

MICHIGAN TRADESMAN

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Volume XIV.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 30, 1896.

Number 680

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: 741-740 Bellevue Ave., DETROIT, MICH.

JACKSON BROOMS

are not all alike.

A. W. SMITH'S

make are uniformly trade winners for you if they are in sight.

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.

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

We carry a stock of cake tallow for mill use.

Nos. 122 and 124 Louis St.,

Grand Rapids.

TRY 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.

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.

"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.

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts.

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

TRADESMAN COMPANY,

Grand Rapids.

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 7½¢ 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.

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.

TRADESMAN ITEMIZED LEDGERS



Size 8 1-2x14—Three Columns.

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

Invoice Record or Bill Book.

80 Double Pages, Registers 2,880 invoices.....\$2 00

TRADESMAN COMPANY

GRAND RAPIDS.

Straw Board, Building Paper, Roofing Material

We are jobbers of these goods, among which are

- Tarred Board, Rosin Sized Sheathing, W. C. Oiled Sheathing,
 Tarred Felt, Roofing Pitch, Coal Tar,
 Rosin, Asphalt Paints, Elastic Cement,
 Ready Roofing, Carpet Lining, Mineral Wool.

Qualities the best and prices the lowest.

H. M. REYNOLDS & SON, Grand Rapids, Mich.

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.

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.

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.

Every Merchant

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

TRADESMAN COMPANY Grand Rapids

Travelers' Time Tables.

CHICAGO

Sept. 27, 1896
 and West Michigan R'y

Going to Chicago.	
Lv. G'd Rapids	8:30am 1:25pm +11:00pm
Ar. Chicago	3:00pm 6:50pm + 6:30am

Returning from Chicago.	
Lv. Chicago	7:20am 5:00pm +11:30pm
Ar. G'd Rapids	1:25pm 10:30pm + 6:10am

Muskegon via Waverly.

Lv. G'd Rapids	8:30am 1:25pm 6:25pm
Ar. G'd Rapids	10:15am 5:30pm 10:30pm

Manistee, Traverse City and Petoskey.

Lv. G'd Rapids	7:30am 5:30pm
Ar. Manistee	12:15pm 10:25pm
Ar. Traverse City	12:40pm 11:10pm
Ar. Charlevoix	3:15pm
Ar. Petoskey	4:55pm

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

PARLOR AND SLEEPING CARS.
 Chicago. Parlor cars on afternoon trains and sleepers on night trains.
 North. Parlor car for Traverse City leaves Grand Rapids 7:30am.
 †Every day. Others week days only.

DETROIT

June 28, 1896
 Lansing & Northern R. R.

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	7:00am 4:20pm Ar. G R 11:55am 9:15pm
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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 and between Grand Rapids and Saginaw. Trains run week days only.
 GEO. DEHAVEN, General Pass. Agent.

GRAND Trunk Railway System

Detroit and Milwaukee Div.

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

Westward.		
For G'd Haven and Intermediate Pts.	*7:00pm	
For G'd Haven and Muskegon	*1:30pm	
For G'd Haven and Intermediate Pts.	*5:05pm	
For G'd Haven and Milwaukee	*10:05pm	

†Daily except Sunday. *Daily. Trains arrive from the east, 6:35a.m., 12:50p.m., 4:4p.m., 10:00 p.m. Trains arrive from the west, 6:40a.m., 10:10a.m., 3:15p.m., 9:55p.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 Pass. Agent.

GRAND Rapids & Indiana Railroad

Sept. 27, 1896.

Northern Div.		Leave	Arrive
Trav. C'y. Petoskey & Mack	..	+ 7:45am	+ 5:15pm
Trav. C'y. Petoskey & Mack	..	+ 2:15pm	+ 6:30am
Cadillac	..	+ 5:25pm	+ 11:10am

Train leaving at 7:45 a.m. has parlor car to Petoskey and Mackinaw.
 Train leaving at 2:15 p.m. has sleeping car to Petoskey and Mackinaw.

