

"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.

TARTARINE

The new substitute for
Cream of Tartar,

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

Manufactured by

WOLVERINE SPICE CO.,

Grand Rapids, Mich.

For Sale by all Wholesale Grocers.

Tendency of the Times

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

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

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

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

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

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

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

TRADESMAN COMPANY,
GRAND RAPIDS, MICH.

Established 1780.

Walter Baker & Co., Ltd.

Dorchester, Mass.,
The Oldest and

Largest Manufacturers of

PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES

on this Continent.

No Chemicals are used in their manufactures.

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

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

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

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

Walter Baker & Co.'s

goods, made at

Dorchester, Mass.

**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.

ONLY FRESH CRACKERS

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

CHRISTENSON BAKING CO.

GRAND RAPIDS, MICH.

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

We carry a stock of cake tallow for mill use.

Nos. 122 and 124 Louis St.,

Grand Rapids.

Ruberoid Ready Roofing

Will last longer than any other roofing now on the market. We have full faith in its merits. But if you want other kinds we always have them at reasonable prices. Let us quote you prices, if you need roofing of any sort.

H. M. REYNOLDS & SON,

Detroit Office, foot of 3d Street.

GRAND RAPIDS, MICH.

TRY THE FAMOUS

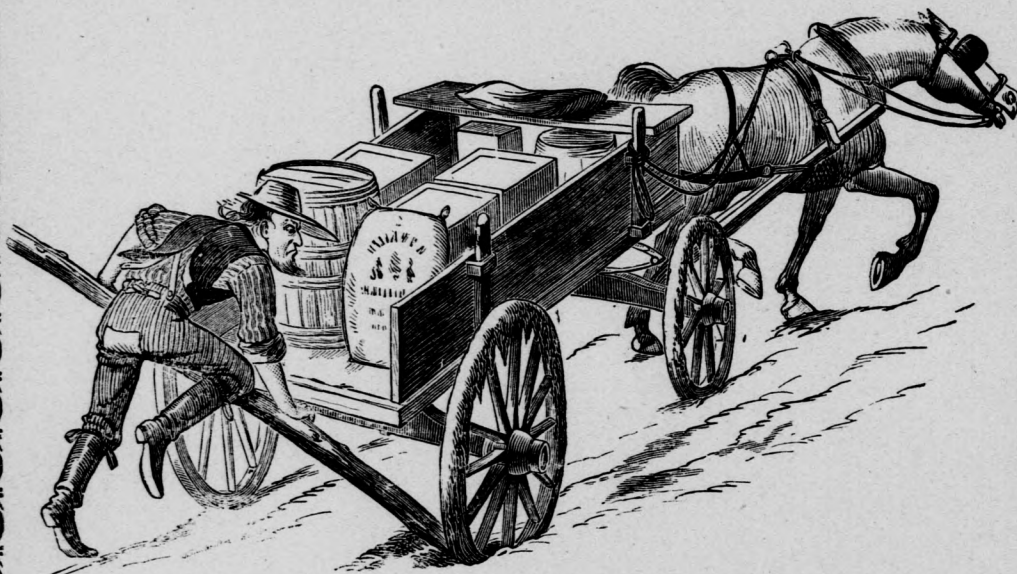
S.C.W.

5 CENT CIGAR.

SOLD BY ALL JOBBERS IN THE STATE AND

G. J. JOHNSON CIGAR CO., Grand Rapids.

Get Out of the Old Rut



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

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

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

TRADESMAN COMPANY,

GRAND RAPIDS, MICH.

Travelers' Time Tables.

CHICAGO and West Michigan R'y

June 28, 1896

Going to Chicago.
Lv. G. R. 5:45am 1:25pm 6:30pm 11:30pm
Ar. Chi. 11:50am 6:50pm 2:00am 6:50am
Returning from Chicago.
Lv. Chicago 7:30am 5:00pm 9:30pm
Ar. G'd Rapids 1:25pm 10:40pm 3:45am
Muskegon via Waverly.
Lv. G'd Rapids 5:45am 1:25pm 6:30pm
Ar. G'd Rapids 9:15am 5:15pm 10:40pm
Muskegon and Pentwater via Sparta.
Lv. G'd Rapids 5:30pm Ar. G'd Rapids 9:30am
Manistee, Traverse City and Petoskey.
Lv. G'd Rapids 7:20am 5:35pm 11:30pm
Ar. Manistee 12:15pm 10:30pm
Ar. Traverse City 12:25pm 11:10pm 5:00am
Ar. Charlevoix 2:55pm 7:30am
Ar. Petoskey 3:25pm 8:00am
Ar. Bay View 3:35pm 8:10am
Trains arrive from north at 1:10 p.m., 5:00 p.m., and 9:50 p.m.

PARLOR AND SLEEPING CARS.

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

DETROIT, Lansing & Northern R'y

Nov. 24, 1895

Going to Detroit.
Lv. Grand Rapids 7:00am 1:30pm 5:25pm
Ar. Detroit 11:40am 5:40pm 10:10pm
Returning from Detroit.
Lv. Detroit 7:40am 1:10pm 6:00pm
Ar. Grand Rapids 12:30pm 5:20pm 10:45pm
Saginaw, Alma and St. Louis.
Lv. G R 7:35am 5:00pm Ar. G R 11:35am 11:00pm
To and from Lowell.
Lv. Grand Rapids 7:40am 1:30pm 5:25pm
Ar. from Lowell 12:30pm 5:20pm
THROUGH CAR SERVICE.
Parlor cars on all trains between Grand Rapids and Detroit. Parlor car to Saginaw on morning train. Trains run week days only.
Geo. DeHaven, General Pass. Agent.

GRAND Trunk Railway System

Detroit and Milwaukee Div.

Eastward.
+No. 14 +No. 16 +No. 18 *No. 82
Lv. G'd Rapids 6:45am 10:20am 3:25pm 11:00pm
Ar. Ionia 7:40am 11:25am 4:27pm 12:35am
Ar. St. Johns 8:25am 12:17pm 5:20pm 1:25am
Ar. Owosso 9:00am 1:20pm 6:05pm 3:00am
Ar. E. Saginaw 10:50am 3:40pm 8:00pm 6:40am
Ar. Bay City 11:30am 4:35pm 8:37pm 7:15am
Ar. Flint 10:05am 3:45pm 7:05pm 5:40am
Ar. Pt. Huron 12:05pm 5:50pm 8:50pm 7:30am
Ar. Pontiac 10:53am 3:05pm 8:25pm 5:37am
Ar. Detroit 11:50am 4:05pm 9:25pm 7:05am
Westward.
For G'd Haven and Intermediate Pts. 6:40am
For G'd Haven and Muskegon 11:30pm
For G'd Haven and Intermediate Pts. 10:05pm
For G'd Haven and Chicago 7:40pm
For G'd Haven and Milwaukee 10:05pm
†Daily except Sunday. *Daily. Trains arrive from the east, 6:35a.m., 12:50p.m., 4:45p.m., 10:00p.m. Trains arrive from the west, 6:40a.m., 5:15a.m., 10:10a.m., 3:15p.m., 7:05p.m.
Eastward—No. 14 has Wagner Parlor Buffet car. No. 8 Parlor car. No. 82 Wagner sleeper.
Westward—No. 11 Parlor car. No. 15 Wagner Parlor Buffet car. No. 81 Wagner sleeper.
JAS. CAMPBELL, City Ticket Agent.

GRAND Rapids & Indiana Railroad

Sept. 6, 1896.

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

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

Muskegon Trains.
GOING WEST.
Lv. G'd Rapids 7:25am 11:00pm 5:40pm 10:00am
Ar. Muskegon 8:50am 2:10pm 7:05pm 10:25am
Lv. Muskegon (Steamer) 7:45pm
Ar. Milwaukee (Steamer) 4:00am
GOING EAST.
Lv. Milwaukee (Steamer) 8:00pm
Ar. Muskegon (Steamer) 5:00am
Lv. Muskegon 8:00am 11:45am 4:00pm 8:30pm
Ar. G'd Rapids 9:20am 12:55pm 5:20pm 7:55pm
Steamer leaves Muskegon, Monday, Wednesday and Friday. Leaves Milwaukee, Tuesday, Thursday and Saturday.
†Except Sunday. *Daily. †Sunday only.
A. ALMQUIST, C. L. LOCKWOOD,
Ticket Agt. Un. Sta. Gen. Pass. & Tkt. Agt.

Save Trouble
Save Losses
Save Dollars

TRADESMAN COUPONS

MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 23, 1896.

Number 679

COMMERCIAL CREDIT CO., Ltd.

ESTABLISHED 1886.

Reports and Collections.

411-412-413 Widdicombe Bldg. Grand Rapids.

COLUMBIAN TRANSFER COMPANY

Carriages, Baggage and Freight Wagons....

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

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

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

GRAIN VS. POTATOES.

Reasons for the Present Freight Classification.

The question of discrimination of freight rates in classification so as to make the freight on potatoes from 5 to 20 per cent. more than on wheat becomes a live one as the season for shipment approaches. This seems to be one of the arbitrary discriminations of the railway companies for which no one can give an adequate reason. The matter was made the subject of discussion at the meeting of the Michigan Retail Grocers' Association held in this city a few weeks ago, and J. Wisler, of Mancelona, one of the largest shippers of potatoes in Northern Michigan, presented the following resolution, which was unanimously adopted:

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

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

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

Realizing the vital importance of this subject, the Tradesman has asked the opinion of several shippers and has given an opportunity for the railroad companies to defend the classification.

Moseley Bros.: There is no reason that we have been able to discover why discrimination should be made against potatoes in the classification, as compared with wheat. The latter requires a much better grade of cars, and there are no risks assumed by the companies on account of any perishable quality in the former. The lower price of potatoes, as compared with wheat, would seem to make a lower freight rate appropriate at least. We can only account for the fact that a higher rate is made on potatoes on the supposition that the claims of the growers and shippers have never been properly presented to the Joint Traffic Association. The discrimination against potato growing localities is serious. The difference in the rates of the two classes is not uniform for the different shipping and receiving points, the variation seeming to be entirely arbitrary. There has always been discrimination in favor of New York State, for instance, as compared with us in shipping potatoes into the South, shippers in the Empire State getting better rates for 500 miles' longer haul than are accorded us. Even Detroit is more favored than we are in rates.

C. C. Bunting: Yes, I think the classification should be changed as the resolution indicates. In our shipping we use very few refrigerator cars and usually send a man with two or three common cars to take care of the potatoes. The matter is more important this season as regards apples, however, which come under the same classification as potatoes. At the prices likely to rule, the freight will be a serious obstacle to moving the crop, as the railway companies require, in many

cases, more than the value of the goods for transporting them.

Chas. B. Metzger: Yes, the classification of potatoes is too high. It ought to be the same as grain, but I am not at all sanguine that anything can be done in that direction. To make a permanent change it would be necessary to secure the co-operation of the whole country and bring the matter before the traffic associations. This, in my opinion, is too much for us to undertake.

E. C. Leavenworth, General Freight Agent G. R. & I.: Yes, I noted the resolution of the Michigan Retail Grocers' Association at the time of the meeting, but I have no knowledge of its having been officially presented to the transportation companies. This would be the proper course, and I can assure you they would receive careful consideration, and if it can be shown that the classification should be changed, it will be done. I think the statement in the preamble, that potatoes can be shipped in poorer cars than grain, is an error. During the cold season, which comprises most of the potato shipments, we use refrigerator cars. These, of course, are a better grade than grain cars. They are not only more expensive to build, but their mileage cost is much greater. Then there is a difference in the manner of loading grain and potato cars. The grain is quickly run into the cars from elevators, while potatoes are usually drawn to them in wagons, necessitating a much longer time. To be sure, we have a rule as to demurrage, but the average time required under the rule is much greater and is an element in the case. Then the same differences obtain in unloading. Thus the average time the car is kept in shipping potatoes is considerably more than in shipping grain. Last winter, the matter of freight rates was brought to our attention, the claim being properly made that the prices were so low that shippers needed special consideration. We tried to help them by reducing the rates temporarily, but it was found that it made practically no difference—I doubt if ten more cars were moved on that account, for the reason that potatoes were almost universally as plentiful and cheap as they were here. This year conditions are different. Michigan has the potatoes and the South and West are short, consequently the price is good, and I cannot see why there should be special considerations, as the railroads are entitled to fair rates when the shippers get the best returns. Shippers have urged an argument that, by making such concessions, Michigan growers and shippers would be benefited by the advantage given over other markets. This is an error, for the reason that the regulations are made by the Traffic Association and the corresponding changes would be made at the same time for Wisconsin and Canada. I particularly wish to call your attention to the fact that, in the revision of rates which took effect in April last, fifth and sixth class rates were considerably reduced from all Michigan points to all points in Ohio and Indiana. This was made es-

pecially in the interest of lumber and potatoes.

M. W. Rose, Assistant General Freight Agent C. & W. M.: There are a number of reasons why the classification of potatoes should be higher than that of grain. We find it necessary either to furnish refrigerator cars, which are more expensive and cost more mileage, or the shipper must take measures to protect the shipment from freezing by lining the cars and putting in stoves. This necessitates more or less defacement of the cars, and frequently we find the damage from such defacement greater than the freight charges. Then, again, it is necessary to send a man along with the shipment, whom we must pass free. There is also to be taken into consideration the fact that a train of cars can be loaded from an elevator in a few hours, while a potato car has usually to be left several days. Yes, there is demurrage, but it is not enforced enough to amount to anything. We try in every way possible to meet the requirements of the shippers, but think it is too much to ask that the classification be changed.

The Morning Market.

While the market season opened unusually early, all kinds of fruits and vegetables making an appearance about two weeks earlier than last year, the length is not likely to be so much greater, on account of the early approach of frosts and cool weather. Last week was a stormy one and, as the market roof does not keep out moisture any too well, operations were interfered with greatly. Peaches are pretty well in, but there are yet considerable offerings, with prices just fairly maintained. The indications of an overloaded market fortunately have not been realized, as everything has sold, and returns have been exceptionally good, considering the general low prices.

Grapes continue in superabundance. Careful pickers of choice fruit have found a fair demand, but at distressingly low prices, while more careless producers are faring poorly indeed. Apples continue a drug and will until the winter varieties begin to move.

Of vegetables only the plebeian potato manifests a healthy activity. There is an abundant supply for local needs and shipments have scarcely begun yet, but prices are kept fairly strong. Everything else is in endless profusion and a little money goes a long way in the purchase.

The life of the fruit grower or "truck farmer" at this season of the year cannot be all roses, especially in the Grand Rapids market. After gathering his productions, many of them must go immediately or spoil. A considerable part of the night is spent in getting them to market, and there are more cheerful and comfortable places than South Ionia street, during the chill of early morning, even when the sour autumn rain is not falling, for the termination of the unpleasant night journey. It is a cold and dreary wait for purchasers. It is indeed unfortunate that, with such large interests, these discomforts must continue.

Fruits and Produce.

News and Gossip of Interest to Both Shipper and Dealer.

A large poultry dealer says: "Don't ship poultry when the market is glutted. That's the secret of getting high prices. But then you ask me, how does anybody know beforehand when the market is going to be glutted? Nobody can know except the commission merchants, who are often informed of receipts on the way by telegraph. They know, but they can't always get word to their shippers in time to stop the goods. We adopt the postal card system a good deal; we send out during the busy season about fifty cards a day, informing our shippers of the condition of the market, and the probable condition for the next few days. We advise, but do not guarantee. I think, however, that a mutual improvement could be made if the farmers took the trouble to use postal cards more. If they always informed the merchants several days beforehand by postal, they might save money. A reputable house would send word back immediately to hold the goods for a week if there was prospect of a glut. But the majority of farmers won't take this trouble, and they suffer considerably for it in the course of the season. My advice to every shipper of poultry is to invest a dollar in postals early in the season, and then use every one."

* * *

The average farmer does not care much about color in eggs, neither, probably, does the average country market; but for the fancy market they must be of the required color. New York is decidedly partial to white eggs, while Boston prefers the brown. Remember that a crossing in breeds of any kind will not give eggs of a uniform appearance.

* * *

There is a big lesson for the farmer in the low prices paid for about three-fourths of all the dairy butter that goes to market, and it seems a sheer waste of strength to make the oily "stuff" that only too often comes this way. Fancy butter always meets with a good demand and at good prices. It is nearly as much trouble to make poor as it is good butter, and a good appetizing butter will lift a mortgage off the farm quicker than the strong stuff.

* * *

Many women who would scorn a dishonest or even a mean action have a certain habit which they consider merely thrifty, and which borders very closely, nevertheless, on real greed. This is the handling over and sorting of vegetables or fruit before purchasing. Every woman has a perfect right to refuse to buy what she does not think, after proper investigation, is worth the price asked for it; but no woman has any right whatever to pick out the best for herself, thus leaving all the poorer portions, either for less fortunate buyers or on the seller's hands. Some go as far as to open ears of corn to examine the kernels. It is quite possible the next corner may not care for what shows so plainly that it has been condemned, even though matters have not gone so far as with a certain prominent clergyman's wife who positively bites into the article handed to her to see if she likes the flavor. Such people do not mean to be grasping or unfair, but their actions are exasperating to the grocer, who sometimes finds it very hard to endure them in patient silence.

I had the pleasure, last week, of visiting the new plant of the Byron Center Creamery Co., at Byron Center, which I found to be a model in construction and equipment, both material and workmanship being first-class in every respect. As there are many herds of Jersey and Short Horn cattle in the vicinity of Byron Center and feeding facilities are unsurpassed, I confidently expect to see the product of the Byron Center butter factory take high rank in the leading markets of the country. That is the intention of the officers of the organization, who have undertaken the enterprise with a zeal and determination which are truly commendable. Geo. W. Ewing is President of the corporation, Adam J. Sutter is Secretary, Samuel Tobey is Treasurer and Peter B. Sharp will serve the organization in the capacity of Manager. With such officers, with fifty loyal stockholders and a faithful set of patrons, the enterprise will, undoubtedly, prove profitable to all concerned.

Honesty the Best Policy.

From the New York Produce Review.

Since the price of fresh gathered eggs has advanced to a point which affords a profit upon stock held in cold storage, some unscrupulous shippers have shown a desire to work off part of their old eggs under the guise of fresh collections. We have recently noted the receipt of a number of consignments of eggs, presumably fresh collections, and put out as such to regular buyers at the market price, which have proven to be shrunken with age, and which were promptly returned by the buyer.

We have even seen some lots of eggs containing fine fresh goods on the top layers but the cases were filled below with refrigerator stock.

We wish to enter an earnest protest against such methods of business. Aside from the dishonesty of the thing, the policy is bad and injurious both to the shipper and to his selling agent.

The attempt to palm off old eggs for fresh brings a shipper's brand into disrepute with the better class of egg buyers. Moreover, in nine cases out of ten, the attempt at deception fails, because dealers discover the nature of the goods as soon as they begin to take them out, and send them back to the seller. This makes trouble: first, to the buyer, who has depended upon getting the stock for his trade and finds he cannot use it, thus causing exasperating delay and waste of time; second, to the receiver, whose reputation suffers and who may, perhaps, lose a good customer.

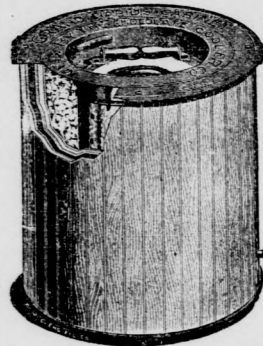
Moreover, the palming off of old eggs for fresh, even if possible, to any great extent, would result badly to the market. There are channels where they may be used to good advantage without injury to the trade; there are also certain high qualities which can be judiciously placed in first-class outlets. But the placing of the various qualities of eggs in their proper channels of sale is a matter requiring care and experience and good judgment, and to preserve his trade intact a dealer must know thoroughly the character of the goods he handles.

Let the fresh gathered eggs be strictly such and call the refrigerator goods by their true name from the start. This will bring really better results in the long run, besides sound sleep at night and a good conscience.

Japanese Vegetable Meat.

In Japan they have invented vegetable meat. The substance is called, in the vernacular, "torfu." It consists mainly of protein matter of the soya bean, and is claimed to be as easily digested as meat. Torfu is as white as snow and is sold in tablets; it tastes like fresh malt. What with mineral wool, woolsilk and vegetable meat, and other articles of food and wear made by science, Nature may as well go out of business at once.

The Oyster Season Is Here



Are you ready for it? Not unless you have one of our **Oyster Cabinets**. Will pay for itself several times in a single season. They are neat, durable, economical and cheap. No dealer who handles oysters can afford to be without one. Made in sizes from 8 to 40 quarts. Write for information.

Chocolate Cooler Co.,

Grand Rapids, Mich.

H. M. BLIVEN,

WHOLESALE AND RETAIL FISH, POULTRY AND GAME.

OYSTERS

106 CANAL STREET,

GRAND RAPIDS, MICH.

Packed the coming season by

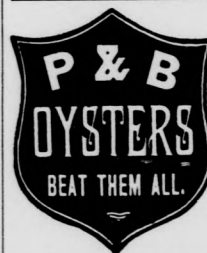
Allerton & Haggstrom

127 Louis St., Grand Rapids,

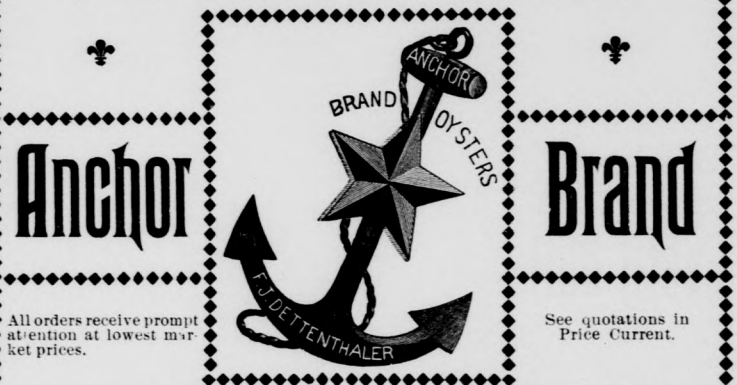
Who have purchased privilege from the
PUTNAM CANDY CO.

Both telephones 1248.

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



OYSTERS--OLD RELIABLE



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.

Sweet Potatoes

LEMONS, BANANAS, CRANBERRIES, GRAPES.

STILES & PHILLIPS,

Wholesale Fruits and Produce, GRAND RAPIDS.

Telephone 10.

Honey No Longer a Luxury.

From the New York Tribune.

The honey trade in this country has grown to great proportions, for honey has ceased to be a luxury. It forms a part of the grocer's stock in the smallest hamlet and bakers and candymakers and patent medicine men use it by the hoghead. There are several firms in this city who regard an order of \$1,000 or \$2,000 worth just as a dry goods merchant does an order for fifty yards of muslin. New York, Boston and Chicago are the centers of the trade in this country and London rules the world. The supply is steady, for if there is a shortage in one part of the country or the world, another part is sure to make it up. There is no use attempting to make an estimate of the value of the crop, but it will go well into the millions. It is known that there are 30,000 beekeepers in the United States, and many who are unknown. Honey comes from all parts of the country, but California and the Northern States supply the greatest part. The Southern States do not furnish as much as would be expected, partly because the people are not paying attention to the work and partly because bees are not cared for as well as at the North. The honey which the Southern States do send is different from that of the other states; the product of Florida is considered the best, but that is only as a cheaper grade.

Honey is put on the market in two forms—in the comb and in the liquid state; the former is known as comb honey, the latter as extracted. The blossoms of white clover and the basswood tree yield the finest honey, in popular estimation, and it fetches the highest price. These are Northern products. Buckwheat and golden rod yield more and about supply the market from this region. In the region west of the Missouri grows the sagebrush, which yields enormously, hence some of the Pacific Coast States are producing large quantities. So it comes about that New York, Vermont, Pennsylvania and Michigan produce for the market comb honey, and California and Arizona the extracted. The farmers now have little to do with the honey production; the business has gone into the hands of specialists. The man who has half a dozen hives is never heard from. An Eastern beekeeper will have from 100 to 500 hives, but a Californian will have as many thousand. During the busy season even the smaller number will keep several men busy, for the bees bring in honey fast.

