feared that some day this maize oil will be a serious competitor of olive oil.

J. L. Farnham, the veteran Mancelona merchant, is spending the week in the city, visiting friends and taking in the State Fair.

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

AMERICAN MONEY.

Historical Review of the Circulating Medium of the Nation.*

Few countries have had, in so short a space of time, so varied an experience in its standards of value as our own. Beginning with colonial times, theories novel and disastrous have been constantly advocated, and financial experiments have been tried which have involved the country in needless embarrassments and, sometimes, in widespread disaster. The average American citizen feels perfectly competent to settle financial questions which have long perplexed the wisest statesmen and the ablest financiers. Unhappily, there is a tendency not only to reject the experiences of other nations as of little value, but also to ignore the lessons taught by our own financial experiments and to imagine that this country, so rich in resources, can adopt any financial policy that self-interest may, for the moment, dictate or the idle fancies of theorists may suggest. The laws of trade are as invariable and as exacting as any natural law, and no nation, however powerful, has been able, for any length of time, to set at defiance the established principles of a just and equitable system of exchange. Our own history furnishes us with instructive lessons.

The early colonists had but little metallic money, and what they did have was mainly the Spanish dollar and its fractions. It was found convenient, in carrying on the fur trade with the Indians, to use wampum, which consisted of shells, strung together in belts. These shells were of two colors, black and white, the black being twice as valuable as the white. It is interesting to note that, even at this early period, the colonies were troubled with counterfeiters, the white shells being dyed black to make them pass at a greater value. In the course of time the colonists also used wampum as money in their own business transactions and it became a legal tender to a specified amount. Laws were passed fixing its value and regulating its arrangement. It was decreed in Connecticut that wampum should be "strung suitably and not small and great uncomely mixt, as formerly it hath been." Wampum remained in use until about the beginning of the eighteenth century.

Beaver skins were also used by the colonists as a medium of exchange and on Manhattan Island a ratio was established between wampum and beaver. Thus a double standard came into use, with its inconveniences and attendant evils. The market ratio and the legal ratio varied. It was impossible to keep the two together. Difficult questions arose, as have always arisen under similar circumstances, and it is refreshing to find, even as early as 1659, that, in the disappointments of a depreciating currency, this conclusion was reached: "We have, after due consideration, come to the conclusion that depreciation of the currency means destruction of the commerce and, consequently, ruin of the country."

Tobacco was used as money in Virginia for nearly two centuries and in Maryland for a century and a half. These two colonies grew their own money and ample opportunities were furnished for abundant crops. Laws were passed fixing its value and penalties were enacted for paying debts with a poor quality. Bargains and contracts were made and accounts were kept in tobacco. It was a legal tender and severe penalties were enacted for refusing to accept it in payment of debts. Warehouses were erected in which this commodity was stored and tobacco notes, like certificates of deposit, were issued by tobacco inspectors, which passed as currency. Counterfeiting tobacco notes was made a felony. It was also wisely provided that "any person who should be absent from divine service on Sunday should be fined one pound of tobacco." In spite of all laws and penalties, however, tobacco rapidly declined in value. An effort was made

to limit its sale and to improve its quality, but all measures were ineffective. In twenty years the price fell from three shillings per pound to one penny per pound. In the preamble of an agreement between the colonies of Maryland, Virginia and Carolina, to stop the planting of tobacco for one year, it was declared that "the quantity of tobacco made in this country has become so great that all markets have been glutted with it and the value is so low that the planter is rendered incapable of subsisting." Tobacco, in these earlier times, encountered some of the same difficulties that silver is suffering from to-day.

Indian corn, wheat, oats, rye, barley, peas, rice, dried fish, cattle and musket balls all served, at different times, in the colonies, the purposes of money. They were received in payment of taxes and were a legal tender in payment of debts.

It is a mistaken notion that money is gold or silver, although gold and silver may be money. Sometimes they are and sometimes they are not. "Money is that which passes freely from hand to hand throughout the community, in final discharge of debts and full payment for commodities, being accepted equally without reference to the character or the credit of the person who offers it." It may be a good medium of exchange or it may be a bad one, but as long as people are willing to accept it in payment of debts, it answers the purposes of money. Anything can, by common consent, be used as a medium of exchange and no legislation can force into general circulation any kind of money which the business world is unwilling to accept.

The use of tobacco, corn and other commodities was, naturally, accompanied with serious inconveniences. They fluctuated greatly in value, were too cumbersome to be transported, lacked uniformity and were not durable. In the course of time silver came into more general use. Some of the colonists entertained the mistaken idea that the amount of money in circulation was the only test of the wealth of a country. In order, therefore, to increase the number of silver coins, South Carolina adopted the unique plan of raising the value of silver coins. If, for example, South Carolina rated the Spanish dollar at six shillings and nine pence, when in Massachusetts it was only rated at six shillings, it was a very natural conclusion that Spanish dollars would be drawn from Massachusetts. An act accordingly was passed to raise the current coin of the province. The preamble read, "Whereas the great decay of trade had been occasioned by the scarcity of money—for the prevention thereof and for the better securing of that which is still left among us and, likewise for the encouragement of greater quantities of moneys to be brought into this part of the province—be it enacted," etc. As a natural consequence of unwise methods on the part of the colonies to increase the number of silver coins, the currency greatly depreciated in value, the creditor was cheated out of his just dues and much discontent and great social disorder followed.

The colony of Massachusetts, being unable to pay what was due the soldiers who returned unexpectedly from an unsuccessful expedition against Canada, hit upon the ingenious expedient of paying them in paper money. As this did not pass at its face value, the soldiers lost about one-fourth of what was due them. The first, therefore, to suffer from a depreciated paper currency were the loyal defenders of the colony. This easy method of paying debts and creating an abundance of money was rapidly adopted by the colonial legislatures and an epidemic of paper currency swept through the colonies. In Rhode Island alone, which had a population of not to exceed 20,000 persons, two million dollars of paper money was issued. It was the custom of the kings of the Middle Ages to reduce the weight of coins, but to retain their nominal value, a popular and expeditious way of cheating the people. But "no kings, however tyrannical, ever debased the money

in circulation so recklessly, persistently, outrageously, as the colonial assemblies." The debtor class gained control of legislation, bitter prejudices were aroused against those who loaned money and any one declaring against paper money was regarded as an enemy of the colony. Not only were creditors compelled to receive this constantly depreciating currency in payment of their claims, but merchants were forced to receive it, and penalties were inflicted for charging more when payment was made in paper than when in specie. In New England, bills of credit were issued and loaned by members of the legislature to themselves. Thomas Payne, in 1786, thus describes some of the advocates of paper money: "There are a set of men who go about making purchases upon credit and buying estates that they have not wherewithal to pay for; and, having done this, their next step is to fill the newspapers with paragraphs of the scarcity of money and the necessity of a paper emission, then to have legal tender under the pretense of supporting its credit and, when out, to depreciate it as fast as they can, get a good deal of it for a little price, and cheat their creditors."

One of the causes of estrangement between England and the colonies arose from the repeated efforts of Parliament to put a stop to the wholesale issue of paper money and to establish a uniform valuation of silver coins. It was maintained by the colonists that they had an inherent right, as freeborn citizens, to issue all the money they wanted and to pay their debts as their colonial legislatures might determine.

It would naturally be supposed that the lesson taught by colonial paper money would not soon be forgotten; but the Revolutionary War opened the doors to a "mighty torrent of paper money." Colonial money was bad enough, but continental money was much worse. Benjamin Franklin, who, before the Revolutionary War, had favored in Pennsylvania the issue of paper money, proposed to Congress that the bills to be issued should bear interest, to prevent them from depreciating. This suggestion being rejected and the first issue becoming exhausted, he advised that the bills should be borrowed back upon interest, instead of issuing more. This measure was afterwards adopted, but not in time to prevent over-issue and depreciation. Finally, to stay the downward rush of bills, he proposed that the interest should be paid in hard money. Congress, in the course of the war, approved this expedient, but at that time the vice of over-issue was past remedy.

In order to force continental money into circulation, unusual and oppressive measures were adopted. Congress declared that any person who would not receive it at par should be regarded as a public enemy and be liable to forfeit whatever he offered for sale. "Trade became a game of hazard. Unscrupulous debtors discharged contracts of long standing in bills worth, perhaps, but a twentieth of their nominal value. The unwary ran into debt, while cunning creditors waited for payment until the continental bills should cease to be a legal tender." It is a remarkable fact that, when Congress issued an irredeemable paper currency, the people, in proportion to their numbers, were more opulent than the people of France, who rendered them efficient aid. Judge Story, referring to the legal tender laws of this period, says: "They entailed the most enormous evils on the country and introduced a system of fraud, chicanery and profligacy which destroyed all private confidence and all industry and enterprise." Continental money rapidly depreciated in value, regardless of all laws and penalties. Forty dollars was paid for a hat, \$100 for a pair of shoes, and \$75 for a bushel of wheat. George Washington declared that a wagon load of paper money would hardly buy a wagon load of provisions. One thousand dollars of rag money was finally worth but \$1 in silver. In 1780 it ceased to circulate.

It is a curious fact that, in spite of the financial distress which existed in the colonies during the Revolutionary War

and the rapid depreciation and worthlessness of continental money, luxury prevailed to a considerable extent in the cities and lavish display was not infrequent. Extravagance in living is one of the sure accompaniments of cheap money and it is the inevitable result of reckless speculations in a depreciating currency. Our Civil War was no exception to this rule. A rapidly depreciating currency forces a rapid rise in prices and shrewd speculators, by anticipating rapid changes in values, secure large gains. John Fiske, in his admirable work, "The Critical Period of American History," makes this forcible statement: "The worst feature of this financial device is that it not only impoverishes people, but bemuddles their brains by creating a false and fleeting show of prosperity. By violently disturbing apparent values, it always brings on an era of wild speculation and extravagance in living, followed by sudden collapse and protracted suffering. In such crises the poorest people—those who earn their living by the sweat of their brows and have no margin of accumulated capital—always suffer the most. Above all men, it is the laboring man who needs sound money and steady values."

At the close of the Revolutionary War, the condition of the country was indeed deplorable. Farmers were unable to pay their debts. The produce of their farms scarcely met current expenses. Poverty and distress generally prevailed. All business was practically at an end and money almost ceased to circulate. The colonies had no credit abroad; their securities were worthless. Recourse was had again to barter. The editor of the Worcester Spy announced that subscriptions for his paper would be received in salt pork. While great losses were incidental to the war, the distress occasioned by cheap money was much greater. A well-known writer of the day on finance, Petatiah Webster, says of continental money: "We have suffered more from this than from every other cause of calamity. It has killed more men, pervaded and corrupted the choicest interests of our country more and done more injustice than even the arms and artifices of our enemies."

Regardless of past experiments which had worked so much evil to the country, the apostles of cheap money again went about preaching that the poor man needed more money and that the only solution of the then existing financial troubles was again to issue paper money. There were, at that time, as there have been and still are in the country, persons who thought that the Government could, by merely calling a quantity of paper a million dollars, really add a million dollars to the wealth of the country, and that any one who thought differently was an ignoramus. As such men are usually active and clamorous, converts were readily made. Money had become so scarce that many men were easily made to believe that a debased currency which circulated freely was, after all, much better than a good currency which they rarely saw. Persons heavily in debt hoped with cheap money to get some relief.

The struggle was bitter and protracted. On one side, it was declared that the evils which affected the country could only be cured by building up manufactures and by encouraging commerce and by practicing a strict economy; on the other side, it was urged that the only panacea for existing troubles was cheap money. Some of the colonies, impressed with the wholesome lessons of the Revolutionary War, refused to try again a repeated and disastrous experiment and they insisted on a sound and a stable currency. They were tired of attempting to create wealth out of nothing. Rhode Island and some of the other colonies plunged headlong into the rag money craze. The farmers, as a general rule, favored cheap money. Coercive measures to enforce the acceptance of paper money were resorted to, armed mobs interfered with the courts of justice, judges were removed for declaring that a forcing act was unconstitutional, violent outbreaks

*Address by W. J. Cocker, President Commercial Savings Bank of Detroit, at annual convention Michigan Bankers' Association.

occurred, the militia was called out and bloodshed followed, as in Shays' Rebellion. Crowds of idle men on street corners discussed the currency question and the disputes often ended in blows. The farmers, astonished and enraged at the rapidly rising prices demanded by merchants for their goods, refused to sell anything to the detested shop-keepers. The merchants shut their shops, and the farmers "threw away their milk, used their corn for fuel, and let their apples rot on the ground." Food began to be scarce and distress prevailed. The more violent the threats to make the people take the paper money, the more rapidly it depreciated in value. Happily for the country, the Federal Constitution was adopted and the States were prohibited from emitting bills of credit or making anything but gold and silver a legal tender in payment of debts.

Ever since the adoption of the Constitution the American people have had little reason to feel proud of their monetary history. The effort to establish a sound and stable currency has, until within a few years, been a lamentable failure. We began with a depreciated currency. Then we tried the experiment of establishing United States banks and of authorizing them to issue paper money. These banks answered, for a time, a useful purpose, but, becoming entangled in the political contentions of the time, they soon ended their brief existence. Afterwards the country depended largely upon the circulation of banks chartered by the authority of the states. The inconveniences and losses occasioned by "wild-cat money" are well known. People were again carried away with the strange delusion that a superabundance of money would make the Nation rich. Not again until the Civil War was paper money issued by the Government. In the War of 1812, it was proposed to issue legal tender notes, but the mischiefs of a paper currency were then so well remembered that Congress refused to issue them. Other nations have sustained long and exhaustive wars without resorting to bills of credit and making them legal tender in payment of public and private debts. Able financiers are generally agreed that the issue of paper money during the Civil War was unnecessary and unwise and has been the cause of many of our present financial troubles. Values were abnormally inflated, owing to a rapidly depreciating currency, and ever since the war there has been a contraction of values and consequent loss and financial distress. Happily, some of the evils of paper currency have been averted by the adoption of the fourteenth amendment to the Constitution, which provides that "the validity of the public debt of the United States, authorized by law, including debts incurred for payment of pensions and bounties for service in suppressing insurrection or rebellion, shall not be questioned." When paper money was issued by the Government, President Lincoln, whom all men now honor regardless of party affiliations, pledged the honor of the country in these memorable words, "Every dollar of that money shall be made as good as gold."

Shortly after the adoption of the Federal Constitution, the free coinage of gold and silver, as provided by Hamilton, was adopted by Congress, and the ratio between the two was fixed at 15 to 1. Fifteen ounces of silver were declared equal in value to one ounce of gold. This was the market ratio at that time in Europe and America. Soon after the adoption of this ratio, silver depreciated in value, so that gold as bullion was worth more than in coins. The result was that gold coins almost entirely disappeared. The country was practically on a silver basis. In 1834 the ratio was fixed by Congress at 16 to 1. But sixteen ounces of silver in the markets of the world were worth more than one ounce of gold. The result was that silver was withdrawn from circulation and gold took the place of silver coins. The country changed to a gold basis. It is an invariable rule, without any exception, that the cheaper money

will drive the dearer out of circulation. In 1873, after a full discussion of the subject for three years in Congress, the silver dollar was demonetized. Both political parties voted for this alike and all the Senators and Representatives from the silver states approved of the measure. This, oddly enough, has been designated "the crime of 1873." For twenty-five years before the passage of the act, silver dollars had ceased to circulate. Since 1873, owing to the great increase in the production of silver, and the restriction of its use by many nations, it has rapidly depreciated in value, until to-day the market ratio is about 32 to 1.

It is now proposed that the Government shall declare that sixteen ounces of silver shall equal in value one ounce of gold, although in the markets of the world one ounce of gold will purchase thirty-two ounces of silver, and then force into circulation a debased currency in payment of public and private debts. A premium is thus placed upon improvidence and dishonesty by the partial repudiation of debts, and upon frugality and business sagacity is inflicted the penalty of partial confiscation and unavoidable loss. It is a "monstrous fallacy that a great nation can be enriched by debasing its currency," Francis A. Walker, one of the ablest advocates of bimetalism in the United States, makes this significant statement: "Leaving all considerations of honor or duty out of view, and having reference exclusively to the economical interests of society, we may confidently say that the man who advocates the scaling down of debts by act of government for the sake of encouraging trade and production shows himself so ignorant of history as to be a wholly unfit adviser in respect to the present or the future."

In this country of abundant resources and of unusual opportunities for the accumulation of wealth, people plunge headlong into rash speculation, seek unusual and rapid means of acquiring a fortune, mortgage their farms to buy more land, contract heavy debts in the hope of future gains, and, when contraction in values occurs, clamor for cheap money to liquidate indebtedness. Distrust and lack of confidence follow, capital lies idle and the people suffer. The conditions to-day closely resemble the agitation and distress existing at the close of the Revolutionary War. Debtors are arrayed against creditors, banks are denounced, capital is held accountable for present distress, courts are condemned, angry discussions on the currency are frequent, and cheap and abundant money is declared to be the only panacea for present financial troubles. The bitter experiences of our earlier history are ignored and the warnings of our ablest financiers have apparently no weight.

History cannot name a man who has gained enduring honor by advocating the issue of a depreciated currency. Bancroft, the great American historian, forcibly says: "It impairs all certainty of possession and taxes none so heavily as the class who earn their scant possession by daily labor. It is the favorite of those who seek gain without willingness to toil; it is the deadly foe to industry. No powerful political party ever permanently rested for support on the theory that it is wise and right. No statesman has been thought well of by his kind in a succeeding generation for having been its promoter."

How Heavy Advertising Prolonged the Life of a Firm.

One of the facts deduced from the recent Fargo failure at Chicago is that advertising saved the concern from bankruptcy much sooner. A year ago the concern began a campaign of publicity that was altogether too extensive for its resources. It is said that no less than \$100,000 was spent by the concern in the last year for publicity, chiefly for bicycle-shoe advertising. Hardly a magazine could be picked up that did not bear the company's ad.

The result of this extensive advertising was that the concern received more orders than it could fill promptly. The proportion of the business became too

great for the house to carry with the means at hand, and hence the very means that, under proper limitations, would have helped to pull it out of the hole pushed it in still further.

Again, the advertising of the house was far more extensive than the business would warrant. There was not profit enough in the goods to cover the expense of \$100,000 for a year, or anything like it.

This is merely an instance that comes to hand that reveals the faults of some advertising. Some men have made terrific advertising splurges and succeeded, but usually where this has been done there has been a far heavier profit on the goods advertised than is the case with shoes, or there was sufficient capital on hand to increase the business so as to take care of the demand resulting and to hold the firm on its feet until collections were made.

There are retailers who are making the same mistake, though the majority are erring on the contrary side of the fence. There are retailers whose advertising expense is out of proportion with their facilities for doing business. In such cases what would otherwise be good advertising becomes poor advertising, because the merchant swamps himself in trying to do business enough on a limited capital to make the advertising pay.

MICHAEL KOLB & SON

Wholesale Clothing Manufacturers,
ROCHESTER, N. Y.

Mail orders promptly attended to, or write our representative, WILLIAM CONNOR, of Marshall, Mich., to call upon you and you will see a complete line for all sizes and ages or meet him at Sweet's Hotel, Grand Rapids, any time during State Fair week (Sept. 7 to 12), at the Cushman House, Petoskey, Monday, Sept. 14, or at Sweet's Hotel, Grand Rapids, Thursday, Sept. 17.

A CLEVER MERCHANT

will not allow an advertisement relative to the goods he handles to pass unnoticed.

What is more profitable to a grocer than a rapid growth of his Tea trade? This can be attained by purchasing where teas have been judiciously blended by an expert. The results of properly blending are that a tea is produced of finer quality at lower cost. In bidding for your trade we are willing to give you the benefit of the extra profit.

Our current advertisements brought us a large number of inquiries through which we effected many sales, which demonstrate that our merchants are strictly up to date and always willing to investigate to better their condition. Are you one of them? If not, why not? Our blends have proved themselves winners wherever placed.

If you are still doubtful we will prepay freight and send goods on approval, permitting you to return them if unsatisfactory to you. We also send absolutely free with first order (only) of 100 pounds one very handsome counter canister, 100 pound size bevelled edge mirror front, worth fully \$8.00. If you are a prompt paying merchant let us hear from you with request for samples or send trial order to be shipped on approval.

GEO. J. JOHNSON,

Importer and Blender of Teas. Wholesale Dealer in High Grade Coffees.
263 Jefferson Ave., and 51 and 53 Brush St., Detroit, Mich.

Simple Account File

Simplest and Most Economical
Method of Keeping Petit
Accounts.

File and 1,000 printed blank bill heads.....\$2 75
File and 1,000 specially printed bill heads... 3 25
Printed blank bill heads per M..... 1 25
Specially printed bill heads, per M..... 1 75

TRADESMAN COMPANY,

Grand Rapids.

WANT OF CONFIDENCE

is the foundation of lots of trouble, both in business and family circles. The whole country lacks confidence at the present time. The gold bugs insist that the remedy lies with them. The silverites, upon the other hand, assert that they are going to save this country and restore confidence.

We have confidence in ourselves that no firm can undersell us in the State, that we carry the handsomest line of teas in Michigan, that we can sell many articles at a lower price than any other firm dares to.

We base all this upon the fact that we are a cash concern. We can buy cheaper for cash than any one can upon the finest credit. We certainly are in a position to sell cheaper.

All we ask is an opportunity to prove our assertions. We have no confidence in the present price of sugars and expect a big slump within the next ten days.

We have a carload of Mason jars on hand. Prices remain the same—40 cents for quarts, 55 cents for half gallons, packed one dozen in a case.

Cash with order in current exchange.

THE JAMES STEWART CO.,

(LIMITED)

SAGINAW, E. S., MICH.



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, - - - SEPTEMBER 9, 1896.