Southern Div.		Leave	Arrive
Cincinnati	..	+ 7:10am	+ 8:25pm
Ft. Wayne	..	+ 2:00pm	+ 1:55pm
Cincinnati	..	* 7:00pm	* 7:25am

7:10a.m. train has parlor car to Cincinnati.
 7:00p.m. train has sleeping car to Cincinnati.

Muskegon Trains.	
GOING WEST.	
Lv G'd Rapids	+ 7:35am + 1:00pm + 5:40pm
Ar Muskegon	9:00am 2:10pm 7:05pm
GOING EAST.	
Lv Muskegon	+ 7:30am + 11:45am + 4:00pm
Ar G'd Rapids	9:30am 12:55pm 5:20pm

†Except Sunday. *Daily.
 A. ALQUIER, C. L. LOCKWOOD,
 Ticket Agt. Un. Sta. Gen. Pass. & Tkt. Agt.

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 DUFLAMBEAU, WIS.

Save Trouble
 Save Losses
 Save Dollars

TRADESMAN COUPONS

They all say

“It’s as good as Sapolio,” when they try to sell you their experiments. Your own good sense will tell you that they are only trying to get you to aid their new article.

Who urges you to keep Sapolio? Is it not the public? The manufacturers, by constant and judicious advertising, bring customers to your stores whose very presence creates a demand for other articles.

MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 30, 1896.

Number 680

NOTICE TO HOOPMAKERS

CASH PAID for round and racked hoops at shipping stations on D. L. & N., C. & W. M., G. R. & L. T. S. & M., M. C. A., V., D., G. H. & M., M. & N. E., L. S. & M. S. railroads.

ROUND & RACKED HOOP CO.,
423 Widdicombe Bldg., Grand Rapids, Mich.

The Michigan Trust Co.,

Grand Rapids, Mich.

Acts as Executor, Administrator,
Guardian, Trustee.

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

COLUMBIAN TRANSFER COMPANY

CARRIAGES, BAGGAGE
AND FREIGHT WAGONS

15 and 17 North Waterloo St.,

Telephone 381-1

Grand Rapids.

Commercial Credit Co.,

(Limited)

ESTABLISHED 1886.

Reports and Collections.

411-412-413 Widdicombe Bldg., Grand Rapids.

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

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, DETROIT, Michigan.

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.

Save Trouble
Save Losses
Save Dollars

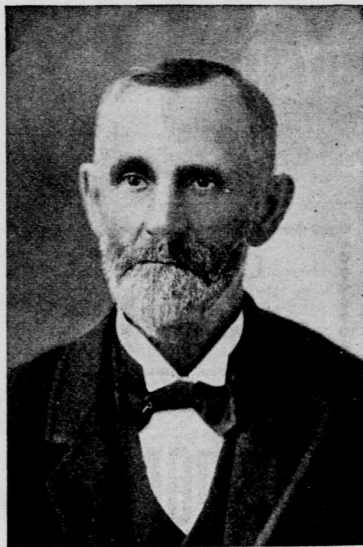
Tradesman Coupons

REPRESENTATIVE RETAILERS.

J. L. Farnham, the Veteran Mancelona Merchant.

One of the oldest and best-known of the mercantile institutions of Mancelona is the general store of J. L. Farnham. Established while the town was yet new, its growth kept pace with that of the latter until it was burned in the fire which destroyed the major portion of the business houses, some ten or eleven years ago. It was promptly re-established and, as soon as a substantial brick building could be built, it took its place in its present quarters, where its career has been uniformly successful.

Mr. Farnham is of English and German parentage. His father was among the early settlers of Western New York, living on a farm in Italy Hill, Yates county, where Mr. Farnham was born in 1839. The first sixteen years of his life were spent on the farm and in at-



tendance at the usual country school. At this time his family emigrated to the new State of Michigan, locating at Leonidas, St. Joseph county, a locality at that time principally and justly celebrated for the abundance and regularity of its fever and ague. The rigors of pioneer life proved too severe for the father and, in a short time he died, leaving the support of the mother and two younger children to James and an older brother.