It is probable that the business has reached its limit. There is less money in it now than a quarter of a century ago. A skillful keeper will make his bees do pretty much what he wants. And it is only by this skill that the demand is supplied. In 1850 honey was a luxury; farmers had in their dooryards a few hives, either wooden boxes or straw cones, and twenty of them would be a great number. No one paid attention to them save in the spring time, when one of the children watched for a swarm to come out, when such a dinning and thumping on tin pans greeted it as could be heard for miles. In autumn the bees were smoked to death the hive torn in pieces and the honey sold at the store. Some people proceed in the same way now, but they never sell any honey. In 1852 a clergyman out in Ohio designed and patented a hive which is the basis of all those in use to-day. It was simply four sides of a box, in which were hung eight movable frames. On the top were placed other little square frames and over all a movable cover. In less than a minute the whole hive could be taken apart and inspected. If one box was full another could be substituted and no time be lost. Then it was found that, to make the comb about six times as much labor was required as to fill it with honey; so thin strips of comb were hung in each box, which the bees immediately fitted for honey. It was discovered that these combs could be emptied of honey and replaced, so a machine called the extractor was devised and is now in general use. So we see, in olden times, forty

or fifty pounds of honey was considered a great yield for each hive and the bees were destroyed. Now, in an ordinary season, a hive will produce 75 or 100 pounds of comb honey, besides enough for the bees to live on during the winter, and with the extractor 200 or 300 pounds of liquid honey can be obtained. In California a hive often produces 500 pounds. Now, moreover, the bees are saved.

The adulteration of honey has attracted no little attention, and laws have been made in many states against it. Even the United States Agricultural Department has made an investigation and, later, the State of Michigan. It was learned that comb honey sold in the frame is, in the main, pure, while that sold in tumblers is heavily adulterated; some extracted honey is pure, but more of it is adulterated. The adulteration seems to be the work of large dealers, rather than the producer, and the object seems to be to cheapen the article. In no case was anything injurious to health found. Cheap sweets, like glucose, cane sugar, etc., were used—sometimes to the extent of 75 per cent. There is no such thing as honey made chemically from refuse, as many people believe. In one way adulteration is justifiable—a great many people like the adulterated honey better. Mr. Perrin, of Riverside, Cal., who may possibly be considered the pioneer in the work, writes that, when in business, in Brooklyn several years ago, he found that, by mixing white sugar with some very dark honey, both the taste and appearance were improved. His wagons carried both kinds plainly marked, and often a day's sales would show 90 per cent. of the sugared honey; sometimes people complained that he did not put in sugar enough. A dealer in this city says that of his sales the plainly marked adulterated honey sells about four times as well as the pure. The real truth is that people don't know good honey from poor. The surest test of pure honey—solidifying or candying when standing in cold weather—is not observed in the adulterated, and a great many reject honey because of its solidifying. It is the old story of the woman who requested the milkman not to bring her any more milk which produced a scum after standing a while. The question is, who is going to stop adulteration under these circumstances?

Elgin Cheese Men Anxious.

The Elgin cheese factories are anxiously awaiting the decision of the Commissioner of Internal Revenue at Washington, who has been asked for an opinion regarding export duty on filled cheese. A number of manufacturers about Elgin had intended to continue the business for the export trade, which has been growing rapidly. When the Collector was approached for information as to the operation of the act for the export trade, he was surprised to find that there was no provision for exporting the cheese without the payment of the tax. But the tax could not be imposed because the Constitution explicitly prohibits the imposition of export duties. The Collector referred the problem to the Commissioner of Internal Revenue at Washington, but no answer has been received.

The World's Sugar Consumption.

According to Mulhall, the consumption of sugar per inhabitant in the various leading countries of the world is as follows: Sixty-nine pounds in the United Kingdom of Great Britain and Ireland, 30 pounds in Denmark, 29 in Holland, 23 in France and Switzerland, 18 in Sweden, 16 in Belgium, 15 in Germany, 13 in Austria, 11 in Norway, 8 in Russia, 7 in Italy and 6 pounds in Spain and Portugal.

F. J. ROHRIG, Jr.,

Wholesale and Retail Dealer in

**COAL and WOOD—FLOUR and FEED
HAY and STRAW.**

Recleaned Oats a Specialty.

Mack Ave. and Belt Line, DETROIT.

Apples in Bulk

"A penny saved is as good as a penny earned." We can save you a "pretty penny," if you will ship us your apples in bulk. "Expenses" cut a big figure now. Save all expenses of packages and packing. If you prefer to sell, give us your bottom figures at once.

BARNETT BROS.,

CHICAGO.

Reference, The Michigan Tradesman.

WINTER APPLES

CABBAGES, ONIONS, ETC., In car lots or less.

Correspondence with me will save you money.

HENRY J. VINKEMULDER,

Telephone 10.

GRAND RAPIDS.

Sweet Potatoes, Lemons, Cranberries

We are Headquarters.

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Clover and Timothy Seeds

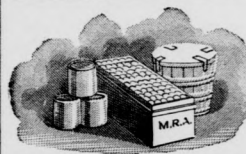
And all kinds of Field Seeds. Also Jobbers of

Peaches, Pears, Plums, Apples, Etc.

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

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.**M. R. ALDEN****COMMISSION BUTTER and EGGS EXCLUSIVELY**

98 S. DIVISION ST., GRAND RAPIDS.

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.

THE EGG KING OF MICHIGAN IS

F. W. BROWN,
OF ITHACA.**Use Tradesman Coupon Books and Avoid Loss**

Around the State

Movements of Merchants.

Perry—L. C. Watkins succeeds Watkins & Barrett in general trade.

Newport—Longprey & Son, hardware dealers, have removed to Flat Rock.

Coral—Lake & Son have purchased the meat business of Swen & Harris.

St. Louis—Bush & Buck succeed Jas. E. Bush in the undertaking business.

Gladstone—J. Bergman succeeds Bergman & Erickson in the meat business.

South Haven—Thos. Gould has purchased the grocery stock of Hempstead Bros.

St. Joseph—A. L. Peterson is succeeded by C. L. Peterson in the meat business.

Kalamazoo—Claus D. Poel succeeds the Bunn & Poel Drug Co., not incorporated.

Manton—Williams Bros. are erecting a last block storage shed, 29x94 feet in dimensions.

Fowler—Fildew & Millman are succeeded by King & Co. in the drug and jewelry business.

Ann Arbor—Stimson & Co. continue the grocery business formerly conducted by J. D. Stimson & Son.

Albion—B. C. Murray is closing out his stock of groceries and will embark in the wood and coal business.

Otsego—D. W. Shepherd has purchased the grocery stock of J. D. Woodbeck and consolidated it with his own.

Detroit—Julius Bing, wholesale and retail dealer in cigars and tobaccos, has sold his retail business to Jacob H. Gilby.

Marquette—P. Dolf has given a trust mortgage on his hardware stock to Alex Stevenson (Buhl Sons & Co.'s traveler), as trustee.

Alba—Rodenbaugh Bros. have sold their branch drug store at this place to E. D. Abbott, who will continue the business at the same location.

Homer—Wm. Waterman has purchased the Geo. N. Burgess bakery and grocery stock and will continue the business at the same location.

Cedar Springs—W. Milks & Son have closed their meat market and retired from the field, fully convinced that there is no room for another market here.

Ludington—P. H. McGhan has purchased the meat business of F. Houck and the general stock of A. M. (Mrs. Wm.) Neilan and will conduct the meat business in connection with his general merchandise business.

Homer—Sloan & Jackson, meat and grocery dealers, have purchased the meat business of Wildt & Co. (who will retire from the business), and will move their stock into the building formerly occupied by Wildt & Co.

Constantine—Henry Jacobs, who recently uttered a mortgage on his drug stock to Dr. B. D. Scoville, has assigned to John Proudfoot. In the meantime he is undertaking to secure a satisfactory compromise with his creditors.

Jackson—Dr. James B. Townsend, who has conducted a drug store here for fourteen years, died Monday morning after an illness of five days of stomach trouble. Previous to moving to Jackson Dr. Townsend was a druggist at Henrietta.

Albion—J. E. Gary has sold his drug stock to C. F. Collins, formerly engaged in the drug business at Monroe, who will continue the business at the same location. Mr. Gary has taken a position on the road as salesman for a drug publication.

Reed City—Ira J. Gilbert, for a number of years head clerk in R. F. Armstrong's clothing store, has decided to go into business for himself, having purchased a line of clothing and men's furnishing goods, which he has opened in the old McClellan store.

Detroit—Hood, Foulkrod & Co., the Philadelphia dry goods house which held the second mortgage on the stock and fixtures of W. N. Winans & Co., for \$26,059.38, bid in the property at auction sale for \$21,523.55. The purchasers assumed the first mortgage for \$5,200, held by the Union Trust Co., but the other creditors appear to be out in the cold, unless the life insurance money due from several companies can be attached. In addition to the stock and fixtures in the store, Mrs. Winans' horses and carriages were sold for \$1,350, and her household effects were disposed of at private sale for \$500. It is not yet decided whether the store will be reopened by the purchasers.

Bay City—In 1894 an agent of the United States Merchandise Co. canvassed the townships of this county. He passed through Fraser township and made several sales to different people, among them being Robert Leng and wife, of Lengsville. The agent was to give them two suits of clothes, an overcoat and a cloak, and a membership certificate in the merchandise company, in exchange for a seven months' note for \$85. The deal was made. The Lengs claim to have received the cloth, and allowed the agent to take it to Chicago to have it made up, but that they never received the clothing. They admit a liability of \$32.33, but claim an offset of \$100 damages. They claim that certain misrepresentations were made, and, therefore, when the note fell due, March 1, they refused to pay it. The note had by this time become the property of the First National Bank of Niles. The refusal to pay resulted in a suit before Justice Orr, of this city, started in June. The Bank claimed that it came into possession of the note in the regular course of business and that it should be paid. There are two lawyers on each side. The defendants have one and the other residents of Fraser township, seventeen in number, who gave their notes for \$85 each, the same as the Lengs, have an attorney helping, because if the Lengs lose they all lose. This is a test case, and will be fought to the bitter end. The Lengs claim that they were to have the privilege of buying the goods at ridiculously low prices from the Chicago concern, and that they were to receive 5 cents a bushel more for their wheat than the Bay City market price.

Manufacturing Matters.

Kalamazoo—The Celery City Cycle Co. is succeeded by Marion E. Holmes.

Fife Lake—Emmett Hagadorn has rebuilt the mill which was destroyed by fire last winter.

Cheboygan—The sawmill of Thompson Smith's Sons has been shut down for the season.

Reed City—Wenzel Bros.' shingle mill is again in operation, after several weeks' idleness.

Cheboygan—Swift & Clark announce a cut of 10 per cent. in the wages of the employees in their sawmill.

Romeo—Allen & Ewell, millers and manufacturers of cider, have dissolved. Leon Ewell continues the business.

Manistee—Louis Sands has sawed about all the hemlock he had, and has it all assorted in yard, and is now grading a lot of pine for rail shipment.

Detroit—Frederick T. Bisbee, who operated a sawmill for the manufacture of headings at Athens, is succeeded by the Athens Cooperage & Lumber Co.

Oscoda—Selig Solomon has invented a rack for piling lumber, by using which, it is said, lumber will neither check nor stain and will season in one-third of the time required when piled in the usual way. The rack is a combination of two-by-four scantling and iron pegs.

Manistee—Buckley & Douglas started up last Monday after two weeks' idleness. Their men will be put on winter wages from now on, subject to a raise if times improve. They are turning out about 1,000 barrels of salt daily from their twelve grainers. They are putting in a powerful pump for fire protection.

Oscoda—The mill of the Oscoda Lumber Co. has probably finished its career at this place. The company has 1,500,000 feet of logs to cut for Salling, Hansen & Co., but they will be cut by the H. M. Loud & Sons Lumber Co. The latter company has also purchased the shingle timber of the Oscoda Lumber Co.

Saginaw—No preparations are being made for logging operations, a very unusual incident at this season of the year, when camps are established. It is doubtful if the quantity of logs put in the coming winter will reach one-fourth the usual output. In present conditions there is no incentive to cut logs. This is not only the situation at the larger manufacturing centers, but at all of the interior points, among small operators.

Manistee—Louis Sands has built a bridge across the Manistee River at jam 1 and has transferred his rolling stock and iron from his Lake City mill, and is laying track on the north side of the Manistee River to a group of timber which must be put in this season. He is also making a rush drive of a lot of bill stuff which he has in the rear of the main drive, among which are about 1,300 pieces of 34-foot logs, to fill a bill that he has on hand.

RANDOM REFLECTIONS.

Nothing can be more contrary to sound business judgment than a loose policy in extending credit. The wholesaler and the retailer suffer alike from the operations of the bankrupt merchant, for when, through fraud, poor judgment or carelessness, his business ventures come to an end, he inflicts a loss not only upon those from whom he bought his goods, but also upon his honest competitor.

It would seem that, in the case of some jobbers, their anxiety to sell goods overbalances their better judgment and, perhaps, their knowledge of facts, and that they extend credit to men who are either unworthy of confidence or not in financial circumstances that warrant a risk. The fallacy of such methods in business is apparent. A merchant so trusted is quite sure to fail sooner or later. The bankrupt sale that follows is harmful in that not enough is realized from it to pay the wholesale house in full, and during the period of low prices every competitor is forced to sell at a loss or practically to close his doors. And again, the jobber, in order to make good this loss and others of the same nature, cannot sell as cheaply as he otherwise could.

The methods of the credit departments in many wholesale houses are unassailable. The detailed statement that is required of every applicant for

credit, the thorough acquaintance of the credit man with every detail of a customer's affairs that has any bearing upon his reliability—his past history, present income, expenditures, property, habits and disposition—are indispensable if every precaution is to be taken for the protection of the wholesale and retail trade. Where such care has been exercised few losses have been incurred, and houses that do not insist upon a thoroughly sound credit system have only themselves to blame when they are the victims of bankruptcies.

* * *

It is the duty of the credit man to see that every possible safeguard is placed about the credit system, but the responsibility does not end there. Every merchant who expects all the courtesies and advantages that are in the power of the wholesaler to give is in honor bound to contribute whatever reliable information he possesses to the credit man's store of facts, and in every way to assist in the meting out exact justice to all. It is as little as he can do to respond cheerfully and accurately to a request for a statement of his own financial condition. When the wholesale and retail merchant both appreciate the fact that the establishment and preservation of a rigid credit system are of mutual interest, there will be little opportunity for dishonest and incapable parties to abuse the confidence placed in them.

* * *

In my opinion this is an excellent time for the regular merchants of every town to secure adequate protection from their councils and trustees against the fly-by-night merchants who, too often, escape taxation altogether. Such protection can be obtained in the way of license fees which shall be regulative to an extent that amounts to prohibition. The transitory merchant is one of the most disagreeable and harmful factors in the trade. Such dealers, as a rule, sell nothing but the shoddy class of goods and sell only to the most gullible class of people. The stores are proverbially plastered from top to bottom with flaming and vulgar advertisements. As a general rule mammoth slaughter sales of some mythical New York or Chicago bankrupt stock is advertised.

* * *

"Did I ever tell you how I came to handle spring wheat flour?" enquired George Morse, of the Morse department store, the other day. "No? Well, it was a peculiar circumstance. The G. R. & I. had suffered a wreck and asked me to make 'em a bid on 200 barrels of Gold Medal flour slightly the worse for the shaking up it had received. I offered \$2 a barrel and my offer was accepted. I immediately resold 100 barrels to Bob Shank, of Lansing, for \$3 per barrel and sacked up the remainder of the stock and closed it out at 75 cents per 50 pound sack. It took so well that I decided to get more of the same brand, which I have continued to sell until now, when I find myself shut off by the mill."

All In a Word.

There was a chap who kept a store.
And though there might be grander,
He sold his goods to all who came,
And his name was Alexander.

He mixed his goods with cunning hand,
He was a skillful brander;
And since his sugar was half sand,
They called him Alex-sander.

He had his dear one, and she came,
And lovingly he scanned her;
He asked her would she change her name,
Then a ring did Alex-hand her.

"Oh, yes," she said, with smiling lip
"If I can be commander."
And so they framed a partnership,
And called it Alex-and-her.

Grand Rapids Gossip

Peter Braam succeeds Braam & Wollett in the grocery and meat business at 699 South Division street.

J. L. Thomas has embarked in the grocery business at Edwarsburg. The Worden Grocer Co. furnished the stock.

H. Murry has opened a cigar and tobacco store at 611½ Coit avenue. The I. M. Clark Grocery Co. furnished the stock.

Brown & Eaton, formerly located at 732 South Division street, have removed their grocery stock to 701 South Division street.

John W. Dunn, dealer in bazaar goods at Cedar Springs, has put in a line of groceries. The Musselman Grocer Co. furnished the stock.

The Morse department store has been cut off by Washburn, Crosby Co. and has secured in place of Gold Medal the product of the Duluth Imperial Mill Co.

F. J. Sokup & Co., roofers and galvanized iron workers, have removed from 93 Campau street to South Front street, at the north end of Pearl street bridge.

W. D. & I. J. Booth, dealers in dry goods and boots and shoes at Cedar Springs, have added a line of groceries. The Lemon & Wheeler Company furnished the stock.

The I. M. Clark Grocery Co. is planning to have the interior finishing and fittings of its new block completed so as to take formal possession of the premises by January 1.

Edward T. Watts, grocer at 598 South Division street, is closing out his stock and will retire from trade. The location has been secured by Wm. F. Huyge, who will remove his grocery stock from 29 Spring street.

The Olney & Judson Grocer Co. recently took possession of the E. F. & E. L. Hamburg general stock, at Kent City, by virtue of a chattel mortgage, and has sold the stock to Michael Lynch, of Corning, who will continue the business at the same location.

The Grand Rapids Gas Light Co. reports net earnings of \$7,742 during August, against \$6,586 during the same month last year, an increase of 17½ per cent. The net earnings for the first eight months of 1896 show an increase of 14½ per cent. over the net earnings for the corresponding period last year.

Ulrich E. Carpenter, who was engaged in the shoe business at Manistee until about a year ago, previously made a statement to his creditors to the effect that he was worth \$6,000 over and above his liabilities. On the strength of his statement, the Reeder Bros. Shoe Co. sold Carpenter goods to the amount of \$1,335, subsequent to which Carpenter uttered a mortgage on the stock to the Manistee National Bank for \$1,400, a second mortgage to his brother, D. H. Carpenter, for \$1,735 and a third mortgage to Wm. Vincent for \$500 for alleged rent. An inventory of the stock disclosed the fact that there was about \$4,000 worth of goods, and an inventory of the merchandise indebtedness showed that it amounted to over \$8,000, in addition to the secured indebtedness, represented by the mortgages. November 29, 1895, the brother began foreclosure of his mortgage and closed the store,

and on December 4, Geo. H. Reeder and Hon. Peter Doran proceeded to Manistee and replevined such goods in the stock as Mr. Reeder could identify as having come from his establishment, amounting to \$543, making the two Carpenters and a clerk, Vigeau, defendants in the replevin. Mr. Vincent thereupon had the Bank assign its mortgage to him and replevined the goods from Reeder. Both suits were tried before Judge McMahon and a jury in the Manistee Circuit Court last week, and both resulted in a victory for Mr. Reeder, the first verdict awarding the goods to him and the second verdict giving him a judgment against Mr. Vincent for the value of the goods and costs of suit. Carpenter had left town in the meantime, being now employed as traveling salesman in Wisconsin, but was brought back to testify in the case by Mr. Vincent. It is stated that his testimony was very weak and that the suits were practically won by breaking down Carpenter's statements.

The Grain Market.

As has been predicted for some time, the wheat market took quite an advance during the week. According to the statistics, the visible increased 2,053,000 bushels, which is fully 1,000,000 bushels more than was anticipated by any one. Wheat on passage was also very large, being 8,270,000 bushels, which is about 1,000,000 above the requirements. It is reported that foreigners are selling wheat in New York. The visible being 10,500,000 bushels more than last year also had a tendency to depress prices. Notwithstanding all the bear elements, the opposite took place, which is partially due to the small receipts in the Northwest and the unsatisfactory reports from the threshers. Private advices also tell the same story; consequently Minneapolis advanced prices and the shorts took fright and wanted to cover sales, which caused the upturn. Cash wheat advanced about 4c per bushel and active futures about 3c per bushel—quite a jump since last report. Not much wheat is moving in this locality, owing to the fact that farmers are very busy with their fall work. Should the reports regarding the deficiency be verified, we may expect to see a still higher range of prices.

Corn and oats remain in the same old rut as usual. Not much is doing, but values are inclined to follow wheat, but rather slowly.

The receipts during the week were 41 cars of wheat, 3 cars of corn and 12 of oats. Millers are paying 58c for wheat.

C. G. A. VOIGT.

John C. Bonnell has received from his father, now 92 years of age, a handsome chiffonier made by hand from a wild cherry tree which grew three miles from New Brunswick, N. J., on the old King's Highway between New York and Philadelphia. The senior Bonnell purchased the tree, had it sawed at a mill in accordance with his instructions, and has made therefrom an article of furniture for each one of his children. In view of the great age of his father and the circumstances surrounding the gift, Mr. Bonnell naturally prizes it very highly, and many of his friends who covet an inspection of the chiffonier will probably be given the opportunity.

Arthur A. Scott, book-keeper for the I. M. Clark Grocery Co., is taking a fortnight's vacation, which will be spent with friends at Manistee, Frankfort and Marinette, Wis.

The Grocery Market.

Sugar—The raw market is exceedingly weak, both in Europe and in this country. On the basis of present prices refined sugar ought to go considerably lower, but it is scarcely likely to, although the difference between foreign granulated and domestic is attracting the demand to the former. The prospects for the European market are scarcely favorable to an advance. The beet crop will be large, and the only factor which will justify an advance is a frost, which will curtail the crop. There is plenty of raw sugar on hand—said to be sufficient in this country to last until January 1. The consumptive demand for sugar during the week has been fair, and the heavy season is over. The demand during the preserving season has scarcely been equal to expectation. There has been a fair quantity sold, but not as much as in previous years.

Molasses—The demand is fair and the price is unchanged. The new crop molasses is expected in about one month. The opening price is an unknown quantity. From now on there ought to be a good molasses trade.

Tea—There is no change in prices, although the first-hand holders manifest some disposition to shade prices slightly in order to make sales. The consumptive demand is feeling the effects of the general depression. People are economizing, and this economy is seen through the quiet demand for tea.

Fish—No. 1 mackerel is higher, as are all grades of Irish fish. Further advances are expected, with an active trade during the next few weeks. Cod is better, and the market is strong. The bad weather has caused a cessation in the curing, which has caused the greater firmness. The price is as yet unchanged. Salmon is moving well at unchanged prices. Lobster is scarce and high, with a fair demand. Domestic sardines are firm, but without change in price.

Provisions—A total of 225,000 hogs was handled by Western packers last week, compared with 225,000 the preceding week, and 155,000 for the corresponding time last year. From March 1 the total is 7,805,000, against 6,380,000 a year ago. The increase for the week is 70,000, and for the season 1,425,000, compared with last year. The quality of current marketings is hardly equal to the previous condition, owing to the hurrying forward of some lots from apprehensions concerning maladies which are reported as prevailing to a more or less extent in various sections. Prices are reduced, and at the close the average for the several prominent markets is about 10c per 100 pounds lower than a week ago. The provision markets have been comparatively steady the past week, with a liberal business accomplished in the distribution of product. Prices at the close do not vary much from a week ago. The depletion of stocks is going on actively, notwithstanding the fact that the current manufacture is considerably in excess of corresponding time last year. The export clearances of product continue liberal.

Flour and Feed.

We have had another week of active markets and of increasing demand for flour. A sharp advance has taken place and holders are very firm in the belief that higher prices will soon prevail. Exports of both wheat and flour have been heavy and the bookings for October and November sailings are unusual-

ly large. Europeans need a good supply of breadstuffs, and the financial and political condition in this country which has so depressed nearly all kinds of commodities—particularly agricultural products—has given them an opportunity which they have not been slow to improve, as is shown by their large purchases.

The city mills are running steadily and have a good supply of orders to work on. The demand for millstuffs has improved somewhat, but feed, meal, etc., are slow sale, locally, owing to the most excellent fall pasturage and the good supply of home grown grain.

WM. N. ROWE.

The Michigan Crop Report.

The weather of the past week has been generally favorable to crops. The warmer weather has matured corn and buckwheat so that, with but very few exceptions, corn is now generally out of the way of frost and with ten days more of favorable weather buckwheat will be safe. Late potatoes have improved somewhat but they will be a light yield; the general verdict of correspondents relative to potatoes is that, although the tops look large and green, the potatoes are few and small in the hill; the moist weather has also caused them to continue to rot in the ground. The bean harvest has been pushed and the bulk of the crop is pulled and much of it secured. In the field much ground has been prepared for fall seeding and a large amount of wheat sown; a number of correspondents report that early sown wheat has germinated finely and that it is already up. Corn cutting has been in full blast and many farmers have their entire corn crop in the shock and have commenced husking it. The heavy rains of the last part of the week are now delaying farm work of all kinds and are making the ground too wet for work. Fall pasturage continues excellent. Fall apples are ripening fast and will soon be ready to pick; they promise an immense yield.

