

MICHIGAN TRADESMAN

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Volume XIV. GRAND RAPIDS, WEDNESDAY, SEPTEMBER 16, 1896. Number 678

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

ABSOLUTE TEA

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

MICHIGAN SPICE CO.,
GRAND RAPIDS.

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.

GRASS SEEDS

Our grades are always up to high standard. Prices at lowest values going. We solicit your business.

ALFRED J. BROWN CO.,
SEED MERCHANTS,
GRAND RAPIDS, MICH.

RUBEROID READY ROOFING....

All Ready to Lay. Needs NO COATING OR PAINTING

ARLOW
ROTHERS

BOOK INDERS
LANC BOOKS

5 AND 7 PEARL STREET.

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.

Is Odorless, absolutely Water Proof, will resist fire and the action of acids.
Can be used over shingles of steep roofs, or is suitable for flat roofs.
Will OUTLAST tin or iron and is very much cheaper.

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.

Try Our Pure
Asphalt Paint

For coating tin, iron or ready roofs. Write for Prices.

H. M. REYNOLDS & SON
GRAND RAPIDS, MICH.
Ask your hardware dealer for it.

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.

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.

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.

CANDY

Our line embraces all the varieties in the market and at moderate prices. New Penny Goods added daily. Get our catalogue and price list and give us a trial order or ask your jobber for our goods and get the best.

A. E. BROOKS & CO.,
5 AND 7 S. IONIA ST. - GRAND RAPIDS, MICH.

MAINE FACTS

Skowhegan, Me., June 3, 1896.
VALLEY CITY MILLING Co., Grand Rapids, Mich.
Dear Sirs:—In the past four years I have sold about 3,000 barrels of the Valley City Milling Co.'s flours, and it gives me pleasure to say that I have always found them just as represented. They are flours that run very uniform, one barrel being as good as another in its grade. I can say that I consider them the best flours that are being sold in Skowhegan. I want another car load—the last one went quick.
C. W. DAY.

West Pownal, Me., June 20, 1896.
VALLEY CITY MILLING Co., Grand Rapids, Mich.
Gents:—We have been handling your different brands of flour for the last five years with the very best of results. We have never before handled a car of any other mill's make with as little trouble as we have had with all we have sold of the Valley City Milling Co.'s flours. We cannot get along without them now—our customers will have them.
Yours truly,
DOW & LIBBY.

Oakland, Me., June 4, 1896.
VALLEY CITY MILLING Co.
Gentlemen:—We have sold your flours for the past four years, in several grades, and are glad to say that in all grades we have been more than pleased, and do not hesitate to say that we consider your goods superior to any we have handled. They suit the trade perfectly and are trade winners.
Yours truly,
BLAKE BROS.

TERSELY TOLD

Did You Ever

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

GRAND REPUBLIC

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

BALL-BARNHART-PUTMAN CO.
GRAND RAPIDS.

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.

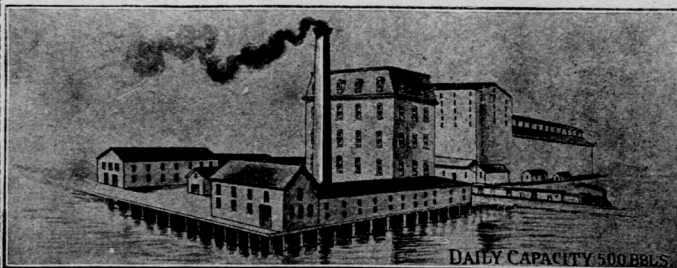
STRICTLY MODERN MILLING PLANT

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.

MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 16, 1896.

Number 678

COLUMBIAN TRANSFER COMPANY

**Carriages, Baggage
and Freight Wagons....**

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

COMMERCIAL CREDIT CO., Ltd.

ESTABLISHED 1886.

Reports and Collections.

411-412-413 Widdicomb Bldg. Grand Rapids.

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

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

THE PROBLEMS OF CULTURE.

Culture is a word that immediately suggests to the common mind some vague ideal of personal distinction. Very generally it is supposed to be nearly, if not quite, synonymous with learning. The usual conception of the significance of the term, however, is the reverse of definite. To some minds it means the possession of a vast store of erudition; to others merely the mastery of some polite accomplishments.

In reality, of course, the relation of culture to knowledge is merely that of the end to its means. It is certainly true that knowledge is a means of culture. It is not only in itself a developing and impressive influence, but the processes through which it is acquired constitute a gymnastic course of the highest value. But culture means being, not possession—what one is, not what one has. As to its ways and means, they are innumerable, and he would be a bold man, or a very ignorant one, who would venture to say that any one system of training and development was superior to all others.

The essential idea of every "proper" scheme of culture is growth. Every one who has had much to do with plants knows that almost every form of vegetable life is susceptible of wonderful changes in respect to beauty and strength, though the type will maintain its identity under all superficial disguises. The growth may become more generous and abundant, the coloring more brilliant, but the scientific botanist will never be at a loss to name and classify it. Those changes of structure that are claimed for evolution can hardly, from the nature of the case, come within the purview of actual observation, and must continue subject to more or less doubtful speculation. But the development and improvement of the plant under intelligent care present a perfect illustration of culture. Mind and body are alike susceptible of development along the lines of increased strength and refinement, though there is never in any case an instance of actual transformation or metamorphosis.

The raw country boy may become a scholar, an artist, a philosopher, or a statesman; but at the highest stage of his development he will still bear the marks not only of his race and his nationality, but also of his class and his family. It is a fact beyond debate that no education, whether within college walls or in the wide world of affairs and fashion, can erase the cradle-mark and the household intonation. It is an ancient saying, in which most men believe, that blood will tell; but no one can be certain how much is due in any given case to family tendency on the one hand, and to special family culture on the other. The distinction is wide and obvious enough. Thomas Carlyle's father and mother were poor peasants. They had almost no learning—that is to say, they had almost none of that learning which is acquired directly from schools and books. But they were, nevertheless, in a certain sense, very highly cultivated. They had high ideals and they cherished beautiful dreams,

for all of which they were indebted to a special form of nature—to landscape—to a historic church and to the redoubtable individuality of the Scottish genius. Thomas Carlyle read, and pondered, and toiled terribly, and before him the horizon of the day and of history continually widened; but he never got rid of the essential characteristics of his family, any more than he dropped the broad Doric of his mother tongue.

It is a question how far it is desirable that the special flavor of the province and the hearth should be lost in the amenities and compromises of cosmopolitan intercourse. The charm, the distinction, the variety of typical and of well-defined individual traits impart an interest to art and literature with which the cultivated world could not afford to dispense. The real, the fundamental problem of culture, perhaps, is the preservation of the highest degree of individuality consistent with the largest measure of social sympathy and helpfulness. It is noticeable that, among men in any society, village or urban, there is always a keen relish of individuality, whether it be displayed in moral or in purely intellectual traits. Recently a very eminent Oriental diplomat visited these shores in the course of a journey around the world. It was well known that the destinies of many millions of his fellowmen had been placed absolutely in his keeping, so far as their earthly welfare was concerned. He had met and held his own with the trained diplomats of Europe and America, and he had achieved a well-merited distinction by his practical efficiency in various administrative offices in war and peace. Whoever met him recognized his sterling manhood and at the same time the penetrative and subtle power of his intellect. There could be no question that the man had been very highly trained, although he knew neither Greek nor Latin, mathematics nor physics, as those sciences are understood in the Western world. But he wore the marks of culture—comprehensive grasp, power of attention, refinement, self-possession and self-respect. He knew less, he was more than many inferior men. That is the whole thing in a nutshell. Unto the end, it may be, speculation and conjecture in regard to certain matters will be rife; but it is even now possible to develop manhood along certain lines leading definitely in the direction of enjoyment, sympathy, refinement and power.

FRANK STOWELL.

Bread made of sawdust is mentioned as a makeshift for the real article in the chronicles of many sieges and times of famine. A much similar makeshift is being extensively used in Berlin as a food for horses. Three parts of wood pulp, prepared by a special process, are mixed with one of bran or rye meal, and the result is said to be a nutritious food for cattle.

The men who succeed best in public life are those who take the risk of standing by their own convictions.

THE TRADE SITUATION.

While changes have been slow, the healthier upward tendency of the past few weeks has been fully maintained.

The feeling, especially in jobbing and manufacturing circles, shows positive improvement, demand having strengthened at more than a dozen of the principal centers, including the principal Western distributing points. Before the Maine election took place there had been a decided improvement in trade circles as to the politico-financial outlook, notwithstanding the unfavorable indication claimed by some in the result of the vote in Arkansas. The reassuring indications are more than confirmed by the returns from Maine. These are so unexpectedly pronounced in favor of sound money in the birthplace of the greenbackism of twenty years ago that they will have a great influence in removing political distrust as an element in the trade situation.

Prices had declined to so low an ebb that there can be no improvement in demand without their being quickly affected, and the week shows a strengthening in many lines.

Wheat has been active through the effects of the continued export demand. In the face of favorable crop reports the price has advanced, with a slight reaction the last of the week, which is more than made good this week. Corn is also on the upward turn, having advanced in Chicago from 19½c, the lowest point known, to 21¼c. Other grains show a slight strengthening.

Iron is slower in making positive advance but an improved demand is reported. While not one half of the iron and steel working capacity is employed, there is sufficient speculative demand to give the assurance that the upward turn has begun.

The improvement begins to show also in textiles. While wool has not advanced, the demand has been greater than for many weeks. Cotton has advanced a considerable and prices have strengthened on prints and other goods. Woolen manufactures are slower to respond to the upward movement.

The imports of gold have continued until receipts are above \$22,000,000 since the return movement began, and it is still coming at the same rate. London has advanced its money rate to 2½ per cent., but it does not seem to affect the current this way. When the first shipments were made the most sanguine only dared to predict the return of \$20,000,000. The fact that that sum is already exceeded, and that it promises to come indefinitely, has had a decidedly reassuring effect on the financial situation.

Bank clearings continue small, the result of the small business of past weeks. They declined 8 per cent. On the other hand, failures are 28 fewer than for the preceding week, 308 against 336.

L. J. Lowe, formerly behind the counter for D. L. Worthington & Co., at Mendon, has opened a grocery store at Jonesville. The Worden Grocer Co. furnished the stock.

ADVERTISING REMNANTS.

Method Which Commends Itself to the Dry Goods Trade.

H. D. McMaster in Dry Goods Economist.

In all dry goods stores, large or small, there is a constant accumulation of short lengths of piece goods and odds and ends of notions. Some dealers are content to sell them at any price—almost give them away—in order to get them out of the store. Shrewder men, however, take a more businesslike view of remnant selling and originate or adopt methods for disposing of them much more in keeping with their occupation as merchants. There are lots of storekeepers, but few merchants.

The largest dry goods store in Western Pennsylvania has a plan for selling remnants that could be practiced in almost every dry goods store and has always proved effectual in bringing results.

This store does an immense business, both over the counter and through its mail order department. Such a trade is productive of great lots of remnants and odds and ends, the value of which, in the aggregate, amounts to thousands of dollars annually. It has two remnant days a year, occurring at times when the goods to be disposed of are right in season, thus giving additional inducement, aside from the prices, to prospective buyers.

The first remnant day is the first Friday after New Year's Day, when the holiday rush is over. There are at least ten or twelve weeks of winter weather to follow this day, and buyers are sure to find lots of use for what they purchase. Nothing but remnants and odds and ends of the winter season's stock are offered at this time.

The second remnant day occurs the first Friday after the Fourth of July, when a like climax has been reached in the summer trade, and yet two or three months of hot, sultry weather are in advance. Both sales occur on Friday. Even shoppers are superstitious—they

dread the unlucky day—but the inducements of these sales occurring on this day prove to be an effectual offset to all such superstitious belief. Price always has power, and in these instances overcomes even superstition.

Great care is taken to avoid all imposition by reason of soiled or damaged goods. If a remnant is faulty it is so stated on the price ticket; then shoppers can safely judge whether the goods at the price are a bargain worth getting or not.

This system of selling has been in vogue in this store for twenty years and people have come to regard it as a great shopping event. Of course, this "keeping everlastingly at it" has an influence toward making the sales successful, and as the years roll on this influence becomes greater; but the store doesn't bank on that for results.

The sales are advertised one week in advance. All the city dailies—English and German—are used. As definite and as minute descriptions of the goods as possible are given, prices being printed in bold style. The style of advertising generally used for fake fire and clearance sales, in which superlatives reign supreme and exaggeration is the keynote, is scrupulously avoided. All this store's advertising, and especially that done for these sales, is characterized, and, I am sure, strengthened, by a dignified, convincing argument—not a stiff-necked dignity, but a consistent demeanor that carries with it a force such as only firm, brief sentences can convey.

For the first day double column space is used; then, as the time for the sale approaches, half pages and more are taken. The advantage to the buyers of the low prices is made strong; but the goods for the prices is the keystone upon which the arch of argument is built. No pictures representing long lines of people filing into the store are used, although facts would reasonably warrant such. The principal display is a formal announcement of the date of the "Remnant Day;" then follows the

descriptive matter in old style. "Come early and avoid the rush" and similar exhortations are omitted, because such advice is not deemed necessary and such "chestnuts" only tend to weaken the force of the ads.

Nearby town papers are also used freely, daily changes being made during the week preceding the sale.

Great preparations are made throughout the store. All short lengths of piece goods are folded and sewed so that the gyrations of the "mob" will not scatter or muss them. On each remnant is a ticket having the number of yards and the price plainly marked thereon in red ink. Odds and ends in coats, suits, millinery, odd pairs and half pairs of lace curtains and portieres are marked with red ink prices. Then, at these seasons, reductions in the prices of all lines in stock are the rule; so many lines are marked down in price and offered for the first time on these days. All remnants and odds and ends are displayed on counters and tables; none on the shelves.

If the readers of the Economist could see the crowds that blockade the street in front of the store before it is opened on Remnant Day, or should try to push their way through the multitude that surges through the store until closing time, they would certainly believe in the efficacy of this method and of this store's way of advertising. No posters or streamers on the store front are used. The newspapers are depended upon entirely for results, and they bring them.

And this method disposes of the annoyance caused by having a remnant counter all the time. Shoppers do not see or hear of remnants in this store any other time than Remnant Day.

Blaine's Theory Regarding an International Silver Coin.

Wm. E. Curtiss in Chicago Record.

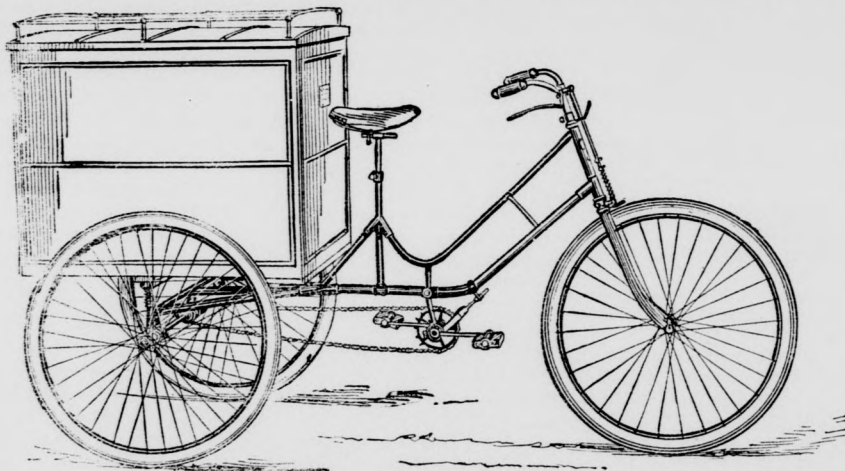
Mr. Blaine never advocated the free coinage of silver as proposed by the Chicago platform. He was a silver man, however; a bimetalist, who believed in the negotiation of an international

agreement for maintaining the ratio between the two metals. His best speeches on this subject were delivered in December, 1867, in February, 1876, and on the Bland bill in 1878-9, and can be found in his published volume.

One of Mr. Blaine's hobbies was an international silver coin, which should be issued in amounts proportionate to their population by each of the American republics, and made legal tender in commerce between them. He saw great advantages to this country in the issue of such a coin. In the first place, it would afford an opportunity for the consumption of several millions a year of our silver product; it would afford business for our mints, which would be called upon to manufacture the coins of the other countries which have none. It would be a bond of commercial union between the United States and the neighboring nations; it would make New York the commercial center of America, and cause the financial transactions of the American nations to be carried on there instead of in London, and, finally, he believed it would give us a monopoly of the American trade, for the reason that Great Britain would not recognize the legal-tender quality of such a coin, and thus drive the merchants of Central and South America to buy their merchandise in our markets.

Mr. Blaine believed that in his proposition for an international coin lay the solution of the silver problem, as well as the commercial problem of America, particularly if his reciprocity scheme was adopted at the same time, which contemplated a free interchange of the peculiar products of the American nations, and a discriminating duty upon other merchandise that was carried in American ships. "America for the Americans" was his motto, and, as he told the Canadian commissioners who came to Washington to negotiate a treaty for the free admission of Canadian products into the United States, "We will give you our market when you ask for our flag. The market and the flag go together."

THE RELAY CARRIER



The prompt, careful and economical delivery of small parcels of merchandise, etc., is of much importance to Dry Goods Dealers, Florists, Bakers, Butchers, Confectioners, Milliners, Laundrymen, Book Sellers, Grocers, Tailors, and Tradesmen Generally.

In the saving of time and trouble,

In dispensing, oftentimes, with an additional horse and wagon,

In lessening the number of employees,

It is a distinctly manifest and practical economy.

That it will soon be as well recognized a business adjunct as the telephone or typewriter is shown by the fact that one hundred thousand such carriers are to-day in use in England. Its general adoption in this country is only a matter of time—and of a very short time. It speaks well for the enterprise of the house which owns one, and for which it is everywhere and all the time a perambulating and conspicuous advertisement.

For circulars and prices address

ADAMS & HART, State Agents,
Wholesale and Retail Bicycles. GRAND RAPIDS, MICH.

The Grocer as a Pawnbroker.

Stroller in Grocery World.

The sages tell us that there is something new for us to learn every day. I believe it, even in the grocery business. There are those in that business who will disbelieve it, but they will change their minds some time.

I have traveled over the whole country, off and on, and have met grocers of all degree, from the little one at the crossroads to the palatial city grocer whose yearly sales reached hundreds of thousands of dollars. In all my travels I never saw so queer a shop as I inadvertently got into last week. It was a grocery store, and yet it wasn't.

I am going to describe it this week, not as an example to other grocers to follow, but as a warning, and an indication that lots of grocers who think nobody can be poorer off than they are are mistaken.

This grocery store is in the outskirts of a large New Jersey city not far from Newark. I got lost, or I never would have stumbled across it. It was coming on to rain, and I wanted to get at a certain square before the pour came, so I jumped in the nearest door I could see to ask my way.

When I got in I stayed, for I was in a sort of a grocery museum. Ever gone into one of the junk shops, where they buy in old stoves, smashed furniture, etc.? Compare that with a good live furniture store, and you'll get a very fair idea of how this concern compared with a good, clean grocery store.

To begin with, there was no counter. The whole store was filled with boxes and barrels, stuck wherever they would go, without regard to appearance or anything else but getting them in. In lieu of a counter, there was a little table with some old mused paper bags on it. The only thing in the way of groceries I could see were several dozen cans of the rustiest looking peaches I ever saw. They were dirty, dusty and battered to death, swelled out on one side and some of them had holes in the end.

After I had been set right on my way, I tarried a little.

"What sort of a business do you do here?" I asked.

"I call it a grocery business," said the grocer, who, by the way, was above his business.

He saw that I was waiting for him to say something further, so he said in a half-apologetic fashion:

"It's not like the regular grocery business. This neighborhood wouldn't stand any such thing. I used to have as pretty a grocery store as any man, but the neighborhood killed it. Then I got to this, and I'm making more money than I ever did before."

"What is your business like?" I asked. I saw that it was different from the usual grocery business, and I resolved to find out where.

The "grocer" wasn't anxious to tell me at first, but he came down after a little while.

"Well, you see," he said, "I buy all the damaged goods I can get hold of. I get them cheap, and they sell to these people around here at a good profit. It pays me right well."

"Here's a lot of swelled canned goods," he went on. "I picked them up down in Newark for almost nothing. I tried them, and they're not badly off. Cooked up they'll be all right. I can sell them at 100 per cent. profit."

"I get lots of crackers and cakes that have been broken up," he said, hauling a big box out from one corner. He lifted the lid. It was nearly filled with fragments of cakes and crackers.

"That cost me a cent a pound," he said; "I'll sell it at 2 cents, which is a pretty good profit."

"What else do you handle?" I asked.

"Anything I can buy up cheap. Peaches or tomatoes that are part bad I make lots of money on. The other day I had a lot of olives in bottles that had been smashed. I took them out of the broken bottles and sold them in bulk at 50 per cent. over what I gave for them. Of course, my sales are small; if they weren't I'd be rich in a few years. The people will come here and buy a cent's worth of this and two cents' worth of

that. Even though I make 100 per cent. on it, the profits don't mount up very fast."

I hadn't seen the strangest part of this business yet. While the "grocer" was talking with me, a woman came in with a bundle under her arm. She unwrapped it, and disclosed a nearly new nickel clock, that must have cost, when new, about \$1. The "grocer" looked it over in a businesslike manner.

"What do you want for it?" he asked. "Pound of sugar, two pounds of crackers, can of peaches," she said.

The "grocer" added up the selling price of the goods she had selected.

"Eleven cents," he said. "That'll be all right, I guess." Then he handed over the articles, and took the clock.

"Do you run a pawn-broking business, too?" I asked.

"Not exactly. This clock belongs to me now. She can't get it back. She sold it instead of pawned it."

"How do you get any money out of that?" I asked.

"I only take things that are in good condition. This is pretty near new. I'll take it to a second-hand place up the street, and get 20 cents for it. They pay good prices up there when the goods are in good shape. That'll give me 75 per cent. on the clock and 50 per cent. on the goods she bought. That's pretty fair, ain't it?"

I admitted that it was, but 1,000 per cent. wouldn't tempt me to do a spoiled-grocery-pawnbroking business.

A Useful Dog.

From the Cleveland World.

"See that dog?" asked a clerk in a Euclid avenue dry goods store. "That dog makes a regular business of catching rats around the stores. He doesn't charge anything for his services—just does it for fun. He comes in here about every so often. Watch him run behind the counters. Pretty soon he'll make a dive for the basement, and you can depend upon it there will be four or five dead rats there pretty soon. The dog's a daisy on catching rats, though perhaps you noticed he's not a thoroughbred. He's a smart looking dog, though, isn't he? I've been in other stores and the clerks have noticed that he comes there regularly as he does here. No one seems to know whom he belongs to or what his name is. He doesn't have to have a name, either, for he attends strictly to his business of catching rats, and when he thinks he has caught all that will show themselves in one store while he's there, he goes to another."

A successful business man says that he owes much of his prosperity to a lesson taught him by his employer. This man's principle was, "Do it now." Instead of putting things off with the idea of attending to them "sometime," he made it a rule to "do it now." Thus he was often in advance of his competitors, either in taking hold of a good thing or letting go of an unprofitable one. This principle may be applied to the smaller affairs of life as well as to the more important. The little things we ought to do and don't do worry us most. "Sometime" they must be attended to, and the oftener they are brought to mind and dismissed again to that indefinite time the more trouble they give us. Then, after all, we are often surprised to find how little trouble it is to attend to these things, and want somebody to kick us for not realizing it sooner. Happy is the man whose rule is promptness in all things.

The tide is on the turn. The only thing under heaven that can now keep prosperity from returning is another dose of distrust. If anybody doubts that the currency agitation is the best poison to make such a dose of, just let him try it on some man who is about to close a large transaction for property. It will kill a bargain as quick as strychnine will kill a cat.

Don't say that the world is growing worse when you are doing nothing to make it better.



SOMETHING NEW.

THE BLUE FLAME OIL HEATER

LIST \$7.50 EACH.

Man'd by the Standard Lighting Co., Cleveland, O.

Advantages Over Any Other

Absolutely free from smoke or soot. Practically free from odor. Lowest price for similar heater. Drop us a postal for sample stove and secure the agency.

H. LEONARD & SONS,
GRAND RAPIDS, MICH.

Parisian Flour

Parisian Flour**Lemon & Wheeler Company,**

SOLE AGENTS.