GENERAL TRADE SITUATION.

While recovery is necessarily slow, there is sufficient encouragement to warrant the statement that the tide has positively turned. The improvement in the general financial outlook indicated by the continued importation of foreign gold, which already exceeds the twenty millions predicted, with reassurances as to the political situation, has given confidence, which has resulted in increased activity and in an average of improvement in prices. Even iron, which is generally the most conservative line in recovery, shows an appreciable improvement. While foreign and outside buying on the stock market continues small, there is a decided improvement in professional speculation and it is asserted that prices are fairly on the advance.

The reaction noted last week in wheat continued until Thursday, when there was another advance of about half the decline. This week the tendency is downward, however. Export continues large, almost doubling that of last year, a decided encouragement in the situation. Corn has reached the lowest point ever known in Chicago, 20 cents in 1861.

Large speculative purchases of iron indicate that the best posted believe that the tide has passed the ebb in that product. Sales in Chicago for the week have exceeded those of the entire preceding month, and the activity is much improved in Pittsburgh. Prices of both Bessemer and gray forge show an advance, but the improvement in demand for finished products is so slow as to be scarcely appreciable. Not over one-third of the coke ovens are now in operation. Tin and copper show no improvement but lead is firmer.

The textile situation shows some encouraging features, though the resumption of mills is yet balanced by others closing. In wool goods there can scarcely be said to be improvement. There is more activity in wool, which would indicate that improvement in prices is looked for. Cotton goods are improving in demand and prices in some cases have been advanced. Cotton has advanced from 7.67 to 8.50 in spite of favorable crop statistics. Shoes continue in good demand, especially in the West.

Many jobbing centers, notably Chicago, St. Louis and Minneapolis, report

a marked improvement in demand for dry goods and hardware.

Bank clearings show an increase of 10 per cent. for those of last week. Failures number 336, against 352 for preceding week.

A DECLINING HOLIDAY.

The celebration of labor day in this city was not a success, as compared with the event of former years, in that there seemed to be little enthusiasm in the ranks of unionism for the occasion. The parade was greatly diminished, some of the principal unions not being represented at all. Indeed, had it not been for the afternoon demonstration of the letter carriers, the holiday would have amounted to little more than an annoying interruption to business and labor. It is scarcely probable that interest in it will revive to any considerable extent and it certainly will never become permanent.

The national holidays, to become permanent institutions, must be for all the people. A holiday devoted to a class is un-American. It is the effort of organized labor to make such a holiday of the one under consideration. The small minority of those enrolled under the banners of unionism arrogate to themselves the title of "labor," and while all are required to observe and respect the day, its celebration is so conducted as to exclude the great mass of the people and to make apparent the fact that there is a division into the two classes of "labor" and the rest.

If, instead of trying to give the holiday a national character, its promoters would make it a holiday for themselves, as is done by other organizations and societies, there might be some reason for its existence and it would receive co-operation and support as other such holidays do; but "labor" is not content with that—its day must be a national day, even though the great majority of the people are excluded. This fact predestines it to failure, for there are so many common ties of interest in all our national life that any such division on class lines cannot be permanent. Encroaching interests will break down the dividing lines and the membership of the organizations will lose their enthusiasm for observances which array them against such interests.

A "labor" holiday in our nation of laborers is not needed—we have national holidays enough. A class holiday, if such an one could exist, would only be a source of division, of unrest and dissension. Therefore, the fact that the interest in this holiday is declining is a fact upon which the country is to be congratulated.

Princeton University has issued a pamphlet of letters from successful graduates to show that the careful student can get through that college on \$300 a year. It is a noteworthy indication of the spirit of the age that science and education are making their strongest appeals to the poor, from whose ranks come the most of those who attain distinction in these fields of labor.

The sinking of the German warship Itlis still attracts attention in the press. According to the Peking Times, after she struck, all hands were called on deck, three cheers were given for Emperor William, and then all joined hands and sang a hymn as they went down. This was much grander than dying in bed, where so many people usually die.

THE FOURTEENTH YEAR.

The issue of last week completed the thirteenth publication year of the Michigan Tradesman and the present issue therefore marks the beginning of the fourteenth year.

The general editorial and managerial policy which has been pursued in the past will be continued in the future, with such variations as may be necessitated by changing circumstances. Believing that organization is a more powerful instrument for the reformation of trade abuses and the attainment of desired results in business life than any other weapon, the Tradesman will continue to advocate organization with all the vigor it can command, and the influence and income of the paper will be freely used, at all times, to further such end.

Incidental, but not subservient, to organization, the Tradesman will continue to advocate what it deems sound business methods; better education of the merchant; more care in buying; more promptness in paying; greater shrewdness in selling; more time for recreation and reflection; better feeling between business men and those with whom they come in contact; more thorough understanding and more cordial co-operation between retailer, wholesaler and manufacturer, to the end that the demoralization incident to price cutting may be curtailed and legitimate margins assured. The Tradesman is vain enough to think that it has made some headway in this direction in the past and is sanguine that its future work will be productive of even better results than have been achieved in the past.

The Tradesman feels under deep obligation to its patrons for the loyal support they have given the publication through the panic period now drawing to a close. While many journals have been compelled to curtail expenses and suffer reduction in both size and circulation, the Tradesman has increased its subscription list over 1,000 names, is furnishing its readers on an average of 25 per cent. more matter than was the case three years ago, while the employees of its establishment are receiving the same rate of wages in vogue prior to the panic. But for the faithful support of its subscribers and the hearty co-operation of its advertisers, such a condition of things could not have been possible.

The Man with a Remedy.

On all occasions of public excitement, whether due to social, industrial or political causes, the man with a remedy or a prophecy is to be found at every corner. He may be a wise man or a fool, a statesman or an anarchist, a competent leader of public opinion or a blatant demagogue, but, be he one or the other, he is sure of a crowd at the corner or an audience in an auditorium. The peddler of nostrums, with his pills and balsams, and his list of miracles performed on the blind, the halt and the maimed, always secures the public ear, and what is laying around loose of faith and cash. The blind see, the lame walk, and the deaf hear.

Men with a crook in the spine, a lazy liver, or a dead kidney are reconstructed and renewed, and the fame of the medical wizard finds its way into every back street in the city. When he is gone, and the old ailments return, some men privately kick themselves, and others divide their time between the family doctor and the stool of repentance. The colored lights have gone out, and the house fronts that were all

gold and glory are once again but smoke-stained and weather beaten boards. The same kind of a crowd, the same type of cheap faith, and the same miracle worker are in evidence on all occasions of public excitement. The ear that never cracks at what it hears, and the mouth that never refuses accommodation to a calf's foot or a whole ox, are in brave array. Men, otherwise of a steel-sinewed and practical nature, that could never be tempted with a gold brick or fooled with a plugged dime, are rattled like a crowd on a sinking ship or in a burning theater. The strangest notions and the wildest of wild-cat ideas are accepted as are thirty-six inches in a yard and the rules of arithmetic. Fads that are as thin as rainbows and falsities broad as a barn door are accepted as pure gospel.

Impossibilities, as the growth of a beard on a billiard ball, or wings on an oyster, become plastic as putty and as easy as cracking an egg. Statistics that have as little to do with the issues involved as the price of a horse shoe has to do with an eclipse of the moon are believed in as is the Koran of the Musselman and the Bible of the Christian. Camels go through the eye of a needle without injury to their hump or hide. Mole hills that could be covered with a peck measure are mountains with their bald heads in a cap of clouds, and promises that are nothing but bags of wind are believed in with the faith of a child. Under such conditions of receptivity and delusion, the man with a remedy for all ills and wrongs has the opportunity of his life. He is let loose. Fences are down and doors open. Theories spread like oil on cambric or ink on blotting paper. Opinions exploded long ago furnish gas for new balloons. Old hobbies show up with a new coat of paint, and others crude and evanescent as the work of a soap artist on the mirror of a bar-room spread their panoramic illusions on the public mind. This condition of things, however paradoxical it may seem with an intelligent and practical people, is undeniable. It is a mystery and yet a fact, a paradox and yet a verity.

Individualism is lost in an anarchic mass. Parties and even nations become temporarily insane and the most momentous of questions and the gravest of issues are disposed of with as little regard to consequences as is a blind mouse in going down the throat of a cat. It behooves all men at such crisis times to do their own thinking. If this was done the man with a remedy would cease to be a public danger. Men would not sneeze when another takes snuff, nor follow the bell wether of a flock of sheep when he goes over the fence into the ditch. What is wanted in the decision of all grave public questions is robust, broad-shouldered, steel-sinewed, positive private conviction. It is to be confessed that even with a progressive people there is too little of this kind of manly independence. More of this granite and less of the usual putty is needed in the building up of a great nation. Less of mud slinging and more of candid and unprejudiced investigation would save us the mockery of being a free people with others to do our thinking. If there is anything in history that has majesty it is the sovereign will of an intelligent and earnest people, and what there is of somber tragedy in its events is that of human folly, where the blind lead the blind and both fall into the ditch.

FRED WOODROW.

John Law and His Financial Scheme.*

There is no question before the American public that is being discussed so generally, and with so much earnestness and persistency, as the question of finance. It is the all-absorbing question of the day, and is debated in season and out of season, in the school, on the platform, on the farm and street corner, by the theorist, the statesman, the politician and the demagogue. But the subject is not new. For over 200 years the question of what shall constitute the money used in settlement of balances has received the earnest attention of the world's brightest financiers.

The world has never been without its self-constituted financial teachers, as is fully demonstrated by the large number engaged at the present time in trying to educate the people as to the true status of the gold, silver and paper currency of this nation.

It is not our intention at this time to discuss the finances of the day, or debate the silver question, which has been urged so persistently upon the attention of the American people within the past few months. Our purpose is to present for your consideration one section of the financial history of the past, which relates more particularly to the world's first experiment with paper money as a substitute for coin, and bring prominently before you the danger attending an excessive inflation of representative money in any form.

The earliest, and perhaps the most famous, advocate of fiat money was John Law, the author of what is known in history as "Law's Financial Scheme," who was born in Edinburgh, April 21, 1671. His father was a goldsmith, who, following the example of his fellow craftsmen in London, was really one of the bankers of Edinburgh. His son, John, early imbibed the crude ideas of banking then in vogue, but it was not until he had squandered the large fortune left him by his father that it suddenly occurred to him that he possessed a fund of financial wisdom that ought not to be lost to the world.

Having made an utter failure in the management of his own money, he was like hundreds of men of the present time—anxious and willing to take the management of the finances of their fellowmen, even after they have demonstrated their incapacity to successfully manage their own. Being without money, and unwilling to earn his living by manual labor, Law went to London, where, by his pleasing address, he readily obtained entrance into the best society of the day, maintaining himself in luxury by gambling and other questionable transactions. Accepting a challenge, he killed his antagonist in a duel in 1695, and was convicted of murder, but managed to escape after sentence of death had been pronounced.

We next hear of him in Amsterdam, where he became much interested in the credit operations of the bank, and immediately devised a plan the disastrous failure of which has given him an unenviable place in history.

About the year 1700, five years after the incorporation of the Bank of Scotland, Law returned to Edinburgh a zealous advocate of paper currency, and sought from the Scotch Parliament a charter, that he might put his scheme into practical operation. The shrewd Scotchmen of his native city were not convinced by his arguments or influenced by his sophistry, and his system of credit banking and paper money, the adoption of which he said would make every one rich, was rejected. Law then visited Paris and sought to obtain from the government a favorable consideration of his plan, but was expelled as a gambler by the astute Louis XIV. He then made a tour of the Continent, stopping at all the large cities, everywhere presenting his currency scheme, which was as often rejected. His fascinating manners readily gained him admission to court circles and, by his success at the gaming table and other speculations, he accumulated a large fortune, which greatly aided him in his intercourse

with royalty. In his travels he learned of the death of Louis XIV. and, being informed that the finances of France were in a deplorable condition, the mercantile and manufacturing industries nearly ruined and the laboring class reduced to the very lowest depths of poverty, he quickly decided that now was the time, and Paris the place, to make himself famous as a financier, by giving to the world a practical illustration of the wonderfully seductive theory of transacting a banking business on credit alone.

In order to fully comprehend the causes which made desirable the adoption of the financial system of this world-renowned financier, it is necessary to refer to the events which led up to and rendered possible the success of such a scheme and made the French people such easy victims to the wiles of one of the sharpest stock gamblers in the world's history.

Under the long and eventful reign of Louis XIV. France not only achieved her greatest success but she also suffered the most ignominious defeats and humiliating reverses. If the king, by a lavish expenditure of the nation's wealth, built cities, erected palaces and adorned pleasure grounds on such a scale of magnificence as to challenge the admiration of the world, he also, by his viciously immoral life, his needless wars and his cruel persecutions, alienated the respect of his subjects, intensified the hatred of his enemies and brought down upon himself the bitter criticism of the student of history. No monarch was ever surrounded by such a galaxy of illustrious men, and no sovereign ever had such loyal assistance in the cares of state as that rendered by Colbert, his prime minister, and Louvois, his minister of war. Under the former the nation's finances were carefully guarded and the resources of the country encouraged and developed, while Louvois organized the military forces for the exigencies of vast military campaigns, the success of which made the power of France felt throughout the world. When Colbert died in 1683 and Louvois in 1691, the glory of France began to wane and her military power to grow dim. The surrender of the king to the Jesuits brought on the persecution of the Protestants, which decimated the cities of France and sowed the seeds of discontent, anarchy and revolution, while the disastrous wars with Germany, England and Spain, during the latter years of his reign, impoverished the people to the very verge of bankruptcy. This was the condition of affairs in France at the time of the death of Louis XIV. and the arrival of Law in Paris. Never in the history of the world were the times so propitious for a new departure in finance, or the people so ready to listen to the seductive arguments of the theorist and the demagogue.

The Duke of Orleans, Regent during the minority of Louis XV., not only had to contend with the social and financial embarrassment handed down by his predecessor, the least of which was the public debt of nearly 2,000,000,000 livres, but, by his own reckless, infamous prodigalities, under the direction of his prime minister, Cardinal Dubois, the debt was increased until the embarrassment was so great that his friend, the Duc de Saint Simon, one of the great patricians of the court, proposed, as a remedy, national bankruptcy, affirming that it would be a salutary lesson to the rich plebeian capitalists not to lend their money.

At this period, when the financial condition of France was at the very lowest ebb, when the poverty of the citizen was most keenly felt, and when national bankruptcy seemed to be the only alternative, John Law came forward and offered to relieve the necessities of the government, pay its national debt, promote commercial enterprises and stimulate every branch of business, if allowed to use the credit of the nation for a national bank, the chief function of which was the issuing of a paper currency.

The French financiers were surprised that such a proposition could be serious-

ly entertained, but those officers who were contending with the embarrassed condition of the national treasury, while opposed to the State's turning banker, were willing to favor almost any proposition that promised relief, if some one else would take the responsibility of the experiment.

As a compromise, in May, 1716, the government granted Law a charter for a private general bank of issue and discount, under the name of Law & Company, with a capital of 6,000,000 livres. The bank was allowed to issue paper money redeemable in specie, discount bills of exchange, and, in order to make the business acceptable to the State, Law agreed to accept at par government securities, then at 80 per cent. discount.

In a few months Law had issued bank notes to the amount of nearly 20,000,000 livres, but their circulation was limited to a few large cities until in April, 1717, the government decreed that Law's bank notes should be accepted in payments for imports. This act was a long step towards the formation of a national bank, which was the end towards which Law had been working.

His bank at once became popular with the masses and was, to all appearance, successful and prosperous, attracting the attention of the Duke of Orleans, who imagined he beheld in Law a Moses who was to lead them out of the financial wilderness.

In August, 1717, Law suggested to the French government the propriety of utilizing their possessions in North America discovered by La Salle in 1682, which extended from the Gulf of Mexico north on the west side of the Mississippi River, including the territory now comprising the States of Louisiana, Arkansas, Indian Territory, Missouri, Kansas, Iowa, Nebraska, Minnesota, North and South Dakota, Montana and a part of Wyoming. The soil of the Mississippi Valley was supposed to be the most fertile in the world. Wonderful stories were told of the abundance of gold and silver found in the mountains, while the climate in the Valley was considered superior to that of Italy—in fact, the territory was advertised as a veritable Paradise.

Law's proposition was to have this territory ceded to a stock company, the shares of which were to secure the circulation of a national bank and retire the debt of the government.

A company was soon formed, with a capital of 100,000,000 livres, divided into shares of 500 livres each, and received, by royal decree, sovereign and proprietary rights over the Mississippi Valley, with power to construct forts, raise troops, develop mines and colonize the country on a scale consonant with the spirit of the times.

The government funds, which had fallen to one-third their face value, were exchanged at par for the stock of the new company if the subscriber paid in to the bank one-fourth their face value in specie. The stock of the company was quickly taken at par and Law's financial scheme was about to achieve a wonderful success.

With the incorporation of the Mississippi company, of which many of the government officials were stockholders, it was comparatively easy for Law to consummate the one ambition of his life, and December 4, 1718, by royal decree, his private bank, two years and six months after its incorporation, was transformed into a national bank, with Law as Manager and the State as security. Within four weeks bank notes to the amount of 1,000,000,000 livres were issued.

In May, 1719, another royal edict transferred to the Mississippi company the East Indian and African trade, and the capital of the consolidated company increased to 312,000,000 livres. Law's financial project was now no longer a visionary scheme—it was a reality, a brilliant financial success. Law, the State, the Mississippi company and the Bank were now one. All that remained to be done was to assume the financial administration of the nation, and, with the proceeds of the new shares, pay off the public debt and lend the king, who

was anxious to borrow for personal use, 1,000,600,000 livres at 3 per cent. interest.

The proposed payment of the public debt and the investment of this large sum at 3 per cent. interest, with the king as security, together with the inflation of the bank currency to nearly 20,000,000,000 livres, caused the French people to go wild with speculation.

The shares of stock of the Mississippi company daily increased in value, and the streets of Paris thronged with people willing to pay twenty or thirty times their original cost. The street called Quincampoix, the Wall Street of Paris, became the meeting place of the greatest lords and the humblest citizens, vying with each other in the purchase and sale of bonds and speculative property. So great was the excitement, it became necessary to close the two ends of the street with gates open from 6 a. m. until 9 p. m. Every house on the street harbored brokers by the score. The excitable French people had gone speculation mad.

John Law was now the greatest man in France. He was declared a public benefactor. Honors were conferred upon him, his house was thronged with the best society that Paris afforded, princes of royalty considered it an honor to receive his salutation. He was appointed Controller-General of the finances of France and elected a member of the French Academy. Nor was his fame confined to France; it extended far and wide and strangers flocked to Paris to behold the man who had made every one rich and no one poor. No thought was taken for the future, every one was so intoxicated with the success of the present Golden Age which they supposed had come to stay. Money was abundant, everybody was rich. The lackey of yesterday was a millionaire to-day. People who, from necessity, had heretofore walked now rode in their coaches, with liveried servants in attendance. New furniture adorned their homes. Land and farm products, manufactured articles and works of art rose rapidly in price and prosperity was seen on every hand. The manufacturers of paper for bank notes could hardly supply the demand.

Of course, the bills of the bank were payable in gold and silver; but no one, for the time being, wanted specie. Paper money was more convenient and was accepted in payment of taxes and everything produced in France. The credit of the bank was unlimited. Its notes were secured by the capital of the bank and "the great company of the West," as the Mississippi company was now called; and back of the bank and the Mississippi company were the honor and wealth of the French nation. Could anything be more secure?

During all this time Law never made known the number of shares of stock of the Mississippi company he had issued, or the amount of paper currency his bank had outstanding. No one made the inquiry and, further more, no one seemed to care, as the security was considered ample. In their issue Law seems to have been controlled by the law of supply and demand. Like all stock gamblers, he was no respecter of persons, and every one who brought to his bank specie or government securities was, in exchange, furnished with bank notes, which he, as Controller-General, readily accepted in payment for bonds of the Mississippi company, which he was always willing to issue.

It is but fair to state that John Law was honest in his convictions. He really believed that paper money could and would be used in place of gold and silver in business transactions. Although the bank notes were payable in specie, he honestly thought that, with the credit of the nation back of their issue, no one would ever ask for their redemption. He forgot, as has many a man since his day, that old commercial rules made law by international usage cannot be abrogated or abolished by the mere edict of a king, a parliament or a congress. From the earliest times, gold and silver, based on their commercial value, have been the acknowledged medium of exchange between nations,

*Address delivered by Theo. C. Sherwood, State Banking Commissioner, at annual convention Michigan Bankers' Association.

and he is either a knave or a fool who thinks he can successfully substitute fiat money for that which the world at large recognizes as real money, viz., gold and silver.

Government currency, bank notes and bills of exchange are used in all civilized nations as expedients in times of emergency, or for convenience in the transaction of business; but, in the settlement of balances, gold is now the basis, because all enlightened nations have agreed that it shall be so.

It was this fact that stood in the way of the permanent success of Law's financial scheme and made its failure sure and complete. The day of settlement came at last, and came, as do all monetary disturbances, when least expected. The bubble, which was expanded to its utmost extent, could only float when the atmosphere was calm and unruffled. The financial storm was now gathering and those who were the least able to withstand its fury were the last to perceive its approach. The men of leisure, who had nothing to occupy their attention but questions of the day; the financiers, whose only thought was their investments, and the foreign merchants, who had carefully studied the situation from the beginning, were among the first to perceive the gathering clouds of disaster and ruin.