Their first undertaking was the working of a large farm on shares for E. L. Yapple, father of the well-known ex-Congressman, Hon. George L. Yapple. In a short time after undertaking this venture, the Civil War began and the aid of the older brother was lost through his enlistment. The task left upon the shoulders of the remaining brother was a severe one and, if it had not been for the fatherly kindness of the elder Yapple, it would have been too heavy to be borne.

After a few years of farm work the young man took up the business of buying and handling live stock. After a time in this business he established himself in the meat business at Leon-

idas. This was continued until 1878, when the removal to Mancelona took place.

The duty of caring for his mother and family continued until he had reached the age of 33, when it was terminated by the death of the former. A year later, in 1873, he was married to Miss Mary Coon, of Leonidas. They have no children.

After selling out the meat business, Mr. Farnham removed to Mancelona, where he undertook to establish himself in his old business. A few months' experience demonstrated the fact that the locality was too new for the profitable support of such an undertaking, so he established a grocery instead. To this other lines were added, as occasion offered, until the result was a general store, though making a specialty of flour and feed. Notwithstanding the setback of the serious loss in the burning of his store and contents, as noted, with lapsed policies on the building, the business has grown until it now takes rank as one of the leading mercantile establishments of Antrim county. Always partial to the meat trade, in which he began his business career, he gladly availed himself of an opportunity, a year ago, to resume the sale of meats, which has proved to be a valuable adjunct to his other business.

While still a young man, Mr. Farnham became a member of the Methodist Episcopal church in Leonidas. He and his wife have continued in that fellowship until the present. He is also a member of Mancelona Lodge, F. & A. M. He has been a life-long Republican and in the present political agitation pins his faith to sound money.

The success of his business career has turned upon his invariable practice of dealing so as to merit the confidence of all with whom he comes into business contact, either in buying or selling, and careful personal attention to his business has brought the usual rewards—a comfortable competence and a contented mind. Respected by his customers, his neighbors in trade and the jobbing houses with whom he deals, Mr. Farnham has every reason to be proud of the success he has achieved and the position he has acquired.

The Apple Crop of Canada.

From the Montreal Trade Bulletin.

The present season is a phenomenal one in the history of apple production in Canada, the yield being so prolific as to far surpass all previous records and perplex growers and shippers regarding its disposition. Although any quantity of the best winter varieties can be purchased at 50c per barrel picked, in the orchards, which is equal to \$1.50 laid down in this city, yet very few of our exporters are anxious to buy even at that low price, as one of our leading shippers stated to the writer a few days ago: "Fifty cents per barrel for the fruit seems cheap enough; but I cannot see where there is going to be any profit, even at that low figure, when I consider the immense surplus stocks that will have to go forward from Canada as well as the United States." Some, however, appear willing to take the risk, as advices from Toronto and points west of that city report contracts from between 60,000 and 70,000 barrels

of choice winter fruit at 50c, and one report states that 5,000 barrels have been contracted for at 40c for the fruit, which brings the cost laid down here up to \$1.40, which certainly seems a low price for winter apples. Last week we raised our estimate of the total crop in Canada from 3,000,000 to 3,500,000 barrels; and from more recent accounts of the prodigious yield it may safely be placed at 3,750,000 barrels.

A remarkable feature during the past two weeks has been the rapid development that has been made in the growth of the apples, the alternate copious rains and sunshine having been conducive to the production of fine clear fruit. To afford some idea of the abundance of the yield, instances have been given of orchards of from 300 to 400 barrels each now having at least 1,000 to 1,200 barrels each.

Apples for the Complexion.

From Life and Health.