Parisian Flour

Parisian Flour

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.

WE ARE IN IT WITH BOTH FEET

Last spring certain jobbers in this State undertook to inform the trade that Japan teas had declined 10 to 20 cents per pound. We proved the story to be a fishy one. Now comes another jobbing concern with a bull story that teas are liable to be scarce and going to be much higher.

You pay your money and takes your choice. We have in stock to-day the largest and handsomest line of Japan teas ever carried by any firm in Michigan.

We will sell to-day with a broad guarantee that no change in price will take place during the next six months. We have a new tea just due, weighing 80 pounds, which we offer at 14½ cents, the finest value ever placed before any retailer in this State. Will make a corker to retail for a quarter.

We carry a full line of Japan Leaf, Nibs, Bulk and Package Dust. We are confident that no firm in this State can match us for quality and price.

Our terms: Cash with order in current exchange.

The James Stewart Co., Limited,

SAGINAW, E. S., MICH.

Around the State

Movements of Merchants.

East Jordan—N. Muma has opened a meat market.

Amadore—Dr. Allen will soon open a new drug store here.

Lowell—R. Loveland has sold his shoe stock to B. E. Quick & Co.

Gera—G. F. McNeal, general dealer at this place, has removed to Gagetown.

Allegan—Mufley & McDonald have removed their shoe stock from Kalamazoo to this place.

Albion—Mrs. M. L. Baker succeeds Mrs. F. W. Foulkes in the millinery business.

Benton Harbor—S. E. Crabb has purchased the meat business of J. S. La Point.

Eau Claire—Charpie Bros. & Co., grain dealers, have dissolved. The business will be continued by W. J. Charpie.

Saginaw—Chas. L. Woolsey is closing out his stock of groceries and will retire from trade.

Mt. Clemens—Haller & Co. succeed Haller & Dahm in the grocery and meat business.

St. Johns—Geo. Woodruff & Co. succeed R. J. Woodruff & Son in the boot and shoe business.

Cadillac—Olsen & Goodman, boot and shoe dealers, have dissolved, John Olsen succeeding.

Menominee—E. Lewis & Bros., furniture dealers and undertakers, have been closed by the sheriff.

Hessel—W. A. Patrick has purchased the general stock and store building of C. Y. Bennett and will continue the business.

Hastings—H. Roe & Son have sold their meat market to Eugene Williams, late of Battle Creek, who will continue the business at the same location.

Shelby—Hiram Dyke has sold his interest in the Philips & Dykes bakery to Stephen Morse and the firm will hereafter be known as Philips & Morse.

Owosso—George Reynolds has opened a new shoe store in the Grow building. Mr. Reynolds has been on the road for D. R. Salisbury for some time past.

Central Lake—Wm. A. Cary has purchased a half interest in the meat market of Nelson Cummings. The new firm will be known as Cummings & Cary.

Detroit—L. H. Morehouse, formerly of the drug firm of Morehouse & Linihan, has severed his connection with that firm, and will travel for Frederick Ingram, of Detroit.

Port Huron—C. E. Bricker, proprietor of the White Front Drug Store, is about to be married. He has built a beautiful cage for his bird on a handsome residence street.

Manton—C. F. Watkins has retired from the position of salesman at the F. A. Jenison store and is now on a visit to his home in Reed City. He expects to take charge of a drug store at Escanaba about October 1.

Douglas—Henry Bird, Jr., has sold his drug stock to O. R. Johnson, who is engaged in the grocery business at Allegan. Unless Mr. Johnson finds a purchaser for his grocery stock at Allegan, he will remove it to this place.

Hudson—Fourteen persons who were poisoned by drinking lemonade at the Maccabee picnic at Devil's Lake, a short time ago, have commenced suit against Beardsall & Plimpton, who, it is alleged, sold caterer Parsons tartar emetic for tartaric acid.

Fennville—Chas. N. Menold has sold his drug and grocery stock to Geo. J. Stephenson, who will continue the business at the same location. Mr. Stephenson was engaged in the drug business at Bangor for several years, but has been a resident of California for the past two years.

Elk Rapids—E. S. Noble has formed a copartnership with his two sons, Harry and Percy, under the style of E. S. Noble & Sons, and purchased the grocery stock formerly conducted under the style of J. Butler & Co. The stock will be replenished and the business vigorously pushed.

Belding—The grocery store of S. E. Mikesell was closed up voluntarily by him last Wednesday and given in charge of Alfred Locke, who remains in possession. Until about ten days ago the store was run under the firm name of Mikesell & Lloyd. The People's Savings Bank of Belding and Johnson & Wheeler, of Detroit, hold chattel mortgages on the stock, the total of which amounts to nearly \$1,100, the Bank's claim taking precedence over the security of the Detroit house.

Ravenna—O. F. & W. P. Conklin have sold their store building and general stock to Oscar A. Conklin and Geo. E. Eason, who will continue the business under the style of Conklin & Eason. The retiring firm has been engaged in trade here for twenty-eight years, having occupied the same store building for twenty-one years of that time, and has always enjoyed excellent credit and a lucrative patronage. The members of the new firm are nephews of the Messrs. Conklin and start out with every prospect of achieving the same measure of success scored by the old firm.

Manufacturing Matters.

Rose City—Beach & Son, millers, have sold out to Landsburgh & Larkins.

Ithaca—M. H. Church has purchased the interest of his partners in the Ithaca Lumber Co. and will continue the business.

Detroit—The Acme White Lead Co. is about to move from Grand River and Fourth streets to St. Aubin avenue and the railroad crossing. The new plant will be in operation about the first of next year.

Detroit—The suit of the "Anti-Trust" Improved Match Co. against the Diamond Match Co. to restrain the latter company from purchasing the complainant's goods, steaming and breaking them and then selling them for less than they cost, has been remanded to the United States Court by the Diamond Match Co. upon the claim that it is a non-resident corporation.

The officials of the Joliet, Ill., penitentiary say that they are going to try an interesting experiment. They will have three kinds of suits for the prisoners, indicative of their deportment. Green suits will be worn by prisoners of good behavior, cadet gray by those who are less orderly, and red by those who are extremely unruly. It is believed that the plan will be an incentive to the prisoners to conduct themselves properly, and will doubtless be successful. The officials think that it will help the men to win back their self-respect, and in many cases will be the means of reformation, especially for those that are just starting in crime. It will give the convict the idea that he can make an advance in his fellow-man's opinion even while confined behind the bars.

In the building of a contented business life there is no stronger pillar than a clear, clean conscience.

New Light on the Peddler Evil.

—troller in Grocery World.

I felt last week like a Union army officer interviewing a Confederate, for I had a whole hour's talk with a grocery peddler way down in a corner of Delaware. The peddler didn't know me from McKinley, so I got more out of him than I would have done had he known he was talking to a correspondent of the best trade paper in the world.

On the day I met the peddler I was walking between two small towns in Delaware. It's a great country, if you don't mind walking your legs off. Walking was the only way I could reach the place I was bound for, unless I hung around for several hours for the daily stage.

I had covered about half the journey, when I heard a wagon drawing near to me. I looked around and saw an ordinary-looking vehicle, somewhat resembling a butcher's wagon. As it came opposite me, I saw a sign on the outside, "John Blank, Traveling Grocer." Then I began to get interested. "Hello, friend," said the "traveling grocer," as he pulled up, "want a lift?" "Well, yes," I replied, "I'd rather ride than walk any day."

So I got in and, through the medium of a good cigar I gave him, we got quite talkative, at least the "traveling grocer" did; I listened most of the time. I had to, in fact.

After we had talked silver and gold for a while, and settled to our mutual satisfaction several questions of National importance, I ventured a feeler.

"That's a queer sign you have on your wagon."

"Traveling grocer?" he said.

"Why?"

"Oh, I don't know, you seldom see traveling grocers."

"Mostly call 'em peddlers, eh?" he said with a sardonic laugh. "I don't care whether you call me a peddler or a grocer, it's all one to me, just so the people buy my goods."

"What sort of a stock do you carry?" I asked.

"Oh, pretty much everything—at least everything that can be carried in a wagon."

"Kerosene?"

"Yes, and molasses, too."

Just then we approached a farmhouse, and the "traveling grocer" invited me to get out and inspect the interior of his wagon. I did so, and a more orderly looking little grocery store I never saw; I'll say that, peddler or no peddler. He had his liquid groceries, such as kerosene, vinegar and molasses, in small kegs, holding possibly 25 gallons. Then the other things, such as soap and crackers, were all in boxes ranged on shelves which were built along the wagon from front to back, so that their contents could be reached easily.

Meanwhile the owner of the wagon had gone to the farmhouse for a weekly order. I sat down on a stone by the roadside and meditated on the peddler evil. As the "traveling grocer" returned and started up his wagon, I plunged at once into the subject.

"Do you find that selling groceries about the country pays you?"

"Oh, yes," he said, "pays me good."

"How did you come to get into this business, anyhow?"

"Well, I used to run a grocery store over in Blankville, but my health gave out and the doctor told me to get some out-door job. So I fixed up my wagon, put some of my stock into it, and became a full-fledged peddler."

"Did your old customers stay with you?"

"Some of 'em; those in the country did. You see I make my hit by serving farmers and people like that, who have to go to town for their groceries. But maybe the regular grocer ain't down on me, though!"

"Why, do you undersell them?" I asked.

"You bet I do. Why shouldn't I? I've no rent to pay and no clerks to hire."

"Is there a real difference between your prices and those charged at the grocery store?" I asked further.

"Why, of course there is. I have a barrel of vinegar in there that cost me 10 cents a gallon. I'm glad to sell it for 12 cents, while every last grocer in town gets 14; and it's the same vinegar, too, for they get it of the same man I do."

"I sell everything lower than they do," he went on. "In season I'll have truck, and then I go about the towns, too. I often pick up an order for regular groceries through the good truck I sell. I don't sell any but the best stuff and, if I do say it myself, the people have confidence in me."

"Some of the grocers in the towns I go to make awful mistakes. They keep the rottenest lot of vegetables and expect people to buy again after they've been swindled by them. I go on the principle of making my customers have so much confidence in me that they won't want to leave me as long as I'm in business."

"How do you sell goods?" I inquired.

"For cash or credit?"

"That depends. These old farmers, whom I've known since I was a boy, settle once a month. Shady people pay cash or they don't get the goods. I have quite a little cash trade from people who would rather deal with me for cash than the town grocers for credit, on account of my low prices."

"People try to bunco me sometimes," he said. "The other day I was going through this town we're just coming to here, and I was hailed by a woman who lives exactly next door to the largest grocery store in the place. She wanted to buy quite a little stuff, but I thought to myself there was something wrong, as she would naturally get her goods of the store next door. When I got off the wagon to get her order, one of the clerks at the store, whom I know, winked at me. I knew what that meant. That woman had run up a big bill at the store and wouldn't pay it. So when she came out with a basket I put the goods in it, and said, 'Eighty-six cents, please.'"

"Oh, you go by here every day, don't you?" she asked.

"No, ma'am, I don't," I says.

"Well, just charge it till you come by again," she said, as if 86 cents wasn't worth even talking about.

"Excuse me, ma'am," I said, "I can't do that, for it's against my rules." And, do you know, she gave the goods back—hadn't enough money to pay for 'em, I guess. But I saved myself that time."

He stopped the wagon to let me get off and, as I bade him good-bye, I said to myself that the peddler didn't seem half so black as he was painted.

Walnut Growers Arranging Prices.

The California Walnut Growers' Association held a meeting a few days ago. The main topic of discussion was the fixing of prices. The walnut crop of California amounts to about 250 cars, and the greater part is controlled by the Association. No definite conclusion was reached, and the meeting was finally adjourned to September 15.

France Excluding German Sugar.

France has increased the duty 68 cents on raw sugar, and 87 cents on refined grades per 100 kilos, to prevent German sugar from entering the country to compete with her own product; but she is confidently expected to increase the secret export bounty soon, or pay an open bounty to meet German sugar in the world's market.

Singapore's Pineapple Trade.

The pineapple trade of Singapore has expanded greatly within the last few years. There are now ten European firms and nine Chinese firms engaged in the business, and the annual exports amount to 150,000 cases of two dozen preserved pines, valued at \$200,000.

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.

Grand Rapids Gossip

The Morning Market.

To one of an observing tendency there is much of interest in a stroll through the market. It is especially interesting to study the different types of salesmen in charge of the wagons. Some of these acquire a considerable proficiency and carry themselves in a manner which would not discredit a salesroom. Indeed, many graduate from this school into the field of merchandise. There is a cheerful, business-like way, a bearing which indicates the hustler, which characterizes these, so that they may be readily recognized. To see such men the visit must be an early one, for they are the first to make sales.

The majority are not of this type. Among the other varieties will be found the anxious salesman. The wistful expression on the face of these is very noticeable and some of them venture to cry their wares, although usually in a low tone, as if they do not wish to be caught at it. The anxiety does not seem to bring results beyond the average, for their loads can be found at all hours. Another variety is the would-be indifferent. Such an one will stand leaning against the end of his wagon, looking intently away from it. If a buyer stop to inspect his load, he appears entirely oblivious of the fact, and when prices are asked, the utmost care is exercised not to betray interest. While the buyers understand his scheme, they are generally inclined to humor him and his sales are earlier than one would expect. Another variety is the stolid farmer, who really has no idea how to make a sale except to stand by his load until someone offers to buy it. And still another is the forbidding, crusty boor, who manifests his displeasure if the buyer does not consider his prices and goods favorably. This, in many cases, is also affectation and buyers are lenient to it.

The women who appear regularly hold their own well with their masculine competitors. These are generally intent upon their business, and, while they are inclined to bargain, they are apt to manage the negotiations with considerable tact and generally effect sales in pretty good season.

The need of a covered market has been strongly emphasized during the past week. The prevalence of rains, some of which have been severe, has made the situation decidedly unpleasant. For a number of years past the rainfall during the autumn market season has been comparatively slight, and the inconveniences of an open market have not borne heavily. But this year brings the old-time season of fall rains, and the discomfort and loss on that account are very considerable. This fact may have some influence in the direction of securing some action looking to the new market building.

Notwithstanding the interest of the fair and the bad weather, the market offerings have been large almost every day. Peaches are still holding out well, with good prices for good fruit, though many that are very poor are still offered at low prices. Pears are plenty and good at a dollar, and quinces at \$1.25. Apples continue plentiful at low prices. Grapes are somewhat of a drug. The finest fruit of the common varieties can be bought for five or six cents per basket. Concord and other choice kinds command 8 to 10 cents. Growers think

that, when the peach season is over, grapes will look up, and some are holding their crop on that account.

Vegetables continue abundant, with the same low scale of prices except for potatoes. These are offered plentifully and find sale at 35 to 40 cents. It would seem that the farmers in this vicinity are favored with a better yield than the average, and are profiting by the misfortunes of their compeers in less favored localities.

The Hardware Market.

General trade has little of special interest to be noted this week. In certain lines of trade there is a perceptible increase in volume of business, but the hardware trade shows little of this improvement. While the volume is quite limited, some tendency to higher values in some lines is noticeable. Dealers, however, manifest a conservative disposition and are purchasing only for immediate requirements. This we find is the same with the jobbers, and the consequence is, low stocks in all parts of the country are more than manifest. Collections are only fair and no decided improvement is looked for in that line until after we get over election excitement.

Wire Nails—The announcement of the withdrawal of the guarantee by the Nail Association has caused more or less discussion among the retailer, jobber and trade generally. What its effect will be on the market is hard to determine, but it is still insisted by the Nail Association that it makes the market firmer and leaves the organization in a position to maintain the present price as long as conditions remain as they are now. We quote at present, \$2.65 rates at mill and \$2.85 from stock.

Barbed Wire—There is comparatively little doing in barbed wire. The market remains in practically the same condition as our last report. The weakness, however, mentioned in our last report has crystallized into a permanent price and jobbers are now quoting as follows from mill: painted barbed, \$1.55; galvanized, \$1.70; No. 9 plain, \$1.30; No. 9 galvanized, \$1.65; and, from stock, painted barbed, \$1.75; galvanized, \$2.10; No. 9 plain, \$1.50; No. 9 galvanized, \$1.85, and other sizes in proportion.

Russell Jennings Auger Bits—A change was made a short time ago in the discount of Jennings bits to 15 and 10 per cent., but, owing to dissatisfaction in certain quarters, the manufacturers have recalled those discounts and are now quoting 25 to 25 and 10 per cent.

Cordage—The market on sisal and manilla rope is still in quite an unsettled condition and prices have assumed a weaker tendency. Reports, however, show an increase in the price of raw material and, if this continues, the decline on rope will be stopped and, no doubt, we may look for advances. We quote at present sisal rope, from stock, 4½¢ rate.

Glass—Conditions in the glass trade show no improvement since our last report. No arrangement between the workers and manufacturers has, as yet, been adopted. Negotiations are still under way for a consolidation of the entire glass industry of the country under one head, with offices in Pittsburg. If this is accomplished, glass will, no doubt, go higher, but at present quotations are not firm.

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

The Grocery Market.

Sugar (Shipping List)—The refined sugar market has been firm, but nothing has transpired to change the normal condition of affairs. The refiners held to their implied promise not to change prices last week, and buyers knew just what to expect from day to day. The demand has been considerable and very steady, so that refiners have had about all they could handle in the way of getting orders off with anything like promptness. In fact, each day has seen more grades put on the delayed list, so that about all of the softs are now subject to a delay of from three days to a week and some of the hard grades are taken subject to a few days delay. There is considerable guessing as to the future of the market, some anticipating that there will be no change in prices for some time to come. If the present range of prices is adhered to, it is anticipated that there will be a fair and steady demand next week. (No. 14 advanced a sixpence Monday and No. 15 was marked up ½¢.)

Syrups—The cooler weather and the approaching fall are responsible for a decidedly better feeling in the syrup market. Low-grade sugar syrup is in good demand and refiners are said to have no good low-grades on hand. An advance has occurred during the last two weeks of ½¢@1¢ per gallon. The good demand is believed to be for actual wants rather than speculative. Fancy sugar syrups are extremely scarce, and present prices are better than those two weeks ago.

Tea—There has been no change in prices and there is no prospect that there will be any. The steady fall in prices which has characterized the tea market for the last several months may have reached bottom now. It certainly has if a demand materializes. Even if this is slack, however, lower prices are scarcely likely. The consumptive demand seems to be about as it has been. Cooler weather will probably infuse some life into the trade. Retailers have allowed their stocks to run down, and are coming slowly on the market. The general trade has held off by reason of the general dullness.

Coffee—Actual coffees have been slightly lower during the week. The market was somewhat stimulated, and a slight advance took place during the latter part of last week on the strength of Brazilian advices to the effect that there were unfavorable crop reports from the growing crop. Maracaibos are scarce and are at least ¾¢ per pound higher since last week. No change in Java or Mocha. Demand in general has been good.

Rice—The undertone of the market is as strong as the crop is scanty—scarcely more than one-third the annual requirements of the United States—and, as producers are quite aware of its value, it will, undoubtedly, be marketed with deliberation. When people expect good prices and are able to hold, they are not apt to sell at other than full values, hence the outlook is for high average range throughout the current season. Foreign is active and in light supply. It is said that the percentage of desirable sorts, such as are suited for the demand of the United States, will be much less than usual.

Fish—There has been a greatly increased demand for mackerel, and prices have advanced \$1@2 per bbl., with every indication of still higher prices in the near future.

Provisions—A total of 225,000 hogs was handled by Western packers last week, compared with 225,000 the preceding week, and 150,000 for the corresponding time last year. From March 1 the total is 7,580,000, against 6,225,000 a year ago. The increase for the week is 75,000, and for the season 1,355,000, compared with last year. The quality of current marketings is irregular, the larger portion being quite satisfactory. The stocks on hand Sept. 1, as compared with Aug. 1, show that a reduction of 54,000,000 pounds has occurred during the month, and that the remaining stocks were but 35,000,000 pounds in excess of the supply a year ago, when prices were more than 2 cents per pound higher. Such an illustration of the healthy condition of the distributive trade would be calculated to give positive strength to the market but for influences which interfere with speculative operations. The exports of both meats and lard were large, but prices are about the same as a week ago.

The Grain Market.

Wheat has been very firm during the week and cash wheat advanced fully 1¢ per bushel, while futures advanced fully 2¢, which was contrary to what was expected, as the amount for ocean passage was more than usual and the visible increased 1,107,000 bushels, which was more than was anticipated. This would, naturally, depress prices. Liverpool and other foreign markets showed an advance of ½¢ and, as stated before in these communications, the shortage in the winter wheat belt, as well as in the spring wheat states, is beginning to show itself. It is now estimated that the spring wheat crop will be only about 115,000,000 bushels, against 210,000,000 bushels in 1895. Michigan probably has as much as last year, if not a trifle more. Ohio, Indiana and the other winter wheat states show a large falling off in the yield; besides, quite a percentage has been damaged by wet weather, so that it will be unfit for milling purposes. The exports also showed up well, but the receipts in the Northwest are not large and are not quite up to what they were last year. We may expect to see a decrease in the near future. As soon as the financial policy is a settled fact, we may expect to see wheat take quite an upturn.

As is usual, there is nothing new to report on corn. The price is so low that it seems impossible to crowd it down any lower.

The receipts during the week were: wheat, 44 cars; corn, 10 cars; oats, 7 cars—rather large for this season.

The mills are paying 55¢ for wheat.

C. G. A. VOIGT.

The Dry Goods Market.

Bleached and brown cottons are firmer, ½¢@¾¢ advance being asked on nearly all lines.

Staple ginghams, cambrics, black sateens, ticks, denims, low grade cottonades and jeans are all from ¼¢@½¢ higher. Mill agents claim sharp advances in raw cotton and scarcity of some goods as the reasons for this change.

Nearly all cotton mills have been closed during July and August and there are only small stocks of goods on hand in jobbers' hands; hence the better feeling and higher prices.

Dress goods are moving fairly well, some rich new designs being shown, and readily sell to retail at 12½, 25, 40 and 50¢. Blacks are still as popular as ever. Grades shown retail at from 10¢ to \$1.

Hardware

Hardware Dealers as Bicycle Agents.
From Hardware.

In the opening of the bicycle season for 1897, the thoroughly equipped dealers engaged in selling hardware should be regarded as the best possible agents for any high grade cycle.

The bicycle business has this year suffered more than any other, from the multiplicity of people in every branch of trade who desired to add this salable line, on account of insufficient sales and attenuated profits in more familiar departments of their extensive stores.

Many of these agents were in classes of trade which could, without any qualms of conscience, either keep or drop this new addition to their wares, without special consideration for the manufacturer or his established reputation.

An agent of this character is of but little advantage to the maker, for he fails to make full use of the experience gained after months of close contact with the customary purchaser, for that individual brings with him a system of education founded on adverse criticism and general misinformation.

This sort of agent is just as willing to represent, for the succeeding season, any manufacturer from whom a lower discount or more favorable terms can be obtained; or is equally prepared to drop the business entirely, should the game, in his estimation, not be considered "worth the candle," which feeling it is possible to have grow upon him, on account of the necessity for a school of instruction in order to make the occupation intelligently profitable.

Bicycles in 1896 have been found on sale in almost every store possessing a front door and a show window, from jewelry stores to fish markets, from delicatessen shops to ship chandlers; and the ambition of most of these sub-agents to sell was made possible by an inverse ratio of profits to gross sales in their ordinary business, one to which they had devoted the wisdom and experience of a lifetime.

They make a start in this entirely new traffic, thinking, as the advertisement for a boy in the daily paper frequently expresses it, "no previous experience is necessary." They imagine, with such an unusual demand, anybody can sell cycles, the customer frequently knowing more about the machine he is in quest of than the dealer who disposes of it.

It doesn't take long before the dealer discovers this is an erroneous conception, as wheel after wheel comes back on account of some extremely simple but necessary repairs, which the possession of a screwdriver, wrench and a modicum of common sense could rectify in a few moments. But simple tribulations like these are magnified by his inexperience and incompetence, and he begins to contrast his troubles with his profits, and he finally realizes there is no more reason why he should sell cycles without some previous knowledge of mechanical principles of the simplest sort, than there would be in a butcher selling chronometers or a druggist peddling ratchet drills.

The "Up to Date" Hardware Dealer.
Geo. T. Parmenter, Jr., in American Artisan.