The Prince of Conti, one of the most powerful nobles in France (thought by some to have been a sort of silent partner in this gigantic swindle and, therefore, well informed as to its nature), annoyed to find that his ever-increasing demands for "hush money" were disregarded, presented at the bank the large amount of bank notes in his possession and demanded payment in specie. Then other nobles, financiers and foreign merchants did the same, until the specie supply was exhausted. Then came the beginning of the end. Brokers held hurried consultations on the street, messengers were sent to notify their clients that the bank had refused payment of its notes. Financial darkness seemed to settle down upon Paris and business men were, for the moment, paralyzed with astonishment. Could it be possible that the bank guaranteed by the French nation and further secured by the great Mississippi company was unable to redeem its notes, and that the scheme of the great financier had failed? But a short time was given to speculation or discussion of the situation. Soon the noise of hurrying feet was heard upon the pavement, as excited individuals rapidly made their way to the bank, only to find it closed. The storm had come. The bubble had burst.

The excitement was intense. Men who, a few months before, did not want their bank notes redeemed, now that there was nothing with which to redeem them, loudly bewailed their fate. Agents received notice to exchange bank notes for any kind of property. Orders were issued to brokers to sell the bonds of the Mississippi company at any price, providing the payment was made in specie. Men ran hither and thither with blanched faces, hoping for the best, fearing the worst.

Law sought to stop the panic and sustain the inflated values, by issuing an order, as Controller-General, declaring that the value of paper money should be 5 per cent. above that of specie, and requiring holders of coin in excess of a certain amount to exchange it for bills. But no decree or law could restrain the people. They were as anxious now to dispose of their bank notes and bonds as they were a few days before to procure them. Everyone wanted to sell, and sell for gold or silver. Business became demoralized and thousands of families who, a few months before, had thought themselves rich were now hopelessly ruined.

The government, becoming alarmed, issued an order deposing Law from the controllership, abolished the bank and deprived the Mississippi company of its home monopolies and its connection with the revenues of the State.

Now that the mischief was done, the government could do no less than remove the cause, knowing well that order

could not be restored or the financial excitement allayed unless heroic measures were adopted. But no proclamation or decree could remedy the evil already done or place the public back where it was, financially, before the experiment of credit banking and paper money was adopted. The reputation of the bankers and brokers as financiers was gone and the credit of the nation well-nigh ruined.

To say that John Law was honest in his intentions does not palliate or excuse the great injury he did the French people. Neither did it relieve the poverty of the citizen. For many years the nation was financially embarrassed, from lack of confidence in the honesty and ability of those in authority, and all on account of one man's ignorance of the fundamental principles of finance.

Confidence being the chief foundation stone upon which a sound and successful financial structure is built, the adoption of any new or untried system is a dangerous experiment and should, in a majority of cases, be rejected, especially if the promoters are novices in finance, speculators or visionary fanatics.

As a commercial corporation the Mississippi company lingered until November, 1720, and disappeared, only to be remembered in its inception as a beautiful vision, in its fruition as an iridescent dream, and in retrospect as a horrible nightmare, an object lesson for future generations.

John Law, who, for nearly three years, had been the ideal financier, was now considered the greatest of swindlers. Men who, a few months before, had been ready to do him honor were now anxious to do him violence. Heart-broken and poor, he escaped to England, where he tried to regain his former prestige but, having lost confidence in himself as thoroughly as the public had lost faith in him, utterly failed. For several years he was a pensioner on the bounty of the Marquis de Lassay, his early friend, and finally died, in Vienna, March 21, 1729, poor, unhonored and only remembered as the author of Law's Financial Scheme.

A Tall Cheese Story.

The Daily Telegraph says a chemist has discovered a process by which cheese, after being subjected to the operation of certain acids and the action of a modicum of heat, becomes admirably adapted for the purpose of sculpture—is better, in fact, than the finest marble, since it can be made flawless, cut easily, and then hardened to a point more durable than granite, while preserving the most delicate expression the artist is capable of putting into a countenance. Thus every notable man may have his statue carved out of the cheese of his native country, which in itself would be a great honor, without taking into account the stimulus given to an important local industry. In cities and towns where wars and sieges are not unknown the invention will prove of even greater importance. A besieged people in want of food might easily subsist for a certain time on the monuments of their great men, who would thus render a double service to their country. The inventor also claims that cheese may be so manipulated as to form a capital substitute for ivory and celluloid, and thus become useful for much ornamental work. Indeed!

The richest man in Formosa is a Chinese merchant named Ling-Yeng. His wealth is estimated at \$30,000,000. He took part in the recent insurrection against the Japanese occupation of the island and is now a fugitive in Peking, where it is said that he is using his money to secure an appointment as consul, in order that he may return to the island without danger of being executed by the Japanese.

A boy walked into a merchant's office the other day in search of a situation. After being put through a catechism by the merchant, he was asked: "Well, my lad, what is your motto?" "Same as yours, sir," he replied, "same as you have on your door—'Push.'" He was engaged.

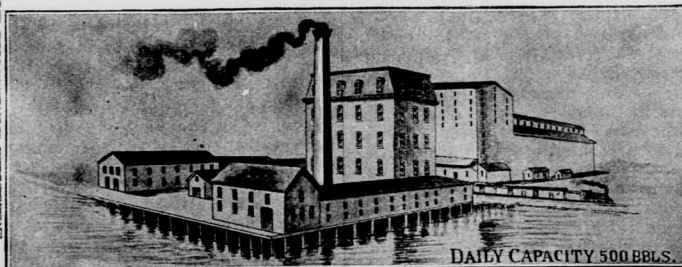
STRICTLY MODERN MILLING PLANT

Manufacturing the best Dakota and Minnesota

Hard Spring Wheat Flour

In the world. Owned and operated by

JOHN H. EBELING, Green Bay, Wis.



Don't Wreck Your Business

For the want of a little foresight. To buy where you can buy the cheapest is not always safe. You might not notice the difference in the quality of a high grade Minnesota Patent Flour and that of a slightly inferior Flour, but it may be enough to sink you.

Buy where you will be protected. We guarantee our Flour to be made of the choicest Dakota and Minnesota Hard Spring Wheat, uniform in quality, and that it will make more and better bread than any other Flour on the market.

Write us for samples and delivered prices. We want your orders and will combine high grade goods with low prices to get them. Correspondence solicited.

JOHN H. EBELING, Green Bay, Wis.

MAINE FACTS

Skowhegan, Me., June 3, 1896.

VALLEY CITY MILLING Co., Grand Rapids, Mich.

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

C. W. DAY.

West Pownal, Me., June 20, 1893.

VALLEY CITY MILLING Co., Grand Rapids, Mich.

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

Yours truly,
DOW & LIBBY.

Oakland, Me., June 4, 1896.

VALLEY CITY MILLING Co.

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

Yours truly,
BLAKE BROS.

TERSELY TOLD

A Case of Pride before the Fall. Stroller in Grocery World.

Last week, as I was looking over a Maryland country newspaper, one item in particular caught my eye. It was this:

John Blank, a well-known retail grocer of Blankville, was compelled last week to make an assignment for the benefit of his creditors. Mr. Blank's expenses were very heavy, and this, combined with bad business, has brought about the failure. His many friends will regret to hear this.

This was the item, and it carried me back to a time, about ten months ago, when I stood in that grocer's store and prophesied to him that he couldn't keep up the methods he was using a year longer. He laughed at me then, and even grew a little angry at my presumption. But I was right, with two full months to my credit.

I believe a little history of the reason why this grocer—whose name, by the way, is not John Blank—failed would be interesting, and it might serve to turn the mind of some extravagant grocer more closely to the matter of keeping down expenses.

To begin with, Blankville, where this grocer did business, is a quiet little place of about 4,000 people. It is a sleepy little country village, nothing more, nothing less. The people are conservative, slow to adopt new ideas and rather lazy. If a young lady bicycle rider were to parade the streets in bloomers, she would be waited on by a self-appointed committee of indignant citizens and ordered to leave town. That's the sort of a town Blankville is.

John Blank was an outsider. He didn't appreciate the peculiarities of the place. He came from another part of Maryland with the idea of treating Blankville to a real up-to-date grocery store. He was overambitious and he met the result that overambition always meets.

The store John Blank opened was a wonder for a country town. Everything about it was up to date, modern, really elegant. In a city of 25,000 it would even have been conspicuous because of its great superiority to the general run of retail grocery stores. In a quiet little village, especially one that thought the devil at the bottom of every new idea, it was a flaming torch.

Let me give a little description of the store. I saw it only a few weeks after it was opened, and before the shine was yet off the brass. It was honestly one of the prettiest, most modern stores I ever saw, but it was too far over the heads of the denizens of Blankville, and that is exactly what I told John Blank, ten months ago.

To begin with, this store had cash carriers all over the store—these automatic affairs right over the clerks' heads that transfer money in a twinkling of the eye to the cashier's desk. This was looked upon in Blankville as a wild piece of useless and colossal extravagance. It was. The system cost several hundred dollars, which would have been all right if the town would have justified it, but it wouldn't. There was the cashier, who had to draw a salary, of course. Retail grocers who employ a cashier in towns of 4,000 are looking for trouble and are pretty sure to find it.

Then John Blank had a stenographer. This was even crazier than the cash carrier and the cashier ideas. He paid him \$9 per week, and he probably wrote an average of five letters a day. I know it to be a fact that, in order to keep that stenographer busy, John Blank used to write letters that otherwise he wouldn't have sent at all. There was a typewriter for the five letters, of course.

Besides all this fol-de-rol, John Blank had a superintendent or manager. He was not a practical grocer himself, although he knew a good deal about the business, and he liked to stay in his private office, anyhow, and receive traveling salesmen. The private office, by the way, was another of his extravagances. He had it furnished very nicely, roll-top desk, stenographer's desk, lounge and all the little things that you are not accustomed to seeing in country towns of 4,000.

The inside of John Blank's store was arranged differently from the average store, and this was another offense to the inhabitants of Blankville. He had an arrangement of his own to keep things in on the shelves, which made a good deal of gloss and glitter. It consisted of boxes with nickel fronts, that were always highly polished. A whole rampart of these made the store look vastly different from the ordinary dingy little grocery store, and it was to John Blank's credit that this was so, but the people of Blankville didn't see it that way. They accused John Blank of sinful extravagance, which was really a fact when you consider the sort of a town Blankville was and the sort of a store John Blank put in it.

The result of this condition of things was that John Blank sank several thousand dollars in that town trying to make his city business go. From the first the people viewed it with suspicion. It was too deep for them. They weren't used to it, and they didn't like it. It was like a farmer who has been used to a negligé shirt all his life being asked to wear a modern choker collar. The people of Blankville refused to wear the choker collar, and so John Blank lost his money. They went to the little dingy combination tobacco and grocery store they had always gone to, and, notwithstanding the fact that John Blank's new store sold better goods at lower prices than the combination store did, the proprietor of the latter kept on getting the trade, and John Blank didn't.

When I was in the place John Blank asked me what I thought of his store. I told him it was one of the nicest-looking stores I had ever seen, but I thought it was too far over the heads of the people of Blankville. He laughed at me.

"Why, when they get used to me all the other stores will have to clean up and put in new fixtures," he said, complacently.

The people of Blankville never got used to him, but he got perfectly used to Blankville.

Good Money Wasted.

From the Dry Goods Economist.

The patrons of dry goods stores are mostly women; did you ever hear or know of one who looked through the pages of a hotel register to find out what the dry goods stores were offering in the way of bargains?

Take the case home to yourself; did you ever go to a hotel register for information about clothing, shoes, etc.? No; of course not. Were you ever influenced by a glass sign over a desk in a hotel reading-room? Did you ever have a "dodger" stuck in the crook of your elbow and, after reading it, go and investigate the merchandise that the "dodger" advertised?

Did you ever note a big transparency on an express wagon, at the tail end of a circus parade, with a drum corps in its "innerds" and acknowledge to yourself that it was good advertising? Did you ever—but what's the use? We might go on enumerating schemes that are sprung on the unwary advertisers until our space ran out, and then give you only a faint idea of the "wonderful" chances that they miss if they don't invest in them.

Kindly remember that all this is meant for "the other fellow," it being an understood fact that you never spend any advertising money except you feel reasonably sure of getting results.

You are too wide-awake and progressive to spend your good money on any of the "fake schemes" that capture so many thousands of dollars from those who don't think.

Telling the Truth.

Clerk—I'd like to go away to-day at 1 o'clock, sir, if you can spare me.

Employer—All sick at home? Grandmother dead? House burning down, or what?

Clerk—Well, to tell the truth, I want to go to the ballgrounds, and—

Employer—I'll go with you. I want to see if you are telling the truth.

Silver Leaf Flour

Manufactured by MUSKEGON MILLING CO., Muskegon, Mich.

Parisian Flour

Parisian Flour

Lemon & Wheeler Company,

SOLE AGENTS.

Parisian Flour

Parisian Flour

FIRE PROOF ASPHALT PAINT AND VARNISH

We are offering to the trade the genuine article, and at a price that all can reach.
Our paints are suitable for any use where a nice raven black is required. Contains no Coal Tar, and will not crack, blister or peel. Sold in quantities to suit purchasers.

H. M. REYNOLDS & SON,
GRAND RAPIDS, MICH.

SAVE 300 PER CENT.

There are 113 poisonous drugs sold which must all be labeled as such with the proper antidote attached. Any label house will charge you but 14 cents for 250 labels, the smallest amount sold. Cheap enough, at a glance, but did you ever figure it out—113 kinds at 14 cents—\$15.82? With our system you get the same results with less detail for less than one third the money.

TRADESMAN O COMPANY'S
CLASSIFIED LIST OF

POISONOUS DRUGS

ARRANGED IN FOURTEEN GROUPS WITH AN ANTIDOTE FOR EACH GROUP.

How to Use Them To ascertain which Antidote to use for a given poison, find the article on following list, and the number opposite it also the number of the antidote label to be used—see number in bold face type on label.

1. Arsenic	2. Antidote	3. Arsenic	4. Antidote
5. Arsenic	6. Antidote	7. Arsenic	8. Antidote
9. Arsenic	10. Antidote	11. Arsenic	12. Antidote
13. Arsenic	14. Antidote	15. Arsenic	16. Antidote
17. Arsenic	18. Antidote	19. Arsenic	20. Antidote
21. Arsenic	22. Antidote	23. Arsenic	24. Antidote
25. Arsenic	26. Antidote	27. Arsenic	28. Antidote
29. Arsenic	30. Antidote	31. Arsenic	32. Antidote
33. Arsenic	34. Antidote	35. Arsenic	36. Antidote
37. Arsenic	38. Antidote	39. Arsenic	40. Antidote
41. Arsenic	42. Antidote	43. Arsenic	44. Antidote
45. Arsenic	46. Antidote	47. Arsenic	48. Antidote
49. Arsenic	50. Antidote	51. Arsenic	52. Antidote
53. Arsenic	54. Antidote	55. Arsenic	56. Antidote
57. Arsenic	58. Antidote	59. Arsenic	60. Antidote
61. Arsenic	62. Antidote	63. Arsenic	64. Antidote
65. Arsenic	66. Antidote	67. Arsenic	68. Antidote
69. Arsenic	70. Antidote	71. Arsenic	72. Antidote
73. Arsenic	74. Antidote	75. Arsenic	76. Antidote
77. Arsenic	78. Antidote	79. Arsenic	80. Antidote
81. Arsenic	82. Antidote	83. Arsenic	84. Antidote
85. Arsenic	86. Antidote	87. Arsenic	88. Antidote
89. Arsenic	90. Antidote	91. Arsenic	92. Antidote
93. Arsenic	94. Antidote	95. Arsenic	96. Antidote
97. Arsenic	98. Antidote	99. Arsenic	100. Antidote
101. Arsenic	102. Antidote	103. Arsenic	104. Antidote
105. Arsenic	106. Antidote	107. Arsenic	108. Antidote
109. Arsenic	110. Antidote	111. Arsenic	112. Antidote
113. Arsenic	114. Antidote	115. Arsenic	116. Antidote

CAUTION—Use no other system of Poison Labels with this list.

ORDER NEW LABELS BY NUMBER
See Ad. use Trade. 25 cents
Additional Rushed 15
We also have one printed of one one number
Note the name of each drug

2,800 LABELS all in convenient form for immediate use, as illustrated, with instructions for using. Sent postpaid to any address on receipt of \$4.

NO LABEL CASE NECESSARY.
THEY NEVER CURL.
THEY NEVER GET MIXED UP.

TRADESMAN COMPANY, Grand Rapids.

COURTESY AND FAIRNESS.

Harsh Ways and Arrogance Show Weakness.

From the St. Paul Trade Journal.

There are men in business who think that ability must be demonstrated by discourtesy, harsh ways and words, arrogance and an irritable exaction of every right and privilege. Some even go beyond this, and count no transaction a real success if they have failed to claim and secure something which lessens another's just due and gives them an unjust advantage.

Such men are not strong, but weak; not able, but simply incapable of self-control; not wise, but foolish in matters indispensable to true success; not capable of great things, but only of petty acquisitions by methods which often bring ruin and always injure their influence and standing.

The good buyer, whether wholesaler or retailer, should always be courteous and polite, capable of saying "no" graciously, and "I am busy" politely, anxious to see anything which may be made valuable in his line of business, and considerate in his rejection of such goods and offers as may be, in his opinion, undesirable. He has a right to cut short impudence and unwise solicitation, but he can often afford to be charitable and courteous in consideration of the inexperience and anxiety of very many of those with whom he comes in contact. Every man has a legal and business right to exact every scruple of his just due, and he should not accept goods not up to sample or description, unless he has given the seller some discretion in substitution or choice of goods. When, however, there have existed long and satisfactory business dealings, it is poor policy to be over-exacting on one side, where loss and inconvenience must most heavily fall on the other. If the friendship and anxiety to please of the seller have for years been beneficial to the buyer, helping him to enlarge and improve his business, and perhaps favoring him in temporary embarrassments and matters of personal accommodation, it is very poor policy to utterly ignore these things and to act without regard to the pleasant relations and mutual kindnesses of the past.

"It isn't business" to return unordered or unsatisfactory goods by express when there is no need of saddling extra expense upon the seller. If he has failed by mistake, it is unkind and unjust; if purposely, it is better to be firm and outspoken in remonstrance, and, if it is necessary to end constant annoyance, to buy elsewhere. "It isn't business" to return goods bought and shipped, and to throw upon another what the law says is your own burden. If you have bought unwisely, you thereby confess your own imprudence; and if done because of purchases elsewhere, your own want of sincerity and justice. If by special agreement these things are done, there can be no question as to the right to do them, but even that right should be exercised sparingly, and with due regard to one's dignity, honor and self-respect.

Humility becomes all men when it consists in recognizing the interdependence of all humanity, and the propriety of giving to every reasonable being the courtesy and consideration which one deems due to himself. Nearly all departures from politeness and kindness are due to selfishness and vanity, although it must be said that overwork and needless feverish "worry" are the causes of many of the unpleasant experiences of American business life. They yearly carry down to the grave many naturally generous and kindly men, whose overweighted brains and exhausted nervous force have left the heart unsatisfied, and made life and life's activities a consuming fire. To all such pity is due, and all that forbearance and patience which a strong and manly soul can give to its weaker and overburdened fellow.

But all who claim exemption from such weakness should look into their own hearts and lives, and ask themselves if they are really wise, far-see-

ing, strong and prudent when they fail to be just, courteous and considerate to those with whom they must do business. He who has no belief in anything except the acquisition of petty gains, or the avoidance of small losses, regardless of the means used, may not care for these things, but will in due season realize their value and his own weakness.

Put It in Writing.

In every commercial transaction involving any semblance to a contract, it is always best to have a definite understanding between the parties and, if possible, that understanding should be in black and white. He who borrows even \$5 should insist on giving a note therefor, and the lender ought not to refuse it. As far as possible, payment should be made in bank checks, and receipts invariably given and required. In extending credit, it is especially necessary that a day of settlement should be fixed, and that the debtor, as well as the creditor, should understand that the designated day is to be a day of settlement. No one should enter the employ of another, nor should anyone receive service, until the question of remuneration has been definitely decided. In business it does not do to take things for granted. People are very likely to form different ideas of the meaning of a verbal agreement and any man's mind is treacherous at times. If men would only insist upon understanding the contracts between them as they were made, there would be no necessity for appealing to the law for an interpretation. No one knows how much litigation and loss and dishonesty and trouble would be obviated if business people strictly adhered to the rule of undertaking no obligation without first arriving at a mutual conclusion as to the exact limits of that obligation.

Acquire from Others.

From the Dry Goods Economist.

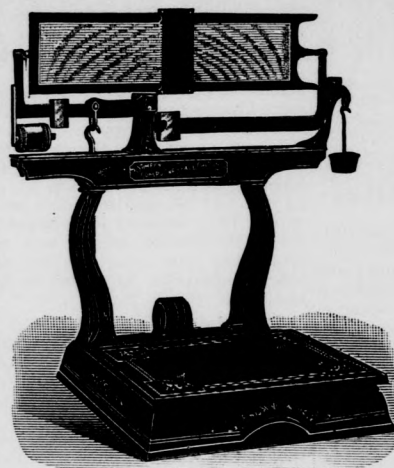
Cultivate the acquaintance of employees. This need not imply familiarity. But cultivate their acquaintance sufficiently to make them feel perfectly at home in offering a suggestion or giving a point in regard to some matter which might prove very useful. They may not be as well informed upon some subjects as you are, but then they may be better posted upon others, and a hint here, a suggestion there or a point given are what make up a valuable total. Invite co-operation as to window displays, store arrangement, selection of stock and other adjuncts to success. Employees pick up many straws from customers that show which way the wind blows and, if invited to disseminate these, much that is valuable is likely to be acquired. A spirit of competition generated among them as to who will be of the greatest service in this matter is sure to prove beneficial to both employer and employed.

Window Display in Philadelphia.