"Practical jokers sometimes find that the jokes they intend to perpetrate on others recoil upon themselves," remarked a well-known local traveler the other day. "It happened to me once," he continued, "and it completely cured me of joking. One day, while I was a mere lad, I thought it would be great fun, while sitting in the kitchen at home and noticing a big pot of potatoes boiling on the stove, to take from it a couple and place one in each boot of our hired man, whose understandings stood under the stove. Shortly afterward the hired help came in and proceeded to put on one of the boots. There was a conglomeration of potato jam, toe jam and jim jam on tap in that kitchen, I tell you. My mother was horrified by that fellow's shrieks, while an old man on the opposite side of the street was knocked nearly senseless by the boot hurled through the window. That evening, on my return from school, I received the soundest thrashing a youngster ever got from a father, and never since have I played a practical joke on fellow man."

Never be satisfied without the very highest excellence, and let the extreme goal of yesterday be the starting point of to-day. Relaxation is retrogression.

Geo. H. Reeder is spending a fortnight in and around Boston, selecting goods for the spring trade.

What's that someone said about "room at the top?" There's plenty of room up here, boys! Name the amount of space you want.

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

WINDOW DRESSING.

Interesting Interview with John Wanamaker's Expert.

From the Grocery World.

The science of window-dressing is a theme that requires no apology for the great amount of attention and space given to it. Its importance as a factor in drawing trade is so well recognized at the present time by the merchants who are on the topmost rounds of the ladder of fame, that he who does not follow their example must be mentioned as being in the same class with the man who believes that advertising does not pay. Window-dressing is the cheapest and most profitable form of advertising the merchant has at his command, and the man in business who neglects to take advantage of it, as a rule, is he who helps to make a prosperous year for the sheriff. The cost to a retail merchant of dressing his windows is trivial in comparison with other forms of advertising, and possesses the additional advantage that the advertisement can be changed as often as desired and to suit the occasion. Yet how many retail grocery windows are seen in the course of a day's walk that can be said to have had any attention paid to them? Very few, indeed, and those which have been dressed are usually done in such a fashion as to be productive of harmful rather than beneficial results.

Column after column might be written in condemnation of this short-sightedness upon the part of retail grocers, but it is doubtful whether it would make as deep an impression upon the minds of these merchants as to take the opposite course and point out to them the success of men who do make a specialty of their window displays and the reasons for their success.

The establishment of which John Wanamaker is the recognized head is famous throughout the United States for the amount of money expended annually in attracting the attention of the public at large to the goods sold by the house. Not only is this done through the medium of newspapers, but the twenty-four large windows of the combined stores are given the greatest care and attention. A large force of skilled artists is always kept busily at work even during the dull times, and in the height of the holiday season the number of window-dressers employed in the establishment is close to one hundred. Very few people doubt the business sagacity of John Wanamaker, as his success in the mercantile world stamps him as a man possessing a rare combination of the most essential elements so necessary in the composition of the wide-awake merchant of the period. If he had not found by experience that it paid the establishment to keep this large force of window-dressers and decorators in order to attract the public eye, as a man of business he could not afford to keep them on the pay-roll.

The window displays of this store are worthy of a study by every merchant who is eager to tread the path leading to success. To give a detailed description of the manner of arranging the goods would require more space than can be given to this article, and would be of little value to the grocer, because the arrangement of dress goods, boots and shoes, etc., could scarcely be followed by retail grocers in arranging their merchandise.

The window-dressing of the entire establishment is under the direction of Mr. W. B. Field. A representative of the Grocery World was accorded an interview by Mr. Field with the object of getting his ideas on window-dressing in general and window-dressing in particular for retail grocers. The representative expected to meet a middle-aged man, with perhaps a head of hair growing thin on top and spectacles over which he would glance while talking. It was in the nature of a surprise to find instead a bright, intelligent-looking young man, with dark eyes and a pleasing face, and whose age was about twenty-seven years. Mr. Field was in doubt as to whether his ideas on the subject of window-dressing would be of interest to grocers, but modestly

consented to answer the questions put by the Grocery World man. Mr. Field has dressed all manner and kinds of windows, and his opinions are worthy of the closest study by all merchants anxious to improve the appearance of their windows and the size of their bank account.

"Do you believe, Mr. Field, that a good window well dressed ever failed to bring returns?"

"I do not. There have been numerous instances here where direct results can be traced to goods displayed in the windows."

"How often would you advise a retail grocer doing business in a town of from 5,000 to 10,000 inhabitants to change his window display?" was the next question asked.

"I believe it would pay him to change every day, if he possibly can do it, on account of the dust that is liable to accumulate and show on the goods displayed, which would have a very bad effect on prospective customers. Cleanliness in the grocery business is to be desired above all things."

"What sort of a display would you recommend for a retail grocery?"

"Well, I could hardly say off-hand what sort of a display would be best. It would all depend on the location of the store, the stock and the windows. There is a good field for display in groceries because the goods in themselves are decorative and catch the eye."

"Are mechanical movements of value in a window display, Mr. Field?"

"I don't think very much of mechanical movements. We steer clear of them in our place. I believe in demonstrations in the window, though, such as a young lady preparing some article of food. I think that is a profitable attraction which would be well for retailers to employ."

"In your opinion what shaped window is best for a display?"

"A window so arranged that the display shows from the street and from the store at the same time. Windows fixed in this manner have several advantages over the closed ones, as they are more accessible, can be more readily changed and do not cut any light off from the store whatever. We have twenty-four windows here, and although they are not yet arranged so that this sort of a display can be made, on account of the heavy expense it would be to change them, I believe we could make a much better display if they were altered so that this could be done."

"As an adjunct to a window display, do you believe it pays to give away prizes in connection with an article displayed; such as, for example, a guessing contest as to the number of articles contained in a given space?"

"It might pay, but first-class stores are not doing that now. I believe it would pay a small store which does not cater to first-class trade, but, as I say, very few good stores use such means."

"Mr. Field, in your opinion would it be well for a grocer to advertise a good window display?"

"Well, if a grocer advertises regularly in a newspaper, I believe it would be a good idea to call the attention of the public to his displays in the windows."

"Do you think a retail grocer of average intelligence can become a good window-dresser?"

"Window-dressing is different from everything else. You can't learn it the same as you would a trade. It's not a trade, but a profession, and there are few set rules in it. The most important point of all is originality. New ideas and new ways are demanded all the time. Everybody cannot become a good window-dresser, and there is a great difference in skill between window-dressers. Of course, one improves by practice, and if grocers would study how to improve their windows I believe it would pay them to do so."

"Would it be profitable for a grocer to hire a professional to dress his windows?"

"I think it would be better first to let his clerks try their hands at it. Some clerks are pretty good at this, and he could find out which one was best and then let him attend to the windows. Or

Equip Yourself for a Career

by taking a course in law, without loss of time and at small expense. Let me tell you how I am doing it.

ROBERT EDGAR BRUCE,
LAC DU FLAMBEAU, WIS.

DIAMOND CRYSTAL SALT

has made many good customers for many wise dealers. It's the only SALT THAT'S ALL SALT.

See Price Current.

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

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.

NOTHING SUCCEEDS

like success. For two years A. W. Smith's brooms have been gaining in demand, while other manufacturers have gone to the wall. Why is it? Write me.

A. W. SMITH,

915 EAST MAIN STREET,

JACKSON 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.

A Dead Sure Thing

That every time you send us an order for teas you will receive the best value money can produce in this country. We are direct importers of Japan teas, pay spot cash, and can undersell any credit house in Michigan.

We have an elegant line of Leaf, Nibs and Dust, and the finest line of Japs to retail at 25 cents, ever offered to the trade.

The only fault any one finds with our firm is our demanding cash for our goods. We cannot help it. We are built that way. We just love to fire New York drafts back at the parties we purchase from, and that is the reason we are "gilt edge," not only in America, but in Europe, and far-away Japan.

We talk gold to them, and it is a very convincing argument. We will accept either gold or silver from our Michigan customers. Give us a chance to convince you that we mean just what we say and are perfectly able to carry out any and all offers.

The James Stewart Co.

Limited,

SAGINAW, E. S., MICH.

the grocer might employ a window-dresser who could also act as a salesman or a clerk while not otherwise engaged."

"Is the field overcrowded with window-dressers?" was next asked.

"It is not," was the reply. "Of course, there are many mediocre window-dressers, but you can't find many experts in the business. It is one occupation that is not overcrowded, nor is it liable to be for some time to come."

"Are there window-dressers who work for several houses, or do large concerns employ them solely?"

"There are dressers, or decorators, who work for more than one house, but we do not employ any in that way. This is a dull season, and we have eight decorators now. During the Christmas holidays and at Easter time we have from fifty to one hundred at work."

"What is the average salary of a window-dresser, Mr. Field?"

"Well, it varies according to the cities. In Philadelphia the average salary of a good window-dresser is \$30 a week, while in New York it is \$40."

"Would you advise a young man to study to become a professional window-dresser?"

"Well, it would all depend on the young man and whether he showed an aptitude for the business. If he did, and wanted to become a good window-dresser, I would advise him to start by acquiring a knowledge of free-hand drawing by taking a course at one of the schools of industrial art. A knowledge of drawing is of the greatest importance, and the lack of it makes a big difference in one's work."

"Are there any schools where the art of window-dressing is taught?"

"I have heard of one in Chicago, but I never took much stock in it, as I do not believe it can be learned in any school. This institution seemed to me to be too much on the mechanical-movement idea, judging from the cards and pamphlets I saw. I do not know whether it is in existence at the present time or not."

Mr. Field seemed rather reluctant to speak of himself and his accomplishments, a redeeming trait in a young man holding so important a position as he does. He said he had been engaged in dressing windows for over seven years, and he ascribed his present position to the fact that he had been lucky, rather than gifted above his fellow window-dressers. He has arranged displays at food expositions for different manufacturers, and in speaking of some grocers' window displays, he advised the dressing of a window with a few articles neatly arranged rather than the overdressing so commonly seen. The uncleanness of some grocers' windows also came in for a share of criticism, as did also the habit of decorating a window with rusty tin cans.

Lack of Co-operation in the Matter of Early Closing.

From the Shoe and Leather Facts.

The early-closing movement seems to be giving quite as much trouble to English and Scotch tradesmen as it does to members of the various trades in this country. The English and Scotch merchants are greatly agitated just now over Sir John Lubbock's Early-Closing bill, which is said to be practically certain to become a law in some form. Though it is called "voluntary" and leaves its enforcement to depend upon the presentation of the petition signed by two-thirds of the shopkeepers in a town or district, it is expected to make some sweeping changes. The subject is one which the American merchants will naturally watch with a great deal of interest.

While we believe in the truth of the statement made by one of the earliest statesmen of this country, that the people are best governed when least governed, still it would seem that such a law as the one proposed in England, if it can be generally enforced, would be an equally good thing in this country. There is, undoubtedly, no necessity, in most instances, for keeping stores open until a late hour every day in the week, in some cases Sunday included. The

people in most rural sections can just as well be educated to do their trading within reasonable time limits as can the inhabitants of the large cities. The great difficulty seems to be that it is next to impossible to obtain any concerted action on the part of the tradesmen of most towns, the old idea that their interests are wholly antagonistic still having a very firm hold on many of them.

It is natural and perfectly right that every tradesman should be sufficiently alert to his interests to conduct his business so as to secure the largest possible returns therefrom. But it seems to be folly to keep open, as is done in a great many instances, until almost midnight during the long winter evenings and the debilitating weather of summer, when the profits on the extra sales effected between a reasonable hour and the usual time of closing are perhaps not more than sufficient to pay for the additional light and fuel required, not to take into consideration at all the fearful strain on the constitutions of the proprietor and his assistants.

It is worthy of comment in this connection, too, that all that is often needed to bring about the desired reform is sufficient liberal-mindedness on the part of one merchant to begin the agitation of the subject and make a friendly call upon his so-called competitors. The occupation of the retail merchant is, under the most favorable conditions, a very exacting one and he owes it to himself and those in his employ not to add more burdens than the true condition of affairs demands. He cannot enjoy the Saturday half-holiday, by reason of that day usually being for him the busiest in the week, and in many other respects he is at a disadvantage so far as recreation and release from business are concerned. The public in general is not slow to recognize this, provided the matter is brought to their attention in a proper way. The great difficulty seems to be that not a few merchants are afraid to make a departure from the customs pursued by their predecessors, and for that very reason their methods are likely to become antiquated and their business in consequence to prove a failure. Changing conditions bring about new requirements, and the one who is first to recognize this is in a fair way to stand at the head of the business in which he is engaged.

Must Be a Greenhorn.

Under the head of "Protection for Merchants," some one sends the following communication to the Grand Rapids Herald over the caption of Shoe Dealer:

I think it about time for the business men of Grand Rapids to form a union for mutual protection, either to adopt a strictly cash business or to get better acquainted with dead-beats before we give them credit. There is no business man in Grand Rapids but is taken in by a lot of leeches or dead-beats, and, in fact, hundreds of business men will lose all they have got in course of time by being taken in by people not worthy of credit or sympathy. I would like to hear from business men on this subject and get their views.

The writer of the above wail must be either a stranger in the city or so ignorant of existing conditions that he is to be pitied. As a matter of fact, the retail merchants of Grand Rapids are thoroughly protected against dead-beats through the medium of the Commercial Credit Co., which has been in successful operation for the past dozen years. No merchant need suffer from the depredations of poor-pay or no-pay customers so long as he is willing to pay a small yearly fee for the privilege of being kept posted on this most important feature of his business. The peculiar feature of the above publication is that a reputable newspaper would give place to a communication exhibiting such a dense degree of ignorance.

What word may be pronounced quicker by adding a syllable to it? Quick.

How to Smoke a Cigar.

"The taste of a cigar," said a dealer, "depends a good deal more than most people know on the way in which it is lighted. A fine cigar, if lighted so that it burns up one side, will produce that 'dark brown' taste in your mouth which every smoker despises. It is the man who takes his cigar seriously that gets the most out of it. If a cigar is treated disrespectfully it resents it. If it is worth smoking at all, it is worth smoking well. Men get so into the habit of rushing that they take even their pleasures on the run. A man will come in, all worked up over some deal or other, and throw down a quarter: 'Let me have a couple of cigars.' I ask him what brand he prefers. 'Oh, anything, just so it's good. It doesn't matter; something pretty strong.' I hand out a box that I think will suit him. He puts one cigar in his vest pocket, bites off the end of the other, gives three strong puffs at the lighter, and is half way down the block, all in the space of five minutes. No wonder smoking hurts some people. Eating does, too."

Ready for the Opportunity.

There are always opportunities enough in this world for those who are fitted to fill them and ready to work. But the boy who wants an easy place is not likely to get any, and the one who thinks he does not need any preparation for filling a useful position will probably never get far from the foot of the ladder. The President of a national bank tells a story illustrating how young men rise in the world:

A number of years ago—it might be twenty—a lad came into the bank and said to me, "Do you want a boy?"

I said to him, "What can you do?" He said, "I will try to do whatever I

am set to. I have just gone through school and I want to earn my living."

I said, "Do you know shorthand?"

He replied, "No, sir."

I said, "I think it would be a good plan for you to learn it."

About a year afterward he came to me again and said:

"Do you remember advising me to learn shorthand? Well, I have learned it."

I said: "Sit down and take this pencil and paper." I dictated to him a minute or two, and he read what he had taken down. I said, "I think we can find a place for you."

A few months ago this young man was appointed cashier. Three weeks afterward I was laid flat on my back for seven weeks, the whole work and care falling on him. After I recovered I was amazed to see the clearness and exactness with which he had done all his work. This young man had no better opportunity than a great many other lads, but he used his opportunity.

Didn't Mind Being Sued.

Daniel Webster was once sued by his meat dealer. The man did not call upon Webster afterward for the purpose of soliciting his orders. Webster met him, in the course of a few days, and asked him why he didn't call. "Because," said the man, "I supposed that you would be offended and wouldn't trade with me any more," to which Webster replied: "Oh, sue me as many times as you like; but for heaven's sake don't starve me to death."

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

SAVE 300 PER CENT.

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

TRADESMAN COMPANY'S
CLASSIFIED LIST OF
POISONOUS DRUGS

ARRANGED IN FOURTEEN GROUPS WITH AN ANTIDOTE FOR EACH GROUP.

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

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

ORDER NEW LABELS BY NUMBER
and Any one Number 25 CENTS
Additional Antidotes 15
No one else has printed of any one number
Send by mail your order

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

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

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Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,
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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.

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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 23, 1896.

THE TRADE SITUATION.

Those who have anticipated a positive and immediate boom as the result of the more favorable trade conditions are disappointed; but, taking everything into consideration, the outlook is decidedly encouraging. Some thought that the emphatic verdict from Maine in favor of sound money would be a sufficient indication of the final settlement of that question to drive away the cloud of uncertainty which overshadows industry. Such were expecting too much. The indication was favorable enough to give a decided impetus to the increase of confidence; but the general feeling that business must wait for the final verdict in November, with the consideration that the financial question is a sectional one, prevents a rapid change.

The general indications are nearly all favorable. The fact is clearly established that the inflow of gold to this country is the result of the great and rapidly increasing balance of trade in our favor. The demand on European treasuries has already passed \$36,000,000 of the precious metal, and there seems to be no indication of a decrease. The fear that the Bank of England would advance money rates was not realized, and such action is not probable, as the gold is now coming largely from France, and, besides, such an advance would be likely to seriously affect the financial situation in London. Over \$16,000,000 has already found its way into the Treasury, putting the reserve into excellent shape for the restoration of confidence in that regard.

In general trade there is a slight improvement nearly all along the line. The demand for general merchandise, from Southern and Western centers especially, shows actual improvement. The outlook for dry goods is decidedly encouraging.

There is a continued improvement in the iron situation but it is very slow. Demand shows but little increase, but there are improving confidence on the part of manufacturers, a strengthening of the situation among the combinations and speculative buying on the part of large operators, which are healthy indications. The Illinois Steel Works passed its quarterly dividend, as the directors thought it would not be consistent with the fact that half the furnaces are cold, but the reports indicate that the company is in good condition.

There is a decided increase in wool activity, the sales for the past three weeks exceeding those of the same period last year. Cotton prices have strengthened. The woolen manufacture shows a slight improvement, though demand is slow. Cotton goods are materially improved and a large proportion of the idle mills have resumed operations. Prices of staple goods have advanced from 6 to 7 per cent. during the past six weeks.

The steady upward tendency of wheat for the past few weeks has been an encouraging feature of considerable importance. The speculative reactions have, in every case, been followed by recovery to a higher level, until an advance of 4 to 5 cents has resulted. This seems to be principally owing to the steady and increasing export demand. Other grains are fairly strong, with little change.

Hides have made a considerable advance and leather has strengthened in sympathy. Shoe trade for spring goods is slow, waiting the election.

Bank clearings for the week are \$906,208,528, an increase of nearly 20 per cent. over those of last week. Failures are 315, against 308 for preceding week.

THE POLITICAL QUESTION.

The political discussion of the present campaign has practically narrowed itself down to one question, to the exclusion of all other issues. It is curious to note how public interest is focussed on one or two points in financial policy which seem so simple that they would naturally afford but a meager topic for an essay, yet the press and the platform are monopolized by them for these many weeks. Is the present decline in prices due to the demonetization of silver? What would be the effect of opening the mints of the country to the free coinage of silver?

The platforms of both parties contain many planks, but all have failed to catch public attention except those bearing on these points. The ever-pertinent question of tariff protection and reform can no longer gain a listener. Other questions of foreign policy are ignored, as well as those of internal economics — revenues, governmental supervision of public corporations, etc. Deaf ears are turned to all which have no direct bearing on silver.

It is a strange phenomenon that a subject apparently so simple should become so all engrossing. With the statistics and reports at command it would seem an easy task to demonstrate the answers one way or the other, yet the columns of 10,000 newspapers are burdened with the discussion and twice ten thousand speakers are declaiming upon it from every platform where audience may be gained. It not only monopolizes all other political issues, but it has interfered with the business and industries of the country to a degree which is astonishing, and its influence extends to our financial and industrial relations with other countries.

In view of the competition Siegel, Cooper & Co.'s big department store has run up against at New York, its ultimate success is somewhat problematical. There appears to be concerted action among the other department stores of Gotham to curtail the operations of the mammoth establishment in every way possible and, judging by the announcements in the daily papers, the fight will be a strong one and will be continued to the bitter end.

TRAVELING DEALERS.

A natural result of every season of industrial depression is a great increase in the ranks of the vast army of tramps infesting the country. These are of all degrees of worthlessness, from the unfortunates who would work if opportunity offered but who lack the ability to find opportunity, to the voluntary pariahs who deliberately choose their degraded position. There is carried with this itinerant army and hanging on its outskirts a corresponding accession to all the grades of traveling artisans and dealers, from the wandering umbrella mender to the traveling merchant and grocer, usually termed peddler.

The Tradesman has recently had occasion to cover a considerable of the territory immediately tributary to the Grand Rapids market, and has had its attention called to the marked increase in the ranks of traveling vendors. Having occasion to look up the whereabouts of the members of many firms which had gone out of business, either through failure or otherwise, it was surprising to learn how many of them were selling goods from wagons throughout the country. There were enough such instances to warrant the statement that there has been a significant and important increase in the ranks of itinerant dealers, whose operations reduce the business of the regular stores.

This is significant in that it introduces an element into the question of the distribution of goods different from the typical peddler. The latter character has developed on narrow lines, and has no opportunity to buy goods advantageously, and can only make his living by preying on the credulity of ignorance, and generally in remote localities; but the men who have been thrown by the vicissitudes of the business depression into the itinerant field are men educated in merchandising and their competition is a matter of more importance. They understand buying and know where to buy. They can get good goods and can sell them in close competition with the regular trade as their expenses are comparatively small.

To what extent this element affects the continued dullness in retail trade in the smaller towns can only be conjectured. There is no doubt that it is of significance. But it is a temporary condition which will gradually be remedied by the return of better times, just as the tramp battalions are always diminished by prosperity.

CHANGES IN BICYCLE TRADE.

The high price of bicycles during the past two years, coupled with the great demand, has stimulated the manufacture to a wonderful degree. The apparent difference between the cost of building a wheel and the price it has commanded in the market has been a tempting bait to many hundreds of small capitalists and to mechanics to an extent that has multiplied the number of factories greatly.

During this time the difference between cost and selling price has been materially reduced. This reduction, with the increased cost of selling, as the supply becomes sufficient for the market, has reached a point where economy of manufacture becomes an important element. This has already operated to create a mortality among the lesser concerns, and failure or consolidation with larger ones has considerably lessened the number of factories during the past few weeks.

This fact does not necessarily imply that the number of wheels is to be lessened, but that the manufacture is to be more centralized in the great concerns. Some of these, foreseeing the coming necessity of economic production, made preparation by provision of the best automatic and other machinery and careful organization and systematizing of manufacture to meet the requirements. As a result, such are in the race to-day. Others, even among establishments of large capital, relying upon the generous margin of profit, have given their attention more exclusively to selling, and to the contriving of talking points in the wheels, not deeming it worth while to bother with the saving of a few pence here and there in the building. Such are finding themselves pushed to the wall with other small concerns.

The wheel is rapidly assuming a position as an article of standard manufacture, with profits reduced to a healthy basis. The great factories, by employing the most complete machinery and apparatus, will continue to make large profits, even at the reduced prices. This reduction will stimulate purchase and it will not be strange if there should be sale for even a greater number of wheels than found market this year, although it is probable that this will remain the banner year for the amount of money invested in wheels. There will, also, be some radical changes in selling operations. The same enticements in the margin of profits which increased the number of factories led to a great proportion of retail dealers engaging in the trade—almost every one who had a show window put a wheel in it. The result of this, in many cases, was not satisfactory. Push and experience in the line had become factors and, when the drop came at the close of the season, many thousands of wheels remained in the hands of these dealers, with the retail price reduced to less than they had paid at wholesale. This unpleasant situation will have a tendency to reduce the number of retailers. Thus the selling will be done by the more experienced concerns, who can push it as a standard business. While the continued tendency will doubtlessly be in the direction of lower prices and less margins, there will not be the radical sudden change which caused so much disappointment this year.

The spirit that prompted the riots and murders of the Coeur d'Alene strikes two years ago is again in evidence in the miners' strike which has been in progress about four months in Deadwood. The mines were getting fairly into operation, under the protection of armed guards and fortifications, when a cowardly attack was made upon them by the trades unionists under cover of night, with the murderous dynamite they know so well how to use. They succeeded in firing the mine buildings and in preventing the firemen from saving them, killing one in the battle. The loss of the assailants was four killed and a large number wounded, while there were no casualties among the defenders of the mines. The financial loss is heavy. This murderous attempt will probably end the efforts of organized labor to prevent free workmen from filling the places in the mines.