The time has gone by when staple everyday hardware is even fairly profitable, and I am led to believe that the hardware merchant of to-day must change his tactics if he expects to meet with reasonable success. The store must be made more attractive and more lines of goods kept in stock, that he may attract a larger number of buyers and consequently increase the volume of the business. You will notice that the dealer who is constantly thinking out new ideas for the furthering of his business is leading his competitors. There is one item in particular that most hardware stores are short on and that is store fixtures. You cannot have your fixtures too fine, the very best are none too good. The additional facilities they offer for the better display of goods will make

the investment remunerative by the increased sales on all lines. The store from cellar to garret should be kept neat and in perfect order. Nice signs cleverly displayed are good. Window displays should be attractive and changed frequently. Neatness and order give evidence of thrift and are always noticed. The hardware stock should be complete as possible and special attention given to builders' hardware. You should have a nice display of bronze locks and general house trimmings of the latest designs. This line of goods is being greatly improved every year and a little effort in their behalf will prove profitable, increase the sales and gradually displace the old lines of cheap, unprofitable locks, butts, etc.

An assortment of silverware should be kept in stock. It belongs to hardware as much as do silver plated knives, forks, spoons, etc., and will enable you to secure your share of trade on these lines. In most sections the jewelry stores have taken this trade simply because of their having the most complete assortment of these goods. You must carry double lines of tinware and general household goods. The cheap line will offset the racket stoves and these goods should be offered at very low prices. You can get your margins on your better goods, the sales of which will be greatly increased by the cheap stuff placed in comparison. Your stock in every department should be so selected as will best equip you to cater to the wants of all classes of customers. If a poor woman has saved the small sum of a dollar and forty cents of hard-earned money with which to buy a wringer and washboard, and comes to your store for these articles, you should be able to furnish them instead of sending her to a competitor. For it is not at all unlikely that her next purchase in your line will pay a reasonable profit and by having a complete assortment you secure her entire trade. In conclusion, do not simply float along through your business career and continually grumble because your more wide-awake competitor gets the lion's share of the trade. Buy your goods of reliable firms in frequent and reasonable quantities. Remember that a nice account with a few houses gives you a greater leverage on prices than to have your business divided into many small accounts and not counted as much of an item by any one concern. Get personally acquainted with your trade. Learn to know and call your customers by their respective names. Be careful of credits. Keep well to the front of the store, ready to greet any who call. Always endeavor to make your customers feel at home when in your store. Work hard. Conduct all your business on a strictly honest basis. Keep pace with the times, in other words, "up-to-date," and success will be yours.

Put Yourself in His Place.

From the Dry Goods Reporter.

In a country where poor boys are constantly being lifted to the rank of merchant princes, there is always one ideal man who is farthest ahead in the race for success. A sudden ebb, like that of the last three years, followed by a sudden onrushing of the wave of trade, not only reveals these men on the crest, but gives new ones a chance for a boost into the place of highest honor.

What is the ideal dry goods merchant doing at the present moment? What sort of man is the one who will be found on the very crest of the coming wave of prosperity?

It is not hard to sketch him. He is a strong, hopeful, pushing man, with one eye on the present, the other on the future, leaving the past to bury itself in forgetfulness. He has all the new and desirable lines for the fall trade now on his shelves or due to arrive soon. He is pushing his business with all the vigor of a business boom. His clerks are in touch with his methods and ideals. The display of his merchandise, the neatness and attractiveness of his store, the swing and snap of his utterances, all show that he has made up his mind to do business this fall as usual.

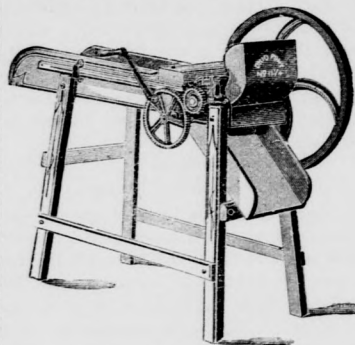
A large number of hardware dealers handle

THE OHIO LINE FEED CUTTERS

OHIO PONY CUTTER

Fig. 783. No. 11½.

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



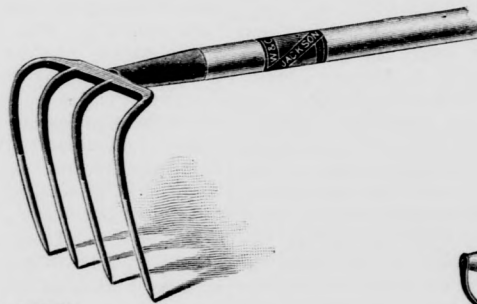
This cutter is for hand use only, and is a strong, light-running machine. It is adapted to cutting Hay, Straw and Corn-fodder, and is suitable for parties keeping from one to four or five animals.

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.

HEADQUARTERS FOR POTATO TOOLS



POTATO DIGGING FORKS.

POTATO SHOVELS.

POTATO FORKS.

FOSTER, STEVENS & CO.,

GRAND RAPIDS, MICH.

ARMOUR'S WAY.

His Reasons for Favoring the Department Stores.

The following is a copy of the letter of instructions recently sent out to its salesmen, brokers and agents by the Armour Soap Works:

THE ARMOUR SOAP WORKS,
Armour & Company, Proprietors,
General Offices, 205 La Salle Street.

Chicago, Ill., June 26, 1896.
General letter to all our salesmen,
Branch Houses and Brokers:

In almost every city there are one or two large department stores handling a general line of groceries. These stores are IN TOUCH WITH THE MASSES, and afford the best possible means of getting our Soap and Washing Powder quickly into consumption.

Don't hesitate from any feeling that they may sell our Soap at cheap prices. Let them sell it at any price they like. It helps to advertise our Soap, and every cake or bar sold will make a friend for us.

Please get after this at once, especially while you have a right to offer a box of Washing Powder free with every 10 boxes of laundry.

Please endeavor also to get these department stores to make a display of the goods and give them prominence.

Yours truly,

THE ARMOUR SOAP WORKS.

This letter is self explanatory and plainly indicates the policy of the Armour house in its dealings with the retail trade. "Let them sell it at any price they like" is a statement which would never be uttered by a friend of the legitimate retail trade. In the light of this statement and in the face of Armour's policy, as set forth in the above letter, no reputable retailer can handle the Armour goods without stultifying himself in the eyes of his friends and in his own estimation.

* * *

The Inter-State Grocer thus reports the attitude of the retail grocery trade of St. Louis toward Armour, as expressed at the last meeting of the St. Louis Retail Grocers' Association:

According to the statements of the members, Armour & Co. use some very peculiar methods of introducing their goods among the retailers. They have no fixed price and are willing to discriminate in all directions in order to get their goods before the public. They care not whether one retailer gets the goods cheaper than another. That's his lookout. If he should show a disposition not to handle the goods, probably he could get them for nothing, with a subsidy thrown in for selling them. Under their plan the salesmen are instructed to give away one box of washing powder with every five box lot of soap. That this is merely an "instruction" and nothing else is clearly shown by the evidence brought up at the meeting. It is understood by the salesmen that it is to be disregarded. Get the goods before the public and the grocers be d—d! seems to be their motto. They care not whether or not the grocers make a profit. They care not whether their salesmen sell a box of soap to this grocer for \$3 and his next door competitor for \$2.

The goods must be gotten on the market at any price, but it is a question whether the methods will be successful in the long run. It is the opinion of the trade that they will not. Already they have aroused the enmity of the dealers, many of whom would not handle their soaps under any conditions.

Mr. Steding, who handles the soap, stated that a representative of this factory came to him offering one box of washing powder with five boxes of soap. He did not care to buy the soap, but the gentleman was so persistent, and offered such inducements, that he gave him an order for two boxes, with the understanding that he was to get one box of washing powder free. The order was filled at a price of \$2.50 for each box of soap.

Mr. Morische stated a representative of the company came to him and tried to get him to buy five boxes of soap, with one box of washing powder. He did not want the soap, but finally the man offered to give him one box of powder with one box of soap for \$3. He accepted the offer, but as yet it has not been filled.

Secretary Pfeiffer said one of their men came to him and offered one box of washing powder with five boxes of soap. He stated to the man that he would not have it under any circumstances, as he did not believe in any such schemes. He was opposed to them, simply for the reason that, when a thing is given away to the consumers, it cuts off the sale of that article and other articles similar to it. Therefore, the retailer loses that much profit.

The Making of Axe Handles.

From the Huntington (Ind.) Herald.

One of the things that a machine cannot turn out to the satisfaction of the consumer is the axe handle. From pioneer days down to the present time a man who learns to make a satisfactory axe handle is regarded in the neighborhood as an indispensable personage. Choppers say there is a "slight" in the shaping of an axe handle in accordance with the grain of the timber which a machine can never do, and, indeed, very few people can accomplish it. An axe handle looks very simple in construction and many a man has said to himself that nothing could be easier than to shave out an elegant axe handle. He continues in that belief until he experiments. When the handle is finished and placed in the axe, the artisan suddenly realizes that he has deceived himself. He undergoes a radical "change of heart," and decides to let someone else occupy the field in that very particular line of work.

A man who was noted all over the country for years and years as the only axe-handle maker of the times was Adam Anglemeyer, Sr., who has been dead eight or ten years. People compelled him to make axe handles long after he was too old to work with any degree of pleasure. A hardware clerk says that even now they have calls for "Anglemeyer's handles," the customer not apparently aware of the fact that he is not still living.

Making good axe handles may not be the most brilliant trade a man can follow, but he becomes indispensable, fills a want, is a benefactor, so to speak, and this is more than can be said of many people in the world who are much more pretentious and not half so useful.

Cincinnati has consolidated her street car lines and claims that she is going to have the finest street railway system in the world. The company will be required to make improvements which will cost \$2,500,000 during the next eighteen months. The revenue to the city from the company will be \$175,000 a year. All-night cars, free transfers, illuminated signs, lower steps and other improvements are guaranteed.

"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.

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
------------------	---------

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

GALVANIZED IRON

Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75.....	

GAUGES

Stanley Rule and Level Co.'s.....	60&16
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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.....	40
Coffee, Enterprise.....	30

MOLASSES GATES

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

NAILS

Advance over base, on both Steel and Wire.....	2 80
Steel nails, base.....	2 85
Wire nails, base.....	50
10 to 60 advance.....	50
8.....	60
7 and 6.....	75
4.....	90
3.....	1 20
2.....	1 60
Finish 3.....	1 60
Case 10.....	65
Case 8.....	75
Case 6.....	90
Finish 10.....	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.....	@50
Sciotia Bench.....	60&10
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60

PANS

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

RIVETS

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

OTTO C. J. BERNTHAL

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.

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

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

SAND PAPER

List acct. 19, '86.....	dis 50
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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 10
Barbed Fence, painted.....	1 75

HORSE NAILS

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

WRENCHES

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

MISCELLANEOUS

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

METALS—Zinc

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

SOLDER

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

TIN—Melyn Grade

10x14 1C, Charcoal.....	\$ 5 75
14x20 1C, Charcoal.....	5 75
20x14 1X, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	

TIN—Allaway Grade

10x14 1C, Charcoal.....	5 00
14x20 1C, Charcoal.....	5 00
10x14 1X, Charcoal.....	6 00
14x20 1X, Charcoal.....	6 00
Each additional X on this grade, \$1.50.	

ROOFING PLATES

14x20 1C, Charcoal, Dean.....	5 00
14x20 1X, Charcoal, Dean.....	6 00
20x28 1C, Charcoal, Dean.....	10 00
14x20 1C, Charcoal, Allaway Grade.....	4 50
14x20 1X, Charcoal, Allaway Grade.....	5 50
20x28 1C, Charcoal, Allaway Grade.....	9 00
20x28 1X, Charcoal, Allaway Grade.....	11 00

BOILER SIZE TIN PLATE

14x56 1X, for No. 8 Boilers, { per pound... 9	
14x56 1X, for No. 9 Boilers, { per pound... 9	

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

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.



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 16, 1896.

THE BICYCLE IN BUSINESS.

In its early career the wheel was accounted a toy. Thus it happens that, at the first, it was sold almost entirely by the dealer in sporting goods, and it is yet handled very extensively by that class of trade. As it comes more and more into use, however, it is found that its mission is not one of pleasure or sport exclusively, but that it has a field of usefulness as well.

Many causes conspired to hinder the adoption of the wheel for other uses than pleasure. Among them was the fact that it was very expensive, and, on that account, the field for its sale was sought among those who could afford it as a means of pleasure and recreation and had no call of its use as a vehicle for utility. Thus, until within a year or so, a wheel devoted to the transportation of its rider and his luggage, consisting of a case of samples for some special line of trade, was looked upon as a curiosity; but for a number of years such wheels have been in use and have transported their hardy riders over the unimproved highways, serving a purpose of economy and profit. With the heavy wheels first utilized in this way it required a man of considerable strength to endure the severe toil, made harder in the finding of practicable roads or paths. It was the work of a pioneer in an untried field and over untried routes. Then, the majority of wheelmen had not carried the art of wheel transportation to a high degree of development; it is the observation of every rider that it takes a considerable time, usually years, to become thoroughly at home and thoroughly proficient with the wheel; indeed, the present generation of riders are the merest tyros compared with that which will soon succeed them, whose training and development began in childhood. These, on the vastly improved wheel of the future, will far eclipse, in endurance and expedition, the average performances of the present.

The first real use of the wheel by any considerable number for economic purposes may be said to be the transportation of its rider to and from his business. In this the object was usually recreation and pleasure, affording the means for healthful exercise, the price and expense of repairs keeping it confined to those who valued it less for its utility than for its sanitary use. As it advanced in perfection of construction

and in cheapness, it was gradually adopted for messenger service and for any purposes where it was desirable to move about considerably, especially in towns, as in collecting, taking orders and in the work of municipal offices. In such ways its use has been greatly extended in the past year or two. Then it has largely taken the place of the horse in the transportation of doctors, especially the younger ones, in their visits to patients.

The wheel as a business vehicle can be scarcely said to have entered upon its career. Within a short time hints of possible uses have been given, as in its adaptation as a parcel carrier and other similar uses. It is built, for instance, with a sort of road cart in place of the rear wheel, which will accommodate one or two persons. These are only hints of many possible adaptations which will soon develop. The sturdy legs of the bicycle athlete of the future—and he will not be accounted much of a man or boy, physically, who is not such an athlete—as compared with us puny mortals, will perform a constantly increasing proportion of the work of light delivery and business transportation.

These uses of the wheel are on the comparatively level, improved streets of cities and towns. It is rapidly coming to pass that the needs of the new vehicle are considered in the work of street improvement. The barbarous cobblestone is rapidly becoming a relic of the past. In streets adapted to its use it is difficult to limit the possibility of its business adoption.

As the work of extending improved highways progresses, the use of the bicycle will spread beyond the confines of cities and towns. It is being found indeed that the wheel is a practicable vehicle on many roads not improved, that the side paths are entirely adequate in many cases and that the wheel will find a way where it had been considered impracticable. This is owing to the fact hinted above, that riders are becoming more expert and can propel the wheel in roads formerly considered impracticable.

Among the purposes to which the wheel is coming to be applied is that of transportation for the traveling salesman. Many of these who had adopted it as a means of pleasure are finding it very convenient to have in towns where their work is much spread out. Thus, more and more is the wheel being taken on trips, and in many cases it is being discovered that considerable time and expense can be saved by its use in place of costly liveries and in making towns where railway time tables are inconveniently arranged. These trips are showing the facility of the wheel and its possibilities, and at the present rate it promises to become somewhat of a competitor for the railway. On routes where there is no regular means of transportation it is coming to take the place of the costly and inconvenient horse and wagon where it is not necessary to carry heavy samples.

When the wheel comes to its full adoption as a business and economic vehicle, it will not seem suitable to look for it in the sporting goods houses. Its sale is already rapidly passing into other hands. As prices are reduced and construction is improved in the way of business adaptation, its use will increase wonderfully on business and economic lines; and the time will soon come when the fact of its having once been accounted "sporting goods" will be remembered as a curiosity.

POLITICS INSTEAD OF BUSINESS.

The extent to which politics monopolizes the public mind is illustrated by the fact that events of vast importance in the Armenian situation and elsewhere which, under ordinary circumstances, would create great interest and excitement transpire almost unnoticed. The recent massacres of the Christians in Constantinople itself have roused the European nations to an extent that promises to force a solution of the long-vexed Eastern question, even without the aid of American sentiment to back the movement, which is lost on account of the engrossing interest in the money question. In Alaska, Great Britain is accused of having wrongfully seized the most valuable gold mines, which, if true, is abundant cause for a "war scare," and it passes unnoticed. All interest seems lost in the Cuban situation. It is now many months since Congress took action, authorizing the President to interfere to secure belligerent rights to the revolutionists. This has not only been quietly ignored, but the President has issued a manifesto warning American citizens to abstain from violation of neutrality laws in the war which Spain persists in asserting does not exist. That the people have quietly submitted, notwithstanding the fact that the atrocities of the Spanish armies are not the least diminished, is owing to the fact that they are thinking of something else. The Spanish General, Weyler, interferes with American commerce with the island by forbidding the export of its products to an extent which has brought ruin to some of our leading importing firms and heavy loss to all interested in that trade and no one seems to know it.

If politics thus overshadows questions which, under other conditions, would have excited the widest interest, what is its influence on the economic situation of the country? The past few weeks have marked a depression in trade unparalleled except in the case of panic. To what extent should this be attributed to the political interest? It may be contended, with more or less of evidence, that the depression is caused by the financial uncertainties invoked in the political questions, and, doubtless, these do exert a great influence; but, when it is considered that the whole nation is constantly talking and thinking politics, instead of attending to business, it is no wonder there is duineness. The remarkable thing is that, under such circumstances, there can be any such recovery as seems to have positively set in during the past two weeks.

ARMOUR'S AVARICE.

The remarkable disclosure of the real attitude of Armour & Co. toward the retail trade of the country, as set forth in another column of this week's paper, plainly indicates the desperate methods a man will adopt to secure trade when actuated entirely by avarice. Having achieved world-wide distinction as a purveyor of meats and allied products, Mr. Armour could well rest on his laurels and millions; but he appears to be determined to invade other fields of activity, apparently for the purpose of making records in other lines of manufacture as brilliant as he has achieved in the realm of meat packing. Such an ambition would be commendable, provided it were guided by wisdom and accompanied by the elements of fairness. Unfortunately, Mr. Armour appears to have ignored both wisdom and fairness in the attempt to foist the product of

his soap factory on the dealers and consumers of the country. Not only does he ignore the legitimate retail trade, but he goes out of his way to assist the enemy by according department stores special deals and unusual privileges which are withheld from the retail trade. Surely no friend of the retail dealer ever penned the confidential letter of instructions to salesmen containing the following paragraphs:

In almost every city there are one or two large department stores handling a general line of groceries. These stores are IN TOUCH WITH THE MASSES, and afford the best possible means of getting our Soap and Washing Powder quickly into consumption.

Don't hesitate from any feeling that they may sell our Soap at cheap prices. Let them sell it at any price they like. It helps to advertise our soap, and every cake or bar sold will make a friend for us.

In the light of Armour's frankly expressed preference for the patronage of the department stores, it remains to be seen how far the regular trade will go in assisting in the distribution of his goods. If there ever was a time when the grocers of Grand Rapids and Michigan—and the entire country, for that matter—needed to be united, so as to act as a unit on matters of vital importance to the trade, it is when such contingencies as this arise. In the absence of organization every grocer, whether he be in city or crossroads, would do well to peruse the letter of Armour & Co. and decide for himself whether he can handle the goods of a house pursuing such methods and still maintain his self-respect and the dignity of his calling.

Li Hung Chang is now on the boundless Pacific and his visit to the United States has passed into history. During his stay among us he was most cordially received, and given an opportunity to observe some of the leading phases of American life and the more prominent features of our institutions. He has a most retentive memory, despite his years, and he will carry back to China information about us that may exert an influence upon his government which will lead eventually to relations between the ancient empire of the East and the young republic of the West that will prove mutually advantageous. So far as the distinguished Chinaman himself is concerned, he made an excellent impression. He proved himself to be the statesman, scholar and philosopher he had the reputation of being. Representing, as he does, a civilization radically different from ours, his manner of saying and doing things appeared peculiar, and to many comical; but he gave evidence, even in speeches, which, necessarily, lost force through translation, that he is a very brainy man. He has shown himself to be keenly appreciative of anything that possesses the element of merit, willing to admit that even the ancient empire he represents has not produced a civilization superior to every other, and convinced that, if it is to retain a position among the nations, its conservatism must give way to modern ideas, which he has seen nowhere more strikingly exemplified than in the United States.

Having stopped the exportation of tobacco and bananas, General Weyler, of Cuba, now proposes to prevent the grinding of cane and the gathering of coffee on the island. The planters are thus left the alternative of remaining at home to starve, or joining the insurgents.

Sound Business Principles Essential to Success.

Business principles are right and settled rules of conducting business transactions. They are fundamental truths underlying all business conduct, equally applicable to all kinds of business, and must be understood and applied by all men engaged in business who would attain ultimate success. The grocer or any other retailer of merchandise is as much a man of business as is the banker, and it is just as necessary that his business be governed by sound business principles as that the banker's business should be so governed. Like the banker, the retailer must protect his capital. He must assume liabilities and provide ways and means for meeting them promptly. The granting of credits must accord with sound business principles or his assets will lack the element of convertibility and will prove a broken reed when the critical time comes—as come it will, sooner or later—to realize on them. Like the banker, he must know the men with whom he deals, and, more especially, the true financial status and commercial standing of these men. Competency, respectability and fidelity to duty are just as necessary behind the merchant's counter as they are behind the banker's counter, the only possible difference being in degree, as the one business may carry with it a fuller measure of responsibility than the other. In well-defined method, promptness in action and diligence in detail management the persistency displayed by the banker will prove just as profitable to the merchant.

Why is it that, when we enter a bank, we leave all idle nonsense on the outside and a feeling of sober earnestness and calm deliberation comes over us? The very air seems different. It is the only public business place in town where we experience this strange feeling. It is the only place where the idle loafer and the yarn-spinning lounge are not stumbled over and endured to an almost unbearable degree. Gold and silver are there in abundance, but the noisy cranks who preach about it are outside—everywhere but in this particular place. The floor is not vile with tobacco juice and the air is not polluted with tobacco smoke. No idle gossiping, no wrangling over disputed accounts, no haggling over prices fall on the ear. All is quiet save the low musical hum and the metallic "click" of business. Customers come and go silently and in a uniform manner. This uniformity is seen nowhere else. The general public has no use for the place except when it has business there. Everywhere else the individual units of which the great public is composed make themselves at home and do about as they please. The crank, after making a five-cent purchase, spends a half hour in perforating the merchant with panegyric chestnuts on the free and unlimited Sixteen to One question. The thorn-in-the-flesh customer calls on his grocer to enquire the price of butter, and then corners him for fifteen minutes while he tells how the old woman "tackled Sally 'bout that package o' salleratus wot's charged in the bill," and how Sally said she "was sure we didn't git it 'cause she didn't remember anything about it." And there is old Muggins, a familiar character, found in all climes and all countries. When Muggins has business at the bank, he transacts it with the same decorum that characterizes the general public; but, when he has business with his grocer,

presto! what a change comes over him. He shuffles into the store with the air of a swine-shepherd, and, dropping into the most comfortable chair, takes out his pipe and tobacco and proceeds to make himself thoroughly and disgustingly at home. He indulges in an uncalled for and unwanted amount of badinage with the clerks and all customers with whom he happens to be acquainted; and, when a stranger calls, he puts on a look of enquiry, which remains until he learns from some one who the stranger is, where he lives and what his business is. In the city Muggins is somewhat cramped for elbowroom, but in the village he "flourisheth like the green bay tree." For every five minutes that Muggins devotes to his own business while in the store, he spends one hour in interesting himself in the business of the merchant and the merchant's customers. Wherever Muggins goes he leaves his trail—except in the bank. When he leaves the store the air is less pure and the floor in the vicinity of the chair he occupied is sickening to contemplate.