H. P. Brown in Printers' Ink.

A musical instrument store here attracts the attention of passers-by by displaying a girl in the window dressed in Spanish costume and playing a mandolin. A candy store on Market street has a large imitation elephant in its window, the head and trunk of which move automatically, and frequently bring to view, in a "now you see it, now you don't" style, a card advertising the confectionery in the window. A jewelry store has two young negro boys in its window dressed in plantation costumes, each seated in a chair and playing a banjo. A clothing store here has a novel way of displaying the prices of goods shown in its windows. Instead of the customary price tickets, bills of different denominations, representing the price, are pinned on the goods.

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



Read
Our
Platform

What a User Says.

The Stimpson
beats the world.

L. M. THORN,
Saline, Mich.

The movement of one poise gives the weight in pounds and ounces and the value in dollars and cents at the same time.

All bearings are made from best tool steel and pivoted, thus insuring sensitiveness indefinitely.

Our motto—weight and money value at one operation.

STIMPSON COMPUTING SCALE CO.,

ELKHART, INDIANA.

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.

The New York Apple Crop.

Medina Correspondence Buffalo Express.

The apple market has opened at \$1 to \$1.25 a barrel. It is reported that two buyers of winter fruit for the English market have been traveling through Western New York for several weeks endeavoring to find the choicest fruit for export, and after thorough examination decided that a strip north of the Ridge Road and extending north from Gasport to north of Knowlesville and nearly to the lake contained the choicest fruit to be found anywhere, and that the buyers contracted with growers for about 31,000 barrels at \$1.25 and \$1.50 a barrel. It is feared that there will be a scarcity of barrels to ship the enormous crop, and cooper shops are running night and day. Even if the coopers could keep up with the demand there is a probability of shortage of barrel stock, and prices have gone up from 25 to 30 cents on barrels not already contracted for. If the price of \$1 or more can be maintained, Orleans and Niagara counties will reap a fortune from their apple crop. The trees are loaded so heavily with fruit that it requires the greatest effort to keep them from collapsing, and it is no uncommon sight to see an orchard in which each tree has from five to ten props under its limbs. Fall fruit is coming into Medina rapidly now, and when the market for winter fruit opens, a rush is expected. Every available vacant property is being secured for apple yards and storage, and it is expected that a large part of the crop of Western Orleans and Eastern Niagara will pass through the hands of Medina commission merchants and the buyers from the East who are stopping here temporarily.

Selfishness a Help to Courtesy.

Deacon in Furniture News.

Paradoxical as it may seem, selfishness may sometimes produce courtesy and self-restraint. I saw an exhibition of this most marvelous alchemy not many days since. A railway freight agent was endeavoring to persuade a bumptious buyer for a wholesale grocery to order his goods shipped over a certain road. The buyer had a grievance against the road and a bad way of expressing it. Light headed, low minded, intemperate and overbearing, he metaphorically slapped the freight agent in the face and spat upon him with large show of contempt.

The freight agent was paid a salary for taking such abuse with equanimity. To give the buyer bad talk back meant loss to the railway and probably a loss of position to the agent. It was a fine study to see the agent answering with even temper and fine courtesy the little fellow who was heaping abuse on him in lurid and unprintable language. Very likely the grocery house had a just grievance against the road, but this only made the agent's position more trying; for there are none so hard to forgive as those we have wronged.

That competition, which is almost pure selfishness, has made millions of courteous salesmen, and has done more to break down artificial class distinctions than anything except christianity. In fact, this competition, to produce this courtesy, must be curbed by christianity, either in the salesman, or in his neighborhood.

The Making of Tacks.

The first tacks were made by hand. The operator used a vise and dies. A bit of metal was held by a clamp, and the head was made by striking a blow with a hammer. Later on, machinery began to be used, and now metal is fed into an enormous apparatus that will cut out nearly 300 tacks a minute. The processes are extremely interesting and a tack factory has many visitors. The machinery is automatic; narrow strips of metal are fed in and clipped off; the heads are made by pressure, and it literally rains tacks into large boxes placed underneath to receive them. They are then poured into a rattler, which is a rapidly revolving cylinder, through which a jet of air is forced under high pressure. This removes all of the dust

and loose particles. Black lead is sometimes put in to give them a polish, and then they pass on to the sifter, which sorts them and takes out the imperfect tacks, leaving the good ones to be passed on and dropped into a box, from which they are taken to be packed by quick-fingered girls. A good workwoman can pack 1,600 pounds of tacks a day. When one realizes that many of these machines are going, and that the tacks at this rate are being sent out to market, the wonder grows where all the tacks go to.

Headaches from Eye Strain.

Dr. S. Weir Mitchell, in Medical News, says there are many headaches which are due directly to disorders of the refractive or accommodative apparatus of the eyes. In some instances the brain symptom is often the most prominent, and sometimes the sole prominent symptom of the eye troubles, so that, while there may be no pain or sense of fatigue in the eye, the strain with which it is used may be interpreted solely by occipital or frontal headache. The long continuance of eye troubles may be the unsuspected source of insomnia, vertigo, nausea and general failure of health. In many cases the eye trouble becomes suddenly mischievous, owing to some failure of the general health, or to increased sensitiveness of the brain from moral or mental causes.

As Necessary as Capital.

One of the elements for success is a firm belief in one's own powers. This does not imply egotism. The first is as necessary as capital to achieve success, for without it there can be no self-reliance. The last is nothing but inordinate vanity, which in the long run usually makes the possessor of it a subject for amusement or contempt. A quiet reserve force, backed by ability, is more effective in commanding respect and winning confidence than all the bluster that can be brought forth. From belief in one's own powers come courage, perseverance and the will necessary to do battle. In commercial life it is those with the ability to do and will power to overcome who succeed in forging to the front.

Damage by lightning is unmistakably increasing, according to the director of the statistical office of Berlin. Various causes are assigned, such as the employment of electricity in various industries, the continual change of form of the earth's surface by deforestation, drainage, etc., and the impurities introduced into the atmosphere by the growing consumption of coal. Professor Von Bezold showed that, for Bavaria, the fires due to lightning increased, from a yearly average of 32 in 1833 to 1843, to 132 in 1880 to 1882, while the number of persons struck by lightning and of those killed rose from 134 and 73 respectively in 1855 to 186 and 161 in 1885. An interesting fact noted is that persons struck generally perceive neither lightning nor thunder, but receive the impression of being enveloped by fire.

Counterfeit postage stamps, with the head of the republic reversed, have been found in circulation in Rio de Janeiro. The police, in investigating the matter, interviewed a prominent dealer, who said that he had purchased some of them for collectors under the impression that they were genuine, but "errors." Stamp collectors should be on their guard.

An inventive genius has turned out a coffin which, when it is opened, has the appearance of a luxurious couch. The sides, ends and the corners are fitted with silver hinges and drop to a perpendicular. The corpse is permitted to rest on this couch exposed full length. It was a foregone conclusion that sooner or later the folding bed idea would break in on funerals.

Good thinking is good so far as it goes. But good thoughts not carried into action are as good as seed corn that never sprouts.

F. C. LARSEN,

WHOLESALE
GROCERIES AND
PROVISIONS

61 Filer Street,
Manistee, Mich.

Telephone No. 91.

JESS**JESS**

PLUG AND FINE CUT
TOBACCO

"Everybody wants them." "You should carry them in stock." For sale only by

MUSSELMAN GROCER CO.,
GRAND RAPIDS, MICH.

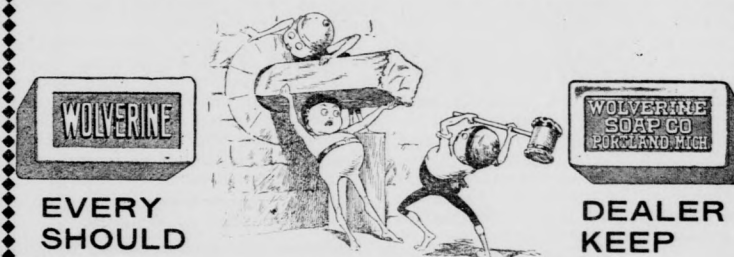
JESS**JESS**

**ABSOLUTE
TEA**

Our importations of new crop have just arrived. Send for samples and prices.

MICHIGAN SPICE CO.,
GRAND RAPIDS.

"THE SQUARE PEG AND THE ROUND HOLE."

**POSTED**

And handle the best soap in the market. If he does, he will have no trouble with his customers; if he doesn't, he's a square peg in a round hole.

WOLVERINE SOAP

Will not only give satisfaction to your customers, but your inheritance of trade will continue to grow. If you wish an up-to-date soap at a right price, write for particulars to
WOLVERINE SOAP CO., Lock Box 459, Portland, Mich.

Shoes and Leather

American Footwear Designs.

From the Shoe and Leather Facts.

There are no other industries in this country that occupy a more commanding or enviable position than do those of shoes and leather. Recently the fashion papers and trade journals have been filled with lengthy accounts of the Paris summer fetes, which pronounce the styles for the coming twelve months in practically everything that goes to make up the apparel of those who would be fashionably dressed, except in the matter of footwear. In shoes, however, thanks to the ingenuity and superior progressiveness of American designers and manufacturers, this country sets the pace to-day for practically the whole civilized world. But recently leading members of the trade in Paris freely confessed that so-called French styles in footwear have become largely mere imitations of the latest creations in England and this country, the American designs being most copied.

The novel texture and color which form the basis of a costume for the French woman, and which her American sister is so desirous of imitating, play no part in influencing the footwear of the American belle or her more prosaic companions. It has scarcely been a decade since it was deemed almost essential, in order to insure her proper standing in society, that she should wear shoes in which "French" kid played a conspicuous part. What had taken centuries to develop by the French tanners their American brethren have surpassed in a few years, and American kid can to-day truthfully be characterized as the standard. Constantly increasing quantities are being disposed of, not only in France, England and Germany, but also in most of the other foreign countries. It will thus be seen that the producers of leather and footwear occupy a most enviable position and one of which they have much occasion to feel proud.

Evolution in Trade Methods.

From the Shoe and Leather Facts.

Everything in life is changing. Revolution and evolution seem to be going on everywhere. Scenes, methods, habits, tastes and even principles are radically changing. It is a new life, with new ways and new aspirations—not the least startling change is to be seen in business life. What would the rich old manufacturers or merchants of half a century ago say to the methods, expenses and fine surroundings of the business houses of the present day? They would rub their eyes in bewilderment and tell many a story of their own day of simplicity and economy and yet of great, honorable success. All business men, and especially the younger firms, should recognize the new state of affairs and make a constant study of the changes and developments that are taking place. Judgment and nerve are required in a higher degree than ever before. Business must have clear brains and stout hearts. It must have constant watchfulness and energy. It must have regard not only for private interests but the public welfare. The success and expansion of firms cannot now take place without the prosperity and growth of cities and towns. The road to fortune in business is no longer the beaten track which can be followed from a generation of a family. Each season in each year is producing new elements and relations in the situation in connection with human progress generally, and the wise and successful manufacturers and merchants will be those who join in the onward march, with faith in themselves and confidence in the future.

Dilatory Debtors.

From the Shoe and Leather Facts.

In these days, when we hear so much about long credits and slow pay, it is interesting to note that the Government, in spite of a popular theory to the contrary, is one of the most dilatory and unfeeling debtors in the world. The

country is full of slow debtors, some because of inability to meet their obligations and others from absolute meanness, but none of them take their time in standing off a creditor as does Uncle Sam. The city of Washington is filled, during the session of each Congress, with a large number of persons from all sections of the country who are there urging the payment of hundreds and even thousands of old claims that ought to have been paid years ago. The unfortunate people who trusted Uncle Sam on his reputation have gone year after year, in many instances, to his representatives, seeking long-delayed justice, but have as often met disappointment. Many of them have grown gray in following their claims and have lost money, strength and mind in the ceaseless rounds and heartlessness and red tape incident to Congressional action, and yet haunt the Capitol and department corridors as so many ghosts of a former age. Salaries are generally paid promptly, but experience shows that, when the average citizen does the Government a good turn at an opportune time, or has his property destroyed when the Government is responsible for its protection, and does not obtain the cash at the time, he does not get it for years, if ever.

That this is not as it should be goes without saying, but just how the remedy is to be brought about is hard to suggest. Most likely it lies in the election and appointment to office of such men as have a correct knowledge of business and business methods, and these can only be found in the ranks of the various business callings.

A Commendable Rule.

From the Shoe and Leather Facts.

One of the most noticeable things in the business world during recent years has been the growth and recognition of the fact that satisfactory services cannot be obtained from a dissipated employee or one of loose habits. Most of the leading corporations, and especially the railroads, make sobriety a prominent qualification of those seeking employment with them. While almost human machinery has, in a measure, taken the place of hand labor, still it requires a clear brain and steady nerve to properly operate such machinery and to secure the greatest possible results therefrom. This, of course, is only possible where employees pay the proper amount of attention to those laws of health the disregarding of which means partial incapacity or mental and physical wreck, if not speedy death.

We are reminded of this subject by the fact that a leading Ohio shoe manufacturing house recognizes the importance of looking after the morals of its help and is endeavoring to elevate them, so far as possible, to the extent of requiring its employees to sign a pledge to abstain from the use of tobacco and intoxicants during working hours. When this pledge is violated, the offender is discharged. A careful eye is also kept on female employees, and no girl or woman with a bad name, or who gives evidence of an evil character, is employed. The result is said to be highly satisfactory, the employees not only being benefited in many ways, but the firm also securing a much higher grade of work than would be possible under other circumstances.

As has been stated, the tremendous development in modern business methods has undoubtedly been more instrumental in bringing about reforms in the direction indicated than all the efforts of the so-called reformers. This gives to business a commendable feature that is too often overlooked.

A Question of Weights.

Customer (to grocer whose weights have long been under suspicion)—You made a mistake in that pound of sugar I got here last night.

Grocer—How so, sir?

Customer—Don't know. It was overweight.

Grocer—Ah!

Customer—Yes—there were sixteen ounces in it!

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.

COMBINATIONS

(Order sample cases on approval)

Women's.....	\$.83 a pair.
Youths'.....	1.04 a pair.
Boys'.....	1.45 a pair.
Men's.....	1.30 a pair.
Men's.....	1.65 a pair.
Men's.....	2.00 a pair.

High Grade Wool Boots Used.

G. L. WEAVER & CO.,

Wholesale Rubber Footwear,
DETROIT, MICH.



Rindge, Kalmbach & Co.,

12, 14, 16 Pearl Street,

Grand Rapids, Mich.

Our Factory Lines are the Best Wearing Shoes on Earth.

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

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

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

OLD FRIENDS

Who Were Early Enrolled as Subscribers to the Tradesman.

If there is any one thing, more than another, which is gratifying to the Tradesman, it is the manner in which its subscribers stay by the paper when their names are once enrolled on its subscription list. Such attachment is by no means unusual with a trade journal, but the feature is none the less appreciated because it is common with other journals of similar character. Between the reader and the editor a relationship of mutual trust and confidence gradually assumes such proportions that the one feels dependent upon the other for encouragement, assistance and advice. It is a matter of much pride to the Tradesman that 113 of the merchants (or their successors) who began taking the paper with its initial issue—thirteen years ago—are still on its subscription books, as follows:

Allendale—G. H. Walbrink.
Alden—R. W. Coy.
Alanson—E. R. White.
Altona—R. Willett.
Ashton—A. Mulholland.
Bailey—Lindley & Lindley, A. W. Fenton & Son.
Bangor—S. DeLong.
Battle Creek—Amberg & Murphy.
Big Rapids—C. B. Lovejoy, W. H. Hicks.
Burnip's Corners—Adam Newell.
Berlamo—E. H. Luce.
Bowen's Mills—C. W. Armstrong.
Cadillac—A. E. Smith, Drury & Kelly Co.
Caledonia—A. & E. Bergy.
Carson City—B. F. Sweet.
Casnovia—A. Norris & Son, F. H. Bately.
Cedar Springs—G. W. Sharer.
Charlevoix—A. T. Burnett & Co.
Chicago, Ill.—W. M. Carpentier.
Coral—Shook & Son.
Cross Village—O. H. Shurtleff.
Coates Grove—A. C. Wait.
Conklin—N. Harris.
Coopersville—R. D. McNaughton, J. B. Watson.
Dorr—E. S. Botsford.
Denison—Susie McLellan.
Dalton—Peter Zalsman.
Eastmanville—J. A. Wagner.
Elmira—Craven & Co.
Elwell—Phelps Bros.
Escanaba—J. N. Mead.
Evart—J. H. Voller.
Fife Lake—E. Hagadorn.
Fremont—Fred Marshall, Rutherford & Misner, J. Dursema.
Freeport—Moore & Shepard.
Galesburg—Brown & Co.
Gobleville—Myers Bros.
Grand Haven—D. Gale, Ball & Co., Jacob Baker, Fred A. Hutty.
Grand Rapids—Belknap Wagon & Sleigh Co., F. C. Beard, B. S. Harris, Dr. H. E. Locher, G. S. Putnam.
Harbor Springs—W. J. Clarke.
Harvard—P. F. Stocking.
Hersey—H. T. Lewis.
Holland—H. Walsh.
Hopkins Station—Furber & Kidder, F. B. Watkins.
Hubbardston—Milo Bolender.
Hudsonville—L. M. Wolf.
Harvey, Ill.—N. G. Burt.
Kent City—J. T. Perham, A. L. Power.
Lamont—Walling Bros.
Lowell—John Giles & Co.
Luther—Osborne & Hammond.
Ludington—Dr. M. A. Carroll.
Lyons—F. T. Gleason, E. N. Thayer.
Mancelona—C. E. Blakely, Rodenbaugh Bros., J. L. Farnham, Wisler & Co.
Manton—F. A. Jenison.
Mecosta—M. Carmon.
Monroe Center—W. H. Brownson.
Moline—Hon. E. N. Bates.
Muskegon—A. Towl, Geo. Hume & Co.
Negaunee—Kirkwood & O'Donohue.
Newaygo—S. K. Riblet, S. D. Thompson, D. Millard.
Newberry—C. H. Bayley.

Otsego—C. A. Barnes, A. L. Van Horn.
Pierson—S. M. Geary.
Prairieville—G. A. Blackman, W. L. Brown.
Ravenna—A. Rogers.
Rockford—John J. Ely, W. F. Hessler.
St. Johns—O. P. DeWitt.
Saranac—Henry Frace.
Saugatuck—D. L. Barber & Co.
Sand Lake—M. V. Wilson.
Sherman—E. B. Stanley.
Shelby—W. H. Shirts, J. R. Wylie & Bro.
Spring Lake—Mrs. Anna Mulder & Son.
Summer—Samuel Bigelow.
Sparta—R. A. Hastings Drug Co.
Sylvester—J. H. Loucks.
Thompsonville—J. J. Quick, Edgar Campbell.
Trufant—L. C. Whitte.
Traverse City—S. E. Wait, B. H. Rose & Son.
Trent—Carrington & North.
Vicksburg—Manfred Hill, John Long.
Watervliet—Walden & Merrifield.
White Cloud—A. G. Clark & Co.
E. L. Carbine, of Battle Creek, has taken the paper since the second issue and four have received every issue since the fourth number:
Harrietta—J. C. Benbow.
Rockford—C. F. Sears, Jackson Coon.
Vermontville—W. H. Benedict.
Three have been with us since the fifth issue:
Howard City—Chas. A. Vandenbergh.
Morley—Wellington Jones, John E. Thurkow.
Four have taken it since the sixth issue:
Big Rapids—C. F. Mynning.
Grand Rapids—J. D. Van Wyck, B. D'Ooge.
Springport—Geo. E. Harris.
Three have read it since the seventh issue:
Grand Rapids—E. Fallas.
Kalkaska—G. W. Wooden.
Leetsville—S. M. Vinton.
R. Osterhof, of Ferrysburg, has taken it since the eighth issue and twenty-six have been constant readers since the ninth issue:
Boyne City—Wm. Gardner.
Chicago—Wm. W. Smith.
Coral—T. M. Stryker.
Detroit—R. S. Wolford.
Elk Rapids—J. S. Cromie.
Evart—O. M. Bush.
Frankfort—Fred Kern.
Fremont—J. R. Jacklin, K. Mulder, A. K. Wagar.
Freeport—J. E. Moore.
Grand Haven—J. W. Verhoeks & Co.
Grattan—John M. Reid.
Greenville—Wm. Bradley's Son.
Holland—T. Van Dyke.
Ionia—W. R. Cutler.
Mason—Vandercook Grocery Co.
Muskegon—Derk A. Boelkins.
Owosso—A. T. Thomas.
Sheridan—Wood & Co.
Spring Lake—John B. Perham.
Sturgis—Henry S. Church.
Traverse City—J. W. Milliken.
Vriesland—Christian Den Herder.
Whitehall—Andrew Kroogstad.
Woodland—D. B. Kilpatrick.
Three have perused the paper since the tenth issue:
Grand Rapids—M. H. Treusch & Bro.
Muskegon—Wm. Nested.
West Olive—Mrs. H. M. Gokey.
E. R. d' Arcambal, Rochester, N. Y., has taken it since the eighteenth issue and seven have read it since the nineteenth issue:
Bellaire—Geo. J. Noteware.
Drenthe—H. Bakker & Son.
Grand Rapids—Leendert Luikaart.
South Boardman—J. H. Murray.
Traverse City—H. A. Langworthy.
Tomahawk, Wis.—R. W. Hall.
Wexford—Dr. D. W. Connine.
Four have been on the list since the twentieth issue:
Grand Rapids—B. Zevalkink.
Hartwick—Alfred Davis.
Lakeview—C. N. Smith.
Watervliet—R. E. Wigent.

Four have been constant readers since the twenty-first issue:

Grand Rapids—B. Jonker, Chas. Petersch, N. Silvius.
Monroe Center—W. H. Brownson.