"The secret of a bad complexion," said a well-known physician recently, "is a bad digestion, and we generally trace that to a bad liver. One of the best remedies for a sluggish liver is cheap and pleasant. Dieting is the secret of the cure. The best liver regulator for persons of sedentary habits—and those are the ones whose complexions are muddy—is to be found in apples, eaten baked if they are not well digested when eaten raw. I attended the pupils of a well-known boarding school and among them was a country girl whose complexion was the envy of all her associates. I found that she was a very light eater at her meals, but she had a peculiar custom of taking a plate of apples to her room at night and eating them slowly as she studied her lessons. This was her regular practice. Some of the other girls in the institution took it up and I know, as a result of my personal investigation, that the apple eating girls had the best complexion of any in the school."

The evils of the bonus system are aptly illustrated in the recent business career of D. R. Salisbury, of Corunna. A couple of years ago Mr. Salisbury was engaged in the retail shoe trade at Owosso. One day he conceived the idea of establishing himself in the manufacturing business, and a short time thereafter he was turning out shoes in a small factory "up stairs" over his store. Adding to his equipment and working force until they assumed respectable proportions, the idea occurred to him one day that he could just as well conduct a shoe factory in some other town which would be willing to pay a cash bonus for the privilege of securing a manufacturing enterprise of that character. After negotiating with a half dozen communities, he decided to accept the offer of a \$3,000 bonus from Corunna and, accordingly, removed his machinery and fixtures to that place, where he resumed the manufacture of shoes on a larger scale than before. In the meantime, some of the heaviest taxpayers of Corunna, acting on the assumption that the bonus system is illegal, secured an injunction restraining the officers of the city from paying over the money. The matter is now under advisement in the Circuit Court, and in the meantime the shoe factory has suspended operations, pending the decision, Mr. Salisbury announcing his intention of removing the plant to some other locality in case the outcome is unfavorable to him.

PRODUCE RATES.

Potato Classification—Block System—
Ridiculous Discrimination—Lower
Apple Classification.

The following letters from the leading potato shippers at Mancelona and Howard City, respectively, are self-explanatory:

Mancelona, Sept. 28—I have read, with much interest, in the Tradesman of Sept. 23, the article on Grain vs. Potatoes, and I quite agree with Moseley Bros., C. C. Bunting and C. B. Metzger, and I also heartily agree with Mr. Leavenworth, General Freight Agent of the G. R. & I., in the statement that the railroads would like to reduce the classification of potatoes to sixth class. I think they should do even more—give us a commodity freight rate of even better than sixth class in such years as last year and as the prospect is for this year. The farmers will not plant many potatoes for shipment if they cannot get something near what it actually costs to grow them. They will raise about one car of potatoes to four acres of land, or over four times the tonnage of potatoes to the acre of any crop with which I am familiar. After the timber is taken off the land in this country, what are the railroads going to haul that is raised from the land that will give them the tonnage that potatoes do? About four-fifths of the potatoes shipped from this section are shipped in the fall and spring, when the cars need no lining and get no defacement. As to the time taken for loading in the fall and spring in good weather, I do not think the average time will exceed one day to load each car with a market that pays the farmer the cost of raising them. Last winter, for a short time, we were given a lower rate—sixth class—and we appreciated it greatly, as it helped us a little, but would have helped much more if it had been given at the beginning of the season and continued; but in April the rate was changed back to fifth class. I will give you the former rate and the present rate on potatoes to a few of the points where we usually ship:

Evansville, formerly 23c, now 26c.
Richmond, formerly 20c, now 22c.
Portland, formerly 19c, now 21c.
Alexandria, formerly 20c, now 21c.
Anderson, formerly 20c, now 21c.
Indianapolis, formerly 22c, now 22c.
Jeffersonville, formerly 23c, now 24c.
Cincinnati, formerly 23c, now 24c.
Columbus, formerly 21c, now 23c.
Dayton, formerly 21c, now 23c.

All other places I have had occasion to look up are higher in about the same proportion.