Now, why this wide difference between a bank and a store—between a business place where money is dealt in and a business place where merchandise is dealt in? Is it because the stock in trade at the bank consists of cash, notes, drafts and checks? No. The merchant has to do with all of these in connection with his business of buying and selling commercial commodities. The secret of the whole matter is simply this: Banks are run on sound business principles; stores are not. Let us note a few of these principles:

1. It is the banker's aim never to assume a liability that is not backed up by some reserve force within his control by which he is enabled to meet the liability promptly and at the proper time. The merchant who would succeed must guard and protect his credit as he does the apple of his eye. An impaired credit may not close the merchant's door so quickly as it does the banker's, but it will just as surely bar the way to ultimate success.
2. The banker recognizes the fact that the safety of his business lies in the availability of his resources and the convertibility of his assets. Does not this sound business principle apply to the merchant's business as well? Is not a violation of this principle the cause of most of the failures in mercantile life? The average retailer who conducts his business on this principle will never fail for the want of \$1,000, while his ledger will not show assets in the form of personal accounts to the amount of \$1,500 or \$2,000 which are absolutely unconvertible and, therefore, worthless in the hour of emergency.
3. The banker knows that business success demands strict punctuality in meeting business engagements; a constancy that knows no wavering in conducting the daily routine of business, and a business supervision that neglects not the minutest detail. The principles included in this subdivision are what elevate his business above the common business plane. They are just as essential to the merchant, and, were he to apply them, life would be more pleasant for him, success more certain and even Muggins would treat him with respect.

E. A. OWEN.

Success is a crop that depends for the returns less upon the soil that is cultivated than upon the manner of cultivation.

A Story of Two Men.

It happened one evening that the Green River stage was later than usual; and when it finally whirled up in front of the Lone Dog, the solitary passenger attracted considerable attention from the group about the door. In the first place, he seemed to be a "tenderfoot" from the East. His serviceable gray suit was neither loud nor new, but it fitted him perfectly, and the trousers fell outside his shoes—city fashion. He also wore a "b'iled shirt"—freshly laundered—a neat black necktie, collar and cuffs, and carried a russet leather portmanteau.

As the saloon had but one guest chamber—a loft over the bar, in which "Bob Evans" had lived while in the Gulch—the stranger was shown to it at once by Red Mike, the barkeeper; then the miners crowded around the stage driver, who was waiting for his supper at the rear of the saloon, and plied him with questions.

"Saay, Hank, whar'd ye git it?"
"Will et bite?"
"War it a wearin' them thar clo's when yu cotched et?"
"Air et one o' them gamboles from Denver?"

"We don't want no sich things ez them en this hyar camp!"
"Air yu goin' ter zibit et for thur boys?"
"What's thur critter's name, Hank?"
"Whadyer s'pose bringed him hyar?"
"Waal, ef yu boys'll ax one thing et er time, mebbe I kin tell ye su'thin'! Thet thar stranger's a man—an' yu needn't ter make no miscalculation. I bin talkin' wi' him all thur way over, 'n' he ain't no fool by er d—d sight. Reckon mebbe he's er lookin' eround fer enny spekkylashun thet kems handy. He sed ez how he'd put munny inter enny big claim ef thur dirt wuz pannin' out purty fa'r, er nigh ter et. Mebbe his b'iled shirt an' his pants ez agin' him, but 'tain't al'ays safe ter jedge b' 'pearances. I reckons yu'll find him soshable, but I wouldn't try no monkeyin' ef I war yu."

An opinion like this, from such an authority as Stebbins, did much to remove the unfavorable impression which Mr. Warner's appearance had created; and when, a few minutes later, he came down to join Hank at supper, nearly every man in the saloon responded in a friendly way to his smile and pleasant nod.

There were, however, the usual number of "tough citizens" in Murphy's Gulch—as in every camp—and these had already spotted the stranger as a source of amusement. For a while they watched him in silence, surveying him with contemptuous looks, then the worst of them began making remarks of so personal a nature that it could be seen trouble was brewing. Mr. Warner continued to eat his supper unconcernedly, however, paying not the slightest attention to the bad men, which naturally angered them. Hank, seeing that a row was imminent, whispered across the table, "Mr. Warner, I reckon et might be ez well ter loos'n yer gun er leetle 'n' hev et handy. Thet thar cuss, Dave Crimmins, ez jes' natch'ally plug ugly; 'n' he kin draw like chain lightning."

To which the stranger, with a quiet glance at the knot of desperadoes, said, "My gun is in my portmanteau. I seldom have occasion to carry it."

"Good Gawd! Hyar, take mine under thur table—quick! This ain't no time fer foolin', Mr. Warner! Yur goin' ter need et now ef yu ever did—argument ain't no good wi' thet thar crowd. Arter they's murdered some fellar en cold blood, we's goin' ter hang 'em, but yu see we cyan't string 'em up fer no fight whar they gives thur other chap er chance ter draw. We wants ter settle 'em pizen bad, stranger; but yu hain't no call ter git plugged jes' so's we kin hev a 'scuse fer doin' et!"

"Well, I'm not going to get plugged, Hank; and I don't think I'll need your gun, either. Do you know, this Chinaman of Mike's is a first-rate cook, the ham is done to a turn, and as for the eggs—"

across his shoulder almost sent a piece of the aforesaid ham down his wind-pipe and Dave Crimmins jovially broke into the conversation).

"Say! stranger, me 'n' thur boys hyar hev got er bet thet yu don't drink nuthin' stronger'n milk; 'n' I wants yu ter likker up wi' me jes' ter prove they's lyin'. Kim on, now; thur stuff's er waitin' on thur bar!" Mr. Warner turned slowly around and looked the fellow over, from the rough miner's boots to his dirty felt hat.

"I'm afraid you'll have to excuse me," he said quietly. "If it will settle yur bet, I'll admit that I drink both milk and whisky, when I happen to feel like it. At no other time." And he resumed his supper, while the bad citizens, with wrathful glances, hitched their belts around.

There was nothing pleasant or reassuring about the scowl on Crimmins' face. For the moment he was stupefied. Then he exclaimed: "Saay, stranger, d' yu know what et means when yu saay yu won't drink er man's likker, out'n this hyar kentry? Et means yu got ter fight, doggone yu, thet's what et means!"

"Oh, bosh! That'll do for story papers and tenderfeet. Now, see here, Muggins, or whatever your name is, I've come to Murphy's Gulch looking for investments. I'm peaceable and sociable as long as people treat me that way, and I guess I can get along comfortably with most of the men in this camp; but I'm not going to be annoyed by a fool who can't keep a civil tongue in his head! You'll find it safer to clear out before I lose all patience with you!" Half a dozen miners dropped quietly out of the window, and others tiptoed rapidly out of the door. In about ten seconds there wasn't a man within range but the parties immediately concerned. This was stronger talk than the Gulch had ever heard from an unarmed man, and many a citizen had died in his boots for less. Crimmins was purple. When he could manage to get the words out, he howled:

"By Gawd, yu will drink wi' me, stranger, an' yu'll dance er real purty darnc'e fer thur amoosement uv thur boys before yu gits yur likker, too! Git up 'n' darnc'e now, doggone yu, 'n' ef yu don't kick higher 'n' yur head, I'll plug ye shore."

A flash from the desperado's leveled revolver accompanied this threat, and half the heel of Warner's right shoe skipped across the floor. But, instead of jumping to his feet in mortal terror, as the miners had seen so many other men do under similar circumstances, he simply turned in his chair and looked Crimmins straight in the face. The revolver was raised for another shot at his feet, but in a second or two it began to turn sideways. The other two men were leaning against the bar with drawn six-shooters, ready to join in the fun of tormenting a stranger; but, to their horrified amazement, the guns began to rise and their hands to turn in spite of them.

As the expected fusillade failed to come off, one head after another peeped in at the windows and door, and the miners saw something which paralyzed them with astonishment. The three bad men were writhing and exerting every ounce of their strength in the effort to lower their arms, but slowly, irresistibly, the gaping muzzles of their own revolvers swerved around until they pointed to the frown between their eyes, and their own thumbs remorselessly pulled the hammers back until they were at full cock, the trigger catches being filed off, as usual. To add to the unpleasant predicament, they could feel those thumbs getting weaker every minute, and, if they should happen to let go—well, it was about the most thoroughly uncomfortable moment of their lives.

Mr. Warner sat and looked at them for a moment or two. Then he turned around, finished eating the fried egg upon his plate and drank his coffee, after which he offered Hank a cigar, and leisurely lighted one himself. The faces of the three men were set, they were facing death and they were powerless to avert it. Mr. Warner cocked

his head on one side and examined Dave critically. Presently he said:

"Move a little to the left, Miggles. There. That'll do." The man obeyed like an automaton. "If you're loaded with an eighteen-grain cartridge, the ball will probably go clear through your skull, and I don't want it to either hit Mike or break his looking-glass. That thumb of yours seems to be getting a little weak; how long do you suppose 'twill be before it lets go? I wouldn't like to have the shot go wide of the mark. Murtagh, suppose you just shove the muzzle right against your forehead. There. Now you couldn't miss yourself if you tried, could you? Oh, by the way, I'll have to get my shoe mended somewhere in the Gulch; suppose you go down into your left pocket and fish up an ounce or two of dust to pay for the repairs. I'm glad I thought of that before it was too late; never could bear to go through a dead man's clothes. What's that? In the other pocket? Oh, I see. Well, back up to your friend with the ugly face there, and let him get it. Just lay it on the bar, Ugly. That's right. Now you've had about time enough to get ready for what's coming, I guess. Turn around and walk over to the burying ground on the side of the mountain. I suppose we will have to do the digging for you afterwards. It's a pretty dark night, I know, but if you are careful where you step, you can prolong the thing fifteen minutes or so." The three walked toward the door like so many machines. Their faces were like chalk and great beads of perspiration covered them. Just as Crimmins was stepping out, Mr. Warner called to them to stop. They did so. "Put those guns back into your holsters." Their expression of relief was something wonderful, and they seemed hardly able to stand. "Now go down to the lower end of the canon, pick out a spot within six feet of the river and go to sleep. If you feel like coming back here in the morning, all right, but I warn you it will be taking big chances." They disappeared in the

darkness like men walking in a dream. By twos and threes, the miners straggled back into the saloon and attempted to settle down at their usual evening occupation—faro, poker, and the like—but they were dazed; and their manner toward Mr. Warner was very, very respectful. As for that gentleman himself, he chatted sociably about alluvial deposits and mining in general—with which he seemed thoroughly conversant—and finally accompanied Hank Stebbins as far as Ainsworth's store, where he left his buttoned shoes to be heeled by the Chinaman, and bought a pair of miner's boots to wear about the camp. Then the two went back to the Lone Dog and retired, but there was little sleep among the other citizens of Murphy's Gulch that night.

PART II.

Next morning, after Tom had gone down his shaft, Meg Gilman dropped in at Ainsworth's store. Nellie was busy writing East for a fresh supply of stock, and the Chinaman, Wung, was heeling a pair of shoes in the corner. After the two women had kissed and chatted for a few moments, something about the shoes attracted Meg's attention, and she walked over to Wung's corner to examine them. A slight choking sound made Nellie look at her—then turn quickly around the counter and put an arm about Meg's waist, for she was deathly pale and looked as though she were going to faint. She had taken one of the buttoned shoes, with its unusually high leg, in her hand, and was looking at it as if she had seen a ghost.

"Nellie!" she gasped, "whom do these belong to? For heaven's sake, tell me—quickly—whose are they?"

"Why—Mr. Warner's! The stranger who came in with Hank last night, and paralyzed the Crimmins crowd! Didn't Tom tell you about it?"

"Oh, yes—yes—but what kind of a looking man is he? Medium height, broad shoulders, light mustache, gray eyes?"

"No, he wears a full beard. Rather

light though, and his eyes may be gray. He isn't as tall as Bill, but I should say nearly six feet. He wears store clothes and a white shirt—why, Meg, do you know him?"

"No! What made you think that? Yes—perhaps—if it's the man I'm thinking of. Oh no! It can't be! He's dead! I saw him killed with my own eyes! Oh, I suppose it's just a freak of the imagination, Nellie. My condition may have something to do with it. The man I'm thinking of was shot by 'Agents,' and fell over a precipice. It was a horrible death—horrible! And I suppose I get morbid whenever I think of it. You see, these shoes, he used to wear ones something like them—he was particular about his clothes, always put his initials upon everything. Used to print them on the inside of the tongue in his shoes—you see there's nothing of the kind on this one. It was just my overwrought imagination, of course. Let me look at that one, Wung. Ah! Nellie! John! Merciful—H—" and she sank, lifeless, to the floor.

Long residence in "Melica" had taught Wung to strictly mind his own business, and when Meg awakened, in Nellie's own room, she knew the occurrence would not be mentioned to any one; but it was several hours before she recovered sufficient strength to leave the store. She was very pale when Tom came up for his lunch, but he laid it to natural causes and saw nothing particularly alarming in the fact. After he had gone, Meg put on her sombrero and climbed the mountain side to where she could lie in the shade of the pines and think—think what it all meant—how those shoes had come into the possession of this stranger, whose name she had forgotten? She never for a moment doubted the death of their original owner, the scene was too fresh in her memory.

For a long time she lay there, looking down at the cluster of cabins in the Gulch, and across Lodore Canon, beyond. Then she saw a man, in a gray suit, walk leisurely away from the Lone

Dog and up the mountain side, where he seemed to be examining the outcroppings of quartz. A jack-rabbit stopped in its jumping travels within a few feet of him—then slowly, as if drawn by some fascination which he couldn't resist, crept up and allowed the stranger to stroke its ears. Meg's heart stood still. Other dumb animals had exhibited the same confidence in the presence of another man she had known. There was something familiar in the squareness of this one's shoulders, too, and the suggestion of reserve strength about the whole figure.

An hour later, she awoke from what had seemed a frightful dream—a dream peopled with ghosts of dead men and familiar scenes in another life she had once known. At last she slowly descended to her own cabin and mechanically set about getting her husband's supper, her mind thousands of miles away. When it was on the table, she lighted the lamp and sat down to wait for him.

Presently Tom came in, healthily tired from his day's work, ravenously hungry, as usual, and feeling that sense of homely comfort which comes to a man when he is alone with his wife in the evening. Again Meg's pallor and listlessness attracted his attention. This time it worried him; and with rough kindness he pulled her head against his shoulder, stroking it while he asked what the trouble was, said she must rest more, and tried to cheer her up.

She clung to him as if she couldn't bear to think of his leaving her for a second. One of her hands fondled the folds of his miner's shirt, his cartridge belt, his strong, sinewy fingers, while her eyes remained fixed upon a cloud, just disappearing in the darkness, with the absent gaze of one who thinks but doesn't see. In a moment or two she whispered:

"Tom."

"Yes, Meg—what ez et, girl? Tell me what's er troublin' yu?"

"Tom, when the parson married us—that night after the Casino Ball, you

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remember—you loved me, didn't you?" "Loved you, Meg? Waal, I jes' sartin did, for shore! 'n' I reckon yu know 'twas so, don't yu?"

"Yes. I've—I've always hoped so" (slowly). "But suppose—suppose you thought I had ever cared for another man—before that. Would—would you have loved me just the same?"

"I reckon I would, girl—yu see, I jes' couldn't help et. But—leetle one—et 'ud make a pow'ful heap o' dif'rence ef yu'd ha' cared fer euny other chap arter yu kem wi' me. Yu hain't, hev yu, girl?" (Tom's face lost some of its color.)

"No, Tom. Before God, I haven't. But—suppose—you know I haven't lived in the West always—suppose some one should tell you that I had been very fond of another man, long ago, in the East? Would you love me just the same? Would it make any difference to you?"

"N-n-no—I don't reckon 'twould. Not ez long 'z 'm shore o' yu now. I'd be pow'ful sorry fer thur other chap, though—leastways ef he cared much fer yu. Yu hain't never told me much erbout when yu wuz er kid, Meg, 'n' I ain't er carin' pertick'ler ter know. Yu kin jes' gamble on me, 'n' I'm purty shore o' yu, so what's thur use o' worryin' erbout bygoness. Kem on, now, le's hev thur supper afore et gits col' ernuf fer thur Chinaman. Then yu 'n' me'll walk erlong thur canyun en thur moonlight, 'n' yu kin help me er leetle more wi' my larnin', ef yu like. Kem now, girl, pour er leetle likker en yur coffee, 'n' mebbe et'll chirky u'p er bit."

Something about the wholesome strength and trust in her husband cheered her. They sat down and made a fairly good meal. Then, while she was putting things away and getting ready to go out with him, he took down the fiddle from its nail on the wall and played all the tunes he could remember that she liked. The street window was open, and the moonlight fell upon her as she passed now and then. Presently a shadow from outside intercepted some of the beams, and, glancing up from the fiddle, he saw Mr. Warner looking in with a strange expression upon his face, the light touching the edges of his beard and soft hat with silver as he stood there. Tom Gilman was nothing if not hospitable, and his respect for the stranger had progressed geometrically since the previous evening. Springing to his feet, he called out cheerily:

"Come right in, Mr. Warner, I want thur Missus ter know yu. Meg, this hyar's Mr. Warner, what jes' eternally par'lyzed thur Crimmins crowd las' night. Set right down, Mr. Warner, 'n' hev er pipe wi' us. I hain't got no seegars, but thur baccy's—why—Meg! What yu doin', girl! Good Gawd! Er yu hurted? Cyan't yu say nothin'? Hyar, stranger—Mister Warner, look at her, quick! She ain't dead, is she? Cyan't yu do suthin' fer her?" Warner had removed his hat and was looking down at the white face pillowed upon Tom's arm. After a moment's silence he said gently:

"She has fainted. There was always a little weakness about her heart, and whenever she was frightened, or in great trouble, she used to go off in this way. Unfasten her dress at the neck." And, dipping his handkerchief in the water pitcher, he began bathing her face. After a while the color began to come back into her face, and she breathed perceptibly, though still unconscious. Then Tom laid her on the floor between them. His own face was drawn and set, his eyes were like polished steel. With folded arms, and one foot across her body, he looked at Warner and said:

"Stranger, yu jes' sed she used ter be like this. How'd yu happen ter know?"

"She is my wife!" (For perhaps half a minute neither moved a muscle.)

"Man—yu lie! !!" Warner looked at the miner as quietly as if the deadly tube of steel, with its ominous leaden bullets, were at the bottom of the canon instead of six inches from his own forehead.

"Well, Tom," after another half mo-

ment, "why don't you shoot? Life isn't worth much to me, now. I don't know that it would be such a bad idea to wind it up in this way. You can give a plausible explanation to the citizens here. Before you let up the pressure on that thumb, though, we might as well understand each other. You need have no fear of my hypnotizing you as I did those fellows last night—matters are different now. Then I was hoping that in some camp, in some town or settlement, I might find the wife I lost four years ago. I was hoping against hope that each day might bring her to me. I dreamed of our engagement, our wedding, the year of happiness that followed, our journey out through this country, our last ride on the Deadwood coach, that afternoon when the 'Agents' held us up, my killing one and chasing another along the edge of the precipice by which we were driving, the shot that stunned me, and that awful fall over the edge. Then my waking in a tangle of vines, a hundred feet below; the ten frightful hours during which I made my way, clinging to crevices, rocks, anything, until I reached the bottom. And the search, month after month, year after year, for my dear wife, who, I knew, must think me dead. Now, everything is changed. She has never had a suspicion that I could be alive. And—it seems—she has learned to love—another man. Tom it will be several minutes before she can understand anything. She must never know I am alive. You must tell her she has been ill, that it has all been an ugly dream. Will you?"

Tom's hand, with the revolver, now hung limp at his side; and he was looking at the white face on the floor. His throat seemed full of dust as he said:

"When Meg an' me war—married—her name war—Warner—same ez yurn. I—I reckon I onderstan'—now. Et seems ez how yu hev thur bes' right ter her. But—yu talk like—like yu means ter give her up. Why, stranger?"

"Answer one question, Tom. Will you swear to love her as long as you both live? Swear that this trouble, which was no fault of hers, will make no difference in your life together?"

"I kin sw'ar thet purty easy. Thar's my hand. But s'pose—ef she reely know'd yu war alive—she sh'ud think o' yu ez she used ter—more'n she c'ud o' me? Yu see—I ain't reely o' much 'count in thur world. Et's hard fer me ter git larnin', even wi' her to teach me. Ef she sh'ud go wi' yu, I reckon I'd feel ez bad er wuss'n yu do now, but thur ain't no comparison between us two, Mr. Warner. D' yu s'pose, reely now, thet she'd be ez happy wi' me, ef she know'd?"

Warner's lips were getting grayer, and the lines were deepening around his mouth. He knelt and gently kissed the sweet face. Then, picking up his hat, he turned in the doorway and grasped the miner's hand:

"Tom—she was my wife—but—she is to be the mother of your child. And that makes all the difference in the world."

That night, a lonely man rode away through the sand hills. And Meg gradually fell into a dreamless sleep, her head pillowed upon her husband's breast, and her arms clasped tightly about him.

CLARENCE HERBERT NEW.

Not for the Kid.

From the Burlington News.

A woman strayed into a shoe store this week and said to the wax-like clerk who met her, "Oi would like to look at some shoes."

"Yes, ma'am," said the knight of the button hook, "would you like to see some kid shoes?"

"Naw," she replied, "I don't want no kid's shoes. I want 'em for meself."

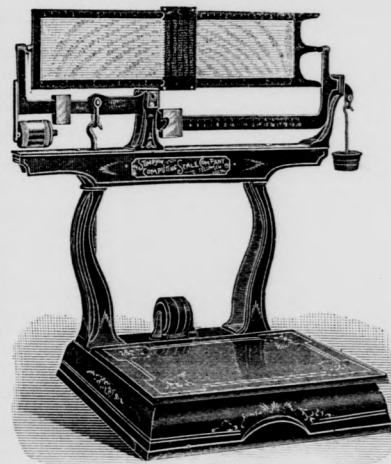
The clerk, luckily, was uninjured by the shock.

If you have talent in any one direction, be satisfied with it and don't try to be a genius. There's always a market for talent, but the world is often puzzled to know what to do with a genius.

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SMALL ECONOMIES.

How the Hard Times Affect Different Classes of Customers.

From the Chicago Inter Ocean.

"It is an astonishing thing," remarked a State street shoe dealer, "how long people are making their shoes last these times. Women who used to buy three pairs of shoes a year now get only one pair. It's an actual fact that people who never dreamed of small economies before are now having their shoes patched and revamped and half-soled, and making them wear twice as long as before. It's hard on the clerks, too. How? Well, I'll explain that in a minute. For instance, we're running about half as many hands as usual. We haven't cut wages, but we've been compelled to get along with fewer people. We have now more than we keep busy. Suppose a man clerks in here, and we employ one of his boys to run errands, we reduce the force and discharge that boy. Isn't the income of that family reduced a fourth part? Suppose again, and you'll often find it the case, that one of the girls works at something. She loses her place and the income of the family is cut down still more. It's just this way, and it can't be refuted by any kind of sophistry, that when one man only is working where two formerly worked, the wages of the one man must do double duty. The people who work support the people who are idle.

"Another way in which clerks are suffering through this stagnation in business (I won't call it hard times, for that doesn't define it) is that in a good many department stores the greater part of a clerk's wages is paid in 'P. M.'s'—commissions on sales. Their salary is merely nominal, and their commissions run from 5 to 15 per cent. on sales. You can see how that works. Any falling off in sales is literally bread out of the salesman's mouth. And now customers are using a much cheaper grade of shoe."

A couple of other shoe dealers had substantially the same thing to say—they had never gotten in as cheap a stock. "And it is surprising, too, to note the class of people who are saving the most. It is the class who are supposed to be fairly well off. I account for it in two ways. One is that they understand better what a financial crash would be, if it does come, than most people. They understand perfectly what a panic means, and all the pinching economies and miseries that it would bring. Another reason may be that, while they have money, they can't invest it to any advantage—they dare not invest it with no security as to the stability of values or the protection of industry. The investments they have now are not bringing in anything. At present the people who are best off are those working on fixed salaries. But let an inflation of values come and your wage earner will be in a bad fix."

Even pathetic and ominous conditions occasionally have their amusing side. A pretty little typewriter and her friend met at luncheon and began, with fair success, it must be admitted, to discuss the affairs of the universe in a ten-minute chat. They soon came to personalities. "Are you taking a vacation?" asked the friend. "No, I can't afford it," answered the typewriter girl, "but it's the next thing to it. I'm simply going to the office and drawing my wages. There's nothing to do, and I work about two hours a day."