It requires more of the qualities of manhood to be a first-class traveling salesman than are demanded in any other profession. No dullard can be a successful man on the road.

SENTIMENT IN BUSINESS.

It is a trite and common saying that there is no such thing as friendship in business. This is based upon the assumption that the principles governing the transactions of trade are purely and rigidly mathematical, and so necessarily antagonistic to the softer humane motions and amenities of life. It is simply a question of buying at a low price, adding the correct ratio for expense and profit and selling at the result obtained. Thus the typical merchant becomes a Gradgrind whose sentiments are buried under the weight of unfeeling reason and demonstrable exactness. Not that there is a total absence of friendliness in demeanor; there are few who are lacking in geniality to customers, but this is made purely a matter of business. Not that it is an affectation; it may be genuine enough, but it is manifested strictly in the interest of trade and it is never wasted where it will not yield its returns in visible profits.

The development of the type of character here indicated is not always, or even usually, the result of premeditated intention. In the mental and moral equipment for a business career most men find themselves suffering from various deficiencies. Thus there are natural weaknesses of disposition which they must set themselves to correct. A very common weakness of this kind is the tendency to be too easy, too slack in business matters or too lenient with the slackness of others—a hesitation to hurt sensitive feelings, which may either be the result of a naturally kind disposition, or, as happens more frequently, the result of natural laziness. The first proceeding of the successful business man who finds himself thus hampered is to take steps to correct the tendency. In thus dealing with the disposition to be too easy he is apt to go to the opposite extreme and a degree of hardness results that is not conducive to his own happiness or to that of his associates and dependants. Frequently, there are developed, from the natural tendencies, the qualities of a tyrannical disposition and a questionable pleasure is found in asserting the will of a master, all without intention.

The best ideal for the merchant is neither that of a Gradgrind nor a tyrant. The development of such qualities indicates either the meanness of a narrow nature, the acquirement of a thoughtless habit or a mistaken idea as to what constitutes business method and exactness.

There are, properly, sentiment and friendship in business. The frank and hearty recognition of that fact is the characteristic of those making the greatest success. They acquire a genial positiveness which results in the most efficient work from subordinates, securing their hearty good will and esteem while conducing to the happiness of all concerned.

Hearty, sincere, whole-souled friendship to all deserving it is one of the most valuable equipments of the successful business man, as it is of everyone. There is nothing in it, nor in its free manifestation, in the least derogatory to the widest success—indeed, it is essential to it. The surly, selfish Gradgrinds may achieve an apparent success by the accumulations of intense, persistent effort, but it is not worth the cost and might have been better achieved on the broader plan.

It does not follow that, because there should be friendship in business, there should be less of either positiveness or

exactness. When it is said that friendship should not be permitted to interfere in the slightest degree with correct business methods, the saying is pertinent. Friendship may prompt to acts of business accommodation and kindness, to doing a good turn at every proper opportunity; but, when it becomes a factor in the question of credits, it is most pernicious and ceases to be true friendship.

THE MOON'S MOON.

The astronomers have commonly held that the moon is a dead world, a dry desert of volcanic mountains, with no possibilities of animal or vegetable life. This notion has been derived from the telescopic views of the moon, which is seen to be a mass of rugged peaks, with craters and deep chasms, with no signs of any watery vapor in its atmosphere, and, therefore, the conclusion has been adopted that the planet is a desert of dead volcanoes.

But, recently, Prof. Pickering, an American astronomer, has found evidences of watery vapor upon the edge of the moon's disk. It should be remembered that the dwellers on our planet only see one side of the moon, and that is the dry and rocky side. It is entirely possible that the other side, which we do not see, is a fine country, well supplied with water, and inhabited by men, besides animals and vegetables fit for their use. The watery vapor on the good side of the moon would not be visible in the dry and heated atmosphere of the desert, but would appear, under favorable circumstances, along the outer circumference of that body.

There is no good reason to doubt that the moon is inhabited, and that the people have great sport in climbing up the rugged mountains at the borders of the desert in order to look at our earth, which they could never see otherwise, and which must appear to them as another great moon. The diameter of the earth is four times as great as that of the moon, and it will be realized that to the men and women, for there must be women in the moon, our earth would present a most magnificent appearance.

Imagine lunar excursions, from the various cities and towns near the margin of the desert, of vast numbers of people to see our earth at its period of full illumination. What a grand spectacle it would be!

The improvement of the potato has seemed to be the work almost exclusively of English-speaking people. The tuber has been named, specifically, the Irish potato, but the French are not disposed to allow the fact to be forgotten that it was one of their race who brought it effectively into general use. Everywhere they are doing honor to Parmentier's memory. A Parmentier medal was recently offered at a grand exhibition, which brought out a collection from one grower of 350 varieties, probably the greatest assemblage of the potato family ever brought together at one time.

The international copyright congress at Berne has expressed itself in favor of granting to newspaper articles the same protection in respect of copyright as to any other literary work. The questions of the copyright of political articles and newspaper intelligence are reserved for the decision of next year's congress, which is to be held in Monaco.

THE TROUBLE IN TURKEY.

There is no disguising the fact that the situation in the Turkish Empire has assumed a most menacing aspect, and, unless the European powers reach some agreement in the near future, the general peace is likely to be broken. The more the recent riots in Constantinople are investigated the more certain it becomes that the massacre which followed the occupation of the Ottoman Bank by the Armenians was ordered by the Turkish authorities. The prompt acquittal of the people accused of complicity in the riots has been a convincing proof that the Turkish police officials were aiders and abettors of the massacre, even if they were not active participants.

Very naturally, the atrocities committed in the capital of the Turkish Empire have produced a very bad impression in Europe. It is now clear to everyone that the Turkish government is determined to exterminate the Armenians root and branch, and thus forever rid itself of the constant struggle of the Armenians to secure their independence. The full realization that any power claiming to be civilized should resort to extermination to correct political ills at the close of the Nineteenth Century has naturally stirred profoundly every thinking person, and the principal European powers realize that the time is at hand when the Turk must be taught a lesson and his sway driven forever from Europe.

In Great Britain the greatest indignation has been occasioned by the developments connected with the recent Constantinople riots. Meetings have been held at which resolutions were passed calling upon Lord Salisbury to take vigorous action against the Turkish government, even if England has to act alone. The British government, while undoubtedly greatly perturbed over the situation, is not willing to risk isolated action. The other European powers appear to be looking on with indifference, being apparently perfectly willing to allow the status quo to continue, provided only England is prevented from profiting by disruption of the Turkish Empire.

Russia, more frank than other powers, has refused to attack Turkey, claiming that she is amply satisfied with the portion of Armenia the Czar now possesses. It is, therefore, very evident that England must undertake the chastisement of the Turk, or the Porte must be allowed to drift along in much the present manner for years to come.

Whether Lord Salisbury will be able to resist the popular clamor it is difficult to foresee; but it is very certain that Great Britain is in no position to cope with the rest of Europe, and the wisest public men of the day have advised against such a course. Our British friends should likewise pin no faith to the belief created in certain quarters that the United States, in certain contingencies, would be willing to aid Great Britain in Turkish waters. There is not the least chance that this country will attempt to meddle in European affairs, even where Turkey is concerned.

Another failure of an attempt to establish a colony on the Utopian plan is reported in Paraguay. New Australia is breaking up fast, and the colonists are drifting steadily back to Australia or "trekking" to South Africa, notwithstanding all the efforts of the Paraguayan government to keep the colony going.

Every five years the returns of the French census provide the text for endless homilies on the relative dwindling population of France and for expansive discussions as to the cause for the decline. The matter lies in a nutshell. The Code Napoleon, by its provision that all children must have equal shares whenever the parents' property is divided, has profoundly altered the domestic life of the French people. They were formerly much given to large families, as witness the French Canadians, who preserve in America the language and customs of the France of Louis XIV., and regard a family of sixteen or eighteen as the normal thing. It is a rule about the equal inheritance of farms and other property which has put a limit to the family in France. People are regarded as bad parents who have more children than can be comfortably provided for in the division of their estate.

A Brazilian exchange suggests that, now that the right to the island of Trinidad has been conceded by Great Britain to Brazil, the Portuguese spelling of the name should be generally recognized, as it will help to distinguish the island from that of Trinidad in the West Indies. A good suggestion comes once in a while from the country "where the nuts come from," and this is one of them.

A San Francisco ordinance makes it a misdemeanor for a peddler to solicit custom from a house where there is a sign on the steps or on the side of the house with the notification "No peddlers." It also makes it a misdemeanor for a peddler to solicit custom without having a numbered badge on the front of his hat, which is supplied by the license collector.

Local critics of the bicycle's influence on manners should be encouraged by the fact that Zola has postponed the writing of his bicycling novel until society shows the effects of the sport plainly enough for him to draw certain conclusions as to its results. The French novelist has decided that the time has not yet come for him to deal with the immoral tendencies of the wheel, and he has admitted optimistically that he believes the practice will be for the good of the French nation. There is certainly ground for encouragement in this, for where Zola has failed to find any evil results they cannot be aggressively prominent. The Archbishop of Paris, Cardinal Richard, has lately forbidden his priests to ride bicycles, as their cassocks could only be adjusted to women's wheels, and the Archbishop decided that this would be undignified. So the clergy of his diocese are no longer allowed to ride in public. Priests are frequently seen here on the wheel and they usually wear their customary clerical garments, and one in knickerbockers has yet to appear. They are not often to be seen on the boulevards and they rarely look as though they were riding for pleasure.

The German manufacture of wire nails, the chief seats of which are in the Rhenish provinces and Westphalia, as well as in Hanover and Silesia, has within the last fifteen years increased to such an extent that it covers not only the ever-growing home consumption, but it also has augmented its exportation by about 250 per cent. In the year 1880 only 1,045 tons were produced. In 1890 the manufacture rose to 41,042 tons, while in the past year it reached 56,424 tons.

Voters in Italy get, on the average, sixty cents each for their votes, and must show by the blotting paper which they have used for their ballots that the vote was cast for the right man before drawing their pay.

Getting the People

Advantage of Using Full Page Advertisements.

Written for the TRADESMAN. Copyrighted, 1895.

The good of all good is in the good way of handling it.

A good thing, badly presented, may be as poor as a bad thing well presented.

Too little office room is extravagant economy.

Too much office room is wasteful extravagance.

Enough is plenty.

A large business and a large office generally go together.

A hundred-dollar man does not often wear a ten-dollar overcoat.

In the equilibrium of the parts of the business is the success of the whole of it.

The successful house has enough room, enough clerks, and enough of everything.

By your surroundings will you be commercially judged.

Extravagance and economy, like the extremes of heat and cold, act the same.

There are several reasons in favor of full page advertisements in trade papers.

To logically and practically present them, allow me to give them, number by number:

First—The full page advertisement stands for progress.

Second—The full page advertisement represents success.

Third—The full page advertisement must be seen.

Fourth—The full page advertisement is exclusive—nobody else occupies the page with you.

Fifth—The full page advertisement gives you individual identity—you stand by yourself, on your own ground.

Sixth—The full page advertisement cannot be overshadowed by surrounding announcements, because there are none around it.

Seventh—The full page advertisement may not be a guarantee of respectability, but few, except the most reliable of houses, use full pages.

Eighth—The full page advertisement admits of the boldest typographical display.

Ninth—The full page advertisement allows ample room for comprehensive illustration.

Tenth—More than four times as many people see and read the full page advertisement as see and read the quarter page advertisement, and the full page does not generally cost quite as much as four times the cost of the quarter page.

The traveling salesman should never be obliged to initiate the buyer, for the first time, with the name of the house he represents.

The full page advertiser knows that the name and the business he does are familiar to every possible buyer.

The advertiser of smaller space generally finds that his advertisement pays him, and if he finds it to be so, there is no reason why his reason should not furnish reason to make the good thing that paid him well pay him better.

There are exceptions, for no invariable rule ever existed, but no man of sense dares risk his dollars in following the law of exception when the rule of average leads on to success.

So long as ninety-nine per cent. of the most progressive and successful houses use full pages, have used full pages, and always expect to use full

pages, the argument in favor of full pages lifts itself from out of the sea of doubt, onto the rock of successful safety. NATH'L C. FOWLER, JR., Doctor of Publicity.

How to Advertise a Local Store.

H. W. Norman in Printers' Ink.

The local grocer—or druggist—knows just who his customers are and who are not. He knows where they live and what their business is. He knows when a family moves away and when a new one moves in. He knows just exactly who ought to trade at his store and has only to solicit their trade right and persistently to get it. There's no wasted energy. Every advertisement goes direct to a buyer who should trade at your store.

This is my plan and its success depends upon the vim you put into it and the kind of store you keep. If the store isn't right your neighbors all know it and your advertising will not pay. Draw a plan of your portion of the city, six or seven or eight blocks square, with your store as the center. Draw it large and well, so you can keep it for reference. Mark down upon each street the houses that are on it. Now, put a mark opposite each house that buys at your store. There are probably a thousand or fifteen hundred houses on your map and not a fifth of them are your customers. And they all should be. It's your fault they are not. You probably never realized before how few of your neighbors deal with you. Now, have prepared twelve circulars telling the best points about your goods and your store. Tell why it's a little different from other stores (if there is any difference). Tell about one or two lines of goods at a time—not more than three—but tell all about them, go into particulars—the ladies like particulars—and tell the price. Don't give any catch prices. Advertise staple goods at reasonable prices. You want the regular family trade, and most ladies will pay a fair price for a good article. These twelve circulars should be a month's supply. It's easier and cheaper to have the lot done at once and you are more sure to use them if you have them handy. Three times a week you have your boy deliver them, one to each house in your district. The morning is the best time. If you are sure of your boy, all right, but if not, watch him and see that he does it right. Let him understand that you are in earnest and you'll have but little trouble. About the second or third week have your man call at each house and ask if there are any orders. Whenever you expect to have anything that is exceptionally nice, like good butter or fine hams or oranges, have a circular printed and sent right out. Don't neglect this, for it's the having and telling about the unusual things that bring the new customers. There are dozens of firms that manufacture special lines of goods that would only be too glad to furnish you with a few samples if they were sure that you would place them in the hands of actual consumers. Write to them. Explain your methods of advertising and assure them of your desire to push their goods by introducing them directly to your customers. When the samples arrive, send them out with a neat circular telling all about them and the price and that you will always be able to supply them. If you can arrange to have a practical exhibit at your store at the same time, do so and announce the fact in your circular. The direct results may be few, but the housekeeper will remember the enterprise of the merchant who does it, and the continuation of it is sure to bring good results. When a new family moves in your district call on them at once and solicit their trade. Have no feeling of false modesty about it, for you've a legitimate business proposition to offer them—if they will buy their goods of you, they will get the best goods at a fair price, and, more, they will know that you think enough of their trade to ask for it. In most every case you will get good results if you do it right. Be sure that your man who goes out daily for orders is the

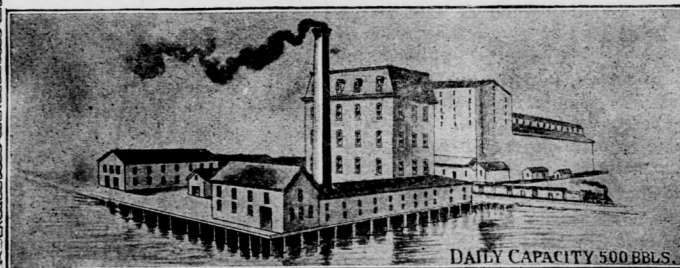
STRICTLY MODERN MILLING PLANT

Manufacturing the best Dakota and Minnesota

Hard Spring Wheat Flour

In the world. Owned and operated by

JOHN H. EBELING, Green Bay, Wis.



Don't Wreck Your Business

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

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

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

JOHN H. EBELING, Green Bay, Wis.

MAINE FACTS

Skowhegan, Me., June 3, 1895.

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, 1895.

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

right kind. He should be neat, intelligent, quick and polite and have authority to adjust any trouble over goods that are unsatisfactory. The wrong man at this kind of work will spoil the effect of a year's good advertising.

Avoid advertising novelties, church fair programmes or schemes of any kind. They are only an illusion.

And now a word about store tactics. Keep your store clean and sweet—most groceries are dirty. Keep clean yourself and make your help keep clean. If you insist on this your stock will always look neat and inviting, for it's only the slovenly storekeeper that can endure an untidy stock. Be careful in your treatment of children. Let the mothers feel that they can send the smallest child with safety to your store, and make the children feel that it's a pleasure to come there.

Take back everything your customers are displeased with, no matter what the reason. There's one way to do this and make your customer twice your friend, and there's another that makes her feel what a disagreeable man you are. Be sure you do it the right way.

There are lots of other points about local store advertising that you'll learn with experience. But do this much right and your business will grow and grow and you'll be able to decide better about other ideas.

Improvement in Store Building.

Written for the TRADESMAN.

In a recent trip through many of the towns of the State my mind was impressed with the fact that radical improvements are taking place in store construction and methods which are so gradual that they have been scarcely noticed. One of the consequences of this improvement is not favorable to the appearance of the towns in that many old-style buildings, with small show windows, with high platforms, heavy old-fashioned doors and dingy and uninviting interiors, are standing vacant and weather-beaten, to the sad disfigurement of principal streets. Such buildings give a run-down, deserted look to these towns which they do not merit. The trouble is not that the town is going backward—this condition is the result of the tendency of business to seek newer and more inviting quarters.

The changes in the architectural character of country stores are very marked. In small towns where a plate glass window was about as likely to be encountered as granite or asphalt pavements a few years ago, broad, open fronts filled with heavy, large plate are common. In some cases when the store was susceptible to modernizing improvement, especially if owned by the occupant, the fronts have been torn out and rebuilt and other improvements introduced as were possible; but more frequently the merchants have been improving the era of low prices in building operations to plan and build in modern style such stores as are best adapted to their business. One noticeable departure in these is their greater roominess. One of the slowest lessons for merchants in small and medium sized towns to learn is that plenty of room, light and fresh air are cheap in such locations and are an investment which yields the best returns. Thus as much glass as possible is used in the fronts, and the display platforms of the show windows are low and roomy; and a generous area is left unoccupied inside the doors, so that the customer, on entering, does not feel stifled in the restricted "cubby-hole" formerly so common.

It is found that, in these roomy, well-lighted stores, it is possible to display goods much more attractively and thus these merchants are learning the value of display as a trade-bringing feature.

It is a pleasure for the customer to enter such stores, where the article wanted is either in sight or can be produced from some easily accessible place which gives it an appearance of being an important article of trade, instead of exploring narrow, obstructed passages and producing the article with delay and difficulty from their obscure depths as though seldom called for.

Progress in trade architecture in the smaller towns is keeping pace in proportion with the larger cities. Not long ago, when capitalists in these towns wished to invest in building for the sake of local improvement, the result was a heavy, disproportionately high, massive structure, with the conventional narrow, long store rooms below. These buildings dwarfed their surroundings and thus were a blemish to the towns. It is a satisfaction to note that this is changed and that the structures are kept at a suitable height and are better adapted to the local needs.

W. N. FULLER.

Furnishing the Facts.

Whoever writes an advertisement that does not give facts about the article advertised is indulging in a species of blind advertising. An advertisement really means to inform, and the advertisement that doesn't inform is no advertisement. To take space for the purpose of telling a story and then saying nothing is costly amusement—costly both to the pocket and the reputation. Not only that, but it is fooling the public, obtaining its attention under false pretenses, as it were. If you intend paying for the advertisement you expect it to pay you, and the only way it can do that is by selling your goods. But if you say little or nothing about your goods in the advertisement, how can you expect it to sell them? People are not buying a pig in a sack. They want plenty of information about your stock before they will even go to examine, let alone buy it.

A Good Precedent.

When President Lincoln first met Governor Tod, of Ohio, he expressed some curiosity about the Governor's name. "I never could understand how you came to spell your name with only one d," he began. "Now, I married a Todd, and she spells her name with two d's, and I believe she knows how to spell. What is your authority for using only one?"

"Well," drawled Governor Tod, "my authority for it is, in part, the fact that God spells His name with only one d, and it seems I should be satisfied if He is."

The "rest cure," a method of treatment for those who, while suffering from no organic trouble, are yet the victims of an apparent exhaustion of the vital forces, was devised by an American physician. Under this treatment, the patient must be kept in bed from three to six weeks. The attendant or nurse, with the doctor, is to be the patient's sole companion. Even the members of his own family are not to be admitted, since visitors of all kinds necessitate the physical and mental effort of conversation. In severe cases the patient must be fed and on no account should be allowed to sit up. Massage and electricity take the place of exercise. Neither of these measures calls for the expenditure of an ounce of the patient's nerve force, and at the same time the general nutrition is increased. The remainder of the rest cure consists in a carefully prepared and systematic course of feeding, combined with bathing and other hygienic measures. A definite hourly scheme must be arranged and strictly adhered to.

France has kept 200,000 tons of coal stored at Toulon since 1893 to be ready in case war should break out.

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.

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.,

J. ROBINSON, Manager.

BENTON HARBOR, MICH.

Parisian Flour

Parisian Flour

Lemon & Wheeler Company,

SOLE AGENTS.

Parisian Flour

Parisian Flour

++++ \$5.00 +++++

There is Lots of Money

IN OUR

NEW BOSTON GINGER NUTS

Figure for yourself. A big profit in retailing by the quart.

110 heaping quarts to the barrel at 10c.....	\$11 00
1 barrel, 80 lbs., at 7½c per lb. (cost).....	6 00
Profit per barrel to grocer.....	\$ 5 00

Nearly same proportion of profit by buying in boxes of about 35 pounds.

TRY A BARREL

and swell your sales, even in dull times,
by handling this **Rapid Seller.**

THE NEW YORK BISCUIT CO.,

GRAND RAPIDS, MICH.

++++ \$5.00 +++++

Clerks' Corner

Excellent Suggestions for Clerks.
From the Shoe and Leather Gazette.

Said a merchant lately, "Outside of a thorough knowledge of the goods he handles, I really consider that the ability to remember faces and names is one of the most important qualifications of the successful clerk. Some people may think that I lay too much stress on this matter," he continued, "but I do not think so. If a man comes into the store here and buys some little article, and comes again within a couple of weeks and is met with a hearty greeting by the man who served him before, and realizes that he is remembered, it is likely to tickle his vanity immensely. He feels that the house considers that it has a friend in him and wishes to cultivate him. If he is greeted by name, it may surprise him, but it makes him feel all the more that he is appreciated."

"For this reason, I instruct my clerks to always ascertain, if possible, the names of those with whom they have dealings, especially if they have reason to believe they are likely to come here again. Of course, the tactful clerk can often do this without asking a direct question. It is wonderful how much a man can get out of another without an apparent effort in that direction, if he fixes his mind on it and gives thought and study to methods of doing it."

"When a clerk learns the name of a customer, he should be careful to ascertain the way it is spelled and the correct pronunciation, if it is a difficult one. When the customer once gives his name, he will be flattered rather than otherwise at any inquiries of that kind by the clerk. Little things like this go far, in my opinion, towards the making of a successful clerk or merchant."

The Gazette has often heard merchants express the same thing. They have told time and time again the value of calling a man by his name and speaking to him as an acquaintance. Here is where the country merchant has the advantage of the city retailer. He knows everybody in the country round about and everybody knows him. By proper treatment he can make his store the natural headquarters of his farmer friends when they come to town and so bind them to his store that it will take more than ordinary effort for a competitor to call them away. In their proper treatment the clerk should play an important part. He comes in direct contact with customers and it is his treatment that largely helps to build up or tear down custom. It is to every clerk's interest to build up trade, not only because he wins increased salary therefrom, but because he will some day, doubtless, become a merchant himself, and friends count at such time."

Last week the writer was talking with a young man who, with a partner, had just bought out his employer. Said he, "It will surprise you, perhaps, but we paid dollar for dollar for this stock! Why? Well, because it is worth that under the circumstances. I have worked here since 1879. I know every customer as well as Mr. So-and-So does. The new firm will not lose one customer by the change. Besides, I have been largely in charge of the stock, and goods were bought by Mr. So-and-So as much on my judgment as on his. It has been kept in good shape, and that's why we could give dollar for dollar and be justified in it, where others could not have afforded to pay more than 65 to 70 cents on the dollar for the same goods."

Few things please a customer more than a straightforward, honest description of the goods shown. If a clerk picks up a shoe and says, "This is what we call kangaroo calf, but it never saw the back of a kangaroo. On the contrary, it is made from the hide of a cow tanned in imitation of kangaroo. You can't tell the difference between it

and genuine kangaroo, nor can anybody but an expert. The finish is exactly the same, but this is a better wearing leather, besides being considerably cheaper. Kangaroo skins are rather scarce now and five out of six kangaroo shoes that you see are really like this. American tanners have made tremendous progress of late years and this kangaroo calf is one of the best evidences of it." If a clerk talks like that to a customer the latter has confidence in him.