Mr. Rose, Assistant General Freight Agent of the C. & W. M., makes a statement which would cause the average potato shipper to smile when he says that the railroads have to pass a man through free with potatoes. Well, now, let us see, for example, how much the railway company would be out on a shipment from this place to Cincinnati. The average man weighs about 150 pounds and the freight is 24 cents per 100, making 36 cents, at the same rate as potatoes, and I doubt if it takes any more motive power or expense to haul him on the freight train than the same weight in potatoes. Now, the railway fare back is \$13.65 and, as the passenger trains are never crowded at this season of the year, I think the railroads have made at least \$12 clear profit on the trip. Now, it costs the shipper at least four days' time, at \$2 a day, \$8, and railway fare, \$13.65, a total of \$21.65, besides the expense of lining cars, which is about \$8 each.

We would not ask the railroads to carry potatoes at any loss to themselves, but would ask them to carefully investigate the cost of production of this staple article and, if possible, make such a rate that the farmers can get nearly what it costs to grow them. If this is not done, they will stop growing them to any extent and, when the season comes again that they could afford to pay a reasonable rate, the potatoes will not be here to ship. JESS WISLER.

Howard City, Sept. 26—In reference to the classification of potatoes, I think same is altogether too high, as compared with grain, but I find the worst feature is in the difference between the rates on potatoes from Southern Michigan points to the South and West, as compared with the rates given here; also the discrimination in rates made as between Northern Michigan and New York State, the latter having in some cases 33 per cent. better rates on shipments south of the Ohio River than we have.

I must take strong exceptions to what Mr. Rose, of the C. & W. M., says in the Tradesman. First, he says that the transportation company must issue a pass to the man in charge of the shipment, which is correct; but he fails to say that the freight on an ordinary man would be about thirty cents from points on the D., L. & N. to Louisville, Ky., and that the fare would be in the neighborhood of \$13 to get him back, which has to be borne by the shipper. Second, as to the furnishing of refrigerator cars, I find that these are usually furnished by outside lines looking for the trade. It is true, however that the D., L. & N. did furnish some refrigerator cars last season.

I must also take exceptions as to what Mr. Leavenworth says about the reduction in the classification of potatoes not having made any difference in shipments. Although it was made too late in the season and after most of the dealers had laid in their supplies, it did materially help, and had it been made earlier in the season, I, for one, could have moved a great many more potatoes, which were wasted and never moved, entailing unnecessary loss on both farmer and shipper and depriving the railroads of considerable receipts.

W. H. LOVELY.

The Tradesman commends these letters to the careful perusal and consideration of Messrs. Leavenworth and Rose, trusting they may see their way clear to reply to the statements made therein in the next issue of the Tradesman.

* * *

Under the system obtaining in this country of grouping commodities in classes for purposes of transportation, there must necessarily be apparent inconsistencies and even injustice in many cases and localities; and the same may be said as to the system of fixing freight rates by what is termed the "block system." In localities immediately beyond the division of the block, the sudden increase in the rates seems to work hardship; and if, as frequently happens, the point at which the division occurs is the intersection of a competing line, the discrimination in favor of near-by points is sometimes serious.

* * *

Take, for illustration, the town of Morley, the next shipping point beyond Howard City, where the division of a block is made. In an interview with John C. Thurkow, a prominent shipper of the former town, the statement was made that through its peculiar situation in relation to the block division and to shipping points on the D. L. & N., both the town and the railroad suffer materially. It so happens that most of the potato-producing country is situated so that it is just as easy for the growers to draw the tubers to Amble and Lakeview, on the D. L. & N., as to Morley; and, as those places are in the more favored freight block, of course they get the business. Mr. Thurkow complains that the town has not had a fair show in either facilities for shipment or rates. As to the former, he states that it is only a short time since they were provided with stock pens, and previously cattle were driven through the town for years and shipped at points on the other road. He has just built a very

WINTER APPLES

CABBAGE, ONIONS, ETC., in car lots or less.
QUINCES, SWEET APPLES, GREEN PEPPERS, GRAPES.

Correspondence with me will save you money.

HENRY J. VINKEMULDER,
GRAND RAPIDS.

Telephone 10.