"How nice," chirruped the friend, as she ate up the last bit of a sandwich; "but some people, you know, won't let you keep your place if there isn't any work. Sister quit work last week. It's pretty blue at our house. Mother had to let the rent go this month, and I've been eating 15-cent lunches for ever so long. I'm positively getting thin."

More families than one are putting off the rent collector these days. The path of the real estate man is the thorniest of the thorny. There is a certain little widow out on the West Side who owns a couple of flat buildings. They are "modern, with all conveniences," and her tenants are of a superior class.

Contrary to the erroneous estimate that tenants often form of their landlords, the little woman is tender-hearted, and she is far from rich. "If I were," she says ruefully, "don't you suppose I'd hire an agent to play the disagreeable for me?" Instead of that she is obliged to attend to making her own collections.

The other evening the 16-year-old daughter observed her mother making a very elaborate toilet.

"Why, mamma, I didn't know you were going out?" the girl exclaimed. "I'm just going over to the flats," her mother answered, a little wearily. "I've tried everything else on those tenants, and now I intend to see if good clothes will have any effect. They don't seem to appreciate the gravity of the situation when I wear a flippant shirt waist. I'm just obliged to have money to pay the grocer's bill and the laundry man."

This actually occurred, and perhaps serves to illustrate the closeness of the times, as well as to exploit a new bill-collecting expedient.

"How is your business now?" was asked of one of Chicago's largest mortgage firms. It is an establishment which places large loans on business property.

"Well, now, I know you'll think I'll answer that we're doing a big business," was the answer, "but it's a mistake. Business is very dull—never was worse. The reason is not far to seek. People borrow money from us to enlarge a paying business, to start a new industry, to improve property. Just now nothing of that kind is going on. Everybody is waiting to see what a dollar is going to be worth, and whether our factories are going to start up. I know a hundred men who intend to build on a big scale as soon as these questions are settled honestly, and we'll have the biggest and most lasting boom we've ever had yet."

Insurance companies are faring badly. One of the largest of these reports that they are placing no new policies, and that the old ones are being allowed to lapse in many instances. People say, "Well, the times are panicky and I reckon I won't go into anything new. Besides, I can't tell what my insurance would be worth anyhow." One of the managers remarked that collections were much easier in the country than in the cities.

When typewriters stop clicking it means something. Two typewriter firms questioned declared that business has fallen off 50 per cent. Grocers, it would seem, would be the last to suffer from depression. They all declare, however, that luxuries are moulding on their hands. Families find that they have been accustomed to many things which they can do without. A retail grocer in one of the suburbs complains that, where he formerly dealt with the hired girl, the mistress now leaves the orders. "The reason of it is," he explains, "that so many people are doing without servants this summer. Women who never did cooking are learning it. They sometimes make all sorts of apologies and excuses—say they need the exercise, that they can't get a reliable girl, or that it's a whim. It makes me feel sorry, and out of patience, too. The real fact is they have to keep down expenses."

A wholesale grocer said: "This is the time of year when large firms borrow money to lay in stock. They are not doing it this year. For one thing, they couldn't get the money if they wanted to go ahead. People who have money are not fond of loaning it if there is even a bare prospect of getting back fifty cents instead of a dollar. They'll loan it all right, once they are sure of getting it back."

An old-established jeweler, who looks at the funny side of things, says that he has but a little trade, and that is mostly in solid silverware. People have found out that it never was so cheap, and occasionally they buy. They think it surely must have struck bed rock.

Another says: "I can sum up my trade report in a few words. It never was so bad. Naturally people economize

on luxuries first. There are people who always buy—they are accustomed to it—but these now confine themselves to insignificant purchases of trinkets."

In the dry goods stores people wander through on bargain days, looking, but not buying. "Gee!" exclaimed one of the girls, "nothin' but lookers. I wish they would stay out. Floor walkers worry us to death about not making sales when folks are in the store." As near as could be learned, the worst decrease is in the small things—knick-knacks, etc.—and in furnishing goods, such as carpets, curtains and draperies. Managers generally, too, report the sale of cheap fabrics as disproportionately large.

One man's clothing and furnishing house is running on half its usual number of clerks. They say they are over-run with applications for places, and that, if they wished, they could any day employ a new force at half the price they pay the present one.

"The last thing a reputable house wants to do is to cut the wages of its clerks," said the head of the firm, "but I say this, we may have to come to it. Every man out of employment is a menace to every man who has work. If our mills compete with the products of fifteen-cents-a-day labor, they must hire help at the same rates or shut down."

"How's practice, doctor?" asked a patient, liquidating a bill with much pride.

"Oh, dear!" he grumbled. "Practice is always good. People must have medicine. The trouble is, I'm doing a rushing business and taking in no money. One of my best patients this morning asked me to cut my bill one half. I often have such requests nowadays."

Another doctor said: "Look at that! One of my patrons writes that he can't meet his bill this month. It's the first time he ever failed. Well, owing to that, I'll have to write to my landlord that I can't pay my rent this month. Now, if that man could have paid me I should have passed the money on to my landlord. He would have handed the bill to his grocer. The grocer would have paid the butcher. The butcher would have paid his dry goods merchant; and so on. I tell you, a dollar in circulation transacts a lot of business."

"Pretty good times?" this to an Italian fruit vender. He looked amazed, and then shook his head. "No sell, no work, no mun," which probably summarizes the situation as well as can be done in six words.

Straws show which way the wind blows. We save on little things now and bravely laugh off inconveniences.

If the real pinch comes—but it won't come if we quit letting Europe do our business for us.

Comparative Prices.

From the New York Shipping List.

Of eighty leading articles in the merchandise line quoted in these columns each week only eighteen are higher in price than on Sept. 1 last year. Eleven of these are drugs and chemicals. Opium heads the list and meets with considerable support because of the comparatively short crop. Brimstone is better appreciated, owing to the combination in Sicily. Tartaric acid has followed the better prices for cream of tartar. Glycerine has continued firm in price, in sympathy with the course of crude abroad. Senna is bringing better prices, owing to limited supplies. Other drug articles remaining on a higher basis than one year ago are carbolic acid, arsenic, balsam copaiba, borax, ipecac and vanilla beans. Alcohol is tending in the same direction after a long period of comparatively low prices, due to the large crop of corn and competition. In the grocery trade the only articles showing an advance are refined sugar, rice, prunes, currants and raisins. Higher prices are also to be noted for refined petroleum and silver bullion.

White lead, oxalic acid, cassia buds, chamomile flowers, cod liver oil and sugar of milk are quoted at the same figures as one year ago, thus leaving

fifty-six articles which are selling at lower prices. Among these are included all the metals, cereals, vegetable oils, greases, spices, seeds, some fruits, coffee, camphor, cordage, quicksilver, turpentine, paris green, quinine, etc. The recent reduction in the last named brought it below last year's figures. Considerable has been said about the lowest prices on record being touched in many instances, but this was caused more by overproduction and competition than by the business depression. It is confidently expected that the large export movement will remove surplus supplies, particularly in wheat, cotton and flaxseed, and perhaps wool, the latter having received some attention lately from exporters. Holders of merchandise are very sanguine of better results, even before the November election, as there seems to be no doubt of the success of sound money.

Jewelry as a Seller.

In the jewelry as in every other branch of business the "survival of the fittest" is an immutable law.

To listen to the talk of some jewelry jobbers and manufacturers it would be imagined that there was not a dollar's worth of jewelry being sold, while, on the other hand, within perhaps a stone's throw of these same manufacturers, will be found one or more jewelry jobbers actually with all the business they can attend to.

As with the wholesale, so it is with the retail. The wide-awake retailer, without exception, handles jewelry; not spasmodically, not because he thinks perhaps it might be a fair side line, but because he finds it profitable. He does not take hold of it tentatively, as if fearful that it will turn to ashes in his hands. No, his business experience has taught him that any article which the fair sex affects—any article whose sole purpose is to aid in enhancing their charms—whose range of price is so elastic that it is as easily within the reach of the humblest shop girl as that of her more favored sister of high degree, is worth more than one thought—much of his undivided attention, in fact.

A judiciously bought stock of jewelry will average, the year around, a larger profit than any single department in the store, and if reasonable attention be given to its care, by the replacing of new cards, burnishing of tarnished articles, etc., the percentage of loss will be so reduced as to have no appreciable effect upon the yearly profits.

Of course, to do justice to the department, a merchant must be enterprising enough to secure, without too much delay, the numerous little trinkets that make their appearance during the various fad seasons. While a few dollars may occasionally be lost by miscalculation as to the length or vitality of a particular fad, the influence and prestige that have been gained by being in touch with the prevailing craze will go far toward counteracting the direct loss in the transaction.

Became His Own Competitor.

About a year and a half ago an over-zealous business man in New York adopted a plan by which he hoped to increase his sales, and announced that he would give a box of matches with each 5 cent package of smoking tobacco. For a short time the scheme worked as expected, but very soon his neighbors all adopted the idea, until it was in operation in every store in the city. Consequently the inventor of this method of increasing business has actually become his own competitor, for while he does not now sell any more smoking tobacco than he did previously, his profits are cut down 3 cents per pound by giving away the usual box of matches.

Growing Importance of Dried Bananas.

Dried bananas are expected to claim more attention in the future among the dried-fruit products. The dried fruit is said to be in every way superior to figs or fresh bananas, and is excellent for sweetmeats or for cooking purposes.

SMART SAYINGS.

Short Catch Phrases and Pointed Paragraphs.

Fragments of the prices—Wm. Hahn & Co., Washington.

The prices and the values are no longer on speaking terms.—L. Rosenbaum & Sons, Elmira, N. Y.

Our semi-annual crazy spell is on. You reap the benefit of the malady.—Hill-Whitmire Mercantile Co., West Plains, Mo.

Any kind of money, just so it has the approval of "Our Uncle Samuel," will buy goods here and the measure will be full and heaping.—Luyties Bros., St. Louis.

We are in business to make money. Sometimes we make more by selling at and below cost than by carrying things over. Here are some of them.—C. H. Bear, York, Pa.

Just a short look at the mangled prices on our groaning counters of the best in laces and embroideries would make you a long friend of this store.—Bentley, Bass & Co., Temple, Tex.

A dollar isn't any bigger in our store than elsewhere. It merely looks bigger because its buying power is so greatly increased, particularly now.—Hopkins, Single & Co., Syracuse, N. Y.

It's a pleasant feeling—wearing high-grade, natty-looking shoes that were under-priced. Every shoe in this store has had the profit cut out of it—looks just as well, too.—Gimbel Bros., Philadelphia.

Counterfeit shoes are as dangerous as counterfeit money. Both affect the pocketbook, but the shoes also injure the health. Honest, well-made shoes need no praise. They soon step into favor.—Gropp Bros., Owensboro, Ky.

Our prices and the mercury are different about summer coats, etc. Mercury went sky-scraping; our prices went "down-cellar." We have the biggest bargains ever offered in these lines.—The Railroad Store, Richmond, Ind.

Making things hum. A glance at the list—a visit to our establishment—and you will more readily understand why the great commercial wheel spins with such rapidity here—it is the price that does it.—Whiskard's, London, Ont.

Laugh and the world will laugh with you. Weep and you will weep alone. Dress well and thousands greet you. Look shabby and your credit is gone.—Beal & Martin, St. Thomas, Ont.

The goods in this store are on a strike. They declare they must be sold. Say they never intended to spend the summer with us. We agree with them and the prices ought to convince you that we are both in earnest.—A. C. Titus Co., Newport, R. I.

Tender-pursed mothers! Three distinct items will be sure to attract you: Midsummer prices; dwindled-down prices—while the goods are the best that our forethought and the skill of our people can produce.—N. Snellenburg & Co., Philadelphia.

A sea of cotton prettiness in garments of various styles and prices. Our summer sales of cotton wear never fail to attract and satisfy, for they combine the essentials—workmanship, style and lowness of price. That's why it sells so quickly.—Houston & Henderson, Boston.

A rise in temperature does not mean a rise in our prices. We are as cool as cucumbers—cold cash has been applied to the thermometer of our business and there has been a slump in our prices that only makes our competitors hot.—D. B. Loveman & Co., Chattanooga, Tenn.

By persistent effort is success achieved. No shutting off between seasons here. The public is always ready to buy if prices are right. No month in the round year holds as many bargain surprises for you as this very month of August.—Beure's Trade Palace, Grand Forks, N. Dak.

Push, Hustle & Co. That's we. We are like thousands of other people in Pensacola. We are obliged to hustle for a living. We never sleep. Always planning for the wants of the people who labor hard for the little coin they

get.—Wittich Bros. & Co., Pensacola, Fla.

A very little fire will do for a very big "Fire Sale," and many a "Great Alteration Sale" is based on alterations that could hardly be seen with the naked eye. What most stores want is to use the pretext, without really cutting prices; we are cutting prices without using the pretext.—Gimbel Bros., Philadelphia.

We've marked "out-of-season" prices on "in-season" articles. Snug savings—every one. Less money than you ever paid before for the same qualities—less money, in most instances, than we can buy the articles for at wholesale. Step lively—such selling can't last very long.—Eiseman Bros., Washington.

It's not what you pay for a thing, but what you get for what you pay that satisfies you. Have you ever thought of that? Pay little for a poor thing and its cheapness is not economy. Here you pay little for good things. We work on the down-grade of price and the upgrade of quality.—Neuhausel Bros., Toledo.

Make a purchase here to-morrow and make sure of two things—your mind's worth and your money's worth. A combination of saving and satisfaction. The bargains we present for your notice are but samples of innumerable midsummer offerings which it will pay you to invest your money in.—Gusky's, Pittsburg.

Who is Price? We answer, the greatest salesman on earth. Like the immortal George, he is on the warpath with his little hatchet, chopping prices, and he never cuts the truth. Is it any wonder that it keeps fifteen employees or the jump from 8 a. m. to 11 p. m., when you glance over the prices quoted below?—Owl Drug Co., San Diego, Cal.

A merry war—a war on prices. "Cut and slash" is the slogan. We invite critical comparisons. The lynx-eyed, cautious bargain hunter is ever welcome. It is he who knows and appreciates values. It is he who buys from us, and rejoices in so doing. This alteration sale offers you a chance to get more value for a dollar than ever before.—J. B. Hudson, Toledo.

Opportunities only ordinary don't attract attention these times. People aren't spending money unless they're getting great big unusual value! And yet, our store's busy all day long, while trade elsewhere languishes. What's the cause of that? The cause stands apparent in every one of the Hour Sale prices we print to-day. They're not ordinary, but extraordinary opportunities.—Milner's, Toledo.

The great trade centers pay tribute to the big stock. We are keeping careful track of your wants and constantly adding to the stock to meet them. These price-pinched values have been prepared for prudent purchasers who visit the store this week. Don't worry about prices on other things—they'll be right. We've looked out as to that for you. Listen to this.—Baltimore Clothing, Shoe and Dry Goods Co., Asheville, N. C.

The United States Motor Co. has constructed a new motor for street car business. At first glance the new car resembles a new box motor, except that it is without a trolley or any connecting wire system. The entire motive power is carried upon the car itself, which can thus run upon any track. The system includes a gasoline engine, manufactured by the Sintz Gas Engine Co., and a dynamo motor combined in one machine, and a lightweight storage battery. The engine takes up a space 20 by 24 inches in the rear part of the front vestibule. The storage battery is out of view under the seats in the passenger compartment. The new car will carry about as many people as one of the combination trolley motors, and, it is estimated, will weigh three tons. It requires but twelve gallons of gasoline to operate it for one day.

The man who is dissatisfied with himself is much disappointed with other folks.

When you are Looking for Reliable

BOOTS AND SHOES

at Prices that fit the times as well as the Feet—

SEE that your account is with the "winners." They are

THE HEROLD-BERTSCH SHOE CO.,

State Agents for Wales-Goodyear Rubbers,

5 and 7 Pearl Street,

Grand Rapids, Mich.

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.

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.

The Book-keeper's Place in the Commercial World.

At the present time no single individual, from the porter to the senior partner, exerts more influence or more holds in his hands the destinies of the firm than does this personality named the book-keeper. Upon his accuracy, honesty, capacity and judgment hang important issues.

From the old days when the store-keeper at the country crossroads chalked his entries on the beam of his "office," the necessity of keeping accounts has always existed, and the desirability of a systematic record of classifying the various details connected with buying and selling has at no time become so imperative as the present. Book-keeping has now become a science; and the merchant who neglects to avail himself of its advantages soon drops behind in the race for wealth.

No man who holds the important office of book-keeper should rest satisfied with his present attainments. He should not only thoroughly understand the usual routine of his work, but must keep up with the times. I know a young man who, for ten years, never succeeded in taking off a correct trial balance. The thing had never been done in the office and he was content to do no better than his predecessor. But his employer, who had, by observation of other business houses, seen the advantages of a correct trial balance, insisted that his book-keeper should get it done correctly. The young man went to work and by a little extra diligence succeeded in getting a true balance.

These are days of improvement and invention, and the science of accounts is likewise making advances. To be sure, the principles which underlie it remain the same; but the ways of applying these principles have been, and are being, improved. These are times when everything needs to be done in a hurry; and almost any book-keeper can, with a little thought, devise some means for saving labor.

Don't make any changes in the manner of keeping the books without first consulting your employer. The ordinary business man is very sensitive on this point and looks at the matter from a different standpoint. Study your employer's interest and endeavor to advance his business as if it were your own. Consider every expenditure and think twice if you cannot lessen some of the items, and don't be afraid to make suggestions to your employer regarding the welfare of the business.

Study the clients of the house, so that you may know their peculiarities; study to maintain your self-respect by correct habits and gentlemanly deportment before your fellow employees.

Above all, study to maintain your reputation for strict integrity. Let your work be above the shadow of suspicion. Do not stoop to any little trick to cover up even the slightest irregularity. In case of your being called away from your desk for any cause, your employer may discover what you have done and his suspicions may be aroused, which may lead to your dismissal with a stain upon your character. Next to a book-keeper's ability is his reputation for honesty. These are his capital, his stock in trade, and he should guard the latter and maintain the former as he would his life. LYLE MERTON.

Are There Too Many Styles?

From the Shoe and Leather Gazette.

During the past few years there have been great changes occurring in the

shoe trade, not merely in the way of new processes and improved machines, but along the line of shapes and styles. The shoe retailer of to-day is surrounded by shoes of all sorts and shapes—round toes, square toes, narrow toes, broad toes, pointed toes and blunt toes, toes of all shapes and sorts—and from the thousand-and-one samples, each varying from the other in this, that or the other particular by a hair's breadth, the retailer is obliged to make the selections most likely to suit his trade.

Is it an advantage to have this wide range of goods to choose from? Does the retailer make more money because he can buy any style of shoe he wants? Does he satisfy his trade more fully than formerly? Is he inclined to overstock and lose money through too many styles? Do the manufacturer and wholesaler profit by the multiplicity of shapes? All these are questions suggested by contemplation of the wide range that fancy covers as represented in modern footwear.

It is almost needless to say that by most merchants the multiplicity of shoe styles is considered one of the worst evils of the day. Are you of that opinion? Do you believe that fewer styles would benefit the manufacturer, the wholesaler, or the retailer? If so, is there a feasible way by which this reduction can be brought about? Can you suggest any plan that will result in blotting out half or two-thirds of the slightly-varying shapes from the market and confining trade to a few staple lines? Is it possible to do this, and, if so, how? If there is a way for simplifying the matter of styles and reducing them to reasonable bounds, now is the time to show it.

Sensible Suggestions for Clerks.

Some clerks who mingle with a questionable class of young men about town injure their chances of making a success by so doing. In every small town, as well as in every city, there are more than one class of young men. In the small town we find a number of nice young fellows who are known to be eminently respectable, attend church more or less regularly, are members of the best society and nice fellows from every point of view. There are perhaps a half dozen who are regarded as the dudes of the town, but who are not popularly credited with a surplus of brains. Then there is another class that hangs around the village hotel, playing pool and discussing sporting events.

* * *

Of these three classes the best one for the retail clerk to become identified with is the first mentioned. To become one of the dudes is to excite the dislike of a good many whose friendship is well worth having. To join the hotel loungers is to lose the respect of almost everybody. The first class, however, is respected and liked by everybody.

* * *

It is advisable for every clerk to make himself popular with all classes. He should dress neatly and in correct style, though not loud. He should take an interest in society and attend a share of the social gatherings which take place during the year. The society of a small town is an important part of its existence. He should become as much a leader in it as possible without putting himself into the class of the "hair brains," as people call them. The first-mentioned class of young men have the entree everywhere; they are as much at home at a dance as at a church sociable. They are favorites at parties and equally interested in debating societies. They make themselves popular with papa and mamma, as well as with the daughters and sons. Everybody is their friend and they can talk with people of every class in an entertaining and intelligent manner.

* * *

Of the other two classes the one to be preferred is that of the dudes. A young man of brains may join this class and shine in society and still retain the esteem of those who laugh and despise his companions. He must be possessed

of great good sense and excellent judgment to do this, but it can be done. I have in mind a young man in a store in a small town who spent a few years in a Chicago store. When he returned to the small town his views had been "broadened" and he had learned the city way of dropping out from a ball or party for a half hour for a smoke and a drink; consequently the pace of the first-mentioned class was a trifle slow and he joined the dudes, completing a quartet of these gentlemen. The three others were always regarded as lacking in sound sense, but this young man was shrewd enough to become cosmopolitan and mixed with all the cliques sufficiently to retain his popularity. He was naturally brilliant and in this endeavor succeeded admirably where others would have failed utterly. He was the soul of courtesy, a bright conversationalist, always jolly and very tasty. The result was that his personal trade was large and his friends numerous. It would probably have been no larger had he become a member of the first-mentioned clique, but he was an exception to the rule.

The right to command is the fruit of labor, the price of courage.

After one puts a project on foot he then has it in hand.

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.

Pingree
"NEVERSLIP"
PATENTED
FEB 22 1892

This stamp appears on the Rubber of all our "Never-slip" Bicycle and Winter Shoes.

PINGREE & SMITH, Manufacturers.

New Clippers New Clippers New Clippers 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

Those single tube Clippers do stand the racket.
G. R. Cycle Co., Grand Rapids, Mich.

New Clippers New Clippers New Clippers New Clippers

"THE SQUARE PEG AND THE ROUND HOLE."



EVERY
SHOULD

DEALER
KEEP

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.

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

SUCCESSFUL BUYING.

How the Energetic Buyer Anticipates the Demand.

From the Dry Goods Economist.

"Fall Purchases" is the all-absorbing subject with merchants and buyers just at present.

To some it is an occasion of keenest interest and almost unalloyed enjoyment. These are the men who are never so happy as when in diligent search for the best offerings the market has to show. Of course, they know from long experience where the closest sellers are located; they know how to get the best prices; they know just where to look for drives and bargains and also where that always-sought-after commodity, the scarce but much-wanted article, is to be found.

But although they "know the ropes" and can tell beforehand where the great bulk of their purchases will be made, they look the ground over most thoroughly and very little escapes their notice.

Yet, they are not shoppers who delight in looking around for the excitement it offers, or just to put in so much time. They are business from the word "go," and any jobber, importer or manufacturer who has anything that possesses merit can be sure of obtaining their closest and most serious attention. Their time is valuable, but they consider it very well spent in searching for gems of merchandise in every likely and seemingly unlikely place.

They have the satisfaction of knowing that their work is well and thoroughly done. They have the best of reasons for placing confidence in the goods secured for their trade. That confidence is imparted to, and shared in by, the salespeople behind the counters, and the same comfortable feeling is at once felt by the customers who come to inspect the well-bought lines of merchandise and who come in contact with the clerks who sell them.

Is it any wonder that these merchants occupy leading positions in the towns and cities in which they are located? Is it any wonder that their stores are crowded when others are complaining of dull trade? These merchants do not fear competition. They make it; the others feel it and fear it.

Just as some buyers take pleasure in providing for new season's demands, so others fear and dread the ordeal. The past season has not been favorable to them. Sales are not up to the average, stocks are just a little heavy and they find themselves "stuck" with some undesirable line that it is hard to tell what to do with. If the coming season pans out no better than the last, the consequences are liable to be serious. For these unfortunates the outlook is blue, and their future actions are freighted with anxiety and fear.

Now is the time to study the subject carefully and thoroughly from all points, to review past successes and failures, and to profit by them, before plunging in for new ventures.