David Cornwell, Monterey, has taken the paper since the twenty-second and three have been subscribers since the twenty-third issue:

Dushville—G. O. Adams.
Grand Rapids—Clark & Cole.
Sparta—C. C. Darling.

E. H. Stow, Pompeii, has been a faithful reader since the twenty-fourth issue and Thos. S. Freeman, Grand Rapids, has taken it since the twenty-sixth issue, which marked the date of its enlargement from a four page to an eight page paper.

The Tradesman has a warm spot in its heart for these old familiar names which have appeared continuously on its mailing list during the past thirteen years and has designs on their stomachs, in the shape of a complimentary banquet, at the end of the twentieth year of publication.

Courtesy is a buffer that may turn into a helpful push what might otherwise have been a disastrous collision.

Pingree
"NEVERSLIP"
This stamp appears on the Rubber of all our "Never-slip" Bicycle and Winter Shoes.
PATENTED FEB 22 1892
PINGREE & SMITH, Manufacturers.

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.

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.

Weatherly & Pulte,
99 Pearl St.,
GRAND RAPIDS.
Plumbing and Steam Heating; Gas and Electric Fixtures; Galvanized Iron Cornice and Slate Roofing. Every kind of Sheet Metal Work.
Pumps and Well Supplies.
Hot Air Furnaces.
Best equipped and largest concern in the State.

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

NEW CLIPPERS
CYCLING ACCIDENT.
Miss Mamie Hines Fell In Front of a Coach.
Sunday afternoon Miss Mamie Hines, 153 Union street, Flushing, N. Y., and her friend, Miss Nellie Dunn, of Locust street, girls of fourteen and fifteen years, engaged two **Clipper bicycles** of Philip Denning and started for a ride out Jamaica avenue. They met two coaches coming abreast. Miss Dunn, who was riding ahead, passed safely, but Miss Hines, as she approached the team on the right, seemed to lose her control of her wheel. She wobbled for an instant, and then fell squarely in front of the horses. As she went off the wheel Miss Hines grasped the collar on the horse nearest the sidewalk, hung for an instant and then scrambled out of the way. Her clothing was torn, but she was not injured. Thomas Burke, driver of the coach, was not able to check the team instantly and the coach passed directly over the bicycle, which was bent into almost an unrecognizable mass of steel, rubber and wood. Strange as it may seem, though the frame of the machine was twisted into a shape which it would be impossible to describe, not a piece of the tubing nor one of the brazings was broken. Miss Hines was taken home in the coach, and aside from the severe fright was none the worse for the accident today.—Exchange.
Pratt—202
G. R. Cycle Co., Grand Rapids, Mich.

Clerks' Corner

Intelligent Effort Invariably Brings the Best Returns.

From the Shoe and Leather Gazette.

In the race for success there is no doubt that chance plays great part, and too many people take this as an argument to justify them in waiting for something to turn up rather than doffing their coat, getting out into the open and hustling. No man can expect his luck to bring him wealth, honor or fame, and be even reasonably certain of tangible returns. There is just one way to proceed in order to be in the least degree sure of the partial fulfillment of an ambition. That way is to work for it. Ordinarily, it is as easy or easier to work and work hard with an intelligent direction of that labor than it is to loaf. Many clerks who are most of the time acting as braces to counters or wearing out the store settees could improve their condition by ascertaining the truth of this assertion.

It is intelligent effort that brings the best returns. A clerk may get down in the morning, do his routine of work effectively and go home at night at the regular hour and still be practically wasting his time. He will not realize that his weekly salary is the least important portion of his reward. He ought to know that the knowledge he is gaining and the experience are bound to yield him big returns some day if he takes the proper interest in his work and builds with the bricks that are at hand. An exchange cites an instance of the success of a clerk who recognized these facts, and the narrative is worth attention:

A bright young man, just from the country, entered one of the large city stores as a salesman and showed his capacity for business by quickly acquiring a large personal trade. He rapidly passed older and more experienced salesmen and incurred no little disfavor with some of his envious fellow clerks. It provoked their jealousy to have good customers make special request to have this young man wait on them. When they found out the secret of his popularity, many of them also found they had formed habits of working that almost entirely deprived them of the ability to become as good a salesman as this young countryman, whose experience, previous to entering the larger field, had been confined to the little village store owned by his father.

He, with his fresh, receptive mind, discovered, very soon, the secret of the success of the best salesmen in the big store. The other clerks were satisfied to ascribe success to ability to pull the wool over the old man's eyes, or to some accident of relationship. The young man from the country at once saw that success was the result of the ability to sell goods. He was satisfied that "the old man" (he never thought or spoke of the proprietor in such terms, however), was only looking for real business ability. He felt himself able, but his great study was how to show his capacity in the shortest possible time.

He discovered there were more good customers than the really good salesmen could handle and that many new people came to the store every day. He also observed that the average salesmen were practically indifferent as to whether they pleased the customers or not, and that they attempted to judge customers by this or that standard, and their indifference was usually gauged by the probable importance of the person they were waiting on.

Only a very few seemed to have a personal trade. He was convinced that, if he could make people ask for him, his success and advancement were assured. He accordingly set about to make acquaintances. His appearance attracted very few to him. He was evidently a new clerk and people at least expected those with experience to be best able to serve them.

The young man, being the latest addition to the force in his department, was obliged to follow the custom and take such customers as the other clerks did not want. However, he kept his eyes and ears open and improved every opportunity to do some, ever so slight, favor for a customer. He made himself perfectly familiar with the stock and often made suggestions, politely, which pleased the customer. Often he would see a customer leave the counter having failed to get suited. The shrewd young man would have in mind just such goods as he felt she would want and would politely stop her before she left the store and show her the goods which the other clerk was too careless to look for. He would also manage to learn the customers' names and also to have them learn his.

In many ways he added one after another to those who would insist upon having him wait upon them, until the proprietor was forced to recognize his value, and advancements followed rapidly.

This young man became a very successful merchant afterwards, in one of the smaller towns, where he preferred to live, rather than in the city. While he might have been more prominent had he remained in the larger sphere, he was satisfied with less money, less honor, perhaps with less worry, less anxiety and more real comfort and enjoyment than are the lot of the very "successful" merchant in the large cities. He also enjoyed the consciousness of having well earned his success, by diligent use of the talents with which nature had endowed him. As this was gotten from the gentleman's own lips, we trust the good example he set his fellow clerks years ago may live on, doing good to those who read it.

A Gloomy Miller.

John J. McCann, of the Cumberland Mills, Nashville, Tenn., discourses on the flour situation somewhat gloomily, as follows:

The evangelist has been abroad in the land, and the energizing influence of the gospel of milling has been dispensed, not only in the word, but in the spirit. Many are on the anxious seat, asking, "What shall we do to be saved?" May the powers that rule over the destinies of men give them a lamp for their feet and a light for their path, is the prayer of this amen corner, brother-in-law of the church. Modern methods of selling flour were conceived in sin, born in iniquity, and were never found in the Koran or creeds of the world, but had an abiding place only in the encyclopedia of Satan. The last millers' meeting I attended had just thirty-three of the brethren on the mourners' bench. The meeting was opened by the entire congregation singing:

Come, humble miller, in whose breast
A thousand thoughts revolve:
Come in your poverty, by debt oppressed,
And make this last resolve:
I'll quit my sins, yes, Lord, I will,
Though greedy hosts oppose,
That I may settle my washing bill
And have lucre in my clothes.

The parson arose and said: "Brethren, my text is found in the thirty-third chapter of Resolutions, and reads as follows: 'A little heaven leaveneth the whole lump, and there are none so blind as he that won't see a cent of money in his business.' First, brethren, where be we at? Nowhere. Ask some banker to buy your stock in the mill and he will answer. He will tell you that your mill business is like an unfenced graveyard. No need of fence, because them what's in can't git out, and nobody what's out don't want to git in. What do your balance sheets look like? Just like East St. Louis, brethren, after the cyclone had struck it. That's the signs o' the situation, brethren. Our aspirations have all been too high, brethren, and our prices have been too low."

Satisfying a grudge and cutting one's throat may be very satisfactory for the moment, but both leave a disagreeable residuum for some one to clean up.

State Fair Week

Our Traveling Men will be in the house from Monday till Friday, September 7 to 10, they will be pleased to show visitors our stock of

DRY GOODS AND MEN'S FURNISHINGS

of which we have a complete line, all dealers invited to call and inspect our goods.

P. Steketee & Sons,

8 to 12 Fountain Street.

Wholesale Dry Goods.

DRY GOODS MERCHANTS AND MILLINERS

Are cordially invited
to make our store headquarters
during week of State Fair

CORL, KNOTT & CO.

Importers and Jobbers of
RIBBONS, SILKS, VELVETS,
FELT AND CLOTH HATS AND MILLINERY NOVELTIES.

20-22 N. DIVISION ST.

HAMMOCKS

\$7.00 to \$42.00 per dozen.

Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods

Grand Rapids, Mich.

CHOCOLATES AND BON BONS

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

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

TRY HANSELMAN'S Fine Chocolates and Bon Bons

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

HANSELMAN CANDY CO.,

KALAMAZOO, MICH.

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.

Work more for profits than sales.

The best positions on the road, as in other avocations, are for the best men.

Isaac G. Turner is working the city trade for Robert Massey, the Traverse City cigar manufacturer.

Price cutting is a case of "cutting off the nose to spite the face." There's too much lost and nothing gained by it.

Frank E. Chase has gone to Detroit to meet his wife and daughter, who have been spending the summer with friends on Cape Cod.

Systematic business methods is the cry of the hour, and this demand must be met. Everything is being reduced to a science and why not business?

No more "soft snaps" in sylvan retreats and at the Northern resorts, boys. It's going after business now and a determination to get it, if it is to be had.

The plain fact that the commercial traveler must act largely upon his own judgment and business ingenuity is one of the reasons why he wields a most powerful influence in the success or failure of the firm he represents.

Wilbur S. Burns has taken the position of Michigan traveling representative for Gowans & Sons, of Buffalo, the engagement dating from Sept. 1. Mr. Burns has had no previous experience on the road, but announces his intention of mastering the details of the business with all possible dispatch.

The easy-going man on the road gets into trouble because he gives credit too indiscriminately. The credit question is a most important and vital one. Study it constantly and hew steadily to line of your best judgment, letting the chips fly where they may. They won't hit any really desirable customer in the eye.

The salaries of commercial travelers are based to-day solely upon the showing of profits made through sales. Whether the man on the road is remunerative and fulfilling the mission assigned him, which is to make money for his employer, or whether he is an unprofitable investment, is the result by which his services are judged by the house.

M. M. Read, representing E. B. Miller & Co., of Chicago, has returned to Ypsilanti from Henderson Harbor, N. Y., where his family spent the heated term in their summer home. Mr. Read insists that Lake Ontario is the gem of the Great Lakes, albeit he is a loyal Michigander and swears by Michigan resorts as well as Michigan men and methods.

Fred Ephlin, who has represented Lantz Bros. & Co. in the Michigan field for the past eight years, will hereafter

divide his territory with W. A. Drury, who has covered Northern Michigan several years for Swift & Company. If Mr. Drury succeeds in selling as many goods as his co-worker has been able to place, he will receive the congratulations of his friends everywhere.

Conservatism in business is the motto to-day of careful, provident houses. Competition was never more active than at present, hence profits on all products are surprisingly low, therefore expenses and expenditures have been made to correspond to these results. Owing to these facts, however, the responsibility of the trade is better, more stable and worthy of confidence than at any time in the last decade.

Oscar Allyn has been tendered the position of Michigan representative for M. Mills & Co., oyster packers of Baltimore, and has decided to accept the offer, as it is an unusually flattering one for a man possessing no previous experience as a traveling salesman. Mr. Allyn is confident that he thoroughly understands the ins and outs of the oyster business and his friends expect to see him achieve a large measure of success in his new field.

There are thousands of people who thoroughly believe that lying is necessary in order to do business. If this be so, then the biggest liar must be the most successful business man. Is he? Not much. The liar may flourish for a time but his prosperity is based on a false foundation and the end is but a matter of time. No man can prosper in business when the public loses confidence in him, and people soon find out the man unworthy of confidence.

J. H. Fildew, of St. Johns, traveling representative for Baldwin, McGraw & Co., was in town a couple of days this week on business connected with his telephone enterprise in Central Michigan. Mr. Fildew has lately completed a line from St. Johns to Lansing, via Dewitt, and has several extensions of the system under advisement. He is a firm believer in the theory that the backbone of the Bell monopoly can be broken and is rapidly making a practical demonstration of the truth of his belief.

Frank C. Adams, who represents the Cody-Iverson Shoe Co., of Cleveland, has returned from Gunn Lake, where he spent the heated term with his family in their handsome summer cottage. Mr. Adams has relinquished his trade in Wisconsin and Minnesota and starts out about Sept. 20 on a four months' trip to California, going via Idaho, Montana, Washington and Oregon and returning via Utah and Colorado. He will be accompanied by his brother, A. S. Adams, who represents the Powers & Walker Casket Co.

Believe in your line. Be sure it is right and then push it along for all it's worth. The trouble with some of the boys is lack of enthusiasm. There are men who tackle the road with no more enthusiasm as regards their calling than a ton of ice, and no more magnetism than an old rubber boot. Such men can't sell goods. They may be truthful, earnest and industrious but they're too cold. It is such men that change their line with every season and sooner or later make room for some one else on the road.

It matters not what calling, or what line men take up in any one of them, the qualities of application, patience and perseverance must be manifested if one would reap a sure reward of prosperity. Ordinary business faculty will

succeed when coupled with the "staying qualities" which have characterized all eminent successes, while the erratic can't-wait man misses it in nine cases out of ten. Stick-to-it-iveness is the golden key which unlocks the sealed door of fortune, and the patient, plodding commercial traveler may find inspiration in the numberless examples of untoward circumstances which illustrate the human achievements throughout all history.

Quarterly Report of the Directors of the M. K. of G.

Grand Rapids, Sept. 7.—The regular quarterly meeting of the Board of Directors of the Michigan Knights of the Grip was held at Lansing Sept. 5, 1896, all of the members of the Board being present.

Secretary Owen presented his financial report for the quarter, showing total receipts in the death fund of \$3,126— from Assessment No. 1, \$36, and from Assessment No. 2 \$3,090—and in the general fund, from new members, \$46, for all of which he held the Treasurer's receipts.

The report was approved by the Finance Committee and adopted and placed on file.

Treasurer Frost presented his report, showing total receipts in the general fund of \$408.83 and disbursements of \$207.05, leaving a balance on hand of \$201.78. In the death fund the receipts were \$3,181.27 and the disbursements \$1,000, leaving a balance on hand of \$2,181.27.

The report was accompanied with a certificate from the City National Bank, of Lansing, showing that Treasurer Frost had the above amounts in the bank to his credit. The report was approved by the Finance Committee and adopted and placed on file.

Two communications were read from John McLean and on motion were received and placed on file.

A communication was read from E. G. Chambers, of Frankfort, regarding a railroad grievance. The Secretary reported that he had written Railroad Commissioner Billings, also W. R. Burt, President of the Ann Arbor Railroad, and had also called upon Attorney-General Maynard and had been assured that the matter should have prompt attention. The communications were accepted and placed on file.

A communication was received from J. C. Wittliff, of Port Huron, stating that the traveling men of Port Huron were about to organize a Post and asking for a letter for it. Secretary Owen gave the letter H, so Port Huron's Post will be known in the organization as Post H.

The following bills were properly audited by the Finance Committee and the Treasurer was instructed to draw orders for the amounts:

Tradesman Company, stationery.....	\$ 32 60
Secretary salary account.....	167 80
Treasurer salary account.....	63 44
S. E. Symons, attendance board meeting..	5 05
GEO. F. OWEN, attendance board meeting..	4 95
F. M. Tyler, attendance board meeting....	14 36
A. F. Peake, attendance board meeting....	4 88
John R. Wood, attendance board meeting..	5 02
B. D. Palmer, attendance board meeting....	4 00
F. R. Street, attendance board meeting....	3 10
GEO. F. OWEN, for receipt issued.....	2 00

Proofs of the death of Oscar E. Cartwright, of Detroit, were presented and on motion a warrant was ordered drawn for \$500 in favor of Nota A. Cartwright, beneficiary.

Director Peake moved that the Secretary be allowed \$17.87 as expenses to Chicago in attendance as delegate representing the Michigan Knights of the Grip before the General Passenger Agents' Association regarding the 1,000 interchangeable mileage ticket. Adopted.

It was moved and carried that a warrant on the Treasurer for \$150 be made on the death benefit fund in favor of the general fund, as provided for in the constitution and by-laws, Article 12, Section 3.

The following resolution was presented by Director Tyler:

Resolved—That the President appoint a delegate, to any Passenger

Agents' Association meeting which may be held between now and January 1, 1897, if in his judgment he deems it advisable, expenses to be paid by this Association, the same as the Board of Directors.

The Board then adjourned to meet Nov. 21 at the Downey House, Lansing. GEO. F. OWEN, Sec'y.

The man who tells lies to make himself popular plays with a boomerang that comes back on the bound and knocks him silly.

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

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.

COMMERCIAL HOUSE

Iron Mountain, Mich.

Lighted by Electricity. Heated by Steam.

All modern conveniences.

\$2 PER DAY.

IRA A. BEAN, Prop.

THE WIERENGO

E. T. PENNOYER, Manager,

MUSKEGON, MICHIGAN.

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

PUREST 10 CENTS BEST

GREEN SEAL

SELL THESE

CIGARS

and give customers good satisfaction.



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

The Drug Market.

Acetanilid—The market is stronger, due to an advance in prices of raw material, and values will likely see another advance in the near future.

Acids—Moderate seasonable demand, but orders are mostly of a jobbing character, and, aside from a slight decline in tartaric, there are no changes of importance to note.

Alcohol—A steadier market for grain is reported. Wood is finding a continued steady outlet.

Arsenic—Demand for powdered white is fairly steady, under moderate enquiry.

Balsams—Market for copaiba is said to be active for small jobbing parcels. Tolu, demand good, with strong upward tendency. Peru, a quiet feeling seems to prevail. Canada fir, also, is dull and slow of sale.

Beans—All varieties of vanilla are ruling firm and there is a moderately active demand from general consuming channels.

Cacao Butter—Light spot stocks only are moving. Market is quiet but firm.

Cantharides—Liberal sales of Chinese are mentioned, and holders exhibit more interest.

Cassia Buds—Fairly good consuming demand and strong.

Castor Oil—Quotations have met with a decline of ½c per pound at hands of manufacturers.

Chloral Hydrate—Former range of prices for consumers' wants is in evidence.

Cocaine—An early advance is anticipated, as holders seem not at all anxious to become sellers.

Coculus Indicus—Business is good as to consuming outlet and prices are firm. Codeine—Firm, although quiet. The price for pure in bulk has been advanced by local manufacturers.

Cod Liver Oil—Enquiry shows no particular change, but the jobbing demand is fair.

Colocynth Apples—Prime Trieste are steady.

Cream Tartar—The market is unsteady, with values fluctuating.

Cubeb Berries—Still dull and nominal as to price.

Essential Oils—Dealers have advanced quotations for anise. Cassia, also, is ruling stronger. The large crop and heavy arrivals of pennyroyal have resulted in an easier market. Spot values of Baltimore wormseed will probably be reduced, owing to the encouraging reports regarding the new crop, but, as these reports are not to be relied on, owing to their confliction, the true condition is conjectural. Peppermint is exceedingly dull; nominal as to quotations.

Flowers—Arnica, market quiet and values are unchanged. Chamomile,

strong, with good demand to report. American saffron continue quiet.

Glycerine—Light enquiry, tame market—such is the state of the market.

Gums—Consumptive demand for asa foetida is fairly good and steady. One ounce cakes of Japanese camphor remain active and firm. Nothing mentionable in other descriptions. Gamboge, dull and easy. Holders of kino have advanced the price. The market for Aleppo tragacanth still shows a stronger tendency.

Leaves—Prices of short buchu are maintained and there is a moderate consuming demand. Dealers and consumers are awaiting arrivals of new crop of senna, which is somewhat quiet. Coca, nothing new to report and values are somewhat nominal.

Menthol—Rather slow of sale; quotations nominal.

Morphine—Prices are at the former range; market dull.

Naphthaline—Enquiry is for small lots only, but prices are well kept up.

Opium—No changes in the market, it being dull and without any special features.

Quicksilver—Firm, with an advance in inside quotations.

Quinine—No new features have developed since our last report. Referring to the situation the Pharmaceutical Era remarks: Not since quinine was a dollar an ounce, and cheap at that, has the trade been more surprised than during the last three weeks. That was in the old days when quinine was first admitted duty free, and a good many people bought heavily, thinking it could never go lower. It did become cheaper. Within the last four years it has sold below 17c an ounce, and it was to save the market from such degradation that finally the association of manufacturers was formed. Since then quinine has been steadier. The large stock in London was gradually reduced from 3,000,000 ounces in 1894 to a little over half that quantity at the present time, and prospects seemed bright for an advance of rates, rather than a decline. The recent sweeping reductions have brought heavy losses to speculators who took the common view, and the action of the associated manufacturers is one of those commercial mysteries which are only cleared up afterward. There has been talk about a firm of Java cinchona raisers who have erected works of their own for the manufacture of quinine, and it has been suggested that it was in order to discourage that enterprise that the price has been suddenly lowered. There is also said to be an English concern organized to fight the regular association. What retail druggists want to know is whether quinine is going higher or lower. The fact that at the great auction sale of cinchona bark in Amsterdam a week ago, prices ranged 10 per cent. under those at the previous sale a month before, may have some bearing upon the question. It would excuse another cut in prices. But, on the other hand, it is the unexpected that always happens, especially when an association seeks to control the market. Altogether, the present seems a good time not to gamble in quinine.