A week or so ago the writer was with a newly-married young friend who was purchasing furniture. The salesman was eloquently reciting the perfection of his goods, dilating on the merits of a bedroom suite. "The manufacturer of these goods," said he, "is one of the most conscientious in the United States. The wood he uses is scrutinized thoroughly and a piece with a knot, however small, he will never use—", at this juncture the young Benedict placed his finger squarely on a small knot that was hardly noticeable, and the clerk added hastily, "unless—unless—it gives satisfaction." The awkward position of the clerk was humorous enough to cause a laugh and after that it would have been impossible for him to make a sale of any size whatever.

In another store the salesman was one of those genial individuals who seem to put themselves to great trouble to oblige one. There was not the slightest effort on his part to advance the claims of one thing more than another. He volunteered no advice except in the matter of material of certain articles. He determined by the customer's actions about what he wanted and showed cheap goods with the same cheerfulness and energy that he did the highest priced. More than that, when he had sold a good big bill—for there was no getting away from him—he learned that other articles were to be purchased later on, and insisted on showing the entire line in stock, without urging to buy or even suggesting it. He gave prices; that was all. When the customer was ready to leave, the salesman said, "Now, when you want any of these goods I want you to come in and let me see what I can do for you." The customer said he would—and he will.

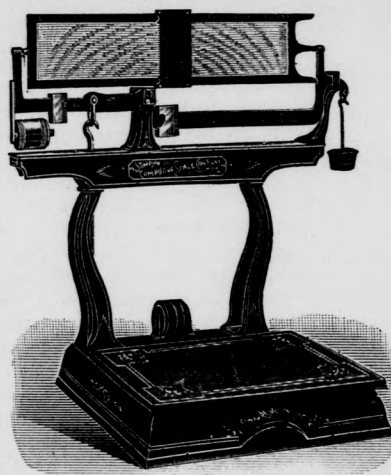
Avoid Coarse Tendencies.

From the Shoe and Leather Facts.

A salesman who imagines that, by indulging in coarse witticisms and anecdotes, he will acquire the reputation of being a "jolly good fellow" is far astray. The very people who listen to and applaud his jokes will, in their inmost minds, look upon him with contempt. "Broadness" is not necessary to secure a reputation for being a genial, thoroughly good fellow, and the salesman who thinks it just the thing to become noted for his ability to tell "loud" stories will not be apt to find the class of patrons who appreciate them the most profitable customers. A good story, capably told, helps to put both seller and buyer on a more sociable footing, but there is no need for a particle of suggestiveness to enter into its composition in order to make it worth the telling. The salesman's calling is now looked upon from a far more elevated standpoint than was once the case, and every member of it should deem it a duty to see that this respect is not lessened. Geniality and good fellowship need not be synonymous with vulgarity, and the belief is that the majority of the "knights of the grip" fully appreciate this and are a credit and ornament to their calling.

An Apt Reply.

Toy Jobber—Seems to me your charge for "liquor for customers" is enormous. "You sent me on the road with a great lot of Christmas toys and Christmas tree ornaments?" "Certainly." "Well, you don't suppose a drummer can sell people Christmas things in July without getting them drunk, do you?"



Read
Our
Platform

What a User Says.

The Stimpson
beats the world.

L. M. THORN,
Saline, Mich.

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

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

Our motto—weight and money value at one operation.

STIMPSON COMPUTING SCALE CO.,

ELKHART, INDIANA.

SHALL WE HAVE

The Gold Standard?

We offer a substitute for Gold.

Good as Gold.

What are we speaking of? Why

MANITOWOG PEAS

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

THE ALBERT LANDRETH CO.,
MANITOWOC, WIS.

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

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

SMART SAYINGS.

Short Catch Phrases and Pointed Paragraphs.

Parachute prices.—W. C. Babcock & Co., Galesburg, Ill.

Things that make the thoughtless think.—Milner's, Toledo, Ohio.

We gain in fame, but not in profits.—Geo. W. Flint & Co., Hartford, Conn.

Powerfully persuasive prices for the early-bird buyers.—Kleinhaus & Simonson, Louisville, Ky.

Synonymous words.—McKinley—gold; Bryan—silver; Blumauer's pharmacy—Cut Rate Prices.—Portland, Ore.

It may be hard to make money earn 6 per cent., but it earns 50 per cent. if invested in almost any of the items in this list.—Yerxa, Minneapolis.

It is a waste of time, so an old proverb says, to scrub a sow's ear. You will waste the time just as effectually trying to equal our line of fall derbys.—Chas. E. Pease & Co., Burlington, Vt.

Drawing a shoe. A real prize is the shoe you draw if you cast your lot with Turrill. There are no blanks. No chance for a poor shoe.—Turrill's, Chatham, Ont.

You can make your dollars go a long way by carrying them. You can save both time and money by buying your groceries and green goods at our store.—Famous Cash Grocery, West Plains, Mo.

Better goods for less money; better quality for less profit; better value with more satisfaction—these are the inducements we hold out to dry goods buyers.—Beare's Trade Palace, Grand Forks, N. D.

We fit shoes so that they afford comfort—and as for baby's feet, we pay special attention to them. Train the baby's foot in the way it should go and it will always go to our store to be fitted.—O'Sullivan Bros., Lowell, Mass.

The frugal person always watches the pennies; the dollars are credited with taking care of themselves—they do at this store—their purchasing power is greater now than ever before.—Jacobs' Pharmacy, Atlanta, Ga.

Not a game of blind man's buff. We don't ask you to go blindly into the purchase of clothing. We only ask you to come and see our goods, then act or not, on your own judgment.—Stiles & Kelley, Burlington, Vt.

A big slice has been taken off the shoe prices here. Every vestige of profit to us is gone. We don't want profits now. We want to get these out of our store and onto your feet.—A. B. Greenwood, New Haven, Conn.

Suits that are staple as dollars, that have stood the test of a season's criticisms and comparisons, at prices that the mark-down and slaughter sales of competitors have not affected in the least.—Nebraska Clothing Co., Omaha.

The blowing of trumpets, beating of drums, the roar of cannon could not have added to the enthusiasm caused by our sale. The goods sold yesterday are evidence of the appreciation of our offer.—E. S. Levy & Co., Galveston, Tex.

Sharp eyes are watching for our sayings and doings each week. We never disappoint our friends, for we always have something new to lay before them in the way of special bargains.—Brown, King & Co., Lincoln, Neb.

"Tis not the coat that makes the man." The hat has much more to do with it. No matter how perfect the cut of his clothes, no man can hope to look well dressed in an out-of-date derby.—D. McCarthy & Co., Syracuse, N. Y.

School shoes. We like to have your children wear our shoes and grow up in them—then when they get big they will think, like lots of other grown-up people, that ours is about the only place they can get shoes to exactly suit them.—J. D. Alkire's Sons, Denver.

It's hard for the youngster to make up his mind to go back to school. Make his way the easier by getting him (or her) attractive school things. We've made your way easy to get them to-day—prices are twice as easy as they were this time last year.—Marks Bros., Philadelphia.

Getting to the bottom.—Funny, when you come to think of it, that the only way for a merchant to get to the top is by getting to the bottom—in prices. We don't like to boast, but we know that our "bottom prices" are the genuine thing.—C. Austin & Co., Chatham, Ont.

How dollars are made.—As a rule, they are coined at the United States mint—that is one way. Another way to make dollars is by saving. We can save you dollars by buying your clothing, hats and underwear of us. Fall styles now coming in.—B. Turk & Co., Burlington, Vt.

We never burned any red fire. Nor told any wild stories. We've been progressive without being sensational. We've been truthful and there's where we are different. But honesty never fears deceit. Our advertisements tell facts.—Gately & Donovan Co., Saginaw, Mich.

I have grown up in the grocery business. My biography you can have for mere asking. It is a pleasure to talk with you any time. If you wish to see business, coupled with system and activity, drop in any hour of the day. I can spare a moment for conversation with you on the weather or business.—J. S. Elledge, West Plains, Mo.

Extension of the Domain of Wheat.

From the American Miller.

The people of Aryan lineage have always longed for white bread, for wheat bread. Until comparatively recent times, this craving was not satisfied. White bread was the food of the rich; the masses were obliged to content themselves with the bread of other grains or of inferior wheat flour. There are parts of Europe where peasants and working people never ate wheat bread except on special occasions, until a few years ago. Probably such is still the case in many localities. But the gradual cheapening of wheat has had the result of bringing the white wheaten loaf within the reach of all or nearly all. In America this has been the case for a long time; even the bread of charity is expected to be good white bread, such as the poor of the old world rarely used to see.

But matters are different now. Wheat is more and more becoming the staple cereal of human consumption. Not that the others are to be discarded. On the contrary, everything shows that people are gradually learning to use all the cereals for bread purposes, and to vary their diet widely. But wheat flour, being within the reach of all, is taking its place everywhere among Europeans as the staple article of food. China is beginning to use American flour. India exports less than 10 per cent. of her wheat. The Russian peasant is learning to discard the familiar rye loaf for the wheaten article, and when he becomes accustomed to it, the stream of Russian export wheat will sensibly diminish. The American consular agent at Weimar, Germany, states that the consumption of rye bread in Germany has steadily decreased since 1879 and that wheat bread shows a more than proportional gain. Last year, he says, the consumption of both cereals was remarkable. That of wheat was 578 pounds per capita, and of rye 151 pounds per capita. That was living well. The wheat consumption was quite as high as it was in the United States, with the added consumption of rye. We doubt if rye will ever hold the place it has in the past as the staple food of so many millions. It will always be an important food, and its use in the United States will doubtless largely increase. But wheat reigns, and its domain is extending all over the world. And is it not some compensation for the low price it brings, to know that millions are now eating wheat bread, white bread, to whom its taste was practically unknown a few years ago?

Superseded.

"It is simply astonishing the way the bicycle is displacing the horse!"
"It is, indeed. Yesterday I found a piece of rubber tire in my sausage."

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.

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.

WHY

buy a Coffee Compound when you can get a Coffee that is

ALL COFFEE

FOR 15 CENTS PER LB.

Send for Sample ... Michigan Spice Co.

IMPORTERS,

GRAND RAPIDS, MICH.

GREAT VALUE

SANCAIBO

COFFEE



I. M. Clark
Grocery
Co.

Shoes and Leather

Some of the Trials Imposed on the Shoe Clerk.

From the Chicago Record.

Possibly the salesman's name was Job.

At any rate, he earned the title.

He came forward smiling and greeted the customer.

"I'm kind o' looking around for a pair of shoes," said the man who had ambled in from the street.

"Yes, sir. Do you want dark shoes or tan shoes?"

"I haven't just decided."

"Something rather heavy?"

"Not too heavy."

"Quite so. Do you like the cork soles?"

"I might look at some of them."

"Certainly. What size do you wear?"

"Well, I have worn as small as eight and a half, but I think the last pair was ten."

"I see. No doubt we can find what you want. Be seated."

The customer dropped into one of the chairs and the salesman began unlacing the right shoe.

"I don't want to get anything too tight," remarked the customer.

"Certainly not. A good shoe will never hurt the foot, even when it is new."

"Still I don't want to have it too loose, for then it's liable to wrinkle and crack."

"That's very true."

"I want just a good, easy fit."

"Quite so."

"Something that looks dressy and is serviceable at the same time."

"Exactly."

"The last pair of shoes I had looked all right at first, but they cracked across the instep."

"I can show you something that we warrant. You don't remember the size?"

"I think you may show me a number ten."

"Very well. I have something right here that is one of the latest shapes."

The salesman pulled down a box from the shelf and brought out a pair of glittering tan shoes.

"Those are the tan shoes," remarked the customer.

"Yes. You didn't care for the tans?"

"Oh, I might look at them."

"That's a very handsome shoe. It is what we call our medium weight—continuous sole and hand stitched."

"It looks like it might be too large."

"We'll try it on. There's a shoe that will give you good service."

The salesman forced the customer's foot into the shoe and pulled the laces up to the highest tension.

"Kindly stand up," said he. "How does that feel?"

"Oh, I don't know. It's m-m-m-m—"

replied the customer, indefinitely.

"Feel too tight?"

"Oh, I don't know. It feels kind of tight and then again it don't."

"Handsome shoe."

"M-m-m-m-m-m."

"I think you'd like that."

"Seems kind o' long."

"Well, of course, the foot isn't expected to fill out the toe in that kind of a shoe. Here, you can see where the big toe is. I hardly think it is too long."

"Is that the kind of toe they're wearing now?"

"Yes, we're having that toe put on many of our best shoes."

"Looks kind o' blunt."

"Well, you know the pointed toe is going out now—that is, the extreme pointed toe. The fashionable shape is a little more rounding."

"You've got some, haven't you, with a little more point to them?"

"Oh, yes. Would you like to look at some of them?"

"I might."

"Certainly." The salesman advanced along the shelves, withdrawing numerous boxes and then slamming

them back, and finally he came with another pair of shoes.

"You might try this one," said he, taking the right shoe of the second pair and bending it bow-fashion, so as to take some of the stiffness out of it.

"Same size?" asked the customer.

"Same size. Yes, sir."

"It won't do any hurt to try it on?"

"Certainly not."

Accordingly the first shoe was removed and the second shoe was put on and laced. The customer arose and limped slowly up and down on the strip of carpet. Then he paused and solemnly studied the shoe.

"Does that feel all right?" asked the salesman.

"Seems to me it pinches a little right across the broad of the foot. Maybe it doesn't, though."

"Of course a new shoe is liable to feel a little tight the first time you put it on, but it soon stretches into shape. Do you like that shape of toe?"

"M-m-m-I don't know. I guess it's a little more pointed than the other one."

"Oh my, yes. That is what we call our medium toe."

"Have you got another one like this that won't feel too small across the foot?"

"I'll see, sir. I'll see if I can't get just what you want. You want something a little broader across the foot?"

"Well, what do you think about that?"

Do you think this one will stretch and feel all right?"

"I do really. If you want a shoe to have a dressy look you must have a snug fit."

"Well, I guess I'll look at one a little wider."

"Certainly. I'll see what I can do for you."

The salesman hauled down more boxes and dragged out other pairs of shoes. Finally he said, "—!" and seized upon the very pair he had been seeking.

When the third shoe had been put on the customer's right foot, the salesman creased it across the top with a button-hook, and said: "Stand up again, please. Now, does that feel easy?"

"I guess that don't hurt any."

"Doesn't cramp the foot, eh?"

"No, it's wide enough, but it seems to be too long. My toes are away back here," feeling of his foot.

"Of course, with that shape the toe can't possibly come out to the end of the shoe."

The customer nodded his head and looked at the shoe as if he were about to come to a decision.

"You said you have the cork-sole shoes, didn't you?" he asked.

"Yes, we have the cork-sole shoes."

"Tan or black?"

"Both colors. Which would you rather look at?"

"I don't know. It wouldn't do any hurt to look at the dark ones. Which kind is going to be the style this fall?"

"Oh, both kinds. We are selling many heavy tans, and there is quite a demand for the heavy enameled shoe of an English pattern. That's what I'm going to show you now."

"Sometimes I think I'd like to have an enameled shoe, and then again I think I'd like to have a tan shoe."

"You'll find either kind very dressy. The enameled shoe is more easily cared for."

"You say you have both kinds?"

"Certainly. I'll get you a pair of the enameled shoes."

"You think they are better than the heavy tans?"

"Well, I'll tell you—I'll show you both kinds, and then you can take your choice."

"All right. I'll look at both of them. I guess I'll have time."

The salesman brought out two kinds of dark enameled shoes and three kinds of heavy tan shoes and showed them to the customer, who looked at each sample and said: "M-m-m-m."

"You'd better try on this one," said



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.

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.

the salesman, indicating a thick-soled specimen of the British pattern.

"Well, I might try it on," replied the customer.

When it had been laced he stood up and twisted his foot from side to side. "There's a great shoe," said the salesman.

"Looks a little big."

"That's the style in the English walking shoe. It's a heavy shoe, but very swell. Does that feel comfortable on your foot?"

"I guess I could wear it. How much does a pair like that come to?"

"Let's see—those are six-fifty."

The customer gave a long-drawn whistle.

"I thought I could probably get something to suit me for about three," said he.

"Well, we have a very serviceable shoe for that price. I'll show it to you."

"I'll tell you," said the customer, who proved to be no customer, as he slowly laced the original shoe; "I don't need a pair right away, so I think I'll kind o' look around and probably come in in a day or two."

With these words he moved slowly toward the door and passed out, leaving the salesman to put the miscellaneous stock back into the boxes, and to say, "—!—!—!—!—!"

The "Waiting Policy."

From the Shoe and Leather Facts.

A great many members of the various industries are at present pursuing a "waiting policy." They want to ascertain just how the election is going before they take any definite action. In this connection it may be remarked that, while a reasonable amount of conservatism is highly commendable, there are people who, in constantly endeavoring to avoid the possibility of making a mistake, never assume that amount of risk which is the natural concomitant of a successful business career.

As prognostications in regard to the future are, in the nature of the case, mere speculations, the average prognosticator is apt to be wrong in his deductions. That is probably the reason why many persons who do not profess to any shrewdness beyond that possessed by their competitors in this respect, and who simply carry out faithfully the work of each day and each season as it presents itself, are usually successful in the long run. Business has much of the treadmill in it. By this we mean that a routine must be pretty closely followed, whether there be a pending election or conditions are generally satisfactory or not. The man who has not the goods his customers are likely to require is certain to suffer a loss in consequence, and in order to secure such supplies he must visit the market or place orders through salesmen at pretty much the same period each succeeding season. The chances are, as has been stated, that, if he will simply adhere to his regular routine, he will hit it at least as often as he misses, and that is more than some people do who are eternally trying to delve into the future. He avoids, also, that other danger of losing sight of the natural channel through which success should be attained and of attempting to become a speculator rather than a legitimate business man.

There are found quite a number of instances, recently, where those who entered the province which should be left solely to the speculator have had much cause to rue it. It is gratifying, however, to note that the temptation to take money out of the legitimate channels of trade for this purpose is, in a considerable measure at least, losing its power. The "easy thing" is bad enough when money is plenty and business is rushing, but it is almost fatal when every effort and thought is required to make trade ventures safe. This "easy thing" appears in multitudinous shapes and guises. Sometimes it may be shares in a new railroad, and again the stock of a new mine or something equally alluring. As the business man is supposed to have the most ready money, he is the most urgently solicited. It would be impossible to estimate the tremendous sums that have been taken out of

trade in years gone by to enforce outside and speculative ventures of the kind suggested. Often it is not the actual drain thus made upon the capital of the tradesman that injures most, but the weakening effect it has upon his methods and energy. He is no longer so attentive to business as he formerly was, because he has buoyed himself up to believe that his speculations will render his attention to business unnecessary very soon. It is not to be expected that there will be a total reduction of this evil, for the speculative merchant will scorch his fingers, if not ruin his business, in days to come, as in the past. A warning at this time may restrain some who have not given the subject that consideration which it merits.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' Hall, Tuesday evening, Sept. 15, Vice-President Merrill presided.

Two applications for membership were received and accepted—C. L. Durkee, 1260 South Division street and Bear, Son & Co., 1161 South Division street.

The following letter was received from the Secretary of the Detroit Association:

Detroit, Sept. 7.—The grocers of Detroit, being about to organize for protection, and having learned of your organization in Grand Rapids, have instructed me to write you, with a view to obtaining some information. We are anxious to make a proper start and hope to profit by your experience. We would ask for a copy of your constitution and by-laws and any other information that you might consider of benefit to us. We now have the trade interested and with a little push and united action we expect to accomplish much.

E. MARKS, Sec'y.

The Secretary was instructed to furnish the necessary information and also at any future time to give any other information desired by the Detroit grocers.

On motion of Mr. Van Anrooy, Messrs. Lehman, Stowe and the Secretary were authorized to secure signs to properly identify the headquarters of the Association.

Frank Dyk introduced the subject of early closing Saturday evening, asserting that, in his opinion, the stores could just as well be closed at 9 o'clock as to be kept open from two to three hours later. He called attention to the fact that early closing was now an established fact, so far as the other days of the week are concerned, and thought that concerted action among the grocers would probably bring about an improved condition of things for Saturday night as well. The subject was well received and was discussed at some length, when it was finally decided to lay it on the table until the next meeting.

A communication was received from the Secretary of the Minneapolis Association, calling attention to the work undertaken and accomplished by that organization. Among the things now established are agreements on flour, oil, sugar and coffee, as follows:

Flour—Backed by the millers, 25c given by the millers to the grocers. Any violation will forfeit the dealer's right to further purchase.

Oil and Gasoline—The same agreements with oil companies.

Sugar—The price is regulated by Carey Emerson, a sugar broker. Cards are mailed to all the trade as often as there are any market fluctuations necessitating the sending.

Package Coffee—Regulated the same way.

We have had no violations of any of

the agreements in nearly a year and matters are running along very nicely. The membership of the Association is 408, and the organization is self-sustaining. This year we realized \$831 net from our annual picnic. The membership dues are \$3 per year for full membership and \$1.50 for price cards only.

Treasurer Lehman reported a balance on hand of \$237.33, and the meeting adjourned.

Why is a gate post like a potato? Because they are both put into the ground to propagate.

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

GEO. H. REEDER & CO.

successors to

REEDER BROS. SHOE CO.

Michigan Agents for

Lycoming and Keystone Rubbers

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

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

NEW CLIPPER
Business Bicycles have given almost universal satisfaction for nearly five years. Dealers who have sold them are, generally speaking, much better pleased with these wheels than most others. Very few dealers who buy and sell Clippers one season, fail to renew contracts to handle them again.

One of the best features of the Clipper is the **DUST PROOF BEARINGS**, made of fine tempered tool steel.

Many makers claim tool steel bearings, a few have them; the majority, however, use machine steel and case-harden it.

Clippers are too good for the Auction rooms, Dry Goods stores or jobbing trade. The price is too near the cost, and the cost too high for this class of trade.

MADE BY THE GRAND RAPIDS CYCLE CO.
Pratt 205

Standard Oil Co.

DEALERS IN

Illuminating and Lubricating

OILS

Naptha and Gasolines

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

GRAND RAPIDS, MICH.

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

Highest Price paid for Empty Carbon and Gasoline Barrels

Dry Goods

How to Push Specialties in the Dry Goods Store.

From the Dry Goods Reporter.

Mackintosh and umbrella weather is here and, while many merchants are prepared for it with good assortments of these articles and other wet weather goods, just as many more will need to be reminded by the call for them before their stocks are as they should be at this season.

A merchant need only watch the crowd go past on a rainy day to see how thoroughly the idea of having a neat and comfortable rain coat has captured the public. All dry goods men remember the old rubber coat and gossamer days, when these garments sold from one dollar up, and every other one was liable to be returned on account of imperfections.

The rain coat business was not very satisfactory or profitable those days.

With the advent of mackintoshes, however, it became an object to sell these wet weather wraps, and they are now handled even in stores which do not sell anything else in the way of ladies' coats or cloaks.

Comparatively little demand is had for these garments during the summer, and for that reason early autumn is apt to find the stock incomplete. If this is the fact in your case do not lose time in getting this stock in shape, even if you happen to read this article on a sunny day. Wet days are bound to come soon, and if you are prepared they will bring you a harvest in the way of good clean profit on mackintosh sales.

The condition of the umbrella stock is apt to be much the same as that of the rain coats. You have been selling sunshades for so many weeks that perhaps you have forgotten that people will need umbrellas, until a rainy day comes with people calling for dollar and dollar twenty-five umbrellas. Then you discover that you are short on these and "long" on some of the higher grades.

One of the best things you can do in such a case is to have a clearing sale of the high grade, left-over fellows, and then you can start the season with a fresh new stock all the way through, from the 75 cent glorias up to the finer ones suitable for holiday presents.

A clearing sale of this kind will serve two or three good ends: First of all, it will keep your customers from going to your competitors', and that, in itself, is a good thing; second, it will clean up the old stock, which is always to be desired, and, third, the customer will go away highly pleased over getting better value than expected.

Do you know of anything more effective for making sales on a rainy day than a good window display of umbrellas and mackintoshes? The hints man does not, and he has been a student of dry goods retailing for a number of years. Such a display does not have to be elaborate, either, in order to sell goods.

The more people are interested in a line the less effort is needed to attract their attention to it. Therefore, it is hardly an excuse for not putting in a display to say that it will not pay on account of the short time it would be left in the window. An hour in the morning on rainy days will give sufficient time to make all the display necessary.

Umbrella covers are another profitable item. Often a person will start down town on a rainy morning with an umbrella which they are actually ashamed of when they see it opened, and only carry it out of necessity.

If they know they can step into your store and have the unsightly covering replaced in a few minutes with one that is tight and dry, at about half the cost of a new umbrella, they will do it.