MOSELEY BROS.,

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

Clover and Timothy Seeds

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

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

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

Anchor



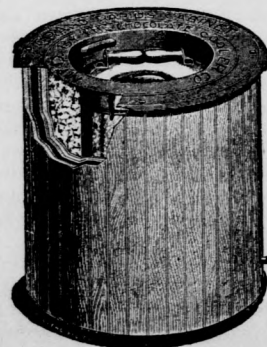
Brand

All orders receive prompt attention at lowest market prices.

See quotations in Price Current.

F. J. DETTENTHALER, 117-119 Monroe St., Grand Rapids.

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.

complete warehouse, at a cost of over \$2,000, with roof and sides sheeted with corrugated iron, and furnished with extensive cellars and with ample potato bins on first floor, protected with charcoal-filled walls, and he is, naturally, anxious to get it into use. C. W. Crimmins, of the same place, complains of the situation, but seems to think there is no redress. He has begun the potato season by shipping two cars from Amble, instead of his own town, on account of the more favorable rates.

Referring to the Tradesman's comments on this subject last week, Barnett Bros., who operate one of the oldest and most responsible commission establishments on South Water street, write as follows:

Chicago, Sept. 2—We are pleased to note in your issue of Sept. 23 a most interesting article in relation to the freight classification of grain and potatoes. There is one other point which we sincerely wish you would take up and discuss, and that is the enormous difference in classification between pears and apples. We have before us an expense bill for the transportation of nine barrels of pears. They are billed as weighing 1,700 pounds. The rate is 65½ cents per hundred pounds, making a freight rate of \$11.10 for the transportation of nine barrels of pears about 200 miles. Nine barrels of apples of practically the same weight—certainly occupying the same space—would be taken at an agreed weight of 150 pounds and a freight rate of 20 cents per 100 pounds, or \$2.70 for nine barrels of apples, in place of \$11.10. The value of these pears is about 25 per cent. more than the value of the apples, the labor is the same, the cost is the same, and the risk is the same, as both must be shipped "owner's risk freight guaranteed." Why this tremendous discrimination? We sincerely wish that you would take it up and see what you can make out of it.

On being shown this letter, E. C. Leavenworth, General Freight Agent of the G. R. & I., expressed himself surprised that there should have been found so great a difference between the rates on these two fruits. Referring to rates in this locality, he stated that the difference amounted to something like 50 per cent. in favor of apples. Thus the rate for apples from Grand Rapids to Chicago is 21½ cents and for pears 31½; to Columbus, 25 cents and 40 cents, respectively. This difference in the classification, he claims, is made partly on account of the higher price of pears, the much less quantity handled, and the fact that they are usually shipped in baskets instead of barrels, as are apples. As to the remarkable discrepancy in the instance referred to, he could only explain it on the supposition that there was a gross overcharge.

While referring to this subject Mr. Leavenworth wished to call attention to the fact that the classification of apples has been changed to sixth until November 1, thus placing them on the same basis as potatoes. This action is on account of the extremely low prices.

Capital Required to Conduct a Commission Business.

Chicago, Sept. 25—In recent issues of your paper we have noted some very timely remarks in regard to the commission man, to which class we belong, and have for a great many years. The information which you give in regard to us seems to be qualified to place before the shippers and growers of fruit. As we handle not only butter, eggs and cheese, but fruits and vegetables, we must take exception to one paragraph in a recent issue, which says: "One possible reason why a great many ir-

responsible and dishonest men go into the commission business is that it requires but little capital."

During the entire summer season while we are handling berries and other small fruits, including peaches, pears and plums, the entire receipts of the day are sold the same day that the goods arrive, and the sales go out with the evening mail, with which is enclosed a check for the fruit. This fruit, when in the hands of regular dealers, is sold to the city trade, the most of whom are responsible and have the privilege of taking their bills and pay the following week. That which goes to the shippers who are filling country orders is booked and carried in the same way. All that we sell during one week is supposed to be due and payable the following week, but the following week is usually nearly gone by before the bulk of the collections are made. Some of them take the entire week and pay on Saturday afternoon. In this way, in order to do a successful business, one must be possessed of a very large capital. One habit of our city dealers is that, instead of sending our city checks that would be floating in the country for several days, we keep a bank account at every shipping point and give the growers checks upon these local banks, and must of necessity keep a balance there to meet these checks.