Roots—Business entirely of the jobbing nature. No special change in prices of any variety. Seeds—No changes of consequence have occurred for the past week as to quotations, and the general market has been uninteresting, although there has been some demand on the part of the consuming trade. Sifted Italian anise

is a trifle weaker and quotations declined somewhat. Canary, all varieties are dull, and prices are nominally steady. A good business is still doing in Dutch caraway, so it is reported. Small lots of Italian fennel are meeting with a moderate demand. Russian hemp is a notch lower. There is a better consuming request for mustard. Poppy has again advanced. German rape is firmer, due to foreign cables announcing a short crop of new, and spot values have been advanced. Celery has met with another decline. Coriander remains unchanged and is moderately steady. Improved situation is noted as to primary sources. Cardamom, scarce and jobbing demand fairly active, with prices firm.

Sponges—Market tame and featureless. Prices are nominally unchanged and there is nothing new to say regarding primary sources for Florida, Nassau or Cuban descriptions.

Getting Trade Started.

About the greatest difficulty is overcome, in working to obtain business, when you get the customer into the store. Every merchant has had occasion to say to himself, "My goods and prices are all right. If I can get the people in, success is assured, for they will buy."

How would it do to get up an attractively worded circular letter telling about the new stock and asking people to pay the store a visit, "just to look," even if they do not wish to buy. Ask the clerks to address envelopes to their friends, and sign enough of the letters with their own name to go to these people.

It will be more of a personal invitation than people usually get to visit a store and they will be apt to respond more readily than they would to the ordinary circular letter.

The clerks will probably look on the plan with favor, for they must realize that their position is more secure when business is good, and they will want to do what they can to help it along.

If a coupon is enclosed in each letter, good for some inexpensive souvenir, or a discount of five per cent. on the purchase when presented, it will help to draw people in, and should prove well worth the cost because of the benefit derived.

This idea could be used whether you have a regular opening or not. In case an opening is held, the use of the coupon should be confined to the opening day. Otherwise it might well be made good for one week. Thus people who would not find it convenient to come on a particular day would come sometime during the week if the inducement or souvenir or five per cent. discount was offered.

Investigation has lately demonstrated that coal may lose as much as 33.08 per cent. in weight from exposure to the weather, while the loss is made even more considerable by the deterioration in quality.

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

PECK'S HEADACHE.....POWDERS

Pay the Best Profit Order from your jobber

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.

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

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

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

SMOKE THE HAZEL

5c CIGAR

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

WM. TEGGE, DETROIT, MICH.



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

are made of the best imported stock.

THE ELECTRIC PILE CURE

Cures

WE REFUND THE PRICE IF NOT SATISFACTORY.

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

SEND FOR BOOK OF TESTIMONIALS

THE ELECTRIC PILE CURE CO., LAKEVIEW, MICH.

WHOLESALE PRICE CURRENT.

Advanced—Gum Kino, Oil Anise.

Declined—Anise Seed, Celery Seed, Linseed Oil

Acidum		Conium Mac.		Seilla Co.		Morphia, S.P. & W.		Sinapis.		Linseed, pure raw..	
Aceticum.	8 1/2 @ 10	Copaiba.	35 @ 65	Tolutan.	@ 50	Morphia, S.N.Y. Q. & C. Co.	1 75 @ 2 00	Sinapis, opt.	@ 18	Linseed, boiled....	30 33
Benzoinum, German	75 @ 80	Cubebe.	90 @ 1 00	Prunus virg.	@ 50	Moschus Canton.	1 65 @ 1 90	Snuff, Maccaboy, De	@ 34	Neatsfoot, winterstr	65 70
Boracic.	@ 15	Execchthitos	1 50 @ 1 60			Myristica, No. 1.	65 @ 80	Voos.	@ 34		
Carbolicum.	20 @ 40	Erigeron.	1 20 @ 1 30	Tinctures		Nux Vomica, po. 20	@ 10	Snuff, Scotch, DeVo's	@ 34		
Citricum.	44 @ 50	Gaultheria.	1 50 @ 1 60	Aconitum Napellis R	60	Os Sepia.	15 @ 18	Soda Boras, po.	7 @ 10	Paints BBL. LB.	
Hydrochlor.	3 @ 5	Geranium, ounce.	@ 75	Aconitum Napellis F	60	Pepsin Saac, H. & P.	@ 1 00	Soda et Potass Tart.	26 @ 28	Red Venetian.....	1 1/2 @ 2 08
Nitrosum.	8 @ 10	Gossypii, Sem. gal.	50 @ 60	Aloes.	60	D. Co.	@ 1 00	Soda, Carb.	1 1/4 @ 2	Ochre, yellow Mars.	1 1/2 @ 2 04
Oxalicum.	10 @ 12	Hedeoma.	1 25 @ 1 40	Aloes and Myrrh.	60	Pieis Liq. N.N. 1/4 gal.	@ 2 00	Soda, Ash.	3 1/2 @ 4	Ochre, yellow Ber.	1 1/2 @ 2 03
Phosphoricum, dil.	@ 15	Junipera.	1 50 @ 2 00	Assafetida.	60	doz.	@ 1 00	Soda, Sulphas.	@ 2	Putty, commercial.	2 1/2 @ 2 1/2
Salicylicum.	50 @ 55	Lavendula.	90 @ 2 00	Atrope Belladonna.	60	Pieis Liq., quarts.	@ 2 00	Spts. Cologne.	@ 2 60	Putty, strictly pure.	2 1/2 @ 2 1/2
Sulphuricum.	1 1/2 @ 1 50	Limonis.	1 30 @ 1 50	Aurant Cortex.	60	Pieis Liq., pints.	@ 1 00	Spts. Ether Co.	50 @ 55	Vermilion, Prime	
Tannicum.	1 40 @ 1 60	Mentha Piper.	1 60 @ 2 20	Benzoin.	60	Piper Nigra, po. 22	@ 30	Spts. Myrcla Dom.	2 @ 2 00	American.....	13 @ 15
Tartaricum.	30 @ 38	Mentha Verid.	2 65 @ 2 75	Benzoin Co.	50	Piper Alba, po. 35	@ 30	Spts. Vini Rect. bbl.	@ 2 37	Vermillon, English	70 @ 75
Ammonia		Morhuag, gal.	2 00 @ 2 10	Barosma.	50	Plix Burgum.	@ 7	Spts. Vini Rect. 1/2 gal.	@ 2 42	Green, Paris	15 @ 24
Aqua, 16 deg.	4 @ 6	Myrcia, ounce.	@ 50	Cantharides.	75	Plumbi Acet.	10 @ 12	Spts. Vini Rect. 10gal	@ 2 45	Green, Peninsular.	13 @ 16
Aqua, 20 deg.	6 @ 8	Olive.	75 @ 3 00	Capsum.	50	Pulvis Ipeacac et Opli	1 10 @ 1 20	Spts. Vini Rect. 5gal	@ 2 47	Lead, Red.	5 1/4 @ 5 1/2
Carbonas.	12 @ 14	Piceis Liquida.	10 @ 12	Cardamum.	50	Pyrethrum, boxes H.	@ 1 25	Less 50 gal. cash 10 days.		Lead, white.	5 1/4 @ 5 1/2
Chloridum.	12 @ 14	Piceis Liquida, gal.	@ 35	Cardamon Co.	75	& P. D. Co., doz.	@ 1 25	Strychnia, Crystal.	1 40 @ 1 45	Whiting, white Span	@ 70
Aniline		Richia.	91 @ 96	Castor.	1 00	Pyrethrum, pv.	27 @ 30	Sulphur, Subl.	2 1/2 @ 3	Whiting, gliders.	@ 90
Black.	2 00 @ 2 25	Rosmarini.	@ 1 00	Catechu.	50	Quassia.	8 @ 10	Sulphur, Roll.	2 @ 2 1/2	Whiting, Paris Eng.	@ 1 00
Brown.	2 00 @ 2 25	Rose, ounce.	6 50 @ 8 50	Cinchona.	50	Quassia.	8 @ 10	Tamarinds.	8 @ 10	White, Paris Amer.	@ 1 00
Red.	45 @ 50	Succini.	40 @ 45	Cinchona Co.	60	Quinia, S. P. & W.	31 @ 36	Terebenth Venice.	28 @ 30	Universal Prepared.	1 00 @ 1 15
Yellow.	2 50 @ 3 00	Sabina.	90 @ 1 00	Columba.	50	Quinia, S. German.	25 @ 30	Vanilla.	9 00 @ 16 00	Varnishes	
Baccae.		Santal.	2 50 @ 7 00	Cubeba.	50	Quinia, N.Y.	28 @ 34	Zinci Sulph.	7 @ 8	No. 1 Turp Coach.	1 10 @ 1 20
Cubebe.	po. 18 13 @ 15	Sassafras.	50 @ 55	Cassia Acutifol.	50	Rubia Tincturum.	12 @ 14			Extra Turp.	1 60 @ 1 70
Juniperus.	6 @ 8	Sinapis, ess., ounce.	1 25 @ 1 30	Cassia Acutifol Co	50	Saccharum Lactis pv	24 @ 26			Coach Body.	2 75 @ 3 00
Xanthoxylum.	25 @ 30	Tigili.	40 @ 50	Castor.	50	Sanguis Draconis.	3 00 @ 3 10			No. 1 Turp Furn.	1 00 @ 1 10
Balsamum		Thyme.	40 @ 50	Cardamum.	75	Sapo, W.	12 @ 14			Extra Turp Damar.	1 50 @ 1 60
Copaiba.	45 @ 50	Thyme, opt.	1 60 @ 2 00	Gentian Co.	50	Sapo, M.	10 @ 12			Jap. Dryer, No. 1 Turp	70 @ 75
Peru.	@ 2 60	Theobromas.	15 @ 20	Gentian Co.	60	Sapo, G.	@ 15				
Terabin, Canada.	40 @ 45	Potassium		Guaiac.	50	Siedlitz Mixture.	20 @ 22				
Tolutan.	75 @ 80	Bi Barb.	15 @ 18	Guaiac ammon.	60						
Cortex		Bichromate.	13 @ 15	Hyocymus.	50						
Abies, Canadian.	12 @ 18	Bromide.	48 @ 51	Iodine.	75						
Cassia.	18 @ 20	Carb.	12 @ 15	Iodine, colorless.	75						
Cinchona Flava.	18 @ 20	Chlorate, po. 17 @ 19c	16 @ 18	Kino.	50						
Euonymus atropurp	20 @ 25	Cyanide.	50 @ 55	Lobelia.	50						
Myrica Cerifera, po.	3 @ 5	Iodide.	2 90 @ 3 00	Myrrh.	50						
Prunus Virgin.	12 @ 15	Potassa, Bitart, pure	29 @ 32	Nux Vomica.	50						
Quillaia, gr'd.	10 @ 12	Potassa, Bitart, com	29 @ 32	Opli.	75						
Sassafras.	12 @ 15	Potass Nitras, opt.	7 @ 9	Opli, camphorated.	1 50						
Ulmus, po. 15, gr'd	12 @ 15	Potass Nitras.	7 @ 9	Opli, deodorized.	50						
Extractum		Prussiate.	25 @ 28	Quassia.	50						
Glycyrrhiza Glabra.	24 @ 25	Sulphate po.	15 @ 18	Rhatany.	50						
Glycyrrhiza, po.	28 @ 30	Radix		Rhel.	50						
Hematox, 15 lb box	11 @ 12	Aconitum.	20 @ 25	Sanguinaria.	50						
Hematox, 1s.	13 @ 14	Althea.	23 @ 25	Serpentaria.	40						
Hematox, 1/8s.	14 @ 15	Anchusa.	12 @ 15	Stromonium.	60						
Hematox, 1/4s.	16 @ 17	Arum po.	@ 25	Tolutan.	60						
Hematox, 1/2s.	16 @ 17	Calamus.	20 @ 40	Valerian.	50						
Ferra		Gentiana, po. 15	12 @ 15	Veratrum Veride.	50						
Carbonate Precip.	15 @ 18	Glycyrrhiza, pv. 15	16 @ 18	Zingiber.	20						
Citrate and Quinia.	2 25 @ 2 50	Hydrastis Canaden.	@ 30	Miscellaneous							
Citrate Soluble.	80 @ 85	Hydrastis Can., po.	@ 35	Ether, Spts. Nit. 3 F	30 @ 35						
Ferrocyanidum Sol.	50 @ 55	Hellebore, Alba, po.	15 @ 20	Ether, Spts. Nit. 4 F	34 @ 38						
Solut. Chloride.	15 @ 18	Inula, po.	15 @ 20	Alumen, gro'd, po. 7	3 @ 4						
Sulphate, com'l.	15 @ 18	Iris plox, po. 35 @ 38	35 @ 40	Annatto.	40 @ 50						
Sulphate, com'l, by	35 @ 38	Jalapra, pr.	40 @ 45	Antimoni, po.	40 @ 50						
bbl. per cwt.	35 @ 38	Maranta, 1/4s.	@ 35	Antimoni et Potass T	55 @ 60						
Sulphate, pure	7 @ 10	Podophyllum, po.	15 @ 18	Antipyrin.	@ 1 40						
Flora		Rhei.	75 @ 1 00	Antifebrin.	@ 15						
Arnica.	12 @ 14	Rhei, cut.	@ 1 25	Argent Nitras, oz.	@ 55						
Anthemis.	18 @ 20	Rhei, pv.	75 @ 1 35	Arsenicum.	10 @ 12						
Matricaria.	18 @ 20	Spigelia.	35 @ 38	Balm Gilead Bud.	38 @ 40						
Folia		Sanguinaria, po. 15	@ 15	Bismuth S. N.	1 00 @ 1 10						
Barosma.	15 @ 20	Serpentaria.	30 @ 35	Calcium Chlor., 1s.	@ 9						
Cassia Acutifol, Tin-	18 @ 20	Senega.	55 @ 60	Calcium Chlor., 1/2s.	@ 10						
nevelly.	18 @ 20	Similia, officinalis H	@ 40	Calcium Chlor., 1/4s.	@ 12						
Cassia Acutifol, Alx.	25 @ 30	Smilax, M.	@ 25	Calcium Chlor., 1/8s.	@ 15						
Salvia officinalis, 1/4s	12 @ 15	Seilla.	10 @ 12	Calcium Chlor., 1/16s.	@ 15						
and 1/2s.	12 @ 15	Symplocarpus, Foeti-	@ 25	Calcium Chlor., 1/32s.	@ 15						
Ura Ursi.	8 @ 10	duis, po.	@ 25	Calcium Chlor., 1/64s.	@ 15						
Gummi		Valeriana, Eng. po. 30	15 @ 20	Capsici Fructus, af	@ 1						
Acacia, 1st picked.	@ 45	Valeriana, German.	15 @ 20	Capsici Fructus, po.	@ 15						
Acacia, 2d picked.	@ 45	Zingiber a.	12 @ 15	Caryophyllus, po. 15	10 @ 12						
Acacia, 3d picked.	@ 45	Zingiber j.	23 @ 25	Carmine, No. 40.	@ 3 75						
Acacia, sifted sorts.	@ 45	Semen		Cera Alba, S. & F	50 @ 55						
Acacia, po.	60 @ 80	Anisum.	@ 12	Cera Flava.	40 @ 42						
Aloe, Barb. po. 20 @ 28	14 @ 18	Apium (graveleons)	13 @ 15	Cocculus.	@ 40						
Aloe, Cape.	@ 10	Bird, 1s.	4 @ 6	Cassia Fructus.	@ 25						
Aloe, Socotri. po. 15	@ 30	Carul.	10 @ 12	Centraria.	@ 10						
Ammoniac.	55 @ 60	Cardamon.	1 00 @ 1 25	Cetaceum.	@ 45						
Assafetida.	22 @ 25	Coriandrum.	8 @ 10	Chloroform.	60 @ 63						
Benzoinum.	50 @ 55	Cannabum Sativa.	3 1/2 @ 4	Chloroform, squibbs.	@ 1 35						
Catechu, 1s.	@ 13	Cydonium.	75 @ 1 00	Chloral Hyd Crst.	1 15 @ 1 30						
Catechu, 1/4s.	@ 14	Chenopodium.	75 @ 1 00	Chondrus.	20 @ 25						
Catechu, 1/8s.	@ 15	Dipterix Odorate.	2 90 @ 3 10	Cinchonidine, P. & W	15 @ 20						
Camphora.	50 @ 55	Poniculum.	@ 15	Cinchonidine, Germ	7 @ 14						
Euphorbium, po. 35	@ 10	Poniculum, po.	@ 15	Cocaine.	5 55 @ 5 75						
Galbanum.	@ 1 00	Poniculum, po.	@ 15	Corks, list, dis. pr. et.	@ 35						
Gamboge po.	65 @ 70	Poniculum, po.	@ 15	Crosetum.	@ 35						
Guaiacum, po. 35	@ 35	Poniculum, po.	@ 15	Creta, prep.	@ 2						
Kino.	po. \$4.00 @ 4 00	Poniculum, po.	@ 15	Creta, precip.	9 @ 11						
Mastic.	@ 40	Poniculum, po.	@ 15	Creta, Rubra.	@ 8						
Myrrh.	po. 45 @ 45	Poniculum, po.	@ 15	Crocus.	50 @ 55						
Opli.	po. \$3.50 @ 3.70	Poniculum, po.	@ 15	Cudbear.	@ 24						
Shellac.	40 @ 60	Poniculum, po.	@ 15	Cupri Sulph.	5 @ 6						
Shellac, bleached.	40 @ 45	Poniculum, po.	@ 15	Dextrine.	10 @ 12						
Tragacanth.	50 @ 55	Poniculum, po.	@ 15	Ether Sulph.	75 @ 90						
Herba		Poniculum, po.	@ 15	Emery, all numbers	@ 8						