It's not always a matter of saving, either. Many times people like to retain the stick of an umbrella on account of its having been a present, and to such this appeals even more than the saving in cost.

A wet day often finds the shoe man short on the quick-selling sizes in rub-

bers and overshoes. This is a bad case, for no matter how anxious you are to sell or the customer is to buy, there is no hope if the proper size is lacking. Of course, this is not so apt to happen in rubbers, as the stock is usually bought ahead, but he should be "prepared for a rainy day."

Some merchants make it a rule to always have an advertisement for wet weather goods prepared and ready to use on short notice. This is not a bad idea, and can be followed to advantage in every town where a daily paper is published. As some newspapers require copy to be handed in a day previous to the time the ad is to appear, it would be advisable to have the printer set the ad ready for use, so it could be run on short notice.

If you have an umbrella case your stock can be displayed to better advantage and kept much cleaner than in the old way of keeping the umbrellas in racks or lying on the counter.

With small racks or blocks which are easily overturned enough umbrellas are broken or damaged each year to more than pay the cost of an umbrella case.

These cases can be purchased from show case people, and are also given away by some manufacturers with assortments of umbrellas.

Whichever way they are obtained, every merchant who has an umbrella case would not go back to the old way of keeping the stock after he has tried the new.

Umbrellas and mackintoshes, and rubbers, too, often prove imperfect. If an umbrella comes back with the cover in shreds from over-dyeing, or the stick or frame broken because it was not as it should be, do not hesitate to make it right. With rubbers and mackintoshes which turn out unsatisfactory the same policy should be pursued.

If you buy of the right houses they will make good to you anything which has to be allowed in such a case. At any rate, you can better afford even to lose it than the patronage of your customer.

The children should not be forgotten in laying in your stock of wet weather goods. Supplying their needs will be an important part of this business. They are out more than grown people and so are more in need of the protection these goods afford, and they also wear out more of them.

Do not neglect to let people know, both in your window displays and advertisements, that you have provided for the little folks, and can fit them out just as completely and comfortably as you can the "children of a larger growth."

Business Is Business.

From the Shoe and Leather Facts.

A good deal of unnecessary indignation is sometimes manifested by merchants when asked to give a statement of their affairs by those from whom they ask credit. A case in point was that of a dealer who was obliged to close up through loss from fire. Shortly after, he asked for credit to assist in re-establishing himself in business, but, when requested to furnish a statement of his affairs, positively refused to do so, although complaining bitterly of the apparent lack of confidence in him by those with whom he desired to deal. In a great measure this state of things was his own fault, for, though others sympathized with him in his misfortune, still they were bound to protect themselves. Business is business.

The best drink for a tired brain and one easily fatigued during the day is bran water. Bran lemonade is still better, and is made like ordinary lemonade except that the water has been mixed with bran until it has the consistency of milk. It should stand for six hours before being used. Try it, you who are skeptical. The bran is full of phosphorus, hence the relief.

Paraffine is found to be an excellent remedy for snake poison. The paraffine oil is worked thoroughly into the wound and then allowed to stand on it in a pool or the bitten part is poulticed with paraffine.

HAMMOCKS

\$7.00 to \$42.00 per dozen.

Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods

Grand Rapids, Mich.

Our Fall Lines of

Dry Goods, Notions and

Men's Furnishings

Are now in, complete and ready for inspection.

STEKETEE & SONS.

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.

TRIMMED FELT SAILORS

\$3.00 to \$12.00 per dozen.

Send for sample order.

CORL, KNOTT & CO.,

20 & 22 N. DIVISION STREET,

GRAND RAPIDS, MICH.

LUMBERMEN'S SUPPLIES

LARGEST STOCK AND LOWEST PRICES.



**WHOLESALE
GROCERIES AND
PROVISIONS**

F. C. Larsen,

61 Filer Street,
Manistee, Mich.

Telephone No. 91.

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

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

Michigan Division, T. P. A.

President, Geo. F. OWEN, Grand Rapids; Secretary and Treasurer, Jas. B. McINNES, Grand Rapids.

Michigan Commercial Travelers' Mutual Accident Association.

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

Gripsack Brigade.

To battle continually for business in the busy marts of this world is the life of the knight of the grip.

When the ancient Spartans were taunted for having no walls to their cities, they pointed to their warriors and said: "These are our walls." The same may be said of the commercial traveler in the world of commerce. He is the Spartan warrior of commerce.

Just now the rotundas of our hotels ring with political talk by commercial travelers, after their day's work is done. Talk about politicians—why, those who make politics their avocation know only the A B C of diplomacy until they have gone to school with the knights of the grip.

Two deaths have lately occurred in the ranks of the Michigan Knights of the Grip—Neil J. Browne (No. 2,819,) of Chicago, whose death was caused by heart disease, and Walter Saxby (No. 3,592), who died last Saturday at his home at Detroit. The death benefits in both cases go to the wives of the deceased.

The very business of a commercial traveler forces him to cultivate cheerfulness and good nature. A disagreeable or morose fellow on the road is a rarity, for the trade expects him to always bring along sunshine, and no matter how hard times may be, he must, if he would succeed, look upon the bright side of the future.

Twenty-four Marquette travelers have organized the Lake Superior Commercial Travelers' Club and will give their first complimentary reception and ball at Hotel Superior, Marquette, Oct. 2. Six hundred invitations have been issued to the trade and friends throughout the Upper Peninsula and a good time is promised.

Frank E. Chase went to Kalamazoo last Saturday to install D. M. Rogers as Southwestern Michigan traveling representative for Baldwin, McGraw & Co. This takes Frank out of the Southwestern field and turns him loose in his old territory, which has been covered some months past by Thomas McLeod, who retires from the service of the house.

Joseph H. Pangburn, a traveling salesman of Jackson, stumbled on a loose railing of the Milwaukee street bridge June 5 last and was thrown, grips in hand, into the shallow river beneath, the darkness preventing him from seeing the obstruction. He was badly injured, and has commenced suit against the city of Jackson for \$20,000 damages.

The members of the Michigan Knights of the Grip at Port Huron have organized a local post, which will be

known as Post H. The officers of the post are as follows: Chairman, Frank A. Mosher; Vice-Chairman, John P. Smith; Secretary and Treasurer, Joseph C. Whitliff; Sergeant-at-arms, Maxwell Grey; Executive Committee, J. B. Carlett, C. F. Smith, Frank A. Gaddum, W. G. Ackley and L. C. Prescott.

An appointment by the buyer with a traveling man to look over his samples should be considered just as binding as when made with any other person. Why should not a traveling man be entitled to as much consideration as any other man, or even more, for the time is not his own? If commercial travelers would not be quite so anxious to run after the habitual engagement-breaker, but show him that it is a poor rule that doesn't work both ways, there would be less of it.

Ira G. Whitney, Upper Peninsula salesman for the Smith-Wallace Shoe Company, committed suicide September 13, at Houghton. His home was at Green Bay, Wis. Mr. Whitney was 58 years of age and was among the most popular salesmen who traveled in Michigan. He had spent thirty-five years in the wholesale shoe business, having started with the firm of Benedict, Hall & Co., in New York, and afterward becoming a member of the firm of Hodge, Whitney, Cook & Co., and later Whitney, Cook & Co., and then Ira G. Whitney & Co. All these firms conducted business in New York City. On account of business reverses deceased came to Chicago about twelve years ago and took a position as salesman with Greensfelder, Rosenthal & Co., and later with C. M. Henderson & Co. About five years ago he took the Upper Peninsula territory for the Smith-Wallace Shoe Company. He was a tireless worker and was known by everyone as a conscientious man and a good salesman. He sold goods in every town on his route and his sales always were the largest going to any firm he represented. Mr. Whitney was light-hearted and jolly and possessed the faculty of inspiring his customers with perfect confidence in his goods. He left a wife, four daughters and a son, who mourn the loss of a fond and loving husband and father. Referring to the demise, the Tradesman's Marquette correspondent writes: The label on a brand of cigars sold in Hancock shows the interior of a drug store, with Ira G. Whitney and Joseph Pinter, a resident hardware man, drinking soda. The picture was taken by a traveling photographer two months ago. It has more than a passing interest to those acquainted with Mr. Whitney, who recently committed suicide in a lonely spot in Forest Hill cemetery, Houghton. It was from his companion in the picture, Mr. Pinter, that he purchased the revolver used. It was a most singular coincidence, as well as food for the superstitious. Mr. Whitney was from a wealthy Eastern family, once in the wholesale boot and shoe business in New York City, but failing. He had been a traveler in this line since 1863, when he made his first trip to the copper country. He was universally liked. This makes the fourth Lake Superior boot and shoe traveler to pass away within two years.

The man who studies a single subject until he loses sight of everything else is always in danger of parting with his judgment. When he does that, when he is entirely wrapped in a single idea, he almost inevitably develops what unspecialized people call crankiness.

SUCCESSFUL SALESMEN.

C. H. Sheldon, Representing W. A. McGraw & Co.

Corell H. Sheldon was born in Wayne county, N. Y., Feb. 17, 1840, his antecedents being English on both sides. He lived on a farm until 18 years of age, when he came to Hillsdale, Mich., being attracted thereto by the widespread reputation of Hillsdale College as an educational institution. He entered college with the expectation of taking a four years' course in the Literary Department; but Dame Fortune decreed otherwise and, at the end of one year of college work, he entered the employ of Mott Bros., dry goods dealers, with whom he remained eight years. He then formed a co-partnership with C. A. Mott, under the style of Mott & Sheldon, and engaged in the



shoe business, which was continued four years, when he sold out to his partner and purchased the shoe stock of Cook & Wilson, continuing the business in his own name from the fall of 1873 until July, 1895, when he sold his stock to his son-in-law, Chas. McKee, who continues the business at the old stand. During the time he was engaged in trade Mr. Sheldon traveled a considerable portion of the time, handling Boston rubbers for Hollister & Noble, of Auburn, N. Y., for seventeen years. In 1879, he was appointed Northwestern selling agent for Alfred Dolge, covering Wisconsin, Michigan, Indiana and Ohio. He subsequently carried the samples of Utz & Dunn, of Rochester, and afterward represented W. C. Lewis, of Lynn, in Michigan and Indiana. September 1, of last year, Mr. Sheldon engaged with W. A. McGraw & Co., of Detroit, his territory comprising the available towns on the G. R. & I. road between Mackinaw and Ft. Wayne, with the exception of the towns from Grand Rapids to the Indiana line.

If experience counts for anything in this world, Mr. Sheldon ought to be well posted on everything pertaining to the shoe trade, as he has been actively identified with the business for twenty-seven consecutive years; and the fact that he has kept his eyes and ears open during this long period is sufficient indication that he has improved his opportunities and that his knowledge of the business is such as to warrant his friends in regarding him as an expert.

HOTEL BURKE

G. R. & I. Eating House.

CADILLAC, MICH.

All modern conveniences.

C. BURKE, Prop.

W. O. HOLDEN, Mgr.

Cutler House in New Hands.

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

COMMERCIAL HOUSE

Iron Mountain, Mich.

Lighted by Electricity. Heated by Steam.

All modern conveniences.

\$2 PER DAY.

IRA A. BEAN, Prop.

THE WIERENGO

E. T. PENNOYER, Manager,

MUSKOGON, MICHIGAN.

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

MICHAEL KOLB & SON.

Wholesale Clothing Manufacturers,

ROCHESTER, N. Y.

Mail orders promptly attended to, or write our representative, WILLIAM CONNOR, of Marshall, Mich., to call upon you and you will see a complete line for all sizes and ages or meet him at Sweet's Hotel, Grand Rapids, Thursday, November 1st, where he will remain until November 4th.

PUREST 10 CENTS BEST

GREEN SEAL

SELL THESE

CIGARS

and give customers good satisfaction.



CLIFTON HOUSE

Michigan' Popular Hotel.

Remodeled and Refitted Throughout.

Cor. Monroe and Wabash Aves., CHICAGO.

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

GEO. CUMMINGS HOTEL CO.,

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

Drugs==Chemicals

STATE BOARD OF PHARMACY.

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

Coming Meetings—Lansing, November 4 and 5.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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

The Drug Market.

Acetanilid—The market continues to improve and manufacturers are firm in their views.

Acids—Business is fair as to the general jobbing trade, but values for leading descriptions show no special change.

Alcohol—Situation is about the same. Wood, steady, and unchanged prices prevail.

Arsenic—Demand for powdered white is quiet but steady.

Balsams—The consuming demand for copaiba remains active and firm. Report has it that the consumption, during the past few months, has exceeded the imports, and that, in many cases, jobbers' prices have been below the first cost of pure balsam before it was cleaned. Tolu is characterized as being very steady, while Peru is dull and easy. There is a good jobbing demand for Canada fir.

Beans—Market is firm for all varieties of vanilla and the trade demand is spoken of as fairly good. New crop Angostura tonka is firmly held by first hands.

Cacao Butter—Supply of bulk is small and prices are firm.

Cantharides—Values are firm and there seems to be a fair jobbing request.

Cassia Buds—There is a fair demand from consumers for the continued light supply. Values steady.

Castor Oil—Prices unchanged, enquiry average in character.

Cocaine—Is firm at the former range of prices.

Cod Liver Oil—Good demand is anticipated as the consuming season approaches, and those in a position to know regard the future as encouraging.

Colocynth Apples—Demand steady, values firm.

Cubeb Berries—Continue inactive and values are nominal.

Ergot—Market quiet; prices show no change.

Essential Oils—Anise exhibits a marked improvement, owing to higher markets on the other side. There is a good demand for cassia, and small lots are meeting with ready sales. Quotations on bergamot have met with a decline. Citronella is still going lower. Cubeb is tending easier. Market for peppermint is decidedly unsettled and irregular.

Flowers—Demand for chamomile is active and strong. American saffron is still irregular. The last three shipments remain in first hands, still undisposed of, and the recent efforts made by second hands to advance prices are reported as unsuccessful. Buyers seem to lack confidence in the future of the article.

Glycerine—Is moving only in a jobbing way.

Gums—Asafoetida is meeting with

active enquiry, and the tone of the market is upward. Camphor, fair demand for this season of the year. Gamboge, lifeless.

Leaves—There are no mentionable features in any descriptions and values show no appreciable change.

Menthol—Easier and a reaction has set in as to prices.

Opium—Although the market seems to be easy, an improved request is noted from consuming channels and business is better than for a number of weeks past.

Quicksilver—No change as to prices, which are nominally steady.

Quinine—Market continues to be active—so says report.

Roots—Ipecac, fairly good jobbing demand and values steady. Jalap, dull. Mexican sarsaparilla, also, is dull, with prices more or less nominal. Senega has been receiving more attention from buyers. Golden seal is firmer and quotations have been advanced. Jamaica ginger is steady and gentian remains firm.

Seeds—Primary sources for Italian anise are said to be weak, and, as the demand here is light, values are no more than steady. Canary continues at the old range. Dutch caraway is steady and prime quality meets with a good jobbing demand. Celery, somewhat active but tending downward. Mustard, a decline in the primary market has influenced a weaker feeling in Sicily brown. Poppy, market firm.

Silver, Nitrate—Moderate movement, prices unchanged.

Sponges—Only jobbing demand, at old prices. Nothing new to report concerning condition of primary markets.

Sugar of Milk—Scarce and demand is good.

Advertising a Drug Store.*

I have a small drug store in the residence portion of Grand Rapids. This drug store and the sales I make thereon are my only sources of revenue, consequently I have tried hard to make my experience in the retail drug business successful. To make it successful I found it necessary to advertise, and I firmly believe no man can achieve success as a merchant unless he does advertise.

If you are not doing as much business this year as you did last, don't throw up your hands and tell your customers how much the town is suffering from a general business depression; don't tell them business is quiet; don't tell them you wish you were out of the retail drug business, because your "used to be" customers do not seem to want anything but postage stamps and the telephone; or, if they do want anything, it is 5 or 10 cents' worth when it used to be 25 or 50 cents' worth. Something is wrong—you have forgotten to tell them of that new lot of toilet soap you have just received; you have neglected to advise them that you have just reduced the price of Epsom salts; you didn't happen to notice that Jones & Brown are advertising pure drugs and expert pharmacists only for their prescription department, and that they are selling imported castile soap by the pound, while you are still sticking to the old method of 10 cents a cake.

Jones & Brown, in their advertisements, are announcing seasonable goods, and, as it happens to be pickle season, they have a complete assortment of corks to fit any size or shape of fruit jar their customers may happen to bring in; they are not out of a single thing in that line, from every spice to the old-fashioned sealing wax. Possibly you think you have a complete line of corks and the very next customer has a large sized olive bottle for which she wants a cork, and it just happens you cannot supply her. That trivial lost sale produces an excellent advertisement for your competitor; the customer invariably goes home and remarks to the remainder of the household that she could not get a cork to fit her bottle at "Smith's Drug Store," so she was compelled to go over to "Jones & Brown's," and, of course, while there she bought the sealing wax and cinnamon buds.

A pleasant, cordial, attentive, but still unobtrusive manner makes and holds trade. No matter what the transaction, be it a postage stamp sale or the loan of a directory, it does not take any more time to be amiable than to be crusty. Be careful and not be too pleasant or too familiar; that is not good—it leads to a lack of respect. A druggist should keep up his dignity.

In writing an advertisement about a store be sure that you tell the truth, and do not use too many adjectives. Your advertisements are the news of your store, so do not make them ridiculous to all sensible people, for it does not pay to use words which really mean nothing and usually disgust the reader who has any brains in his head. Talk plain, quiet, sober sense. If it does not come handy for you to do so, hire some one else to do your talking.

I have never been able to see how retail druggists can make any money advertising in church programmes, secret society rosters and such trash. The ordinary druggist cannot afford to do so, but is often prevailed upon to do so by the ladies of the church, or the members of the lodge, on the ground that it is a good thing because the people who are getting up the programmes are his customers. He probably spends more for his advertisement in such programmes than the profits on such customer would be in several years.

Retail drug store advertising should be mostly done in the store. The druggist should have competent assistants, the best of goods and reasonable prices; his store should be clean and inviting, but not necessarily elaborate. If his drug store is in the heart of the city, on the main street, or in a small country town, it is wise to confine all outside advertising to the best newspaper in the town. If his store is situated in the outskirts of the city, where he has to rely on a neighborhood family trade,

newspaper advertising, as a rule, should not be thought of. The druggist should either publish a small weekly or monthly newspaper of his own, or send out by mail or reliable messengers regular announcements of the different items of interest about his store.

There are plenty of things to talk about interestingly to the customers of a druggist. In the inventory which I took of my store last year I had nearly 3,000 items of drugs and druggists' sundries.

There has been so much said and there is now so much good advice being published about advertising in the leading trade and pharmaceutical journals of our country, that there is no excuse whatever for a druggist's not knowing how to keep up to date and holding the trade of his store, and every pharmacist should take special pains with his own business, and should let the advertisements and general management of his store be a continual study or object lesson.

CINSENC ROOT

Highest price paid by

Write us.

PECK BROS.

The Etiquette of Gum Chewing.

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

SMOKE THE HAZEL

5 CENT CIGAR.

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

WM. TEGGE, DETROIT, MICH.



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

are made of the best imported stock.

THE ELECTRIC PILE CURE

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

WE REFUND THE PRICE IF NOT SATISFACTORY.

THE ELECTRIC PILE CURE CO., LAKEVIEW, MICH.

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

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

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

WHOLESALE PRICE CURRENT.

Advanced—Oil Anise, German Chamomile, Turpentine.