These so-called dull times are, in reality, stirring times for merchant and buyer. The man who is capable of managing wisely and well now need have no fear for the future. It is a hard time to buy when prices are hammered down.

In order to obtain proper results from retrospection, the buyer must be honest in criticising his actions. Let him place the blame or mistakes where he would be most likely to if he were reviewing the case of another. He must not allow any success to make him too confident of his ability, or less wary in future dealings. Don't allow a lucky deal to offset a blunder. If a mistake is made, it should be a lesson learned, and not wiped out with an excuse, or by the remembrance of some favorable turn.

Don't put the blame of profitless ventures on the back of dull times, because contingencies should have been considered and provided for. The true soldier wins his brightest laurels in the face of danger. The shrewd trader uses times of depression to his advantage. The

hard times have not been hard with all. Some have never stopped in their onward progress, some have actually accelerated their forward pace.

Goods well bought are half sold. If that adage were better and more often thought of, and lived up to, there would be cleaner stocks at the end of the year, a better margin of profits, and fewer cases of bankruptcy. Competition in business, want of confidence, financial stringency, and the host of ills that politics are supposed to bring upon us are not half so detrimental to a man's business as poor buying. The whole catalogue combined could not show such a long black list of failures, as a result, as the one great evil of not buying wisely and well.

But it is hard for a man to confess, even to himself, that his judgment has been so faulty as to seriously embarrass his business and financial standing.

It is almost absurd to think that he will so declare himself to his creditors, even when the facts are staring him right in the face.

It is so easy to lay the blame to a thousand and one other causes, and as it tends to soothe the business wound and let a man down easy, some other cause is given and accepted, and the best is made of a bad and, too often, bungling job.

The merchant or buyer who never makes mistakes does not live and is not wanted, but the man who can turn seeming disaster into success and profit is the really successful trader and the one that is always in demand.

Cash Selling Safest.

Never has any year shown more plainly the wisdom of selling for cash than has 1906. There are conditions under which a cash business can be made to pay. A long-established and wealthy firm situated in a thickly settled and conservative community composed of solid and thoroughly reliable people can sell more goods and make more money by selling on credit. On the other hand, a new firm, or one not strong financially, runs much risk in letting out goods on credit even to reliable people, and when the goods are sold on this plan to people who are not responsible, the policy is simply suicidal.

If a merchant has been selling on credit and wishes to change to cash he will never have a better opportunity, nor be able to give a better reason for the change, if it be necessary to give a reason, than right now.

Not a few firms are making this change, and it is not as hard as they have feared it would be to sell for cash only. True, the sales may be temporarily cut down, but if the merchant has not the cash he has the goods, and they are much better than a risky book account.

Slowly but surely a cash store will attract the cash buyers from the stores which do a credit business, while the latter will naturally get all the credit customers they are willing to accommodate, who cannot buy at the cash store.

It should not take long to figure out the result. The merchant who sells for cash is able to buy for cash, if his business is on a sound basis, while the credit-giving merchant, even when he is solvent, must necessarily be as slow in paying his jobber as his customers are in paying him.

Customers, therefore, will soon be able to tell the cash from the credit store because of the difference in prices, and as the cash purchaser is free to go wherever he will to buy, and seeks the place where his money will go farthest, he naturally brings up in the cash store.

Between Two Evils.

Lady (to dirty tramp)—Here's a piece of soap, and I hope you will wash yourself with it; and here's a piece of home-made cake to eat.

Dirty Tramp (critically surveying the soap and cake)—Is the soap home-made, too, mum?

Lady—Of course not.

Dirty Tramp—Then, if you don't mind, mum, I'd rather eat the soap and scrub myself with the cake.

TRIMMED FEDORA WALKING HATS

in cloth, stitched brims, price \$4.50, \$6.00, \$7.50, \$9.00 and \$12.00 per dozen, all colors.

TRIMMED SAILORS

in cloth, \$2.00 per dozen.

SATIN CROWN SAILORS

\$3.00, \$4.00, \$6.00 per dozen.

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Send for sample order.

CORL, KNOTT & CO.,

20 & 22 N. DIVISION STREET,

GRAND RAPIDS, MICH.

HAMMOCKS

\$7.00 to \$42.00 per dozen.

Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods

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Our Fall Lines of

Dry Goods, Notions and

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Are now in, complete and ready for inspection.

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LUMBERMEN'S SUPPLIES

LARGEST STOCK AND LOWEST PRICES.



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Gripsack Brigade.

W. F. Blake (Worden Grocer Co.) has resumed his visits to his trade this week, after an enforced retirement of five weeks while wrestling with an attack of malarial fever.

L. M. Mills is accompanied this week by his daughter, Rae, who is expected to assist in packing and unpacking the two trunks of holiday goods which Max is taking along to tempt his trade.

Edward Formsma, house salesman for P. Steketee & Sons, will be married Sept. 23 to Miss Cora Hemkes, daughter of Prof. G. K. Hemkes, who resides at 274 Cass avenue. Mr. and Mrs. Formsma will immediately take up their residence at 585 Madison avenue.

The importance of the traveling men in the progress and prosperity of a city cannot be overestimated. They are the ambassadors of its business institutions, the index of its commercial greatness, the pioneers of trade, who carry the products of its mills, manufactories and jobbing houses into all the highways and byways of commerce, and are the surest reflex of its activity, push and energy.

One of Cornelius Crawford's fast horses recently went lame and his hostler tried every remedy he knew to remove the difficulty, without success. The matter was then brought to Crawford's attention, who promptly pulled off a shoe and discovered a nail embedded in the horse's hoof—all of which goes to show that Cornelius knows a thing or two besides selling drugs, practicing legerdemain, buying apples on the tree and telling whopping big stories.

Jackson Patriot: A meeting of commercial travelers was held at U. C. T. hall Saturday evening, with A. F. Peake as Chairman, to arrange for the return game of base ball between Hillsdale and Jackson traveling men, next Saturday, Sept. 19, at the fair grounds. An invitation was received from the proprietors of the Stowell House to banquet the players, with their ladies, after the game. A committee, consisting of Messrs. Reedy, Rounds and Williams, was appointed to accept the invitation. Another committee, consisting of Messrs. Williams, Atwood, Green, Moore, McNulty and Cummings, was appointed to make all arrangements necessary, and some rare sport may be looked for.

"It was on my last trip through Western Texas, between Mason and Junction City," remarked Albert C. Antrim, "that I and my driver were compelled to look for some place to pass the night.

We drove up to a farmhouse and found the entire family sleeping out in the yard. To my question if we could be accommodated for the night I received 'No' for an answer, and, as I discerned another house some three miles distant, I did not persist to remain, expecting to meet with better luck. As we neared the next farmhouse the same spectacle of seeing the family stretched out on the veranda met my gaze. I hailed the old man and he, too, refused to shelter us. I then asked him if it was customary to sleep out in the yard in that section, and he replied: "'It might not be custom, stranger, but the fact is the bedbugs are so bad out here that we are obliged to.'"

"There's a traveling man who lives in Adrian and represents a wholesale grocery firm from Chicago in that section," remarked a Kalamazoo traveling man. "He has a wife and baby. The other day he met with an accident and sprained his leg. He had a trip mapped out that it was absolutely necessary should be made. His wife told him that, if he would mind the baby, she would make the trip for him. He laughed at the proposition but she was in earnest. It was agreed that the wife make the trip while 'hubby' was to care for the baby. The result was that, while he made a rather poor attempt at taking care of the little one, she got ten pages more orders than he ever secured in one day in all the years he had been on the road. The firm has suggested to that traveler that he trade jobs with his wife permanently. This is tough on the fellow but it's a great victory for the sacred cause of womanhood."

Riley V. Edwards, Western Michigan representative for the Computing Scale Co., was born in Ontario county, N. Y., June 2, 1858, his antecedents being English on both sides. Until 20 years of age his career was about that of the average country boy—working in the field summers and attending the district school winters—his parents having removed in the meantime to Macomb county, Mich. From 20 to 25 he taught school, after which he worked a couple of years in an agricultural implement establishment at Armada. The next year was spent behind the counter in the general store of Leach & Rapelje, at Richmond, when he formed a copartnership with his brother, H. P. Edwards, and engaged in general trade at Armada under the style of Edwards Bros. This arrangement continued ten years, when the business was closed out and the partners both engaged to travel for the Computing Scale Co., of Dayton, H. P. taking Eastern Michigan and R. V. the western portion of the State. Mr. Edwards was married Sept. 13, 1882, to Miss Delphia Godar, of Richmond, who has borne him two children, a boy and a girl. He is a member of the Masonic fraternity, the Forresters and the Maccabees and an attendant at the Congregational church. Mr. Edwards attributes his success in life to hard work, but those who know him best insist that a pleasant address, a happy disposition and a large measure of patience are quite as much entitled to consideration in this connection.

Firmness is one of the most desirable of business virtues. Firmness in refusing credit when there is good reason for so doing, and firmness in insisting in selling good goods at living prices while competitors are catering to a fancied demand for cheap things, are prime requisites of the most genuine business success.

Had the Spunk to Stop the Habit of Loafing.

Louis Covington in Grocery World.

When I rented my present stand, in the spring of 1894, it was the headquarters for all the loafers in our town. After taking possession, it took two men three days to scrub the floor; not that the store was so large, but so filthy dirty. After three days I opened the doors for business. In less than one week you could find as high as seventeen men and boys sitting around the room. In the evening I removed all chairs and benches out of the room, thinking they might take the hint, but they only took that as a joke, and they even took down buckets and sat upon them; also washboards stood on their edge were comfortable as long as they were permitted to loaf. This ran on for a month. My trade did not increase any, so I concluded it would do but little harm to stop the loafing, and one night, after there had been some profane language used pretty freely, I stepped out near the ring and said: "Gentlemen, I have never been used to hearing such language as I have heard to-night, and you will greatly oblige me by not sitting about using such language." Well, it was not over five minutes before the store was entirely deserted. My clerk said: "You insulted those men." I said it was the last resort, and it would not do to try to mend matters then. From that night on I could see an increase in my sales, and I have never had any trouble with loafers since. I sell cigars and tobacco, but have no cuspidores in the store. The first month I sold 300 cigars, and the past eleven months I have sold over 14,000 cigars, and there have not been 100 out of that number smoked in the store—all the smoking put together. I don't use tobacco myself, or allow my clerk to use it in the store. I have had for sometime three or four rocking chairs sitting about the room, and if a lady customer has any time to wait we invite her to rest in one of them, and often she is led to inquire the price, as it is so comfortable, and very often orders one to be sent home.

Sure Signs of Approaching Atmospheric Changes.

If at sunrise there are many dark clouds seen in the west and they remain there, rain will fall on that day.

If the sun draws water in the morning, it will rain before night.

When the sun rises with dim, murky clouds, with black beams and clouds in the west, expect rain.

If the sun rises clear, then is shadowed by a cloud, and comes out again clear, it will rain before night.

Red skies in the evening precede fine mornings.

A red sun indicates fair weather.

A red evening indicates fair weather, but if the red extends far upward, especially in the morning, it indicates wind or rain.

A very red sky in the east at sunset indicates stormy winds.

If the sun sets in dark, heavy clouds, expect rain the next day.

A bright yellow sunset indicates wind; a pale yellow, wet.

If the sun sets pale, it will rain tomorrow.

A halo around the sun indicates the approach of a storm, within three days, from the side which is more brilliant.

If there be a ring or halo around the sun in bad weather, expect fine weather soon.

Haze and purple western sky indicates fair weather.

A blur of haziness about the sun indicates a storm.

If the sun burn more than usual, or there be a halo around the sun in fine weather, expect rain.

When the sun in the morning is breaking through the clouds and scorching, a thunder storm follows in the afternoon.

Pale yellow twilight, extending high up, indicates threatening weather.

Sun dogs in summer indicate a storm.



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Michigan's Popular Hotel.

Remodeled and Refitted Throughout.

Cor. Monroe and Wabash Aves., CHICAGO.

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

GEO. CUMMINGS HOTEL CO.,

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

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10 CENTS

GREEN SEAL

SELL THESE

CIGARS

and give customers good satisfaction.

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Wholesale Clothing Manufacturers,

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Mail orders promptly attended to, or write our representative, WILLIAM CONNOR, of Marshall, Mich., to call upon you and you will see a replete line for all sizes and ages or meet him at Sweet's Hotel, Grand Rapids, Thursday and Friday, Sept. 17 and 18.

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All modern conveniences.

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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.

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

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The Drug Market.

Acetanilid—Prices are about as last week, when manufacturers advanced quotations 2c per pound.

Arsenic—Values are firm. Enquiry for powdered white remains moderate.

Balsams—Market is firm for tolu, but quiet for Peru; prices of the latter are somewhat nominal. No special demand for Canada fir, which is lower.

Beans—Good consuming request for vanilla, which is firm. First hands are steadily holding new crop Angostura tonka.

Burgundy Pitch—Values are steady, under moderate consuming demand.

Cacao Butter—A firmer feeling prevails.

Cantharides—Chinese, strong at the late advance.

Cassia Buds—Supply is light and prices are firm.

Castor Oil—Average demand at the decline of 1/2c per pound, at hands of manufacturers, noted last week.

Cinchonidia—Firmly held.

Cocaine—Still firm, and holders are not anxious to sell, and an advance is anticipated in the near future.

Coculus Indicus—Steady, somewhat active—such is the market.

Colocynth Apples—Trade is reported as active and prices are firm.

Cubeb Berries—Quiet demand and prices nominal.

Essential Oils—General trading is a trifle better, but still transactions are only moderate. Anise remains firm. An easier feeling is again noticed in citronella. Croton has experienced a decline; also eucalyptus. Market for peppermint is unsettled and exceedingly irregular, due to the noticeable difference in quality of offerings from producing localities.

Flowers—From across the water come reports of an advance of 20@25 per cent. in Roman chamomile, influenced by the short crop, and holders are extremely conservative in their views. New crop German is firmly held. Arnica continue quiet. Tame market for American saffron and values are nominally steady.

Gums—There is a better demand to report for asafoetida. It seems that stocks are lighter than was supposed to be the case and holders have advanced quotations. Camphor, reasonably active and steady at the old range. Gamboge, tone of the market is dull and tendency is downward. Kino is firm at the recent advance.

Leaves—Short buchu, no change in values. Senna, market is fairly active as to consuming channels, but prices remain at the former range.

Manna—General market is firmer and all varieties have been advanced.

Morphine—Market quiet and without mentionable features. No change as to manufacturers' prices.

Naphthaline—Not much demand, but prices are firmly held.

Opium—Prices have declined and tendency of the market is to go still lower.

Roots—The general market is without new feature except a slow increase as to the jobbing demand for principal descriptions, and prices continue about the same. Jamaica ginger, good active request and firm at former prices but small stocks restrict business. Gentian, firm.

Sponges—General situation about as noted last week, primary sources of supply showing no change.

Venice Turpentine—Quiet and prices are unchanged.

Foxes Preaching to Hens.

Reynard loves a henroost. It is here he waits for his supper. It is a rich larder and never empty. To secure its luxuries he is full of artifice and guile. In diplomacy and skill he is far beyond the third reader. The dews of night may soak his overcoat, the frost may powder his hair, the barking of a distant dog may disturb his peace, and the moon may drop over the rim of the horizon, but he keeps his eye on the feathered beauty dreaming under the stars, and, when the descending duchess of the roost comes within reach, he carries the lady off with less noise than a squirrel makes in cracking a beechnut.

The simple and unsuspecting hen ends her biography in a hollow stump and the masticating department of a hungry fox. The lady was first fool and then food. Now, it is not forcing a comparison or straining an analogy in tracing examples of a similar kind, where the poultry is innocent of feathers and the fox wears boots.

The same process of absorption and folly is continually going on. Examples are as vivid as a circus bill, and as common as the advertisements of bitters and soap. The man with a gold brick and a captivating smoothness of speech, and the man who is beguiled with the one and pays for the other are certainly in the same line of business as Reynard at the roost. The grocer who sells sanded sugar and the man who stirs it up with a spoon; the man who sells shoes with paper soles and he who loses them on a rainy day; the man who sells a blind horse to a man who fails to see with two eyes, and the peddler of jewelry that sells brass for gold and paste for precious stones are all every day examples of little foxes and foolish hens. We have the same example on a larger sheet of canvas and in a more wholesale style, when the town boomer gets at the foot of the roost. We have an arcadia of peace and a gem of landscape. We see factory chimneys that point their red shafts at the sun and the stars. We hear the music of the waterfall that runs a factory, we hear the hum of spindles mingling their melody with the notes of the wind in a vineyard and of birds among apple blossoms. We see a healthy people who refuse to suffer from biliousness or malaria, or to support a grave-digger. We see domes and steeples, parks and boulevards, and a new London or New York in a state of incubation. The mechanic with a pad of bills in his trunk, the widow with some funds in her stocking or the old teapot, and others anxious to plant dollars where they will multiply like potatoes listen to the

modern fox and afterwards, in too many cases, repent over the dry bones of a dead investment. The man who has a lease of mineral lands and sees under the crust huge stores of coal, iron, gold or silver only waiting to be picked up, and the hundreds who read his circulars in sweet and undisturbed confidence, and have put their money in a hole in the ground to stay there forever, are still to be found doing business. And in what seems to be a higher plane of ambition we find the political agitator, who trades on popular ignorance and prejudice for a soft seat and a snug salary, and the crowd who see glory and wealth, sweeter sugar and cheaper coffee, the extinction of the grasshopper, the funeral of the army worm, and the final exit of drouths, cyclones, early frosts and low prices, to be certainly first or second cousins of the fox and the hen. The professional labor agitator, who sees a wolf in every corporation, and a lamb in every toiler, who advises demands that are as senseless as the claim of a real estate man on a lot in the moon, and as unjust as a demand for five quarters in a dollar, and the honest, hard-working but sometimes verdant crowd, that snap at the bait like a mountain trout, and find out when it is too late that they have made three-story fools of themselves, are not so scarce as to need a search light to find them. Of course, such types of men will always exist. They never die. The one class that dine on another as a caterpillar does on a cabbage, and the other that settle like flies on the protruding tongue of an alligator, to be suddenly jerked into his abdominal abyss—no words of warning or reproof can ever save them but much of the havoc being made by foxes among hens would be remedied if the poultry investigated the fox before making a fatal trip down his throat.

FRED WOODROW.

PECK'S HEADACHE..... POWDERS

Pay the Best Profit. Order from your jobber

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 demonstrates 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 \$6.00. 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.

The Etiquette of Gum Chewing.

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

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

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

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

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.

SMOKE THE
HAZEL
50 CIGAR

Hand made long Havana filler. Send me a trial order. Manufactured by
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THE JIM HAMMELL
HAMMELL'S LITTLE DRUMMER AND
HAMMELL'S CAPITAL CIGARS

are made of the best imported stock.

WHOLESALE PRICE CURRENT.

Advanced— Declined—Linseed Oil, Oil Castor, Gum Opium, Oil Citronella.