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora 55 6 00 Castor Oil 50 7 00 Diamond 50 5 50 Frasier'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 1/2 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 3 00 100 books 6 25 250 books 15 00 500 books 30 00 1000 books 60 00 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, 50 lb. drums 3 25 Flake, 50 lb. drums 1 50 Lima Beans. Dried 4 Maccaroni and Vermicelli. Domestic, 10 lb. box. 60 Imported, 25 lb. box. 2 50 Pearl Barley. Empire 2 1/2 Chester 1 1/2 @ 2 Peas. Green, bu. 90 Split, per lb. 2 1/2 Rolled Oats. Rolled Avena, bbl. 3 85 Monarch, bbl. 3 25 Monarch, 1/2 bbl. 1 75 Private brands, bbl. 3 10 Private brands, 1/2 bbl. 1 65 Quaker, cases 3 20 Oven Baked 3 25 Lakeside 2 25 Sago. German 4 East India 3 1/2 Wheat. Cracked, bulk 3 24 2 lb packages 2 40	Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. 2 oz. 75 4 oz. 1 50 Regular Vanilla. 2 oz. 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 POTASH. 48 cans in case. Babbitt's 4 00 Penna Salt Co.'s 3 00 RICE. Domestic. Carolina head 6 1/2 Carolina No. 1 5 Carolina No. 2 4 1/2 Broken 2 1/2 Imported. Japan, No. 1 5 Japan, No. 2 4 1/2 Java, No. 1 4 1/2 Java, No. 2 4 1/2 Patna 4
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 Guatemala. 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 27 State House Blend 24 Package. Arbuckle 17 50 Jersey 17 50 McLaughlin's XXXX 17 50	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 1/2 Georges genuine @ 4 1/2 Georges selected @ 5 Strips or bricks 5 @ 8 Halibut. Chunks Strips Herring. Holland white hoops keg 55 Holland white hoops bbl. 6 50 Norwegian Round 100 lbs. 2 30 Round 40 lbs. 1 10 Scaled 10 1/2 Flackerel. No. 1 100 lbs. 10 50 No. 1 40 lbs. 4 70 No. 1 10 lbs. 1 20 No. 2 100 lbs. 7 50 No. 2 40 lbs. 3 50 No. 2 10 lbs. 3 50 Family 90 lbs. 90 Family 10 lbs. Sardines. Russian kegs 55 Stockfish. No. 1, 100 lb. bales 10 1/2 No. 2, 100 lb. bales 8 1/2 Trout. No. 1 100 lbs. 4 75 No. 1 40 lbs. 2 20 No. 1 10 lbs. 65 No. 1 8 lbs. 53	FLY PAPER. Tanglefoot. "Regular" Size. Less than one case, per box 32 One to five cases, per case. 2 75 Five to ten cases, per case. 2 65 Ten cases, per case 2 55 "Little" Tanglefoot. Less than one case, per box 13 One to ten cases, per case. 1 45 Ten cases, per case 1 40 GELATINE. Knox's sparkling 1 10 Knox's acidulated 1 20 GUNPOWDER. Rifle-Dupont's. Kegs 4 00 Half Kegs 2 25 Quarter Kegs 1 25 1 lb cans 30 1/2 lb cans 18 Choke Bore-Dupont's. Kegs 4 00 Half Kegs 2 25 Quarter Kegs 1 25 1 lb cans 34 Eagle Duck-Dupont's. Kegs 8 00 Half Kegs 4 25 Quarter Kegs 2 25 1 lb cans 45 HERBS. Sage 15 Hops 15 INDIGO. Madras, 5 lb boxes 55 S. F., 2, 3 and 5 lb boxes 50 JELLY. 15 lb pails 35 17 lb pails 44 30 lb pails 65 LYE. Condensed, 2 doz 1 20 Condensed, 4 doz 2 25 LICORICE. Pure 30 Calabria 25 Sicily 14 Root 10	SEEDS. Anise 13 Canary, Smyrna 8 Caraway 10 Cardamom, Malabar 80 Hemp, Russian 4 Mixed Bird 4 1/2 Mustard, white 6 1/2 Poppy 8 Rape 4 Cattle Bone 20 SNUFF. Scotch, in bladders 37 Maccaboy, in jars 35 French Rampee, in jars 43 SYRUPS. Corn. Barrels 14 @ 15 Half bbls 16 @ 17 Pure Cane. Fair 16 Good 20 Choice 25 SPICES. Whole Sifted. Allspice 9 1/2 Cassia, China in mats 10 Cassia, Batavia in bund 15 Cassia, Saigon in rolls 32 Cloves, Amboyana 15 Cloves, Zanzibar 10 Mace, Batavia 60 Nutmegs, fancy 65 Nutmegs, No. 1 60 Nutmegs, No. 2 55 Pepper, Singapore, black 10 Pepper, Singapore, white 20 Pepper, shot 16 Pure Ground in Bulk. Allspice 10 @ 15 Cassia, Batavia 17 Cassia, Saigon 35 Cloves, Amboyana 15 Cloves, Zanzibar 10 Ginger, African 15 Ginger, Cochlin 15 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 Pepper, Cayenne 17 @ 20 Sage 18 "Absolute" in 1/4 lb. Packages. Allspice 65 Cinnamon 75 Cloves 70 Ginger, Cochlin 75 Mace 2 10 Mustard 75 Nutmegs 2 10 Pepper, cayenne 75 Pepper, white 75 Pepper, black shot 60 Saigon 1 50 "Absolute" Butcher's Spices. Wiener and Frankfurter 18 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 BROOMS. 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 1/2 Star 40 lb boxes 8 1/2 Paraffine 9 CANNED GOODS. Plantowoc 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, 1/2 pints 2 50 CHEESE. Acme @ 7 1/2 Amboy @ 7 1/2 Byron @ 7 1/2 Carson City @ 8 Elsie @ 8 Gold Medal @ 8 Ideal @ 7 1/2 Jersey @ 8 Lerawee @ 8 Riverside @ 8 Sparta @ 7 1/2 Warner's Oakl'd C'y @ 7 1/2 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.  20 OUNCES 100 CUPS The Finest Substitute for Coffee Prepared by a Scientific Process Making it the Most Delicious and Healthful Beverage Ever Sold Everywhere 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 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 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	DRIED FRUITS-DOMESTIC. Apples. Sundried @ 3 1/2 Evaporated 50 lb boxes. @ 4 1/2 California Fruits. Apricots 9 Blackberries 5 1/2 @ Nectarines 5 1/2 @ Peaches 5 1/2 @ Pears 8 1/2 @ Prunelles 8 1/2 @ Raspberries California Prunes. 100-120 25 lb boxes @ 90-100 25 lb boxes @ 80-90 25 lb boxes @ 70-80 25 lb boxes @ 60-70 25 lb boxes @ 50-60 25 lb boxes @ 40-50 25 lb boxes @ 30-40 25 lb boxes @ 1/2 cent less in bags Raisins. London Layers 1 10 @ 1 40 Loose Muscatels 2 Crown 4 1/2 Loose Muscatels 3 Crown 5 1/2 Loose Muscatels 4 Crown 6 FOREIGN. Currants. Patras bbls @ 4 Vostizas 50 lb cases @ 4 1/2 Cleaned, bulk @ 5 1/2 Cleaned, packages @ 6 Peel. Citron Leghorn 25 lb bx @ 13 Lemon Leghorn 25 lb bx @ 11 Orange Leghorn 25 lb bx @ 12 Raisins. Ondura 25 lb boxes @ Sultan 1 Crown @ 6 1/2 Sultan 5 Crown @ 6 1/2 Valencia 30 lb boxes @ EGG PRESERVER. Knox's, small size 4 80 Knox's, large size 9 00	FLAVORING EXTRACTS. Jennings'. D.C. Vanilla 2 oz. 1 20 3 oz. 1 50 4 oz. 2 00 6 oz. 3 00 No. 8 4 00 No. 10 6 00 No. 2 T.1 25 No. 3 T.2 00 No. 4 T.2 40 D. C. Lemon 2 oz. 75 3 oz. 1 00 4 oz. 1 40 6 oz. 2 00 No. 8 2 40 No. 10 4 00 No. 2 T. 80 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 POLASSES. Blackstrap. Sugar house 10 @ 12 Cuba Baking. Ordinary 12 @ 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 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 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

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, 50 lb bags.....	65
Butter, 20 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.....	21
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Common Fine.

Saginaw.....	60
Manistee.....	60

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

SOAP.

Laundry.

Gowans & Sons' Brands.....	3 10
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 60
Old Style.....	3 20
Happy Day.....	3 10

JAXON

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

Jas. S. Kirk & Co.'s brands.....	3 33
American Family, wrp'd.....	3 33
American Family, plain.....	3 27

Lautz Bros. & Co.'s brands.....	3 70
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Aeme.....	3 25
Cotton Oil.....	5 75
Marcellies.....	4 00
Master.....	3 70

Henry Passolt's brand.

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

Thompson & Chute's Brand.....	3 00
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Single box.....	3 00
5 box lot, delivered.....	2 95
10 box lot, delivered.....	2 85
25 box lot, delivered.....	2 75

Allen B. Wrisley's brands.....	3 00
Old Country, 80 1-lb. bars.....	3 00
Good Cheer, 60 1-lb. bars.....	3 00
Uno, 100 3-lb. bars.....	3 90
Doll, 100 10-oz. bars.....	2 25

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

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

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

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

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

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

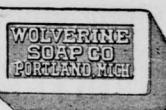
Single box.....	3 00
5 box lot, delivered.....	2 95
10 box lot, delivered.....	2 85
25 box lot, delivered.....	2 75

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

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

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

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



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

Scouring.

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

SUGAR.

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
Cut Leaf.....	5 37
Domino.....	5 35
Cubes.....	5 00
Powdered.....	5 00
XXXX Powdered.....	5 12
Mould A.....	5 00
Granulated in bbls.....	4 75
Granulated in bags.....	4 75
Fine Granulated.....	4 75
Extra Fine Granulated.....	4 87
Extra Coarse Granulated.....	4 87
Diamond Confection.....	4 62
Confection Standard A.....	4 50
No. 1.....	4 50
No. 2.....	4 50
No. 3.....	4 50
No. 4.....	4 50
No. 5.....	4 41
No. 6.....	4 37
No. 7.....	4 25
No. 8.....	4 12
No. 9.....	4 06
No. 10.....	4 06
No. 11.....	3 94
No. 12.....	3 87
No. 13.....	3 81
No. 14.....	3 69
No. 15.....	3 44

TABLE SAUCES.

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

TOBACCOS.

Cigars.

G. J. Johnson's brand.....	35 00
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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

VINEGAR.

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

WICKING.

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

Fruits.

Oranges.

Fancy Seedlings.....	25 50
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Lemons.

Strictly choice 300s.....	23 50
Strictly choice 300s.....	24 00
Fancy 300s.....	24 50
Fancy 300s.....	24 50

Bananas.

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

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

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

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

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

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

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

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

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

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

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

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.....	cases @ 8 1/2
Boston Cream.....	@ 8 1/2

Mixed Candy.

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

Fancy-In Bulk.

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

Fancy-In 5 lb. Boxes.

Lemon Drops.....	@ 50
Sour Drops.....	@ 50
Peppermint Drops.....	@ 50
Chocolate Drops.....	@ 65
H. M. Choc. Drops.....	@ 75
Gum Drops.....	@ 35
Licorice Drops.....	@ 75
A. B. Licorice Drops.....	@ 55
Lozenges, plain.....	@ 50
Lozenges, printed.....	@ 60
Imperials.....	@ 60
Motatoes.....	@ 65
Cream Bar.....	@ 50
Molasses Bar.....	@ 50
Hand Made Creams.....	80 @ 50
Plain Creams.....	60 @ 50
Decorated Creams.....	@ 90
String Rock.....	@ 60
Burnt Almonds.....	1 25 @ 55
Wintergreen Berries.....	@ 55

Caramels.

No. 1 wrapped, 2 lb. boxes.....	@ 30
No. 1 wrapped, 3 lb. boxes.....	@ 45
No. 2 wrapped, 2 lb. boxes.....	@ 45

Fresh Meats.

Beef.

Carcass.....	5 @ 6 1/2
Fore quarters.....	3 1/2 @ 4 1/2
hind quarters.....	7 @ 8
Loins.....	9 @ 12
Ribs.....	7 1/2 @ 9 1/2
Rounds.....	5 1/2 @ 6 1/2
Chucks.....	4 @ 5
Plates.....	2 1/2 @ 3

Pork.

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

Mutton.

Carcass.....	5 @ 6
Spring Lambs.....	7 @ 8

Veal.

Carcass.....	5 1/2 @ 7 1/2
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Crackers.

The N. Y. Biscuit Co. quotes as follows:	
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Butter.

Seymour XXX.....	5 1/2
Seymour XXX, 3 lb. carton.....	5 1/2
Family XXX.....	5 1/2
Family XXX, 3 lb. carton.....	5 1/2
Salted XXX.....	5 1/2
Salted XXX, 3 lb. carton.....	5 1/2

Soda.

Soda.	
Soda XXX	6
Soda XXX, 3 lb carton....	6½
Soda, City.....	7

Hardware

The Hardware Market.

General trade continues in about the same condition as reported last week. There is a moderate movement of merchandise in nearly all lines, as a general rule, owing chiefly, no doubt, to the existing uncertainty in political and financial matters, which affects the hardware trade as well as other branches of business. In the larger markets and among certain manufacturers a better feeling prevails—a feeling that as soon as there is a restoration of confidence, a revival of business will take place amongst all classes of trade. Retail merchants, as well as jobbers, report a very moderate trade. There is no disposition among manufacturers to make any concessions in price, as they feel that it is not a question of prices that retards the ordering of goods and that it is useless to offer inducements, as it will have no effect in increasing the volume of business. Only in lines of goods maintained by associations is there any special profit being made.

Wire Nails—There is no change in price on wire nails and no indication that there will be for several weeks to come. The Association, at the last meeting, reaffirmed the existing prices for September and withdrew the guarantee which had been in effect for several months. While this withdrawal of guarantee created a certain amount of fear among the jobbers—they believing that it was the beginning of a preparation for a lower price—it is now believed that the guarantee withdrawal was not for that purpose, but that it had been so abused, because it was of such a broad nature, that it was absolutely necessary to withdraw it. In conversation with nail manufacturers it is believed that there will be no change in price until after the first of the year. We quote at present \$2.65 rates at mill and \$2.85 from stock.

Barbed Wire—The barbed wire market is sluggish and the volume of business is very light. Prices remain fairly steady, but there is a perceptible tone of weakness in the market, and anyone desiring to place a good sized order, no doubt could obtain concessions. The demand at present is principally on No. 14 and No. 15 steel baling wire, and it is quite difficult for jobbers to keep a full assortment.

Window Glass—No agreement has been arrived at between the glass workers and the factory owners and it is not believed that any factory will resume operation before October or November 1. At present the stocks in the hands of all manufacturers are very broken and it would be impossible for anyone to get a full assorted car from any one factory. Notwithstanding this condition, and the firmness of price at which glass is held by the manufacturers, there is a weakness of price among the glass jobbers. The prevailing prices at present seem to be about 70 and 10 per cent. and in smaller quantities 70 and 5 per cent. is the usual quotation.

Shot—The shot market is not characterized by its usual regularity, but there is no change to note in price among the jobbers.

The Coming Era of Prosperity.

Written for the TRADESMAN.

The Barings failure in London, five years ago, gives the name to a panic which marked the beginning of a long depression in the trade of Great Britain

and her dependencies. In the mother countries there was a great decline in many of the leading industries and strikes and industrial disturbances were frequent for a considerable time. In the colonies, especially in Australia, the depression amounted to almost a paralysis. Failures were widespread and destitution and suffering prevailed everywhere.

The wave of business disaster did not fairly reach this country until two years later, in the panic of 1893. At that time the English speaking nations may be said to have all been in a condition of industrial prostration. To what degree the situation in this country was dependent on that among other of the English peoples is a matter of theory or conjecture. It is probable that many of the causes of the depression were common to all.

Nor was this condition confined to the English nations. The wave broke upon the shores of the Continent and the great centers of industry, particularly in Belgium, were subjected to the most violent disturbances, threatening the very foundations of society.

Through their conservatism and careful attention to the fostering of home industries, Germany and France were comparatively exempt from the more serious disturbances. Indeed, the misfortunes of the rest of the industrial world were the opportunity of the former, whose patient, persistent pushing of business in new fields in competition with England started that country into a period of unprecedented industrial prosperity, while all the remainder were still suffering from the effects of the depression.

As England was the first of the English speaking countries to fall into panic conditions, she was also first to start on the way to recovery. So quietly as almost to escape comment she has improved in financial condition and has begun to take hold of foreign trade with her wonted vigor. First it was noted that a great improvement was manifest in the fiscal condition of the government, revenues were greater and the country was surprised with a handsome surplus, instead of the deficits which had been the order.

Now there is coming to be noted a remarkable revival in the export and import trade, especially the former. The increase was first manifest in July of last year. Comparing the exports for the seven months ending at that time with those of the corresponding time this year, the gain is found to be no less than \$68,000,000, showing an increase which means unwonted prosperity. This increase is mainly in the despatch of railway material to China, Japan and the Argentine Confederation, indicating that the colonies are not yet far advanced in recovery.

What share has this country in the returning wave of prosperity? That she followed in the depression makes the inference fair that she will not be far behind in the recovery; but, more than this inference, there are manifest reasons why she has not long to wait. All the conditions, save one, are now favorable to an immediate change. With abundant harvests of everything needed for export especially, with those exports already rapidly increasing, with positive and decided improvement in the financial situation, the only condition lacking is confidence—the only bar to the rapid return of prosperity is distrust.

W. N. FULLER.

HEADQUARTERS FOR POTATO TOOLS



POTATO DIGGING FORKS.
POTATO SHOVELS.
POTATO FORKS.

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

A large number of hardware dealers handle

THE OHIO LINE FEED CUTTERS

OHIO PONY CUTTER

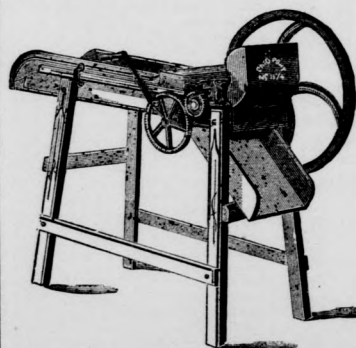
Fig. 783. No. 11½.

Made by **SILVER MAN'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 11½ 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.

SOME SINFUL GAMES.

Taking Extra Discounts—Returning Goods Without Cause.

From the Men's Outfitter.

Nobody objects to the making of a good bargain. But when a bargain has been made and lived up to on one side, what sort of excuse is there for departure from it on the other?

If a seller can be persuaded to make special terms for the benefit of a particular buyer, the latter is entitled to all that was promised, but some buyers are not satisfied to get what was agreed upon; they want to make terms of their own afterwards and force them upon the seller. To wit:

There is a large retail house in this city that we will designate and disguise as A., A. & Co. This house has several departments, one of which has for about ten years been buying goods of a manufacturer whom we will reveal as Mr. Smith. Of course, the house was familiar with Mr. Smith's terms. Every bill of goods from him bore these specifications printed in red ink:

Terms { 30 days, less 5 per cent. }
 { 10 days, less 6 per cent. }

If this invoice is not in every respect as agreed upon, notify us at once, as no change in terms will be allowed at time of settlement.

No other terms or extra discounts had ever been allowed or taken between the parties.

The department using Smith's goods changed buyers, and the new man made a purchase, in which no departure from the above terms was arranged, and yet, when the house settled the bill, it deducted an extra discount without permission of, or consultation with, Mr. Smith.

It was supposed that the new buyer had inaugurated his era by a policy of his own, a sort of forced loan, as it were, but in order to verify this theory inquiry was instituted among other parties selling goods to the house, and the fact appeared that the firm made similar unagreed deductions from the bills of other manufacturers, whose goods went into other departments of the house.

The manufacturers seen are all of high standing for scrupulous care in the fabrication of their offerings and for integrity in all their dealings. All averred that the exactions as to discounts were unaccompanied by complaints as to the quality of the goods or any other feature. Allowing the truth of these statements, it is difficult to imagine any just reason for the exactions made. They certainly appear like an arbitrary seizure of the property of another without warrant of law or justice.

Some wholesale houses will not submit to such levies. They prefer not to do business with those who make them. Others pocket the loss temporarily, and take their chances of making it up in future transactions. That any house, with prices as low as they now are, will consent permanently to enlarge its discounts, or to allow its customers to do as they please with the rate of discount, without prospect of ultimate recompense, is not to be expected.

Here is a little yarn, pat to this topic, told by a traveler:

"I used to have a customer in Oville, only one I had there, who regularly took off 5 per cent. at the end of sixty days, when our terms were 5-30. Our folks wrote him that they couldn't allow it, and he always replied that they could instruct their man not to call on him."

"Well, I wasn't going to drop him and lose a good customer, so I asked the book-keeper to figure up how much the extra discount amounted to. Our house went on the one-price plan, but the next time I visited Oville I overcharged the gentleman enough to cover his past deficit and a nest egg for the future. So he wasn't any better off for playing Smart Aleck with folks who had always treated him right."

Here's another illustration:

Jones & Jones, outfitters, with two stores, gave Rocks & Kiel a special order for a lot of woolen knit goods, a line for the manufacture of which they

have a superior reputation. R. & K. declare that the goods were made exactly as directed, were without fault or blemish in material, make and packing, and were shipped on time. There were two lots, one for each store.

The goods were kept a long time and then returned. The season had so far advanced in the meantime as to impair their salability. They were dumped at the manufacturer's door, badly packed, with boxes broken and with excelsior stuffed in, which, coming in contact with some of the goods, had damaged their appearance. The lot included some goods not made by this manufacturer. A note from Jones & Jones merely stated that the wares were not up to sample, a criticism which Rocks & Kiel positively deny, and their well-known carefulness affords strong ground of support to their statement.

A buyer has a right to return goods that are not up to the sample; that is clear enough as a general statement, but even then he is in duty bound to ascertain the fact of their defective character at the earliest possible moment after their receipt by him, and he should communicate with the seller before making the return shipment. The seller, if convinced of the fault, might wish to make some other disposition of the goods. Nothing short of a glaring and unquestionable failure of the goods to comply with the order, a failure that suggests gross carelessness or a dishonest intention, could justify arbitrary action. The seller has rights and it looks, in this case, as if the buyer had ridden roughshod over every consideration of fair dealing.

Another case of return varies somewhat from the above:

A manufacturer one day found at the foot of the stairs of his factory a case of goods. He did not know where it came from, but on looking it over he found the name of a well-known city retailer, to whom he had shipped some goods a while before.

He wrote to his customer, asking the cause of the return, and the reply was that he would use the goods later in the season, but preferred to have the manufacturer store them in the meantime. It is supposable that the latter would have been willing to store the goods on the promise to take them ultimately; but the coolness of the action in throwing the merchandise at him without a word of request or even announcement was irritating in the extreme.

Business would better be conducted with some courtesy on both sides. It is altogether unnecessary, in order to get one's rights, to trample down the flowers of gentlemanly behavior, to say nothing of coarsely ignoring the rights of another to serve one's own purposes, right or wrong.

End of an Old Steamship.

The old steamship Dessoug, which was made famous by successfully transporting hither from Egypt the obelisk that now stands in Central Park, has been towed around to Cow Bay, Long Island, to be broken up for the metal that is in her. She was originally the British steamship Denton, and was built at Hartlepool, England, in 1864. She was 1,367 tons gross measurement and was an iron vessel. She had been in the Savannah line of the Ocean Steamship Company in late years, but had been laid up for some time and her class expired last autumn.

A curious lake has been found in the island of Kildine, in the North Sea. It is separated from the ocean by a narrow strip of land and contains salt water under the surface, in which sponges, codfish and other marine animals flourish. The surface of the water, however, is perfectly fresh and supports fresh water creatures.

New York is to have the highest building in the world. It is to be known as the Ivins Syndicate Building, and will be located at 13 to 21 Park Row. The structure will be 26 stories high above the curb, and two stories below the curb.

Hardware Price Current.

AUGURS AND BITS

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

AXES

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

Cast Loose Pin, figured.....	70
Wrought Narrow.....	75&10

BLOCKS

Ordinary Tackle.....	70
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CROW BARS

Cast Steel.....	per lb 4
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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
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
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KNOBS—New List

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

MATTOCKS

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

MILLS

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

MOLASSES GATES

Stebbin's Pattern.....	60&40
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 6.....	75
Finish 8.....	90
Finish 6.....	10
Clinch 10.....	70
Clinch 8.....	80
Clinch 6.....	90
Barrel 7/8.....	1 75

PLANES

Ohio Tool Co.'s, fancy.....	250
Sciota Bench.....	60&10
Sandusky Tool Co.'s, fancy.....	250
Bench, first quality.....	250
Stanley Rule and Level Co.'s wood.....	60

PANS

Fry, Acme.....	60&10&10
Common, polished.....	70& 5

RIVETS

Iron and Tinned.....	60
Copper Rivets and Burs.....	60

PATENT PLANISHED IRON

"A" Wood's patent planished, Nos. 24 to 27 10 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
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ROPES

Sisal, 1/2 inch and larger.....	5
Manilla.....	8 1/2

SQUARES

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

SHEET IRON

Nos. 10 to 14.....	com. smooth. com.
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
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SASH WEIGHTS

Solid Eyes.....	per ton 20 00
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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, Clister.....	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 @ 1/4.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	

TIN—Melyn Grade

10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
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, }	

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

OTTO C. J. BERNTHAL

JOHN T. F. HORNBERG

New York Electro Plating & Mfg Co.