Declined—

Acidum			Conium Mac.			Scilla Co		
Aceticum.	\$ 80@	10	Copaba.	90@	1 00	Tolutan	...	@
Benzoicum, German	75@	80	Cubeba.	1 50@	1 60	Prunus virg.	...	@
Boricac.	15		Erigeron.	1 20@	1 30			
Carbolicum	25@	40	Gaultheria.	1 20@	1 30	Tinctures		
Citricum	44@	46	Geranium, ounce.	1 50@	60	Aconitum Napellis R	...	@
Hydrochlor	3@	5	Gossypil, Sem. gal.	50@	60	Aconitum Napellis F	...	@
Nitrosum	8@	10	Hedeoma.	1 25@	1 40	Aloes	...	@
Oxalicum	10@	12	Juniperu.	1 50@	2 00	Aloes and Myrrh.	...	@
Phosphoricum, dil.	15		Lamendula	9@	2 00	Assafetida	...	@
Salicylicum.	50@	55	Limonis	1 30@	1 50	Atrope Belladonna.	...	@
Sulphuricum.	13@	5	Mentha Piper	1 6@	2 20	Auranti Cortex	...	@
Tannicum	1 40@	1 60	Mentha Verid.	2 6@	2 75	Benzoin.	...	@
Tartaricum.	30@	38	Myrrhae, gal.	2 00@	2 16	Benzoin Co.	...	@
Ammonia			Myrica, ounce.	...	50	Barosma	...	@
Aqua, 16 deg.	4@	6	Olive	75@	3 00	Cantharides	...	@
Aqua, 20 deg.	6@	8	Picis Liquida.	10@	12	Capsicum	...	@
Carbonas.	12@	14	Picis Liquida, gal.	...	35	Cardamon	...	@
Chloridum	12@	14	Ricina	91@	96	Cardamon Co.	...	@
Aniline			Rosmarini.	...	1 00	Castor	...	@
Black.	2 00@	2 25	Rose, ounce.	6 50@	8 50	Catechu	...	@
Brown	80@	1 00	Succini	40@	45	Cinchona.	...	@
Red	45@	50	Sambina	90@	1 00	Cinchona Co.	...	@
Yellow	2 50@	3 00	Santal	2 50@	7 00	Columba	...	@
Bacca.			Sassafras.	50@	55	Cubeba.	...	@
Cubaeae.	po. 18	13@ 15	Sinapis, ess., ounce.	...	55	Cassia Acutifol	...	@
Juniperus.	6@	8	Tigil.	1 20@	1 25	Cassia Acutifol Co	...	@
Xanthoxylum.	25@	30	Thyme	40@	50	Digitalis	...	@
Balsamum			Thyme, opt.	...	1 60	Ferri Chloridum	...	@
Copalba.	45@	50	Theobromas	15@	20	Gentian	...	@
Peru	@	2 60	Potassium			Gentian Co.	...	@
Terabin, Canada	40@	45	Bi-Barb.	15@	18	Guaiaca	...	@
Tolutan.	75@	80	Bichromate	13@	15	Guaiaca ammon	...	@
Cortex			Bromide.	48@	51	Hyoscyamus	...	@
Abies, Canadian	18		Carb.	12@	15	Iodine	...	@
Cassia	18		Chlorate, po. 17@19c	16@	18	Iodine, colorless	...	@
Cinchona Flava	18		Cyanide	50@	55	Kino.	...	@
Euonymus atropurp	30		Iodide	2 90@	3 00	Lobelia	...	@
Myrica Cerifera, po.	21		Potassa, Bitart, pure	29@	32	Myrrh	...	@
Prunus Virgini.	12		Potassa, Bitart, com	...	15	Nux Vomica.	...	@
Quillaia, gr'd.	10		Potass Nitras, opt.	8@	10	Opil	...	@
Sassafras	12		Potass Nitras.	7@	9	Opil, camphorated	...	@
Ulmus.	po. 15, gr'd	15	Prussiate.	25@	28	Opil, deodorized	...	@
Extractum			Sulphate po	15@	18	Quassia	...	@
Glycyrrhiza Glabra.	24@	25	Radix			Rhatany.	...	@
Glycyrrhiza, po.	28@	30	Aconitvm	20@	25	Rhei.	...	@
Hamatox, 15 lb box.	11@	12	Althea	22@	25	Sanguinaria	...	@
Hamatox, 1/4s	13@	14	Anchusa	12@	15	Serpentaria	...	@
Hamatox, 1/4s	14@	15	Calamus	20@	25	Stromonium	...	@
Hamatox, 1/4s	16@	17	Gentiana	20@	25	Tolutan	...	@
Ferru			Glycyrrhiza, .pv. 15	16@	18	Veratrum viride	...	@
Carbonate Precip.	15		Hydrastis Canadian	...	30	Zingiber.	...	@
Citrate and Quinia.	2 25@	2 30	Hydrastis Can., po.	...	35	Miscellaneous		
Citrate Soluble.	80		Hellebore, Alba, po.	15@	20	Ether, Spts. Nit. 3 F	30@	35
Ferrocyanidum Sol.	50		Ipecac.	15@	20	Ether, Spts. Nit. 4 F	34@	38
Solut. Chloride	15		Iris plox., po. 35@38	1 65@	1 75	Alumen	24@	28
Sulphate, com'l, by	35		Jalapa, pr.	40@	45	Alumen, gro'd, po. 7	3@	4
bbi, pr cwt.	7		Maranta, 1/4s.	...	15	Annatto	40@	50
Sulphate, pure	3		Podophyllum, po.	15@	18	Antimoni, po.	4@	5
Flora			Rhei	75@	1 00	Antimoni et Potass T	55@	60
Arnica	12@	14	Rhei, cut.	...	1 25	Antipyrin	@	1 40
Antemiss	18@	25	Rhei, pv.	75@	1 35	Antifebrin	@	1 40
Matricaria	25@	30	Spigelia.	35@	38	Argenti Nitras, oz	10@	14
Folia			Serpentaria, po. 15	...	15	Arsenicum	10@	14
Barosma.	15@	20	Senega	30@	35	Balm Gilead Bud	38@	40
Cassia Acutifol, Tin-	18@	25	Similax, officinalis H	55@	60	Bismuth S. N.	1 00@	1 10
nevelly	18@	25	Similax, M.	...	40	Calcium Chlor., 1s.	@	10
Cassia Acutifol, Alx.	25@	30	Scilla.	10@	12	Calcium Chlor., 1/4s.	@	10
Salvia officinalis, 1/4s	12@	20	Symplocarpus, Fotid-	...	25	Calcium Chlor., 1/4s.	@	10
and 1/4s.	8@	10	us, po.	...	25	Cantharides, Rus, po.	@	10
Ura Ursi.	...	...	Valeriana, Eng. po. 30	...	25	Capsici Fructus, af.	@	10
Gummi			Valeriana, German.	15@	20	Capsici Fructus, po.	@	10
Acacia, 1st picked.	@	65	Zingiber a.	12@	16	Caryophyllus, po. 15	@	10
Acacia, 2d picked.	@	45	Zingiber j.	23@	25	Carminc, No. 40.	@	3 75
Acacia, 3d picked.	@	35	Semen			Cera Alba, S. & F.	50@	55
Acacia, sifted sorts.	@	28	Anisum	po. 15	@	Cera Flava.	40@	42
Acacia, po.	60@	80	Apium (graveleons)	13@	15	Coccus	@	40
Aloe, Barb. po. 20@28	14@	18	Cardi.	4@	6	Cassia Fructus.	@	25
Aloe, Cape .po. 15	@	12	Carui.	10@	12	Centaria.	@	10
Aloe, Socotri. po. 40	@	30	Cardamum.	1 00@	1 25	Cetaceum.	@	45
Ammoniac.	55@	60	Cannabis Sativa.	34@	40	Chloroform.	60@	63
Assafetida, po. 30	22@	25	Ceylonum.	75@	1 00	Chloroform, squibbs	@	1 35
Benzoinum	50@	55	Cenopodium.	10@	12	Chloroform Crst.	1 15@	1 30
Catechu, 1s.	@	13	Dipterix Odorata.	2 90@	3 00	Chondrus	@	11
Catechu, 1/4s.	@	14	Feniculum	...	15	Cinchonidine, F & W	15@	20
Catechu, 1/4s.	@	16	Fenugreek, po.	...	8	Cinchonidine, Germ	7	14
Camphore	50@	55	Lini.	24@	40	Cocaine	5 55@	5 75
Euphorbium .po. 35	@	10	Lini, grd.	34@	40	Corks, list, dis.pr.et.	@	65
Galbanum	65@	70	Lobelia	35@	40	Croosotum.	@	35
Gamboge .po. 35	@	10	Pharlaris Canarian.	34@	40	Creta, prep.	@	5
Guaiacum .po. 35	@	10	Rosa Flor.	44@	50	Creta, prep.	@	11
Kino .po. 35	@	10	Sinapis Alba.	7@	8	Creta, Rubra.	@	8
Mastic	@	65	Sinapis Nigra	11@	12	Crocus	50@	55
Myrrh .po. 45	@	40	Spiritus			Cudbear	@	24
Opil .po. 33.50@3.70	2 40@	2 45	Frumenti, W. D. Co.	2 00@	2 50	Cupri Sulph.	5@	6
Shellac	40@	60	Frumenti, D. F. R.	2 00@	2 25	Dextrine.	10@	12
Shellac, bleached.	40@	45	Frumenti, O. T.	1 25@	1 50	Ether Sulph.	75@	90
Tragacanth	50@	80	Juniperis Co.	1 65@	2 00	Emery, all numbers	@	8
Herba			Saacharum N. F.	1 75@	3 50	Ergota .po. 40	30@	35
Absinthium.oz. pkg	25		Spt. Vini Galli.	1 75@	6 50	Flake White.	12@	13
Eupatorium.oz. pkg	20		Vini Oporto.	1 25@	2 00	Galla.	8@	9
Lobelia.oz. pkg	20		Vini Alba.	1 25@	2 00	Gambier.	8@	9
Majorum .oz. pkg	25		Sponges			Gelatin, Cooper	@	60
Mentha Pip. .oz. pkg	23		Florida sheeps' wool	...	2 75	Gelatin, French	30@	50
Mentha Vir. .oz. pkg	23		carriage.	...	2 00	Glassware, flint, box	60, 10@10	60
Rue .oz. pkg	30		Nassau sheeps' wool	...	2 00	Less than box.	...	60
Tanacetum Voz. pkg	22		carriage.	...	1 10	Glue, brown.	9@	12
Thymus, V. oz. pkg	25		Velvet extra sheeps' wool, carriage.	...	1 10	Glue, white	13@	25
Magnesia.			Extra yellow sheeps' wool, carriage.	...	85	Glycerina	19@	28
Calcined, Pat.	55@	60	sheeps' wool, carriage.	...	85	Grana Paradisi	25@	55
Carbonate, K. & M.	30@	32	sheeps' wool, carriage.	...	65	Humulus.	25@	55
Carbonate, Jennings	35@	36	Hard, for slate use.	...	75	Hydraag Chlor Mite	@	75
Oleum			Yellow Reef, for slate use.	...	1 40	Hydraag Chlor Cor	@	75
Absinthium.	3 25@	3 50	Syrups			Hydraag Ox Rub'm.	@	85
Amygdala, Dulc.	30@	50	Acacia	@	50	Hydraag Ammoniatl	@	95
Amygdala, Amaræ	8 00@	8 25	Auranti Cortes.	@	50	Hydraag Unguentum	45@	55
Anisi.	2 65@	2 75	Zingiber.	@	50	Hydrargyrum	@	60
Beniz.	2 30@	2 40	Ipecac.	@	50	Ethybolla, Am	1 25@	1 50
Bergam.	3 00@	3 20	Rhei Aroni.	@	50	Iodo.	75@	100
Calypso.	75@	75	Similax Officinalis.	50@	60	Iodine, Resubi.	3 80@	3 95
Caryophylli	55@	58	Senega.	@	50	Iodoform.	@	470
Cedar.	35@	65	Scilla.	@	50	Lupulin.	@	2 25
Chenopadii.	@	2 50				Lycopodium	60@	65
Cinnamonil.	2 25@	2 30				Macis.	65@	75
Citronella.	40@	45				Liquor Arsen et Hy-	@	27

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora 55 6 00 Castor Oil 60 7 00 Diamond 50 5 50 Frazer's 75 9 00 IXL Golden, tin boxes 75 9 00 Mica 70 8 00 Paragon 55 6 00	CLOTHES LINES. Cotton, 40 ft, per doz 1 00 Cotton, 50 ft, per doz 1 20 Cotton, 60 ft, per doz 1 40 Cotton, 70 ft, per doz 1 60 Cotton, 80 ft, per doz 1 80 Jute, 60 ft, per doz 80 Jute, 72 ft, per doz 95	CUPON BOOKS.  	FARINACEOUS GOODS. Biscuitine. 3 doz, in case, per doz 1 00 Farina. Bulk 3 Grits. Walsh-DeRoo Co.'s 2 00 Hominy. Barrels 3 25 Flake, 50 lb. drums 1 50 Lima Beans. Dried 4 Maccaroni and Vermicelli. Domestic, 10 lb. box 60 Imported, 25 lb. box 2 50 Pearl Barley. Empire 2 1/2 Chester 1 1/2 @ 2 1/2 Peas. Green, bu 90 Split, per lb 2 1/2 Rolled Oats. Rolled Avena, bbl 3 85 Monarch, bbl 3 40 Monarch, 1/2 bbl 1 85 Private brands, bbl 3 30 Private brands, 1/2 bbl 1 80 Quaker, cases 3 20 Oven Baked 3 25 Lakeside 2 25 Sago. German 4 East India 3 1/2 Wheat. Cracked, bulk 3 24 2 lb packages 2 40	Souders'. Oval bottle, with corkscrew. Best in the world for the money. 	New Orleans. Fair 18 Good 22 Extra good 24 Choice 27 Fancy 30 Half-barrels 3c extra. PICKLES. Medium. Barrels, 1,200 count 3 60 Half bbls, 600 count 2 30 Small. Barrels, 2,400 count 4 75 Half bbls, 1,200 count 2 88 PIPES. Clay, No. 216 1 70 Clay, T. D. full count 65 Cob, No. 3 1 POTASH. 48 cans in case 4 00 Babbitt's 3 00 Penna Salt Co.'s 3 00 RICE. Domestic. Carolina head 6 1/2 Carolina No. 1 5 Carolina No. 2 4 1/2 Broken 2 1/2 Imported. Japan, No. 1 5 Japan, No. 2 4 1/2 Java, No. 1 4 1/2 Java, No. 2 4 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 Cardamom, Malabar 80 Hemp, Russian 4 Mixed Bird 4 1/2 Mustard, white 6 1/2 Poppy 8 Rape 4 Cuttle Bone 20 SNUFF. Scotch, in bladders 37 Maccaboy, in jars 35 French Rappee, in jars 43 SYRUPS. Corn. Barrels 14 @ 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, Amboyna 10 Cloves, Zanzibar 10 Mace, Batavia 70 Nutmegs, fancy 35 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, Amboyna 15 Cloves, Zanzibar 10 Ginger, African 15 Ginger, Cochinchina 20 Ginger, Jamaica 22 Mace, Batavia 60 @ 65 Mustard, Eng. and Trieste 20 Mustard, Trieste 40 @ 80 Nutmegs 25 Pepper, Singapore, black 10 Pepper, Singapore, white 15 @ 18 Pepper, Cayenne 17 @ 20 Sage 18 "Absolute" in 1/2 lb Packages. Allspice 65 Cinnamon 75 Cloves 70 Ginger, Cochinchina 70 Mace 20 Mustard 10 Nutmegs 20 Pepper, cayenne 75 Pepper, white 75 Pepper, black shot 60 Saigon 15 "Absolute" Butchers' Spices. Wiener and Frankfurter 16 Pork Sausage 16 Bologna and Smoked S'ge 16 Liver S'ge and H'd Cheese 16
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	CLOTHES PINS. 5 gross boxes 45 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. Fair 18 Good 19 Prime 21 Golden 21 Peaberry 23 Rio. Fair 19 Good 20 Prime 22 Peaberry 23 Santos. Fair 19 Good 20 Prime 22 Peaberry 23 Mexican and Guatamala. Fair 21 Good 22 Fancy 24 Maracaibo. Prime 23 Milled 24 Java. Interior 25 Private Growth 27 Mandehling 28 Mocha. Imitation 25 Arabian 28 Roasted. Quaker Mocha and Java 29 Toko Mocha and Java 29 State House Blend 23 Package. Arbuckle 17 00 Jersey 17 00 McLaughlin's XXXX 17 00 Extract. Valley City 1/4 gross 75 Felix 1/4 gross 1 15 Hummel's foil 1/4 gross 85 Hummel's tin 1/4 gross 1 43	Tradesman Grade. 50 books, any denom 1 50 100 books, any denom 2 50 500 books, any denom 11 50 1,000 books, any denom 20 00 Economic Grade. 50 books, any denom 1 50 100 books, any denom 2 50 500 books, any denom 11 50 1,000 books, any denom 20 00  Universal Grade. 50 books, any denom 1 50 100 books, any denom 2 50 500 books, any denom 11 50 1,000 books, any denom 20 00 Superior Grade. 50 books, any denom 1 50 100 books, any denom 2 50 500 books, any denom 11 50 1,000 books, any denom 20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 30 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	Fish. Cod. Georges cured @ 3 1/2 Georges genuine @ 4 1/2 Georges selected @ 5 Strips or bricks 5 @ 8 Halibut. Chunks Strips Herring. Holland white hoops keg 55 Holland white hoops bbl 6 50 Norwegian 25 Round 100 lbs 2 30 Round 40 lbs 1 10 Sealed 10 1/2 Flackerel. No. 1 100 lbs 11 75 No. 1 40 lbs 5 20 No. 1 10 lbs 1 32 No. 2 100 lbs 7 50 No. 2 40 lbs 3 50 No. 2 10 lbs 90 Family 80 lbs Family 10 lbs Sardines. Russian kegs 55 Stockfish. No. 1, 100 lb. bales 10 1/2 No. 2, 100 lb. bales 8 1/2 Trout. No. 1 100 lbs 4 75 No. 1 40 lbs 2 20 No. 1 10 lbs 63 No. 1 8 lbs 53 Whitefish. No. 1 No. 2 Fam 100 lbs 6 25 5 75 2 00 40 lbs 2 80 2 60 1 10 10 lbs 78 73 35 8 lbs 65 61 31	 Regular Grade Lemon. 2 oz 75 4 oz 1 50 Regular Vanilla. 2 oz 1 20 4 oz 2 40 XX Grade Lemon. 2 oz 1 50 4 oz 3 00 XX Grade Vanilla. 2 oz 1 75 4 oz 3 50 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 1 45 Ten cases, per case 2 55 "Little" Tanglefoot. 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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 Cardamom, Malabar 80 Hemp, Russian 4 Mixed Bird 4 1/2 Mustard, white 6 1/2 Poppy 8 Rape 4 Cuttle Bone 20 SNUFF. Scotch, in bladders 37 Maccaboy, in jars 35 French Rappee, in jars 43 SYRUPS. Corn. Barrels 14 @ 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, Amboyna 10 Cloves, Zanzibar 10 Mace, Batavia 70 Nutmegs, fancy 35 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, Amboyna 15 Cloves, Zanzibar 10 Ginger, African 15 Ginger, Cochinchina 20 Ginger, Jamaica 22 Mace, Batavia 60 @ 65 Mustard, Eng. and Trieste 20 Mustard, Trieste 40 @ 80 Nutmegs 25 Pepper, Singapore, black 10 Pepper, Singapore, white 15 @ 18 Pepper, Cayenne 17 @ 20 Sage 18 "Absolute" in 1/2 lb Packages. Allspice 65 Cinnamon 75 Cloves 70 Ginger, Cochinchina 70 Mace 20 Mustard 10 Nutmegs 20 Pepper, cayenne 75 Pepper, white 75 Pepper, black shot 60 Saigon 15 "Absolute" Butchers' Spices. Wiener and Frankfurter 16 Pork Sausage 16 Bologna and Smoked S'ge 16 Liver S'ge and H'd Cheese 16
CONDENSED MILK. 4 doz. in case. 	CONDENSED MILK. 4 doz. in case. 	DRIED FRUITS—DOMESTIC Apples. Sundried @ 3 1/2 Evaporated 50 lb boxes @ 4 1/2 California Fruits. Apricots 9 Blackberries 5 1/2 @ Nectarines 5 1/2 @ Peaches 8 1/2 @ Pears 8 1/2 @ Pitted Cherries Prunellens Raspberries California Prunes. 100-120 25 lb boxes @ 90-100 25 lb boxes @ 80-90 25 lb boxes @ 70-80 25 lb boxes @ 60-70 25 lb boxes @ 50-60 25 lb boxes @ 40-50 25 lb boxes @ 30-40 25 lb boxes @ 1/2 cent less in bags Raisins. London Layers 1 10 @ 1 40 Loose Muscatels 2 Crown 4 1/2 Loose Muscatels 3 Crown 5 1/2 Loose Muscatels 4 Crown 6 FOREIGN. Currants. Patras bbls @ 4 Vostizas 50 lb cases @ 4 1/2 Cleaned, bulk @ 5 1/2 Cleaned, packages @ 6 Peel. Citron Leghorn 25 lb bx @ 13 Lemon Leghorn 25 lb bx @ 11 Orange Leghorn 25 lb bx @ 12 Raisins. Ondura 29 lb boxes @ Sultana 1 Crown @ 6 1/2 Sultana 5 Crown @ 8 Valencia 30 lb boxes @ EGG PRESERVER. Knox's, small size 4 80 Knox's, large size 9 00	FLAVORING EXTRACTS.  Jennings'. D. C. Vanilla 2 oz 1 20 3 oz 1 50 4 oz 2 00 6 oz 3 00 No. 8 4 00 No. 10 6 0		

SALT.

Diamond Crystal.

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

Common Grades.

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

Worcester.

50 4 lb cartons.....	3 25
115 2 1/2 lb. sacks.....	4 00
60 5 lb. sacks.....	3 75
22 14 lb. sacks.....	3 50
30 10 lb. sacks.....	3 50
28 lb. linen sacks.....	32
56 lb. linen sacks.....	60
Bulk in barrels.....	2 50

Warsaw.

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

Ashton.

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

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

56-lb sacks.....	21
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Common Fine.

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

SODA.

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

STARCH.

Diamond.....	5 00
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.	
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Crow.....	3 10
German Family.....	2 15
American Grocer 100s.....	3 30
American Grocer 60s.....	2 75
Mystic White.....	3 80
Lotus.....	3 90
Oak Leaf.....	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.	
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American Family, wrp'd.....	3 33
American Family, plain.....	3 27

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

Henry Passolt's brand.

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

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

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

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

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

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

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

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

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

Allen B. Wrisley's brands.

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

Scouring.

Sapolio, kitchen, 3 doz.....	2 40
Sapolio, 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.	
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Cut Leaf.....	5 37
Domino.....	5 25
Cubes.....	5 25
Powdered.....	5 00
XXXX Powdered.....	5 12
Mould A.....	5 00
Granulated in bbls.....	4 75
Granulated in bags.....	4 75
Fine Granulated.....	4 75
Extra Fine Granulated.....	4 87
Extra Coarse Granulated.....	4 87
Diamond Confection A.....	4 75
Confec. Standard A.....	4 75
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, 3 small.....	2 65

TOBACCOS.

Cigars.

G. J. Johnson's brand

S. C. W.....	35 00
H. & P. Drug Co.'s brand.....	35 00
Quintette.....	35 00
Clark Grocery Co.'s brand.....	35 00
New Brick.....	35 00
Michigan Spice Co.'s brand.....	35 00
Absolute.....	35 00

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.	
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Fancy Seedlings	
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Jamaicas 200s.....	@ 4 50
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Lemons.	
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Strictly choice 360s.....	@ 3 25
Strictly choice 300s.....	@ 3 75
Fancy 360s.....	@ 4 25
Fancy 300s.....	@ 4 50

Bananas.	
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A definite price is hard to name, as it varies according to size of bunch and quality of fruit.	
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Medium bunches.....	1 25 @ 1 50
Large bunches.....	1 75 @ 2 00

Foreign Dried Fruits.

Figs, New California 12 lbs.....	@ 11
Figs, Choice Layers 10 lb.....	@ 9
Figs, Naturals in bags.....	@ 5
Dates, Fards in 10 lb boxes.....	@ 7
Dates, Fards in 60 lb cases.....	@ 6
Dates, Persians, G. M. K., 60 lb cases.....	@ 4 1/2
Dates, Sairs 60 lb cases.....	@ 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.....	@ 7
Boston Cream.....	@ 8 1/2
Cut Leaf.....	@ 8 1/2

Mixed Candy.

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

Fancy-In 5 lb. Boxes.

Lemon Drops.....	@ 50
Sour Drops.....	@ 50
Peppermint Drops.....	@ 60
Chocolate Drops.....	@ 65
H. M. Choc. Drops.....	@ 75
Gum Drops.....	@ 75
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.....	@ 90
Burnt Almonds.....	1 25 @ 255
Wintergreen Berries.....	@ 55

Caramels.

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

Fresh Meats.

Beef.

Carcass.....	5 @ 7
Fore quarters.....	3 1/2 @ 4 1/2
Hind quarters.....	6 1/2 @ 7 1/2
Loins.....	9 @ 12
Ribs.....	7 @ 9
Rounds.....	5 1/2 @ 6 1/2
Chuck.....	4 @ 5
Plates.....	2 1/2 @ 3

Pork.

Dressed.....	4 @ 4 1/2
Loins.....	@ 7 1/2
Shoulders.....	@ 5
Leaf Lard.....	@ 5 1/2

Mutton.

Carcass.....	5 @ 6
Spring Lambs.....	6 1/2 @ 7 1/2

Veal.

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

The N. Y. Biscuit Co. quotes as follows:	
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Butter.....	5 1/2
Seymour XXX.....	5 1/2
Seymour XXX, 3 lb. carton.....	5 1/2
Family XXX.....	5 1/2
Family XXX, 3 lb. carton.....	5 1/2
Salted XXX.....	5 1/2
Salted XXX, 3 lb. carton.....	5 1/2

Soda.

Soda 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

Oyster.

Square Oyster, XXX.....	5 1/2
Sq. Oys. XXX, 1 lb. carton.....	6 1/2
Farina Oyster, XXX.....	5 1/2

SWEET GOODS-Boxes.

Animals.....	10 1/2
Bent's Cold Water.....	12
Belle Rose.....	8
Cocoanut 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. Snaps, XXX home made.....	6 1/2
Gin. Snaps, 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
Pretzettes, Little German.....	6 1/2
Sugar Cake.....	8
Sultanas.....	12
Sears' Lunch.....	12
Sears' Zephyrette.....	10
Vanilla Square.....	10
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.....	59
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Winter Wheat Flour.

Local Brands.	
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Patents.....	3 80
Second Patent.....	3 40
Straight.....	3 20
Clear.....	2 80
Graham.....	3 00
Buckwheat.....	3 60
Rye.....	2 50

Subject to usual cash discount.	
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Flour in bbls, 25c per bbl. additional.	
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Worden Grocer Co.'s Brand.	
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Quaker, 1/8s.....	3 35
Quaker, 1/4s.....	3 35
Quaker, 1/2s.....	3 35

Spring Wheat Flour.

Olney & Judson's Brand.	
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Ceresota, 1/8s.....	4 00
Ceresota, 1/4s.....	3 90

Hardware

Introduction of American Tools in Europe.

Written for the TRADESMAN.

The conservatism of England and other European countries in the matter of the adoption of improved implements and methods of work and manufacture has long been a matter of comment, and for many years past attempts have been made by American dealers and promoters to introduce improved tools and appliances into the industries of those countries. These have generally resulted in failure, the barrier of prejudice and regard for inherited methods being found too strong to be broken down. Grand Rapids has been somewhat prominently concerned in the early attempts which resulted in failure, as well as in the later ones which have been more successful.

The writer recalls that, as early as 1878, the firm of Henry S. Smith & Co., manufacturers and dealers in pitchforks, scythes and other farming implements, undertook to introduce their goods into England. Ladd J. Lewis, a member of the firm, was sent on the mission; but after a year or so of effort the enterprise was given up, for the reason that the English farmer could not be brought to see any merit in the light, shapely instruments offered, as compared with the clumsy, awkward apparatus an American farmer would scorn to use. The death of the senior member of the firm soon after put an end to further efforts in the way of securing foreign trade.

While efforts in the way of introducing standard tools to take the place of those the British farmer and mechanic have inherited and learned to use by the education of long apprenticeships have proved failures, the introduction of entirely new kinds of tools and machinery has been more successful. Joseph W. Oliver, of this city, has recently returned from a four months' tour of the European cities, partly for pleasure and partly in the interests of his trade in special machines and tools. To a representative of the Tradesman Mr. Oliver recently imparted considerable instructive information on this subject. The recent trip was the second sojourn he has made in the Old World, having returned from the first of eighteen months some two years ago. The first specialty he introduced was an invention of his own, a machine for the use of carpenters and cabinetmakers, entirely different from any they had ever seen. As its novelty prevented it from coming into conflict with their prejudices, they received it favorably, and the sale was large from the start. Since that time, acting upon the hints obtained with his experience in this specialty, he has opened agencies in the principal cities for the sale of novel tools and machinery and is devoting his attention to promoting the export of this class of American products.

Just now, he observes, there is a great demand for American bicycles and the tools to make them. Those manufacturers who have begun to exploit that market are meeting good success. But what is done must be done quickly, as the factories there are being rapidly provided with our tools, methods and patterns and will soon be making as good wheels as anybody.

Mr. Oliver's experience with the patent laws of the different countries was quite interesting. The specialty with

which he began operation was patented in England, Germany and France. Of these countries patents are most easily obtained in England, and with most difficulty in France; but the French patent, when obtained, is the most valuable, as the government undertakes its defense. In his own experience an attempt at infringement was made just after the issue of the patent. It was only necessary for him to appeal to the authorities when the infringers were notified to leave the country on penalty of imprisonment. It is hardly necessary to say they gave him no further trouble in that direction.