Acidum		Conium Mac.		Scilla Co.	
Aceticum.	80¢ 10	Copaiba.	35¢ 65	Tolutan.	50
Benzoleum, German.	75¢ 10	Cubelba.	1 50¢ 1 00	Prunus virg.	50
Boric.	15	Excubitus.	1 50¢ 1 30	Tinctures	
Carbolicum.	25¢ 15	Erigeron.	1 50¢ 1 30	Aconitum Napellis R.	60
Citricum.	44¢ 46	Gaultheria.	1 50¢ 1 30	Aconitum Napellis F.	50
Hydrochlor.	30¢ 5	Geranium, ounce.	50¢ 60	Aloes and Myrrh.	60
Nitroclor.	80¢ 10	Gossypii, Sem. gal.	1 25¢ 1 40	Assafoetida.	50
Oxalicum.	10¢ 12	Hedemera.	1 50¢ 1 30	Atrope Belladonna.	60
Phosphoricum, dil.	15	Juniper.	1 50¢ 2 00	Aurant Cortex.	50
Salicylicum.	50¢ 55	Lavendula.	90¢ 2 00	Benzoin.	50
Sulphuricum.	1 1/4¢ 1 60	Limonia.	1 30¢ 1 50	Benzoin Co.	50
Tannicum.	1 40¢ 1 60	Mentha Piper.	1 00¢ 2 20	Barosma.	50
Tartaricum.	30¢ 38	Mentha Verid.	2 65¢ 2 75	Cantharides.	75
Ammonia		Morhuus, gal.	2 00¢ 2 10	Capsicum.	50
Aqua, 16 deg.	40¢ 6	Myrcia, ounce.	50¢ 60	Cardamon.	75
Aqua, 20 deg.	60¢ 8	Olive.	75¢ 3 00	Cardamon Co.	75
Carbonas.	12¢ 14	Picis Liquida.	10¢ 12	Castor.	1 00
Chloridum.	12¢ 14	Picis Liquida, gal.	10¢ 35	Catechu.	50
Aniline		Ricina.	91¢ 90	Cinchona.	50
Black.	2 00¢ 2 25	Rosmarini.	1 00¢ 1 00	Cinchona Co.	50
Brown.	80¢ 1 00	Rose, ounce.	6 50¢ 8 50	Columba.	50
Red.	45¢ 50	Succini.	40¢ 45	Cubea.	50
Yellow.	2 50¢ 3 00	Sabina.	90¢ 1 00	Cassia Acutifol.	50
Baccæ.		Santal.	2 50¢ 2 75	Cassia Acutifol Co.	50
Cubese.	13¢ 15	Sassafras.	50¢ 55	Digitalis.	50
Juniperus.	60¢ 8	Sinapis, ess., ounce.	1 20¢ 1 25	Erigeron.	50
Xanthoxylum.	25¢ 30	Tigili.	1 20¢ 1 25	Ferri Chloridum.	50
Balsamum		Thyme.	40¢ 50	Gentian.	50
Copaiba.	45¢ 50	Thyme, opt.	1 60¢ 1 60	Gentian Co.	60
Peru.	2 60¢ 2 80	Theobromas.	15¢ 20	Guaiaca.	50
Terabin, Canada.	40¢ 45	Potassium		Guaiaca ammon.	50
Tolutan.	75¢ 80	Bi-Barb.	15¢ 18	Hyoseyamus.	50
Cortex		Bichromate.	13¢ 15	Iodine.	75
Abies, Canadian.	18	Bromide.	48¢ 51	Iodine, colorless.	75
Cassia.	12	Carb.	12¢ 15	Kino.	50
Cinchona Flava.	18	Chlorate, po. 17@19c	16¢ 18	Lobelia.	50
Eunymus atropurp.	30	Cyanide.	50¢ 55	Myrrh.	50
Myrica Cerifera, po.	30	Iodide.	2 90¢ 3 00	Nux Vomica.	50
Prunus Virgini.	12	Potassa, Bitart, pure	29¢ 32	Opil.	75
Quillaja, gr'd.	12	Potassa, Bitart, com.	29¢ 32	Opil, camphorated.	50
Sassafras.	12	Potassa Nitras, opt.	80¢ 10	Opil, deodorized.	1 50
Ulmus, po. 15, gr'd.	15	Potassa Nitras.	70¢ 9	Quassia.	50
Extractum		Prussiate.	25¢ 28	Rhatany.	50
Glycerrhiza Glabra.	24¢ 25	Sulphate po.	15¢ 18	Rhei.	50
Glycerrhiza, po.	25¢ 26	Radix		Sanguinaria.	50
Hematox, 15 lb box.	11¢ 12	Aconitum.	20¢ 25	Serpentaria.	50
Hematox, 15.	13¢ 14	Aitha.	22¢ 25	Stemonium.	60
Hematox, 1/4s.	14¢ 15	Anchusa.	12¢ 15	Tolutan.	50
Hematox, 1/4s.	16¢ 17	Arum po.	12¢ 15	Valerian.	50
Ferru		Calamus.	20¢ 25	Veratrum Veride.	50
Carbonate Precip.	2 25	Gentiana.	12¢ 15	Zingiber.	20
Citrate and Quina.	80	Glycerrhiza.	16¢ 18	Miscellaneous	
Ferrocyanidum Sol.	50	Hydrastis Canad.	30	Aether, Spts. Nit. 3 F.	30¢ 35
Solut. Chloride.	15	Hydrastis Can., po.	15¢ 20	Aether, Spts. Nit. 4 F.	34¢ 38
Sulphate, com'l.	2	Inula, po.	15¢ 20	Alumen.	2 1/4¢ 3
Sulphate, com'l, by	35	Ipecac, po.	1 65¢ 1 75	Alumen, gro'd, po. 7	30¢ 4
Sulphate, pure.	7	Iris plox.	35¢ 40	Annatto.	40¢ 80
Flora		Jalap.	40¢ 45	Antimoni, po.	40¢ 5
Arnica.	12¢ 14	Maranta, 1/4s.	40¢ 45	Antimoni et PotassT	55¢ 60
Anthemis.	18¢ 25	Podophyllum, po.	15¢ 18	Antipyrin.	1 40
Matricaria.	18¢ 25	Rhei.	75¢ 1 00	Antipyrin.	1 40
Folia		Rhei, cut.	1 25	Argenti Nitras, oz.	10¢ 12
Barosma.	15¢ 20	Rhei, pv.	75¢ 1 35	Arsenicum.	10¢ 12
Cassia Acutifol, Tin-	18¢ 25	Spigelia.	35¢ 38	Balm Gilead Bud.	38¢ 40
nevelly.	20	Sanguinaria, po. 15	15	Bismuth S. N.	1 00¢ 1 10
Cassia Acutifol, Alx.	25¢ 30	Serpentaria.	30¢ 35	Calcium Chlor., is.	9
Salvia officinalis, 1/4s	12¢ 20	Senega.	55¢ 60	Calcium Chlor., 1/4s.	10
and 1/4s.	8¢ 10	Similax, officinalis H	10¢ 12	Calcium Chlor., 1/4s.	12
Ura Ursi.	80	Smilax, M.	10¢ 12	Cantharides, Rus, po.	75
Gummi		Scilla.	10¢ 12	Capsel Fructus, af.	15
Acacia, 1st picked.	45	Semen		Capsel Fructus, po.	15
Acacia, 2d picked.	45	Anisum, po. 15	12	Capsel Fructus B, po	15
Acacia, 3d picked.	45	Apium (graveleons)	13¢ 15	Caryophyllus, po. 15	10¢ 12
Acacia, sifted sorts.	28	Bird, is.	4¢ 6	Carmine, No. 40.	3 75
Acacia, po.	60¢ 80	Carui.	10¢ 12	Cera Alba, S. & F.	50¢ 55
Aloe, Barb. po. 20@28	14¢ 18	Cardamon.	1 00¢ 1 25	Cera Flava.	40¢ 42
Aloe, Cape, po. 15	12	Coriandrum.	80	Coccus.	40
Aloe, Socotri, po. 40	30	Cannabis Sativa.	3 1/4¢ 4	Cassia Fructus.	25
Ammoniac.	55¢ 60	Conium.	75¢ 1 00	Centraria.	10
Assafoetida, po. 30	25	Chenopodium.	10¢ 12	Cetaceum.	45
Benzoinum.	50¢ 55	Dipterix Odorate.	2 90¢ 3 00	Chloroform.	60¢ 63
Catechu, is.	13	Foeniculum.	15	Chloroform, squibbs	1 35
Catechu, 1/4s.	14	Foenugreek, po.	6¢ 8	Chloral Hyd Crst.	1 15¢ 1 30
Catechu, 1/4s.	16	Lini.	2 1/4¢ 4	Chondrus.	20¢ 25
Camphora.	50¢ 55	Lini, gr'd. bbl. 2 1/4	3 1/4¢ 4	Cinchonidine, P. & W	15¢ 20
Euphorbium, po. 35	10	Lobelia.	35¢ 40	Cinchonidine, Germ	7¢ 14
Galbanum.	1 00	Pharlaris Canarian.	3 1/4¢ 4	Cocaine.	5 55¢ 5 75
Gamboge po.	65¢ 70	Rapa.	4 1/2¢ 5	Corks, list, dis. pr. et.	65
Guaiacum, po. 35	35	Sinapis Albu.	70¢ 8	Creosotum.	35
Kino.	40	Sinapis Nigra.	11¢ 12	Creta.	2
Mastic.	40	Spiritus		Creta, prep.	5
Myrrh.	40	Frumentum, W. D. Co.	2 00¢ 2 50	Creta, precip.	11
Opil.	40¢ 45	Frumentum, D. F. R.	2 00¢ 2 25	Creta, Rubra.	8
Shellac.	40¢ 45	Frumentum.	1 25¢ 1 50	Crocus.	50¢ 55
Shellac, bleached.	40¢ 45	Juniperis Co. O. T.	1 65¢ 2 00	Cudbear.	24
Tragacanth.	50¢ 80	Juniperis Co.	1 75¢ 2 00	Cupri Sulph.	50¢ 6
Herba		Sacharum N. E.	1 90¢ 2 10	Dextrine.	10¢ 12
Absinthium, oz. pkg	25	Spt. Vini Galii.	1 75¢ 2 00	Ether Sulph.	75¢ 90
Eupatorium, oz. pkg	25	Vini Oporto.	1 25¢ 2 00	Emery, all numbers	8
Lobelia, oz. pkg	25	Vini Alba.	1 25¢ 2 00	Emery, po.	6
Majorum, oz. pkg	28	Sponges		Ergota, po. 40	30¢ 35
Mentha Pip. oz. pkg	23	Florida sheeps' wool	2 50¢ 2 75	Flake White.	12¢ 15
Mentha Vir. oz. pkg	25	Nassau sheeps' wool	2 50¢ 2 75	Galla.	23
Rue, oz. pkg	39	carriage.	2 00	Gambier.	80¢ 9
Tanacetum, oz. pkg	32	Velvet extra sheeps'	2 00	Gelatin, Cooper.	60
Thymus, V. oz. pkg	25	wool, carriage.	1 10	Gelatin, French.	30¢ 50
Magnesia.		Extra yellow sheeps'	85	Glassware, flint, box	60, 10 & 10
Calcined, Pat.	55¢ 60	wool, carriage.	85	Less than box.	60
Carbonate, Pat.	20¢ 22	Grass sheeps' wool,	65	glue, brown.	9¢ 12
Carbonate, K. & M.	20¢ 25	carriage.	65	glue, white.	13¢ 25
Carbonate, Jennings	35¢ 36	Hard, for slate use.	75	Glycerina.	19¢ 25
Oleum		Yellow Reef, for	1 40	Giana Paradisi.	15
Absinthium.	3 25¢ 3 50	Syrops		Humulus.	25¢ 55
Amygdala, Dulc.	30¢ 50	Acacia.	50	Hydraag Chlor Mite	75
Amygdala, Amare.	8 00¢ 8 25	Aurant Cortex.	50	Hydraag Chlor Cor.	65
Anisi.	2 50¢ 2 60	Zingiber.	50	Hydraag Ox Rub'm.	85
Aurant Cortex.	2 30¢ 2 40	Ipecac.	60	Hydraag Ammoniat	95
Bergamii.	3 00¢ 3 20	Ferri Iod.	50	Hydraag Unguentum	45¢ 55
Cajiputi.	70¢ 75	Rhei Arom.	50	Hydrargrum.	60
Caryophylli.	53¢ 58	Smilax Officinalis.	50¢ 60	Ichthyobolla, Am.	1 25¢ 1 50
Cedar.	35¢ 65	Senega.	50	Indigo.	75¢ 1 00
Chenopadi.	2 50	Scilla.	50	Iodine, Resubi.	3 80¢ 3 90
Cinnamoni.	2 25¢ 2 30	Tinctures		Iodoform.	4
Citronella.	40¢ 45	Acacia.	50	Lupulin.	2 25

Morphia, S.P. & W.	1 75¢ 2 00	Sinapis.	18	Linseed, pure raw.	28	31
Morphia, S.N.Y. & Q.	1 65¢ 1 90	Sinapis, opt.	30	Linseed, boiled.	30	33
C. Co.	40	Snuff, Maccaboy, De	34	Neatsfoot, winter str	65	70
Moschus Canton.	65¢ 80	Voos.	34	Spirits Turpentine.	30	35
Myristica, No. 1.	65¢ 80	Soda Boras, DeVo's	7			
Nux Vomica, po. 20	15¢ 18	Soda Boras.	7			
Os Sepia.	15¢ 18	Soda Boras, po.	7			
Pepsin Saac, H. & P.	15¢ 18	Soda et Potas Tart.	26¢ 28			
D. Co.	1 00	Soda, Carb.	1 1/2¢ 2			
Picis Liq. N.N. 1/4 gal.	1 00	Soda, Bi-Carb.	3 1/2¢ 4			
doz.	2 00	Soda, Ash.	3 1/2¢ 4			
Picis Liq., quarts.	2 00	Soda, Sulphas.	3 1/2¢ 4			
Picis Liq., pints.	1 00	Spts. Cologne.	2 60			
Pil Hydrag. po. 80	50	Spts. Ether Co.	50¢ 55			
Pil Nigra, po. 22	50	Spts. Myrcia Dom.	2 00			
Piper Alba, po. 35	50	Spts. Vini Rect. bbl.	2 37			
Plix Burgun.	7	Spts. Vini Rect. 1/2 bbl.	2 42			
Plumbi Acet.	10¢ 12	Spts. Vini Rect. 10 gal.	2 45			
Pulvis Ipecac et Opil	1 10¢ 1 20	Spts. Vini Rect. 5 gal.	2 47			
Pyrethrum, boxes H.	1 25	Less 5c gal. cash 10 days.				
& P. D. Co., doz.	27¢ 30	Strychnia, Crystal.	1 40¢ 1 45			
Pyrethrum, pv.	80¢ 10	Sulphur, Subl.	2 1/2¢ 3			
Quinia, S. P. & W.	31¢ 36	Sulphur, Roll.	2¢ 2 1/2			
Quinia, S. German.	25¢ 30	Tamarinds.	80¢ 10			
Quinia, N.Y.	25¢ 30	Terebenth Venice.	28¢ 30			
Rubia Tincturum.	12¢ 14	Theobromæ.	42¢ 45			
Saccharum Lactis pv	24¢ 26	Vanilla.	9 00¢ 16 00			
Salacin.	3 00¢ 3 10	Zinci Sulph.	70¢ 8			
Sanguis Draconis.	40¢ 50					
Sapo, W.	12¢ 14					
Sapo, M.	10¢ 12					
Sapo, E.	15					
Siedlitz Mixture.	20					

Hazeltine & Perkins
Drug Co.

Importers and Jobbers of

DRUGS

Patent Medicines
Chemicals and

DEALERS IN

PAINTS,
OILS and
VARNISHES

Full line of staple druggists' sundries.
We are sole proprietors of Weatherly's Michigan Catarrh Remedy.
We have in stock and offer a full line of WHISKIES, BRANDIES,
GINS, WINES AND RUMS.
We sell liquors for medicinal purposes only.
We give our personal attention to mail orders and guarantee satisfac-
tion.
All orders shipped and invoiced the same day we receive them
Send a trial order.

Hazeltine & Perkins Drug Co.,
Grand Rapids.

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora 55 6 00 Castor Oil 50 7 00 Diamond 50 7 50 Frazer's 75 9 00 IXL Golden, tin boxes 75 9 00 Mica 70 8 00 Paragon 55 6 00 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 BATH BRICK. American 70 English 80	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 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 00 Jersey 17 00 McLaughlin's XXXX 17 00	COUPON BOOKS.   TradeMan Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Economic Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00  Universal Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Superior Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books 1 00 50 books 2 00 100 books 3 00 250 books 6 25 500 books 10 00 1000 books 17 50 Credit Checks. 500, any one denom'n 3 00 1000, any one denom'n 5 00 2000, any one denom'n 8 00 Steel punch 75	FARINACEOUS GOODS. Biscuitine. 3 doz. in case, per doz. 1 00 Farina. Bulk 3 Grits. Walsh-DeRoo Co.'s 2 00 Hominy. Barrels, 50 lb drums 3 25 Flake, 50 lb drums 1 50 Lima Beans. Dried 4 Macaroni and Vermicelli. Domestic, 10 lb. box 60 Imported, 25 lb. box 2 50 Pearl Barley. Empire 2 1/2 Chester 1 1/2 @ 2 Peas. Green, bu 90 Split, per lb. 2 1/2 Rolled Oats. Rolled Avena, bbl 3 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, 1/2 bbl 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	Souder's. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. doz 75 2 oz 1 20 4 oz 1 50 Regular Vanilla. doz 2 40 2 oz 1 20 4 oz 2 40 XX Grade Lemon. 2 oz 1 50 4 oz 3 00 XX Grade Vanilla. 2 oz 1 75 4 oz 3 50 FLY PAPER. Tanglefoot. "Regular" Size. Less than one case, per box 32 One to five cases, per case 2 75 Five to ten cases, per case 2 65 Ten cases, per case 2 55 "Little" Tanglefoot. Less than one case, per box 13 One to ten cases, per case 1 45 Ten cases, per case 1 40 GELATINE. Knox's sparkling 1 10 Knox's acidulated 1 20 GUNPOWDER. Rifle-Dupont's. Kegs 4 00 Half Kegs 2 25 Quarter Kegs 1 25 1 lb cans 4 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	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 PIES. 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 1/2 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 1/2 SALERATUS. Packed 60 lbs. in box. Church's 3 30 Deland's 3 15 Dwight's 3 30 Taylor's 3 00 SAL SODA. Granulated, bbls 1 10 Granulated, 100 lb cases 1 50 Lump, bbls 1 Lump, 145 lb kegs 1 10 SEEDS. Anise 13 Canary, Smyrna 6 Caraway 10 Cardamon, Malabar 80 Hemp, Russian 4 Mixed Bird 4 1/2 Mustard, white 6 1/2 Poppy 8 Rape 4 Cattle Bone 20 SNUFF. Scotch, in bladders 37 Maccaboy, in jars 35 French Rappee, 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 70 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, Cochinchina 20 Ginger, Jamaica 22 Mace, Batavia 60 @ 65 Mustard, Eng. and Trieste 25 Mustard, Trieste 25 Nutmegs 40 @ 60 Pepper, Singapore, black 12 Pepper, Singapore, white 18 Pepper, Cayenne 17 @ 20 Sage 18 "Absolute" in 1/4 lb. Packages. Allspice 65 Cinnamon 75 Cloves 70 Ginger, Cochinchina 75 Mace 2 10 Mustard 75 Nutmegs 2 10 Pepper, cayenne 75 Pepper, white 75 Pepper, black shot 60 Saigon 1 50 "Absolute" Butcher's Spices. Wiener and Butcher 16 Pork Sausage 16 Bologna and Smoked S'ge 16 Liver S'ge and H'd Cheese 16
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SALT.

Diamond Crystal.

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

Common Grades.

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

Worcester.

50 4 lb. cartons.....	3 25
115 2 1/2 lb. sacks.....	4 00
60 5 lb. sacks.....	3 75
22 14 lb. sacks.....	3 50
30 10 lb. sacks.....	3 50
28 lb. linen sacks.....	3 25
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.

Crow.....	3 10
German Family.....	2 15
American Grocer 100s.....	3 30
American Grocer 60s.....	2 75
Mystic White.....	2 80
Lotus.....	3 90
Oak Leaf.....	2 95
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.

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

Lautz Bros. & Co.'s brands.

Acme.....	3 25
Cotton Oil.....	5 75
Marseilles.....	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

Thompson & Chute's Brand.

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

Allen B. Wrisley's brands.

Old Country, 80 1-lb. bars.....	3 00
Good Cheer, 60 1-lb. bars.....	3 90
Uno, 100 1/2-lb. bars.....	2 80
Doll, 100 10-oz. bars.....	2 25



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 25
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 Confec. A.....	4 75
Confec. Standard A.....	4 62
No. 1.....	4 50
No. 2.....	4 50
No. 3.....	4 50
No. 4.....	4 50
No. 5.....	4 44
No. 6.....	4 37
No. 7.....	4 25
No. 8.....	4 12
No. 9.....	4 06
No. 10.....	4 00
No. 11.....	3 94
No. 12.....	3 87
No. 13.....	3 81
No. 14.....	3 75
No. 15.....	3 56

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

S. C. W.....	35 00
H. & P. Drug Co.'s brand.....	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.....	5 00
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Lemons.

Strictly choice 300s.....	2 50
Strictly choice 300s.....	2 40
Fancy 300s.....	2 40
Fancy 300s.....	2 40

Bananas.

A definite price is hard to name, as it varies according to size of bunch and quality of fruit.

Medium bunches.....	1 25 @ 1 50
Large bunches.....	1 75 @ 2 00

Foreign Dried Fruits.

Figs, New California.....	12 1/2 @ 12
Figs, Choice Layers.....	10 1/2 @ 9
Figs, Natural in bags.....	8 @ 5
Dates, Fards in 10 lb boxes.....	7 @ 7
Dates, Fards in 60 lb cases.....	6 @ 6
Dates, Persians, G. M. K., 60 lb cases.....	4 1/2 @ 4 1/2
Dates, Sairs 60 lb cases.....	3 1/2 @ 3 1/2

Candies.

Stick Candy.

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

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

Mixed Candy.

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

Fancy-In Bulk.

Lozenges, plain.....	@ 8 1/2
Lozenges, printed.....	@ 8 1/2
Choc. Drops.....	11 @ 14
Choc. Monumentals.....	@ 13
Gum Drops.....	@ 5
Moss Drops.....	@ 8 1/2
Sour Drops.....	@ 9
Imperials.....	@ 9 1/2

Fancy-In 5 lb. Boxes.

Lemon Drops.....	@ 50
Sour Drops.....	@ 50
Peppermint Drops.....	@ 60
Chocolate Drops.....	@ 65
H. M. Choc. Drops.....	@ 75
Gum Drops.....	@ 35
Licorice Drops.....	@ 75
A. B. Licorice Drops.....	@ 50
Lozenges, plain.....	@ 55
Lozenges, printed.....	@ 60
Imperials.....	@ 60
Mottos.....	@ 65
Cream Bar.....	@ 50
Molasses Bar.....	@ 50
Hand Made Creams.....	80 @ 90
Plain Creams.....	60 @ 80
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.....	5 @ 7
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Fore quarters.....	3 1/2 @ 4 1/2
Hind quarters.....	7 @ 8
Loins No. 3.....	9 @ 12
Ribs.....	7 1/2 @ 9 1/2
Chucks.....	5 1/2 @ 6 1/2
Plates.....	2 1/2 @ 3

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

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

Veal.....	5 1/2 @ 7 1/2
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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.....	5 1/2
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Seymour XXX, 3 lb. carton.....	5 1/2
Family XXX, 3 lb. carton.....	5 1/2
Family XXX, 3 lb. carton.....	5 1/2
Salted XXX, 3 lb. carton.....	5 1/2
Salted XXX, 3 lb. carton.....	5 1/2

Soda XXX.....	6
Soda XXX, 3 lb. carton.....	6 1/2
Soda, City.....	7
Zephyrette.....	10
Long Island Wafers.....	11
L. I. Wafers, 1 lb carton.....	12

Square Oyster, XXX.....	5 1/2
Sq. Oys. XXX, 1 lb carton.....	5 1/2
Farina Oyster, XXX.....	5 1/2

SWEET GOODS-Boxes.....	10 1/2
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Animals.....	10 1/2
Bent's Cold Water.....	12
Belle Rose.....	8
Cocoonant Taffy.....	8
Coffee Cakes.....	8
Frosted Honey.....	11
Graham Crackers.....	8
Ginger Snaps, XXX round.....	6 1/2
Ginger Snaps, XXX city.....	6 1/2
Gin. Snps. XXX home made.....	6 1/2
Gin. Snps. XXX scalloped.....	6 1/2
Ginger Vanilla.....	8
Imperials.....	8
Jumbles, Honey.....	11
Molasses Cakes.....	8
Marshmallow.....	15
Marshmallow Creams.....	16
Pretzels, hand made.....	8 1/2
Pretzels, Little German.....	8 1/2
Sugar Cake.....	8
Sultanas.....	12
Sears' Lunch.....	7 1/2
Sears' Zephyrette.....	10
Vanilla Square.....	8
Vanilla Wafers.....	14
Pecan Wafers.....	15 1/2
Fruit Coffee.....	10
Mixed Picnic.....	10 1/2
Pineapple Glace.....	15 1/2

Grains and Feedstuffs

Wheat.

Wheat.....	55
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Winter Wheat Flour.

Local Brands.....	3 70
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Patents.....	3 70
Second Patent.....	3 70
Straight.....	3 00
Clear.....	2 60
Graham.....	2 75
Buckwheat.....	3 00
Rye.....	2 50
Subject to usual cash discount.....	

Flour in bbls., 25c per bbl. additional.....	
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Warden Grocer Co.'s Brand.....	3 35
Quaker, 1/2s.....	3 35
Quaker, 1/4s.....	3 35
Quaker, 1/8s.....	3 35

Spring Wheat Flour.

Olney & Judson's Brand.....	3 80
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Ceresota, 1/2s.....	3 80
Ceresota, 1/4s.....	3 70
Ceresota, 1/8s.....	3 65
Ball-Barnard-Putman's Brand.....	3 70
Grand Republic, 1/2s.....	3 70
Grand Republic, 1/4s.....	3 65
Grand Republic, 1/8s.....	3 65
Warden Grocer Co.'s Brand.....	3 85
Laurel, 1/2s.....	3 85
Laurel, 1/4s.....	3 75
Laurel, 1/8s.....	3 65
Lemon & Wheeler Co.'s Brand.....	3 80
Parisian, 1/2s.....	3 70
Parisian, 1/4s.....	3 70
Parisian, 1/8s.....	3 65

Meal.

Bolted.....	1 60
Granulated.....	1 85

Feed and Millstuffs.

St. Car Feed, screened.....	12 00
No. 1 Corn and Oats.....	11 50
No. 2 Feed.....	11 00
Unbolted Corn Meal.....	11 00
Winter Wheat Bran.....	8 00
Winter Wheat Middlings.....	9 00
Screenings.....	8 00
The O. E. Brown Mill Co. quotes as follows:	

Corn.....	27
Less than car lots.....	29

Oats.

Car lots.....	20
Less than car lots.....	24

Hay.

No. 1 Timothy carlots.....	9 50
No. 1 Timothy, ton lots.....	11 00

Fish and Oysters

Fresh Fish.

Parisian, $\frac{1}{8}$ s.....	3 80
Parisian, $\frac{1}{4}$ s.....	3 50

Fruits and Produce.

Fancy Cheese Come under the Head of Filled Cheese.

Makers of fancy cheese will be greatly surprised by the following opinion, just rendered by Acting Commissioner Wilson of the U. S. Treasury Department:

Washington, D. C., Sept. 12—Your letter of Sept. 10 has been received enquiring as to any ruling that has been made by the Treasury Department with reference to the effect of the "filled cheese" law on the manufacture of several fancy forms of cheese upon our domestic market. You describe this cheese as "of high grade and quality, put up in small packages of paper, wood or porcelain, and sold at high prices," under such names as "Club House Cheese," "Meadow Sweet Cheese," "American Cheese Food," etc.; and you say: "While the best New York and Wisconsin State factory cheese is the basis and forms the bulk of these articles, they are variously prepared and contain olive oil, cottonseed oil, butter fat and whey syrup, always added in very small quantities and solely for the purpose of improving the consistency of the preparation and its keeping quality. In some cases a little wine or brandy is added, to increase the flavor."

There has not been, up to this date, a case presented from any collection district with samples of this fancy cheese for examination; but it appears, from an examination of the first and second sections of the Act of June 6, 1896, imposing a tax on "filled cheese," and a special tax on the manufacturers thereof and the dealers therein, that the fancy cheese which you describe must be held to be "filled cheese" within the meaning of this act.

The language is such as apparently leaves no room for any other construction, the definition of cheese in the first section precluding every "food product" from being regarded as cheese except that "which is made from milk or cream without the addition of butter, or any animal, vegetable or other oils or fats foreign to such milk or cream," and the definition of "filled cheese" in the second section requires that every substance or compound in the form of cheese shall be regarded as "filled cheese" when it is "made of milk or skimmed milk, with the admixture of butter, animal oils or fats, vegetable or any other oils, or compounds foreign to such milk."

To hold that cheese, as it is defined by the first section of the act may be broken up and manipulated and mixed with olive oil, or cottonseed oil, or butter fat and whey syrup, even in small quantities, and still be regarded as cheese and not as "filled cheese," would, it seems to me, be a construction for which it would be difficult, if not absolutely impossible, to find warrant in the plain terms of the statute, and which would inevitably lead to operations tending to the defeat of the "filled cheese" law.