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

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

Citizens Phone, 1517.
GRAND RAPIDS, MICH.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Sept. 5.—Business in jobbing grocery circles is no duller than it has been. That is something. There is decidedly a better feeling; and that is something, too. Of course, there is no great "revival of business," but, as time goes on, there is certainly more confidence displayed, and though buyers are not purchasing for future wants to any great extent, they are not hesitating over present rates as they were a fortnight ago.

Coffee has continued in a dull and sagging way and prices have "wobbled" up and down. At the close the nearest quotation for Rio No. 7 is 10½c. The amount changing hands is very small and orders from out-of-town buyers are for minimum quantities. Mild grades are also moving slowly and, upon the whole, the coffee market is upset. The amount of coffee afloat is 519,873 bags, against 530,976 bags at this time last year.

With teas it is the same old story—"Buyers are not showing much interest," etc. Sales are for the smallest amounts, prices are low, the supply is ample, a good deal of the stuff offered at auction is rubbish and the outlook is not encouraging.

There has been a good enquiry for refined sugars during the week and some grades have been oversold, so that a little delay has been experienced in filling orders as promptly as desired. Orders for granulated have come from every section and the indications are that the supplies in the hands of retailers generally are very light. No changes have occurred in the price and it is thought that present quotations will prevail for the next week or possibly longer.

Rice is firm. Holders don't seem to care whether they sell any or not and hang on to the very outside quotation, while holders are convinced that there is no use of haggling. They take it or leave it, and that ends it. The prospects for lower quotations are not favorable just at present. Primary points report the markets well cleaned up and full prices demanded at the mills.

While actual transactions in spices are rather small, there is a feeling of confidence and holders are quite positive that the bottom has been touched.

Reports from the South show a great shortage of molasses as compared with former seasons. The market here is firm and the demand is good for this season of the year. This is especially true of the better grades of domestic.

On Thursday about 3,000 barrels of syrup were disposed of and the market is certainly in excellent condition.

Every day sees new customers from both city and country.

The canned goods market shows no improvement. Trade is dreadfully slow and the outlook at the moment not encouraging. The political situation is made the excuse for the non-activity. Some goods have sold at a loss, as it has been necessary to make the sacrifice to keep the mill running. Of course, there are lots of bargains, yet no one seems particularly anxious to seize them. Gallon apples can be bought at \$1.50, although the generally prevailing rate is \$1.55@1.60. The outlook for the tomato packer is for better prices in the future, but just now he is between the devil and the deep sea. Peaches are dull and lower.

In dried fruit more attention has been given during the week to Pacific and foreign products and if this is continued, the chances are that we shall have a very interesting market for dried fruits before long. Quite an enquiry has sprung up for prunes and some grades of raisins and dealers are feeling in a better frame of mind than for a long time past. For such things as evaporated apples and the small fruits there is not much enquiry.

Lemons, oranges, pineapples and bananas are selling at about recent quotation, but the demand is not large.

Bananas are suffering from the competition of domestic fruits, which are selling at very low prices. It is hard to persuade Americans that the banana is better than a nice apple or peach or pear.

In butter the demand has been rather light and receipts have been ample to meet all requirements. For the fanciest Western creamery, 16½c is about the prevailing rate and from this the decline is rapid.

In cheese the trading done has been of rather small volume during the week, but the market shows many signs of strength and, with cooler weather, the stock arriving shows up well. Not much doing in an export way.

The egg market is very firm and arrivals are disposed of at once. For strictly fresh stock 16@17c is paid without any dispute.

HAND TO MOUTH.

Present Policy of Buyers Bound to Result in Higher Prices.

Grand Rapids, Sept. 9.—The enclosed letter contains so much truth that it may be suggestive of a few facts which it might be well for the retailer to realize. While the letter in general is solicitous of business for the writer, at the same time what he says in regard to merchants buying so very sparingly is true. Customers have gotten so in the habit of late of buying goods in such small quantities that it is very difficult for the jobbers to govern their purchases accordingly. It is our opinion that merchandise in most lines, and especially in ours, has reached rock bottom and, regardless of the fact as to whether Bryan or McKinley is elected, there must sooner or later be an advance in prices.

CORL, KNOTT & CO.

The letter above referred to, which is from a large cap manufacturing establishment, is as follows:

Utica, N. Y., Sept. 7.—We desire to say a word to you in regard to the present business situation, but more particularly in regard to the exceedingly conservative policy of placing orders practiced by the trade in general.

It is a well-known fact that manufacturers are to-day carrying a larger stock of raw material than ever before. Is not this ample proof that they believe that raw material is bound to advance in price? Assuming that their views are correct, it should be evident that manufactured goods are equally low in price, and will positively not go lower. Why, then, are merchants so fearful about accumulating any stock?

We are daily receiving orders which customers desire completed and shipped at once, but as we are running our mills strictly on orders it is not always possible to give them as prompt service as we could wish, and the result is, they are disappointed and sometimes dissatisfied with us, when they alone are at fault, owing to their conservative policy of placing orders.

We fully believe that all kinds of merchandise will advance sharply within a short time after election, no matter which candidate is elected. If we are right in our belief—and the fact that both wholesalers' and retailers' stocks throughout the country are lower than ever before, and that it requires only a return of confidence to create a veritable boom would indicate that we are—it seems as if it would be good policy for our customers to order merchandise freely, especially when they can be quite sure that any goods to be carried over can be marked up instead of down at inventory time.

We desire to supply our customers with the very best goods of their several kinds, and also to make deliveries promptly, but as we are positively carrying no stock of manufactured goods, we cannot promise prompt deliveries unless customers will anticipate their wants and place their orders a reasonable time in advance of their requirements.

A candidate for office can have no worthier recommendation for fitness than an unblemished private character.

The intimate relation of the economic questions of finance with the political issues of the presidential campaign makes it impossible but that, in the full discussion of the financial situation by such a body as the Michigan Bankers' Association, much will be introduced that is of a partisan political character. As all the papers contain so much that is of value and interest outside of such features, it has been thought proper to publish them entire. Of course, in doing so, the Tradesman assumes no responsibility for the utterances having a political bearing.

WANTS COLUMN.

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

BUSINESS CHANCES.

BARGAINS IN MEN'S FURNISHINGS. I have a stock of men's furnishing goods which I will sell very cheap. J. M. Stanley, 214 Sheldon street, Grand Rapids, Mich. 102

FOR SALE—STOCK OF BOOTS AND SHOES. slightly damaged by smoke, but not by fire. Will sell cheap for cash. Exceptional opportunity. L. A. Bentley, Eaton Rapids. 103

WANTED FOR CASH—STOCK GENERAL merchandise. Address No. 101, care Michigan Tradesman. 101

FOR SALE—SMALL STOCK OF GROCERIES in best town in Michigan. Address C, care Michigan Tradesman. 100

BUSINESS CHANCES—EVERY DESCRIPTION bought, sold or exchanged; also real estate. Corie-pondence solicited. C. E. DeSautelle, Room 1, 99 Ottawa Street, Grand Rapids, Mich. 99

DRUG STORE FOR SALE IN MARQUETTE. Mich., soda fountain and fixtures, elegant and well adapted; stock light. Enquire of Charles Kelsey, Agt., 203 and 204 Nester Block, Marquette, Mich. 98

WANTED—TO EXCHANGE A \$3,000 DRUG stock for cash and productive real estate. Address No. 93, care Michigan Tradesman. 93

FOR SALE—DOUBLE STORE, GROCERIES and notions, in one of best towns in best State in the Union. Stocks will be sold separately or together, with or without buildings. Address 420 East State street, Mason City, Iowa. 92

BEST OPENING IN THE STATE—THE business men of Dorrt offer a two-story frame mill building and two acres of ground to an experienced miller who will erect an engine room and equip the plant with power and roller process machinery. Address J. C. Neuman, Dorrt, Mich. 88

HARDWARE STOCK FOR SALE—INVOICING about \$6,000; clean and in good shape; store to rent; location all right, in one of the best cities of the State. Reasons for selling will be entirely satisfactory to purchaser. No traders need apply. Address No. 87, care Michigan Tradesman. 87

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

MISCELLANEOUS.

SALESMAN WANTED TO SELL DAYTON Computing Scales in New England on commission. Applicant must have sufficient funds for local traveling expenses; exclusive territory; splendid territory for good men. Address A. W. Ludlow, 89 State St., Boston, Mass. 76

WANTED—AT ONCE, POSITION BY THOROUGHLY competent book-keeper of ten years' experience. References given. Address No. 95, care Michigan Tradesman. 95

WANTED—DESIRABLE RESIDENCE PROP- erty in Grand Rapids in exchange for stock of general merchandise and store building in thriving village near city, center of a rich fruit region. Address No. 94, care Michigan Tradesman. 94

WANTED—SITUATION BY REGISTERED pharmacist of good habits who has had fourteen years' experience. Address No. 91, care Michigan Tradesman. 91

TO EXCHANGE FOR GOODS—160 ACRES OF heaviest and best hardwood timber land in Wexford county, Michigan, close to railroad and river; also 360 acres of fine farming land in Crawford county, Michigan, close to county seat and railroad; titles perfect. Address Lock Box 46, Reed City, Mich. 90

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

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

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

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

WANTED TO CORRESPOND WITH SHIP- pers of butter and eggs and other seasonable produce. R. Hirt, 36 Market street, Detroit. 851

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

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. SNOW, 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 KLAAR; Treasurer, J. GEO. LEHMAN. Regular Meetings—First and third Tuesday evenings of each month at Retail Grocers' Hall, over E. J. Herrick's store.

Owosso Business Men's Association

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

Jackson Retail Grocers' Association

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

Alpena Business Men's Association

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

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.

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 to days.

PRICES TODAY:

Pints, Porcelain-lined Cap, 1 doz. in box...\$5 00
Quarts, Porcelain-lined Cap, 1 doz. in box... 5 25
½ Gal., Porcelain-lined Cap, 1 doz. in box... 7 25
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.



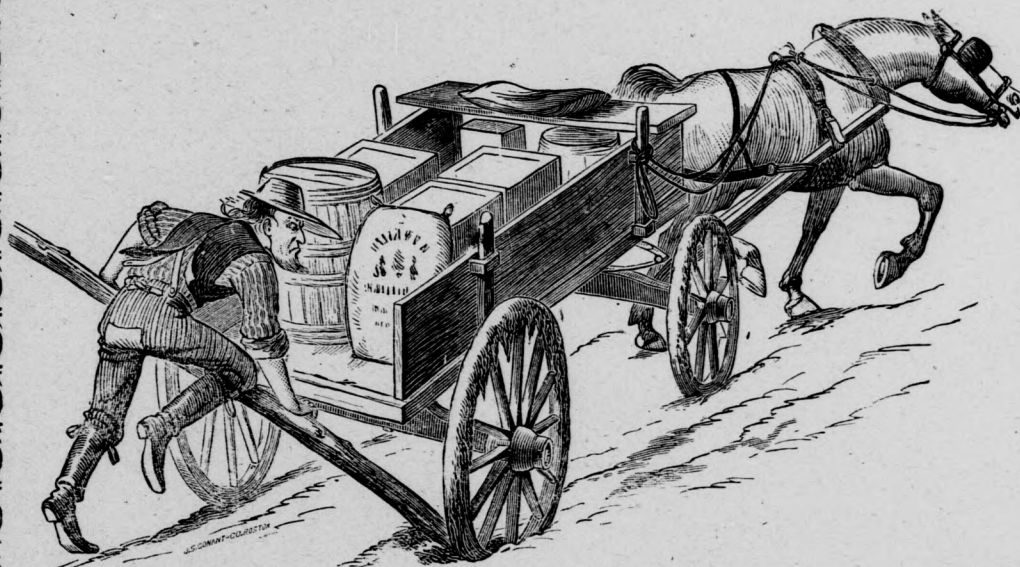
Ass't bbls. containing 12 doz. ¼ pt., 18c...\$2 10
Ass't bbls. containing 6 doz. ¼ pt., 20c... 1 20
Barrel... 35

¼ pint, in barrels 20 doz., per doz...\$3 65
½ pint, in barrels 18 doz., per doz... 20
Barrels, 35 cents.

¼ 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.

Get Out of the Old Rut



By discarding antiquated business methods and adopting those in keeping with the progressive spirit of the age. If you are still using the pass book, you should lose no time in abandoning that system, supplying its place with a system which enables the merchant to avoid all the losses and annoyances incident to **moss grown methods**. We refer, of course, to the coupon book system, of which we were the originators and have always been the largest manufacturers, our output being larger than that of all other coupon book makers combined. We make four different grades of coupon books, carrying six denominations (\$1, \$2, \$3, \$5, \$10 and \$20 books) of each in stock at all times, and, when required, furnish specially printed books, or books made from specially designed and engraved plates.

Briefly stated, the coupon system is preferable to the pass book method because it (1) saves the time consumed in recording the sales on the pass book and copying same on blotter, day book and ledger; (2) prevents the disputing of accounts; (3) puts the obligation in the form of a note, which is **PRIMA FACIE** evidence of indebtedness; (4) enables the merchant to collect interest on overdue notes, which he is unable to do with ledger accounts; (5) holds the customer down to the limit of credit established by the merchant, as it is almost impossible to do with the pass book.

If you are not using the coupon book system, or are dissatisfied with the inferior books put out by our imitators, you are invited to write for samples of our several styles of books and illustrated price list.

TRADESMAN COMPANY,

GRAND RAPIDS, MICH.

Travelers' Time Tables.

CHICAGO June 28, 1896 and West Michigan R'y

Going to Chicago.
Lv. G. R. 5:45am 1:25pm +6:30pm +11:30pm
Ar. Chi. 11:50am 6:50pm 2:10am + 6:50am

Returning from Chicago.
Lv. Chicago 7:20am 5:00pm + 9:30pm
Ar. G'd Rapids 1:25pm 10:40pm + 3:45am

Muskegon via Waverly.
Lv. G'd Rapids 5:45am 1:25pm 6:30pm
Ar. G'd Rapids 9:15am 5:15pm 10:40pm

Muskegon and Pentwater via Sparta.
Lv. G'd Rapids 5:30pm Ar. G'd Rapids 9:30am

Manistee, Traverse City and Petoskey.
Lv. G'd Rapids 7:20am 5:35pm 11:30pm
Ar. Manistee 12:15pm 10:30pm
Ar. Traverse City 12:25pm 11:10pm 5:00am
Ar. Charlevoix 2:55pm 7:30am
Ar. Petoskey 3:25pm 8:00am
Ar. Bay View 3:35pm 8:10am

Trains arrive from north at 1:10 p.m., 5:00 p.m., and 9:50 p.m.

PARLOR AND SLEEPING CARS.
Chicago. Parlor cars on afternoon trains and sleepers on night trains.
North. Parlor cars leave Grand Rapids 7:20am and 5:35pm. Sleeping cars at 11:30pm.
+Every day. Others week days only.

DETROIT Nov. 24, 1895 Lansing & Northern R'y

Going to Detroit.
Lv. Grand Rapids 7:00am 1:30pm 5:25pm
Ar. Detroit 11:40am 5:40pm 10:10pm

Returning from Detroit.
Lv. Detroit 7:40am 1:10pm 6:00pm
Ar. Grand Rapids 12:30pm 5:20pm 10:45pm

Saginaw, Alma and St. Louis.
Lv. G R 7:35am 5:00pm Ar. G R 11:35am 11:00pm

To and from Lowell.
Lv. Grand Rapids 7:00am 1:30pm 5:25pm
Ar. from Lowell 12:30pm 5:20pm

THROUGH CAR SERVICE.
Parlor cars on all trains between Grand Rapids and Detroit. Parlor car to Saginaw on morning train. Trains run week days only.
GEO. DEHAVEN, General Pass. Agent.

GRAND Trunk Railway System Detroit and Milwaukee Div.

Eastward.
+No. 14 +No. 16 +No. 18 *No. 82
Lv. G'd Rapids 6:45am 10:20am 3:25pm 11:00pm
Ar. Ionia 7:40am 11:25am 4:27pm 12:35am
Ar. St. Johns 8:25am 12:17pm 5:20pm 1:25am
Ar. Owosso 9:00am 1:20pm 6:05pm 3:10am
Ar. E. Saginaw 10:50am 3:45pm 8:00pm 6:40am
Ar. Bay City 11:30am 4:35pm 8:37pm 7:15am
Ar. Flint 12:05am 5:45pm 9:05pm 7:40am
Ar. Pt. Huron 12:05pm 5:50pm 8:50pm 7:30am
Ar. Pontiac 10:53am 3:05pm 8:25pm 5:37am
Ar. Detroit 11:50am 4:05pm 9:25pm 7:05am

Westward.
For G'd Haven and Intermediate Pts. *8:40am
For G'd Haven and Muskegon *11:30pm
For G'd Haven and Intermediate Pts. *5:05pm
For G'd Haven and Chicago *7:40pm
For G'd Haven and Milwaukee 10:05pm
+Daily except Sunday. *Daily. Trains arrive from the east, 6:35a.m., 12:50p.m., 4:45p.m., 10:00p.m. Trains arrive from the west, 6:40a.m., 3:15a.m., 10:10a.m., 3:15p.m., 7:05p.m.

Eastward—No. 14 has Wagner Parlor Buffet car. **No. 8** Parlor car. **No. 82** Wagner sleeper.
Westward—No. 11 Parlor car. **No. 15** Wagner Parlor Buffet car. **No. 81** Wagner sleeper.
JAS. CAMPBELL, City Ticket Agent.

GRAND Aug. 23, 1896. Rapids & Indiana Railroad

Northern Div.
Leave Arrive
Trav. C'y, Petoskey & Mack. * 7:45am *10:00pm
Trav. C'y, Petoskey & Harbor
Spirits + 2:00pm + 5:15pm
Cadillac + 5:25pm +11:10am
Petoskey and Mackinaw +11:00pm + 5:30am
Train leaving at 7:45 a.m. has parlor car to Petoskey and Mackinaw. Train leaving at 2:00 p.m. is a solid train with day coaches and parlor car to Petoskey, Bay View and Harbor Springs. Train leaving at 11:00 p.m. has sleeping cars to Petoskey and Mackinaw.

Southern Div.
Leave Arrive
Cincinnati + 7:25am + 8:25pm
Ft. Wayne + 2:00pm + 1:45pm
Cincinnati *10:15pm * 7:20am
7:25a.m. train has parlor car to Cincinnati.
10:15p.m. train has sleeping cars to Cincinnati, Indianapolis and Louisville.

Muskegon Trains.
GOING WEST.
Lv. G'd Rapids 7:25am 11:00pm +5:40pm +9:00am
Ar. Muskegon 8:50am 2:10pm 7:05pm 10:25am
Lv. Muskegon (Steamer) 7:45pm
Ar. Milwaukee (Steamer) 4:00am

GOING EAST.
Lv. Milwaukee (Steamer) 8:00pm
Ar. Muskegon (Steamer) 5:00am
Lv. Muskegon 8:00am +11:15am +4:00pm +6:30pm
Ar. G'd Rapids 9:20am 12:55pm 5:20pm 7:55pm
Steamer leaves Muskegon, Monday, Wednesday and Friday. Leaves Milwaukee, Tuesday, Thursday and Saturday.
+Except Sunday. *Daily. +Sunday only.
A. ALMQUIST, C. L. LOCKWOOD,
Ticket Agt. Un. Sta. Gen. Pass. & Tkt. Agt.

Save Trouble
Save Losses
Save Dollars

TRADESMAN COUPONS



TIME IS MONEY LIFE IS SHORT

And Rapid Transportation is
a Necessity.....

To secure the most prompt delivery of goods at the least expenditure of time and money it is essential that the merchant have a delivery wagon of the right sort. We make just that kind of a wagon and sell it as cheaply as is consistent with good work. For catalogue and quotations address

Belknap Wagon Co.,
Grand Rapids, Mich.

DOES IT PAY?

CERTAINLY IT DOES.

I take no chances. The quality is of the very best. The New York Condensed Milk Co. is a very responsible concern, and guarantees the

Gail Borden Eagle Brand

CONDENSED MILK to its customers. Besides, it is no trouble to sell. The majority call for it, and won't take any other brand. If I don't keep it my customers will get it elsewhere. Smaller profit! No, I guess not; have tried both ways, and found that it pays to sell only the "BEST." It has been demonstrated to my satisfaction that the

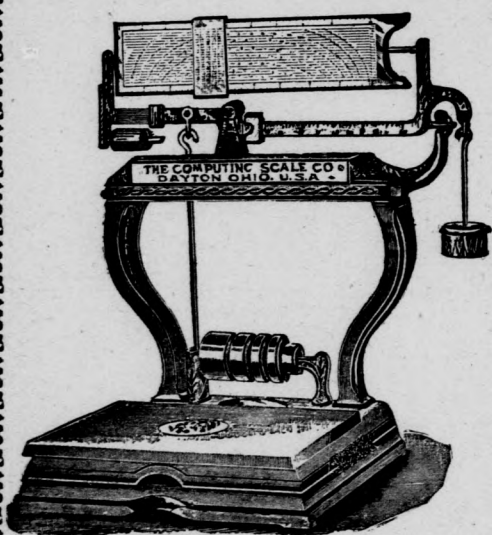


GAIL BORDEN EAGLE BRAND

HAS NO EQUAL.

Prepared by the New York Condensed Milk Co.

FOR QUOTATIONS SEE PRICE COLUMNS.



THERE'S MONEY

MADE BY USING

THE DAYTON AUTOMATIC COMPUTING SCALE SYSTEM

RECOMMENDED BY OVER 30,000 MERCHANTS.

THE COMPUTING SCALE CO.,

DAYTON, OHIO, U. S. A.

Don't be a Waiter! Order now!