The degree in which Old World artisans and laborers adhere to old methods and clumsy apparatus is remarkable. English draft horses, for instance, are harnessed with a heavily constructed outfit that would be almost a load for a common horse. The collar is a massive contrivance and the hames are great bars of wood extending far above the horse's neck, usually with what is considered an ornamental termination. Such a turnout would be a curiosity in this country. It is a good deal the same in Germany, and in France such apparatus and methods are still more crude. "I remember seeing a French teamster drawing an immense block of granite up a hill. The team consisted of eight very heavy horses harnessed tandem. The wagon or truck was massive, the spokes in the wheels being about six inches square. The harness was an immense construction, the collars being very heavy and made long and pointed, with no apparent attempt at fitting the galled and calloused necks of the horses. The hames were pieces of timber an inch and a half by four inches, and the traces, of ropes and chains, were attached by means of holes through which they were passed and fastened by knots. The shafts were attached very high to the harness of the wheel horse, so that the others were pulling down upon them. The team attempted to rest, and the teamster failing to apply the brake, the load started down the hill, the horses clawing with their hoofs and sliding backwards. The energetic and vociferous efforts of the driver were finally successful in reversing the motion and, to punish the horses, they were compelled to go the entire distance to the top without resting."

Mr. Oliver is succeeding in establishing a large export trade in machinery and tools, which is creating a market for the productions of factories all over the country. The number of others engaged in the same work is rapidly increasing, which, taken with the fact that the manufacture of many of the machines will soon be undertaken by the Old World mechanics, creates the necessity of "making hay while the sun shines."

In his tours of the countries mentioned Mr. Oliver was accompanied by his wife, and in the first they engaged in extensive wheeling expeditions. They are both enthusiastic travelers and find time, in the intervals of business, to visit all the interesting points and to study the peculiarities of European life and methods of industry. W. N. F.

Hard times press heavily even on crowned heads. The king of Wurtemberg is said to be economizing by spending the summer at Seefeld, in Switzerland, like a simple citizen. Heretofore he has always occupied his castle at Friedrichruhe, which entailed considerable expense.

HEADQUARTERS FOR POTATO TOOLS

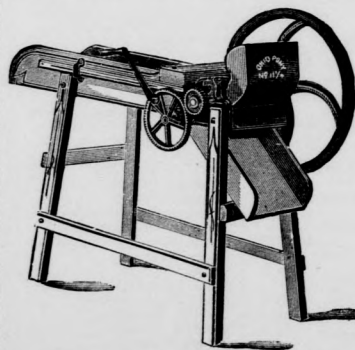


POTATO DIGGING FORKS.
POTATO SHOVELS.
POTATO FORKS.

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

A large number of hardware dealers handle

THE OHIO LINE FEED CUTTERS



OHIO PONY CUTTER

Fig. 783. No. 11¼.
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 11¼ 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.

Dresden China—How It Is Made and Where.

Written for the TRADESMAN.

Though Dresden wears the undisputed laurels as the home of the famous china which bears its name, in reality all honor is due to the little town of Meissen, fourteen miles away. If Dresden had only had the enterprise of Chicago, she would have embraced this bit of a town. But she is like the proverbial husband—accepts all honors with equanimity, and blame—well, that goes where it belongs. So Meissen holds her own as one of the oldest Saxon towns, with a castle scarcely younger than any.

It was in this very castle, high on a hill where it cannot be hid, that the discovery of porcelain-making was made. It was during the reign of Augustus the Strong, the same Elector who embraced the Catholic religion in order to become King of Poland, and thus created the still existing paradox of a Catholic court in a Protestant kingdom. One could continue to enumerate the distinguished acts and deeds of this Louis XIV. of Germany, but suffice it here to say that, at one time, he took prisoner an alchemist by the name of Boettger. Though this "Mr." Boettger was given a good room in the castle, it was decreed that he should remain a prisoner there until he discovered the secret of transmuting base metals into gold, for that sumptuous king loved the feel of gold in his palm and had all too little with which to carry on his extensive schemes. How long the prisoner was confined cannot be said; but he experimented at least five years, and then, quite by accident, discovered the secret of making china, then only known by the Chinese. Nor can it be stated whether his monarch was satisfied; but, certainly the learned man had set a bright enough example to receive his walking-papers posthaste.

But we are sure that Augustus knew enough to immediately establish a pottery manufactory right there in the castle, where it remained more than one hundred and fifty years. The china soon became famous, but the secret was carefully guarded. Since 1863, the work has been carried on in buildings erected for it in the Triebischthal. Now, the visitor is conducted through the works, and the operations are explained not only in German, but also in English.

The Meissen clay is mixed with Norwegian feldspar ground to the finest powder, and then made into a dough which can be rolled like piecrust. It is then shaped in or on plaster models and left to dry forty-eight hours. The clay vessels are placed in plaster forms and then baked or burned in ovens whose temperature reaches 1,000 R. They are then allowed to cool gradually for twenty-four hours, when they are dipped in a milky fluid for the glaze and baked again at a much higher temperature. A rapid cooling gives the crackled effect to some china in vogue. To cool the china properly ripe experience is necessary.

The vessels are then ready for decoration. Each artist—only an artist could do such work—has his numerous patterns tacked over his table or desk before him, and works from morning until night, day in day out, month in month out. One is surprised at the length of time it takes to complete even a small plate. Each piece is begun and finished by the same person; but only one color is used at a time.

The styles are too numerous to mention, but the old well-known onion pattern retains its popularity. It is painted in blue, in red, in blue and red, and with or without gold. If the colors are not strong enough after the firing, the dishes are retouched and refired. After the firing the gold must be rubbed to give a luster.

The more complicated pieces undergo still further operations. Take, for instance, the plate with an openwork edge, the cutting is all done by hand. Handles of cups, pitchers, etc., are all made separate and then stuck on with a porcelain paste before the second firing. The figures are made up of many parts. One of those Eighteenth Century maidens, with which we are all familiar, is really made of eighteen or twenty pieces, and the lace dress is developed by the most skilled workman. Each petal of a flower is moulded separately and then united to make the rose, the aster or what not. Only after a visit to the factory can one realize the infinite amount of work required to make the flower-bedecked mantel exhibited at the World's Fair.

The American is apt to be astonished at the slow and plodding methods of the skilled workman of the olden time. But he does appreciate the finished art gems, and, if his pocketbook only bulges sufficiently, he shows his appreciation in a substantial way before taking his departure from the Royal Porcelain Manufactory.

ZAIDA E. UDELL.
Dresden, Germany.

The Ancient Hardware Dealer.

From the statements made by a contemporaneous archaeologist, the stocks of mechanics' tool and even of some house furnishing goods carried by the hardware dealers of ancient Pompeii and Herculaneum, if such stores existed, did not differ so widely from those of to-day. On looking at the iron tools grouped together in an old factory there, this man, Professor Goodman, says he could almost imagine he was gazing into a modern tool shop, except for the fact that there was a coating of rust on the iron. Sickles, bill hooks, rakes, forks, axes, spades, blacksmith's tongs, hammers, soldering irons, planes, shovels, etc., are much like those used to-day. Incredible as it may appear, the Pompeians had wire ropes of perfect construction. Their bronzes reveal great skill and artistic talent. The bronze brazier and kitchener had boilers at the side, and taps for running off the hot water. Ewers and urns have been discovered with interior tubes and furnaces precisely like the arrangement now in vogue in steam boilers. Metal safes had substantial locks. Many of the locks and keys are most ingenious, and some very complex.

A Decided Difference.

"As I understand it, doctor, if I believe I'm well, I'll be well. Is that the idea?"

"It is."

"Then, if you believe you're paid, I suppose you'll be paid."

"Not necessarily."

"But why shouldn't faith work as well in one case as in the other?"

"Well, you see, there is considerable difference between having faith in the Lord and having faith in you."

A strange assortment of objects was removed by a surgical operation in an Odessa hospital, from the stomach of a Yalta woman suffering from a horrible form of starvation. It comprised a fork, a piece of iron, two teaspoons, a needle, a piece of lace with the crochet-needle, two 2 1/4-inch nails, four pieces of glass, eight buttons, and a key. The woman is out of danger, and the contents of her stomach attract crowds to the hospital museum.

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
Flow.....	40&10
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70
Wrought Narrow.....	75&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50&5
Central Fire.....	25&5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50&5
Morse's Taper Shank.....	50&5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 60
Corrugated.....	dis 50
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75.....	17
GAUGES	
Stanley Rule and Level Co.'s.....	60&16
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
NAILS	
Advance over base, on both Steel and Wire.....	
Steel nails, base.....	2 80
Wire nails, base.....	2 85
10 to 60 advance.....	50
8.....	60
7 and 6.....	75
4.....	90
3.....	1 20
2.....	1 60
Finish 3.....	1 60
Case 10.....	65
Case 8.....	75
Case 6.....	90
Finish 19.....	90
Finish 8.....	75
Finish 6.....	10
Clinch 10.....	70
Clinch 8.....	80
Clinch 6.....	90
Barrel %.....	1 75
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	60&10
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&15
Common, polished.....	70&5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages 1/2c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33 1/2
Klip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 40&10	
HOUSE FURNISHING GOODS	
Stamped Tin Ware.....	new list 75&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50
WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/2 inch and larger.....	5
Manilla.....	8 1/2
SQUARES	
Steel and Iron.....	80
Try and Bevels.....	
Mitre.....	
SHEET IRON	
com. smooth.....	com.
Nos. 10 to 14.....	\$3 30 82 40
Nos. 15 to 17.....	3 30 2 40
Nos. 18 to 21.....	3 45 2 60
Nos. 22 to 24.....	3 55 2 70
Nos. 25 to 26.....	3 70 2 80
No. 27.....	3 80 2 90
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SAND PAPER	
List acct. 19, '86.....	dis 50
SASH WEIGHTS	
Solid Eyes.....	per ton 30 00
TRAPS	
Steel, Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's 70&10&10	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
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
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	40&10
METALS—Zinc	
600 pound casks.....	6 1/2
Per pound.....	6 1/2
SOLDER	
1/2@1/2.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, } per pound... 9	
14x56 IX, for No. 9 Boilers, }	

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

OTTO C. J. BERNTHAL

JOHN T. F. HORNBERG

New York Electro Plating & Mfg Co.

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

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

Citizens Phone, 1517.
GRAND RAPIDS, MICH.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Sept. 19.—Every retailer in the city and for miles around has a new enemy to confront in the immense department store opened last Saturday night with a crush that was almost destructive of human life. The crowd continues every day and the grocery department has been so thronged that it has required night work to keep the stocks replenished. The street is jammed and, of course, a great many who can't get in the new building flock to the old-established concerns.

The large imports of gold seem to have a very good effect on the general outlook and expressions are freely heard that business has already shown quite an improvement in grocery jobbing circles here. The leading stores are seemingly very active, and the big piles of cases on the sidewalks indicate that matters are by no means stagnant. With only six weeks of "agony" more to be endured, jobbers are putting on a smiling countenance and expect a generous holiday trade at least—that is, if the right man is elected.

No. 7 Rio coffee has been offered at 9½¢, cost and freight. This is rather below the real quotation, which may be properly placed at 10½¢, but the market is rather weak and no surprise will be occasioned if a rate less than 10¢ is soon well established. Orders from the interior have been light and buyers present have been few. The speculative market has shown a decline, owing to reports of heavy deliveries in Europe and the consequent depression there. For the mild coffees we have a steady market for Maracaibos, but the holders do not miss a chance of making a sale, if they can help it, by making some concession. East India coffees show slow movement and quotations are nominal.

Raw sugars are nominal. Matters remain in almost precisely the same condition that has characterized them for a long time. Supplies are ample and, while refiners are making some purchases, they show no anxiety to obtain large supplies and exporters are seemingly content to let matters drift. At the close centrifugal is quotable at 3 1-16¢. Refined sugars have been long unchanged. The demand is about the same, one week with another, and both buyer and seller are taking things easy. Some delay has been experienced in filling orders for certain lines, but, as a rule, the demand is quick and easily supplied.

The auction sale of teas last Wednesday brought out quite a number of buyers and the interest manifested was greater than for some time. Prices were better and this was reflected afterwards in sales on the street. Nearly all lines were doing better than for a long time and it is hoped that this state of affairs will last for the remainder of the season.

Rice is firm. The market is in excellent shape and holders are very firm. The domestic sorts are in the best demand and good goods are taken with a celerity that has made somewhat of a scarcity. Dealers express much confidence in the future and it is probably as good a time to buy as we shall have this year.

Spices are doing well in a jobbing way and some very good sales have been made. The advancing season creates more demand and the whole line is held with more confidence. Not much is doing in an invoice way, but the condition of affairs is seemingly satisfactory to dealers.

The molasses market shows decided signs of improvement and the demand is such as to indicate that interior dealers are stocking up quite liberally. Quotations are firmly adhered to and there is little or no haggling over prices.

Exporters of syrups have been doing a little business and there has, also, been quite a fair trade in the way of mail orders. While no single transaction has been very large, there are

enough small ones to make quite an impression on existing supplies.

In canned goods it is the same old story. Nothing is doing, either in spot or future goods. Prices remain low and show very little profit. A liberal transaction is reported as taking place in Baltimore, where many thousand cases of Harford county tomatoes were disposed of at a rate said to be 50¢. The chief topic of interest here has been a cut by one house in the price of salmon. "Breach of faith" and all that was charged, and the merry war goes on.

There has been a slump in the demand for lemons and oranges and the "storm center" rages around domestic fruit, which is overwhelmingly abundant and comparatively cheap. Oranges are quiet and the demand is not very satisfactory; but the supplies are not very attractive, either. Jamaicas, repacked, are worth \$5@6 per bbl. Bananas are seeking an outlet and finding very small consumption.

Dried fruits are dull and from present appearances will remain so for some time. This applies particularly to domestic fruits. For prunes and some of the better grades of raisins there is more enquiry and prices are quite firmly adhered to. The market is closely cleaned up.

The butter market has been so heavily supplied that a reaction has set in and we have lower prices to chronicle. Dealers are not taking any chances and speculation has ceased to exist. Sales are such as are needed from day to day. Extra Western creamery is worth 15@15½¢.

Full prices in the country do not seem to raise prices on cheese here to any extent and the market during the week has been rather depressed. Exporters filled their orders on a low basis. Large size full cream are held at about 9½¢.

Best Western eggs are worth 16¢. The market is very firm for fresh stock and sales are easily effected on a basis of 17¢ for near-by receipts. For even off stock the demand is "equal to the emergency" and sales have been made at \$3.25 per case, where they were not too far gone.

Beans have been in very light demand and sales are of small amounts. Choice pea beans, \$1.10; choice medium, \$1.10.

Breadstuffs and provisions are higher and the markets are now becoming decidedly interesting.

Careful inquiry at the leading dry goods stores in this city shows that but few of them give samples indiscriminately nowadays. All of them prefer to send samples by mail. The average customer who asks for samples is requested to leave her name and address and the goods will be forwarded to her. This is especially the case if she wants what is called a "line of samples;" that is, pattern upon pattern of the same style and species. Every big shop employs its fifties of persons whose duty it is to attend to nothing save the cutting and sending of samples. "We never spend less than \$2,500 a year in goods to be cut up for samples," said the mail department manager of one firm, "and sometimes the sum is much larger." It is generally understood among dry goods houses that all samples sent are to be returned. Of course, dressmakers are always favored with samples, which they are not requested to return nor to pass along to their next door neighbor. They are a privileged, because remunerative, class. The new order of things in the sample line is due to the crazy quilt fad, which cost many merchants a lot of money and no end of annoyance.

A Tradesman representative recently had the pleasure of hastily inspecting the new stone and brick store building now in process of erection by W. H. Benedict, at Vermontville. It is a double store, 40x80, with basement. The front is constructed of handsomely colored Ionia sandstone and, when finished, the building will be one of the handsomest mercantile structures in Barry county.

The Produce Market.

Apples—Dealers are paying 50¢ per barrel for the fruit alone, but taking only the choicest hand-picked stock on this basis. There is a fair demand for the staple, but whether the market will improve or not from now is problematical, with the chances in favor of a decided improvement as cold weather approaches.

Butter—Arrivals continue to come in very feely, but local dealers are taking good care of shipments, finding ample outlet in the East for the surplus over local requirements. Fancy dairy fetches about 12¢, while factory creamery is in fair demand at 15@16¢.

Cabbage—Stock is mostly shipped in barrels, two doz. to a barrel, being billed out at 50¢ per doz. heads and 10¢ for the barrel.

Carrots—20¢ per bushel.

Celery—The price has advanced again to 12½@15¢ per bunch.

Cheese—Quotations are gradually moving to a higher range, owing to a variety of causes—the higher prices East in consequence of the strong export demand, the absence of competition from filled cheese and the general belief that the make is going to be short all over the country. Some appear to think that prices are getting pretty near the top limit, while others can be found who believe in a 10¢ market before September stock is all disposed of.

Crabapples—\$1.50 per barrel.

Cranberries—Cape Cod stock arriving in good condition, commanding 7¢ per bbl. and \$2.25 per bu.

Eggs—Receipts have fallen off considerably and a higher range of values prevail. Many packers are storing their fresh receipts for a higher market. The trade generally is well satisfied with the present condition of the market and will not endeavor to force prices up higher, as the stock of eggs is large and the dealers are very anxious to keep up the demand, which can only be done by keeping the price low. Dealers hold fancy stock at 13¢, but insist that the price must go ½@1¢ higher unless receipts increase, which will probably not be the case unless we have a season of favorable weather.

Egg Plant—Drug on the market.

Grapes—Concords and Wordens bring 5¢ for 5 lb. and 7¢ for 8 lb. baskets. Catawbas and Niagaras bring 7¢ for 5 lb. and 10¢ for 10 lb. baskets.

Peaches—Smocks are about the only variety now in market, commanding 50@75¢ per bushel. The crop will drag along for a week or ten days yet.

Pears—75¢ per bushel.

Peppers, green—50¢ per bushel.

Potatoes—Local handlers are making arrangements to buy at the principal Northern purchasing points, undertaking to start the market at 20¢. It is not unlikely that competition will force the market up to 25¢ by the time the season has fairly opened, and from present indications there will be an advancing tendency until 40@50¢ is reached.

Quinces—\$1 per bu.

Sweet Potatoes—\$2.75 per bbl. for Jerseys and \$2 for Baltimores. The latter were never finer than they are this year and thousands of barrels of Baltimore stock have been stenciled "Jerseys" and will be sold as Jerseys on the basis of \$2.25 per bbl. This is a "trick of the trade" which Baltimore shippers have lately been indulging in, to the disgust of the growers and shippers of New Jersey. Chicago used to

have a hard name for sophistication and deception—has yet, in fact—but Baltimore, with her Jersey sweets and her California canned goods, is apparently making a desperate effort to eclipse Chicago's reputation in this respect.

Tomatoes—20@25¢ per bu.

Don't get angry at your employees. If they do wrong tell them in an explanatory way of their shortcomings; then watch the result. It works like a charm. A kind word can produce a change for the better quicker than a reprimand. The one leaves a desire to do better, the other a sting; both are boomerangs. Choose the wiser plan—kind words. It does no harm to have occasional talks with your people. You have no idea what bright thoughts some of your people have. You can often learn something from them. All they need is a little encouragement to express themselves. It is best to have your people like you. You can get better results from them, and, besides, it is a splendid advertisement. It spreads like wildfire.

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. N. G. & Gordon, Hopkins Station, Mich. 107

FOR SALE—SMALL STOCK OF GROCERIES in best town in Michigan. Address C, care Michigan Tradesman. 108

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

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

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

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

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 Coughle Brothers, 178 South Water Street, Chicago, for daily market reports. 96

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

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

CIDERINE

CIDER AND FRUIT PRESERVER.

Sold by all Jobbers—\$3.00 per doz. Pays a big profit. Is reliable—20 years' test. Beware of imitations made to look like Ciderine. Manufactured by

THUM BROS. & SCHMIDT,
GRAND RAPIDS, MICH.

WE TOLD YOU SO!

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

SWEETENS RANCID BUTTER



COLORS BEAUTIFULLY

Place your name on a postal card addressed to

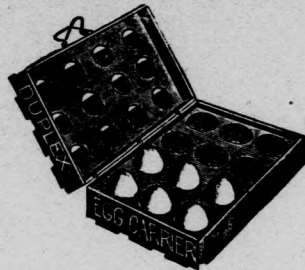
THE CHURN CO.,
BELLEFONTAINE, OHIO,

When you wish to know anything about this machine.

Don't forget the Tradesman when writing.

NO MORE BROKEN EGGS

Every Grocer Who Uses



(No. 1 Holds One Doz. Eggs.)

THE DUPLEX EGG CARRIER

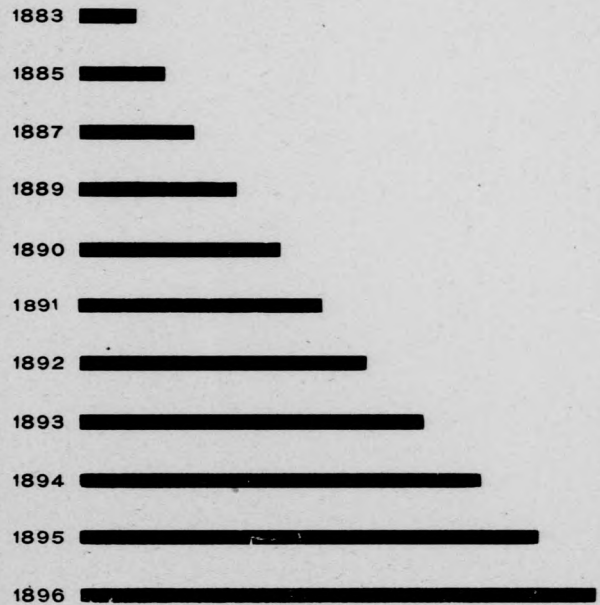
In which to deliver eggs to customers
SAVES MONEY.

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.



HOW IT HAS GROWN



SUMMARIZED HISTORY:

1883	=	=	=	Business Established
1885	=			Special Machinery Introduced
1888	=	=		Removal to Larger Quarters
1895	=			Removal to Still Larger Quarters
1896				Largest Coupon Book Plant in the World

In which we produce more Coupon Books than all the other manufacturers in the country combined. These facts speak louder than words and conclusively prove that our books must have been the best in the market for the past thirteen years in order to have secured this demand.

TRADESMAN COMPANY,
GRAND RAPIDS.

Weatherly & Pulte,

99 Pearl St.,
GRAND RAPIDS.

Plumbing and Steam Heating; Gas and Electric Fixtures; Galvanized Iron Cornice and Slate Roofing. Every kind of Sheet Metal Work.
Pumps and Well Supplies.
Hot Air Furnaces.

Best equipped and largest concern in the State.

USE ATLAS SOAP

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

JESS

JESS

PLUG AND FINE CUT TOBACCO

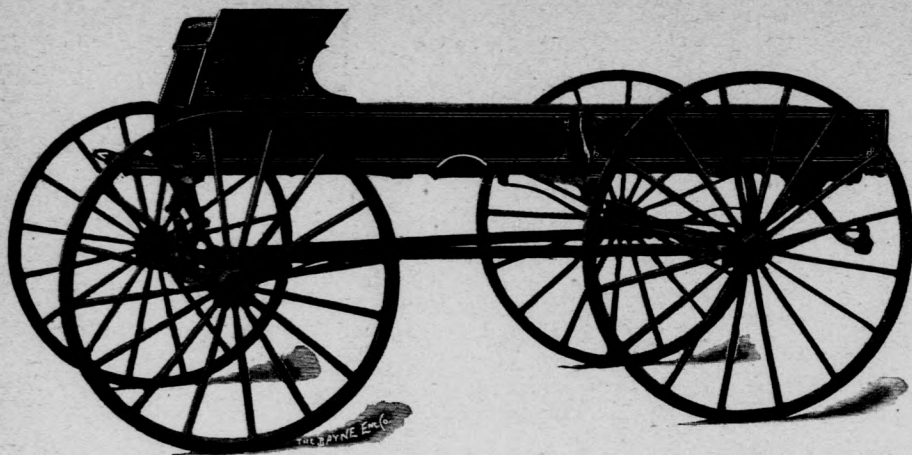
"Everybody wants them." "You should carry them in stock." For sale only by

MUSSELMAN GROCER CO.,
GRAND RAPIDS, MICH.

JESS

JESS

Use Tradesman Coupon Books and Avoid Loss



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.

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

**MONEY'S CLOSE,
SAYS THE GROCER.**

**— USE —
DAYTON COMPUTING-
SCALES
IT WILL COME CLOSER**

THE COMPUTING SCALE CO.,

DAYTON, OHIO, U. S. A.