G. W. WILSON,
Acting Commissioner.

The Influence of Clerks.

Correspondence San Francisco Grocer.

I once heard a clerk in one of the leading grocery stores in Los Angeles boast that he knew by name 2,000 customers whom he was in the habit of waiting on. The man was a very hard worker. He left his employer, and started later in the grocery business on his own account, and within a block of the old place, but eventually failed.

The clerk, in this instance, came out of the best store in Los Angeles, and therefore the result was less remarkable. Other clerks from smaller stores in the same town I have known to be quite successful on their own account after leaving their employers. But it is a great mistake for clerks who, in serving their employer, are on friendly terms with many people to imagine that, in the event of their quitting him, they could, for that reason, control an appreciable amount of his trade.

Of course, it is a fact that some clerks have gained and held positions for no other reason than for the customers they attracted from their last employer. I have had clerks who were discharged from one store frankly own to me that they made a canvass of their late bosses' customers, and succeeded in getting so many.

Most grocers, in cases of this description, are, we suppose, contented to accept the fortune of war. But I found one man who ran his store with an eye to such emergencies.

He was manager of one of the largest stores in his town. When I was in there some one came up to him and said, "Mr. —, Mrs. — ordered some chipped beef, and says she wants you to cut it for her, because you always cut off all the rusty parts."

Well, he cut the beef, but while he was doing it, he told me that, if that same lady made that request again, he would deny cutting the chipped beef any better than the boys.

"Because," he continued, "while we believe in doing everything possible to please customers, we don't want them to think there is only one man in the store capable of giving them satisfaction. I don't believe, either, in educating a customer to expect to be waited on invariably by the same clerk, for exactly the same reason."

The Parcels Post.

There is in this country a strong movement on foot at the present time to obtain low rates of postage on parcels containing dry goods, groceries, boots and shoes, clothing, hats, caps, hardware, etc. It is a movement in which the big storekeepers in our large cities are interested and are promoting to the utmost extent of their ability. Little has been said about it in the papers, because the promoters do not desire that it should have publicity until the new order of things which they desire shall be in force and operation.

Should they ultimately obtain what they desire, it will, undoubtedly, be a knockout blow to many a retailer. Such an order of things exists in England and Australia, and to show how it is working in the latter country we reprint the following editorial from a late issue of the Sydney Storekeeper:

"Against fair competition no sensible man will utter a complaint. He knows that life is a battle, and all the best qualities of his nature assert themselves and nerve him for the strife. Competition, rightly understood, is a splendid teacher. It teaches a man how to use and develop his powers; it teaches him that success is only to be achieved by hard, concentrated, unremitting effort, and no one in whom the spirit of manhood is strong will ever bemoan the intensity of the struggle. All he asks for is a fair field and no favor."

"But this, unfortunately, is just what modern innovations are denying to and filching from the storekeepers of New South Wales. There is a growing tendency for the state to interfere and assist the big man at the expense of the little man. The parcels post is a case in point. It is practically a bonus wrung from the pockets of the country storekeepers and given to the large retailers in Sydney, who are availing themselves more and more every day of the enormous advantage which this cheap system of carriage gives them."

A delicate instrument, says Invention, has been designed by Mr. Horace Darwin which will indicate slow tilts and pulsations of the earth's crust of less than 1-300 of a second, or an angle less than that subtended by a line an inch long at a distance of 1,000 miles. It consists of a circular mirror suspended from brackets on an upright by two wires of very unequal length. Slight tilting of the upright causes exaggerated motion of the mirror, and the spot of reflected light moved half an inch when a finger was laid gently on the marble window set supporting the apparatus.

If some people couldn't find anything to hide behind they would be always on the run.

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.

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.

Sweet Potatoes

BANANAS, MELONS, PLUMS, GRAPES.

STILES & PHILLIPS,

Wholesale Fruits and Produce, GRAND RAPIDS.

Telephone 10.

Peaches, Sweet Potatoes, Lemons,
— CRANBERRIES —

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 Foreign and Domestic Fruits, Vegetables,
Produce, Poultry and Game of all kinds.



H. M. BLIVEN,
WHOLESALE AND RETAIL FISH, POULTRY AND GAME.

OYSTERS

106 CANAL STREET,

GRAND RAPIDS, MICH.

Silver Leaf Flour

Manufactured by MUSKEGON MILLING CO., Muskegon, Mich.

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.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, Sept. 12—Everything is swallowed up in politics. It seems as if every man, woman and child was reading. On ferry boats, trains and in stores, you hear the sound of political discussion. Never was there a period when so much thinking was done by the average voter. He is studying the matter and doubtless there will be some surprises all around.

Of course, it affects business—this unceasing agitation. At noon the commercial travelers assemble in a big hall at Broadway and Prince street and listen to some popular Republican speaker. Then one would think that all the enthusiasm in the country centered upon these travelers. No set of men can yell louder or longer than the drummers.

The markets are uncertain. Coffee shows great weakness and the decline for Rio No. 7 has gone steadily on, so that 10c is reached, and even this might be shaded. Buyers have been conspicuous by their absence and the sales made were for sorting up or to meet everyday requirements. Maracaibos and choice grades of some other West Indian sorts have sold pretty well and the enquiry has increased from day to day, on Thursday reaching something like 4,000 bags of all kinds. The speculative market was lively, as news of injury to crops came by cable and sent prices up several points until "later" dispatches said that rains had fallen and the crop was in a fair condition.

Teas, for a wonder, have actually shown some life during the week, but this state of affairs is probably only temporary. The enquiry was mostly for the better grades and prices were very fair. For the ordinary kinds, the average volume of business has been done.

Sugars have remained without change. Prices will be no lower next week, it is promised, and it is generally supposed there will be no advance either. There has been no very great demand, but enough to prevent any accumulation. For raws the quotations are nominal and the market steady. The supplies are quite liberal.

Supplies of rice are light and likely to continue so. Dealers are in an easy frame of mind and are not urging sales. Primary markets are reported firm and the outlook is for well-held rates.

The spice market shows very little change. Enquiry develops few orders coming to hand and those for very small re-assorting lots. Still, matters might be worse and dealers express a degree of confidence in the future.

During the last two weeks an increasing demand for molasses has been going on and the improvement is very substantial. While no perceptible advance has been made in quotations, the situation is one that will warrant an appreciation before long. Well-posted dealers say that it is a good time to make purchases. Prime to choice open kettle, 35@37c. Centrifugal, prime to choice, 21@25c.

For the better grades of syrups there exists a steady demand. No large amount is called for in any one order, but the orders are numerous and, taking them altogether, the amount is very respectable. The market is closely sold up and holders profess great confidence in the future.

The canned goods market is agitated over the substitution of bogus California labels on cans put up in Baltimore. The fruit is wretched and the action of the offending parties is strongly denounced by all honorable dealers. It is said that the guilty parties have actually gotten up a set of labels bearing imaginary California names, and the dealer who wishes to bend his conscience by dealing therein can have his choice of "artistic labels." As a matter of policy, this seems most short sighted and the action is sure to recoil upon the offenders. The market is very dull in nearly all lines. The pack of peaches and tomatoes will probably be rather disappointing as to quality and quantity.

No change has been made in quotations—certainly nothing has advanced.

A little more interest is displayed in dried fruits as the weather grows cooler, and dealers are feeling more confident as to the future. Prices cannot return much profit to the grower of fruits, but anything is better than nothing. Apricots, indeed, show some advance, and 12c is the most recent quotation, f. o. b. coast.

Lemons have advanced at auction about 50c per box, but in a jobbing way there has been no particular change. The demand has mostly been of a local nature and few orders of consequence have been received from out of town.

The supply of butter has been quite liberal, but the demand is much better, both locally and near the city, owing, probably, to the return of many who have spent the summer away from home. Best grades are still held, as last week, at 16½c. Under grades decline rapidly in value and are not wanted.

The cheese market is not as active as last week and dealers are at a loss to account for it, but with the advancing fall we shall likely have a turn for the better. Prices are practically unchanged.

Eggs have been advancing. The demand is excellent for fresh stock and the arrivals are showing up better than a week ago.

There has been a very firm market for domestic marrow beans and the closing rate is about \$1.25 per bushel. Pea beans are quiet at \$1.05. Export trade has been very dull.

Provisions have ruled dull and, on some lines, lower. Mess pork in job lots may be quoted at \$7.50@8.25. Family mess, \$9@10.50. Extra mess beef, in bbls., \$5.50@6. Western steam lard, 3½c.

New Yorkers in the large business buildings down town ought to be interested in the case of the Chicago clerk who threw a book agent forcibly out of his office, after refusing to take the man's card in to his employer and was justified by the Judge before whom he was tried for assault, who, in remitting the fine imposed on him, established as Chicago law the theory that such forcible measures in dealing with book agents were justifiable. In the corridors of most of the buildings here there hangs a sign announcing that book agents and others of their kind are positively prohibited from entering the offices, but these warnings have practically no effect. The book agent who shied at one of them would soon find the area of his endeavors very much limited, and the encouragement they receive in many places leads them to ignore the rules so ostentatiously displayed to keep them out. Many of them, men and women, are regular visitors at certain fixed times to the buildings which make this customary ineffectual effort to keep them out, and they are on good terms with the employees of the places, who are well acquainted with the purposes for which they come. Some of them are representatives of the best-known publishing firms, and they negotiate the sale of important and expensive publications. Many come with the veriest trash, but they all manage to gain admittance to the buildings which make the conventional effort to keep them out. The Chicago specimen is probably of a more virulent type than the kind of book agent known here. The New York book agents have departed from the conventional conception of their kind, and are generally so mild-mannered and polite a lot that their expulsion from the scenes of their labors would appear a hardship.

The specialization of industry which characterizes the East more and more each year does not as yet mark the West, where diversity of accomplishment commends the individual to fortune. A farrier of Oklahoma City announces that he shoes mules and repairs parasols and gasoline stoves, and on a noted Southwestern tourists' train the past season only men who could sing or play were employed as waiters. After meals they were to entertain passengers at free concerts.

NO MORE BROKEN EGGS

Every Grocer Who Uses



(No. 1 Holds One Doz. Eggs.)

THE DUPLEX EGG CARRIER

In which to deliver eggs to customers

SAVES MONEY.

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

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

F. J. ROHRIG, Jr.,
Wholesale and Retail Dealer inCOAL and WOOD---FLOUR and FEED
HAY and STRAW.

Recleaned Oats a Specialty.

Mack Ave. and Belt Line, DETROIT.

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 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: 741-749 Bellevue Ave.,
DETROIT, MICH.

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.

TRY DETROIT MARKETS

FOR FRUITS AND PRODUCE.

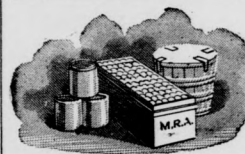
R. HIRT, JR., has finest location to get highest prices. Write
him at 34 and 36 Market Street.

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.

Use Tradesman Coupon Books and Avoid Loss

The Produce Market.

Apples—There is considerable enquiry for prices on late fruit, which leads local dealers to believe that better things are in store for winter fruit than was the case with the fall crop.

Butter—While there has been some falling off in the week's receipts, the condition of trade has been less favorable and the market, as a whole, has leaned slightly in buyers' favor. On the extreme high quality of fresh table butter former price has been maintained and, although the supply of such has been fully equal to current wants, there has been little or no surplus. With the exception of that grade, there has been more stock than could be sold and the tendency to accumulation at this season of year has caused a check to any effort to force the market up. With few exceptions holders have felt the necessity of encouraging every branch of the trade; in fact, there has been strong effort to find new outlets in the hope of reducing the holdings. Fancy dairy ranges 12@13c, while factory creamery is still held up to the 16c basis.

Cabbage—\$2@2.50 per 100 heads. The stock is fine, both in appearance and quality.

Carrots—20c per bu.

Celery—The price has dropped to 8@10c per bunch, in consequence of the maturing of a new crop, which is coming in very freely.

Cheese—A gradual but steady improvement has marked the course of the market during the past week. Nearly all the influences that have a bearing on the situation here have improved, and the market has responded fairly. There has been an entire absence of speculative buying. Just the ground for the present firmness is not clear, yet the conviction that the short summer make will certainly be felt later may have much to do with the changed conditions.

Crab Apples—20c per bu. Both quality and appearance are excellent.

Eggs—The general condition of the egg market during the past week has been very gratifying to most of the trade. The question whether or not the upward turn in prices was placing the markets of the country upon an unsafe basis, in view of the quantity of reserve goods to be sold, has been largely lost sight of in the present activity and firmness. Up to the close of last week the demand was active and strong. The labor holiday on Monday of last week and the subsequent occurrence of close Jewish holidays made dealers anxious to get some stock ahead of current needs, while the supply of fresh goods available seemed little or no larger than the actual daily requirements. Fancy candled stock still fetches 12½c. With conservative handling the prospects for the future would seem to be reasonably bright and favorable to a clearance of reserve eggs at a moderate profit. But there is still certainly danger of a bad wind up should the late fall and winter bring mild weather, and if early sellers can make only a light profit they at least clear themselves of the possibility of loss.

Egg Plant—75c per doz.

Grapes—Concord and Wordens bring 5c for 5 lb. and 7c for 8 lb. baskets. Catawbas and Niagaras bring 7c for 5 lb. and 10c for 10 lb. baskets.

Musk Melons—2½@3c apiece. The season is about at an end.

Peaches—This week is the tail end of several varieties. Crawfords bring about \$1, while Chilis and Smocks fetch 50@75c, according to quality. Smocks are not nearly so large this season as last, owing to the great amount of wet weather. The same is true of about all other varieties of peaches, the moist weather and frequent rains having resulted disadvantageously to the grower, proving conclusively that the peach crop can stand a dry season better than a wet one.

Pears—Bells are still coming in, commanding \$1 per bu.

Peppers—Green, 40c per bu.

Plums—A few Mountain Rose are coming in, fetching \$1 per bu.

Potatoes—Local growers are bringing in supplies quite freely, obtaining 25c

per bu. in full wagon loads and 30c in less quantity. The prospects for fall prices later on are more favorable than a week ago, reports of serious losses from stock rotting in the ground continuing to come in from all sections except Northern Michigan.

Quinces—\$1 per bu.

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

Tomatoes—10c per bu.

Purely Personal.

Henry J. Vinkemulder is rejoicing over the advent of a 9 pound boy. He is no clingstone.

Oscar F. Conklin is in Chicago, purchasing goods for the new firm of Conklin & Eason, at Ravenna.

Benj. Bosman, of the clothing firm of Bosman & Pieters, at Saugatuck, was in town last week and purchased his winter line of Wm. Connor, representing Michael Kolb & Son.

David Holmes, formerly in charge of the mercantile department of the Elk Rapids Iron Co., at Elk Rapids, was in town last week on his way to New York, where he will spend a fortnight among the friends of his boyhood. He is accompanied by his wife.

Chas. P. Hill, Manager of the mercantile department of the Chicago Lumbering Co., at Manistique, is enjoying an unexpectedly large demand for his "Complete Stock Book," which meets the requirements of the trade to a T. Mr. Hill is to be congratulated on his good fortune in devising a book which serves its purpose better than any other publication of the kind ever put on the market.

Flour and Feed.

The flour market during the past week has been very active and prices have been fairly well sustained. The market advanced toward the last of the week, in sympathy with wheat, and it now appears to be quite certain that the best grades of Michigan flour will be in good demand this year, for, while the crop of wheat is short in quantity, the quality is excellent and better flour has seldom, if ever, been made in Michigan than is being made this year. The city mills are running steadily and have a good many orders booked.

Mills stuffs are moving more freely as winter approaches. Eastern buyers are filling their warehouses at present low prices and will, no doubt, be well repaid for so doing.

Feed and meal are rather slow sale, although prices are the lowest they have been for years. This is accounted for, no doubt, from the fact that plenty of rain has given the farmers an abundance of fine fall pasture and the largest and finest crop of corn that Michigan has raised for many years.

WM. N. ROWE.

Pennsylvania, which formerly led among the states in the production of iron, now occupies fourth place. Michigan leads, with a total product last year of 5,812,444 tons, or more than one-third the total output of the whole country. Michigan's product shows an increase of 1,400,000 tons over that of the previous year, but is a considerable decrease as compared with the product of 1890, 1891 and 1892, a fact which is largely related to the protracted strike in the Marquette range, which affected not only the mining of ore, but prevented shipments from stock piles. Minnesota is second in point of production and Alabama third, while Pennsylvania's output is closely approached by that of Virginia, Wisconsin and Tennessee. In granite production Massachusetts leads

all other states. The reason for this preeminence is mainly that stone of all grades is to be found in the State, from the finest ornamental stock to such material as is adapted only to macadam or paving blocks. The quarries can thus adapt themselves to changing demands, as well as to periods of financial depression better than those of other regions in which the stone is restricted to fewer uses.

Willard Purchase, who has been conducting a grocery store at 780 South Division street, has purchased the grocery stock of Clark Ide, at Corinth, and removed his stock to that place. Later on he expects to add lines of dry goods and shoes.

The man who does not make the best of his opportunities in dull times is apt to be the biggest howler in bad times.

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.

FOR SALE—STOCK OF TINWARE, INCLUDING tools and patterns. Excellent location for good workman. Rent low. Reason for selling, other business. Neggle & Gordon, Hopkins Station, Mich. 107

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

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. Correspondence 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 \$5,000 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

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

MISCELLANEOUS.

WANTED—POSITION AS CHEMIST OR drug clerk; graduate of pharmacy school, Michigan University, degree Ph. C. Do not use liquor or tobacco. M. F. Nichols, 218 Scribner St., Grand Rapids. 104

TO RENT—BRICK STORE, 22x80, IN OPERA House Block; electric light; formerly Friedman & Co., dry goods; an A1 opening; only one other dry goods store for miles around. Enquire quick of L. Cole, Opera House Block, Mendon, Mich. 105

WANTED—TO EXCHANGE LADY'S SOLID gold watch for typewriter; must be in good condition; state make. Wm. Miller, Interlochen, Mich. 106

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. 96

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

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

A SINGLE MAN OF FIFTEEN YEARS' EXPERIENCE in a general store wishes position. Can give good references. Dick Starling, Central Lake, Mich. 89

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 Coogle Brothers, 178 South Water Street, Chicago, for daily market reports. 26

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

WANTED—SEVERAL MICHIGAN CENTRAL mileage books. Address, stating price, Vindex, care Michigan Tradesman. 969

Association Matters

Michigan Hardware Association

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

Michigan Retail Grocers' Association

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

Traverse City Business Men's Association

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

Grand Rapids Retail Grocers' Association

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

Owosso Business Men's Association

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

Jackson Retail Grocers' Association

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

Alpena Business Men's Association

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

Lansing Retail Grocers' Association

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

Grand Rapids Retail Meat Dealers' Association

President, L. J. KATZ; Secretary, PHILIP HILBER; Treasurer, S. J. HUFFORD.

"Not Worth His Salt."

The dealer who sells DIAMOND CRYSTAL SALT never gets such a reputation.

See Price Current.

DIAMOND CRYSTAL SALT CO., St. Clair, Mich.

MASON'S FRUIT JARS



Fresh Stock just in.

Send Order Direct to us.

Prompt shipment if unsold on receipt.

PRICES TODAY:

Pints, porcelain-lined cap, per gross..... 86 75
Quarts, porcelain-lined cap, per gross..... 7 00
Half Gallons, porcelain-lined cap, per gross 8 00
Caps and Rubbers, extra, per gross..... 2 75
Rubbers, packages, 1 gross (soft black)..... 30
No charge package or cartage.

AKRON STONEWARE

Prepare for extra sale this season on Butter Jars, all sizes, Preserve Jars, Tomato or Fruit Jugs and Corks.
Mail orders direct for prompt shipment.

JELLY TUMBLERS

½ pint, tin top, per dozen..... 18
½ pint, tin top, per dozen..... 20
Barrels, 35 cents.
½ pint, tin top, per box of 6 dozen..... 1 55
½ pint, tin top, per box of 9 dozen..... 1 75
Boxes 00.
Prices subject to change.

H. LEONARD & SONS,
GRAND RAPIDS, MICH.

S.C.W.

SOLD BY ALL JOBBERS IN THE STATE AND

Standard Oil Co.

OILS

Highest Price paid for Empty Carbon and Gasoline Barrels

SWEETENS RANCID BUTTER



COLORS BEAUTIFULLY

Don't forget the Tradesman when writing.

TARTARINE

For Sale by all Wholesale Grocers.

TRADESMAN COUPONS

It Has No Equal



We know it because we sell more each year.
The Jobber sells more!
The Retailer sells more!
The Consumer buys more!
The Babies cry for more, and more mothers write us
stating that the

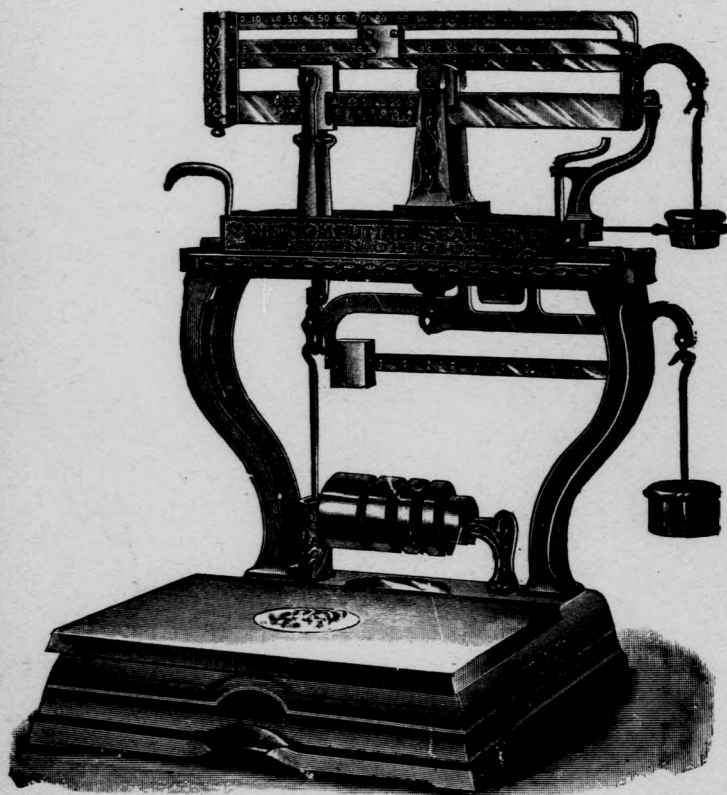
Gail Borden Eagle Brand Condensed Milk

Is unequalled as a food for infants.

It Pays to Handle Such Goods

For Quotations See Price Columns

THERE'S MONEY



MADE BY USING

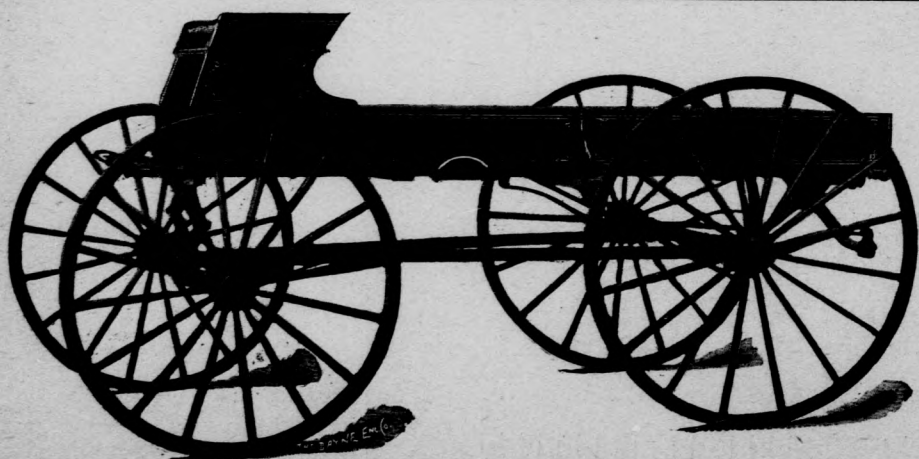
**THE DAYTON AUTOMATIC
COMPUTING SCALE SYSTEM**

Recommended by over 30,000 Merchants.

The Computing Scale Co.,

Dayton, Ohio, U. S. A.

Don't be a Waiter!
Order now!



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.