In our butter and egg department, the rule is a little different; the sales, however, are made to the same class of buyers, and on the same terms, and there are but very few of the country shippers but what expect advances on their butter and eggs of half or three-quarters of their value, at the time of making their shipments. The same rule applies to poultry and game.

The dishonest and swindling men who have been working the trade from this city have been obliged, in consequence of these conditions, to continually look up new shippers. It is very seldom that they get more than one or two shipments from the same parties, unless for the purpose of establishing confidence with the shippers; they pay promptly for the first few shipments, in order to secure larger ones. These conditions make it more expensive for them to secure goods, but as long as they can afford to be at a little expense in securing them. GEO. W. LINN.

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.

PROTECTION

DIAMOND CRYSTAL SALT in boxes is impervious to the odor of the mackerel barrel. Fastidious customers believe in such protection.

See Price Current.

DIAMOND CRYSTAL SALT CO.,
ST. CLAIR, MICH.

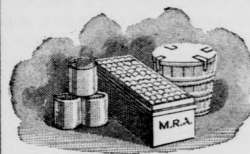


5 AND 7 PEARL STREET.

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.

THE EGG KING OF MICHIGAN IS

F. W. BROWN,
OF ITHACA.

Sweet Potatoes, Lemons, Cranberries, Apples

We are Headquarters.

BUNTING & CO.,

20 and 22 Ottawa St.,

Grand Rapids, Mich.

WE ARE ONLY THREE YEARS IN BUSINESS

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

LAMB & SCRIMGER,

of Detroit, who guarantee shippers highest market prices.

43-45 WEST WOODBRIDGE ST.

Sweet Potatoes

LEMONS, BANANAS, CRANBERRIES, GRAPES.

STILES & PHILLIPS,

Telephone 10.

Wholesale Fruits and Produce, GRAND RAPIDS.

MAYNARD & COON
NURSERY AND SEED CO.,

WHOLESALE AND COMMISSION
FRUITS AND PRODUCE.

WHOLESALE OYSTER PACKERS,

Telephone 1348.

54 South Ionia St., Opposite Union Depot, Grand Rapids.

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.

Around the State

Movements of Merchants.

Elkton—M. A. Vogel has opened a drug store.

Brown City—J. F. Holden will open a new drug store here.

Litchfield—W. Busley will shortly open a new drug store.

Lansing—Persons Bros., grocers, have sold out to C. A. Bush.

Albion—Charlotte Glover, baker, has sold out to Leach & Brown.

Bad Axe—Bates & Vogel have opened a drug store on Main street.

Shearer—Weydemeyer Bros., general dealers, have removed to Turner.

Howell—Will Farnsworth has sold his laundry business to W. E. Snyder.

Onsted—W. Billmyre has purchased the hardware stock of J. F. Brooks.

Adrian—Harry Wood has purchased the meat business of W. A. Wilcox.

Crystal City—James Conklin, blacksmith, has removed to South Frankfort.

Ypsilanti—F. K. Rexford, of F. K. Rexford & Sons, general dealers, is dead.

Ashley—Albert N. Palmeter succeeds Palmeter & Bowker in the grocery business.

Onsted—C. A. Desermia succeeds Geo. B. Hines in the grocery and meat business.

Farwell—Leonard Lester continues the grocery business formerly conducted by Asa Leonard.

Dundee—Chas. E. Stander has purchased the drug and confectionery stock of Geo. W. Hurd.

Detroit—Broadwell & Wolff succeed Wm. C. Broadwell in the musical merchandise business.

Sault Ste. Marie—Wood & Thoenen succeed A. C. Lindsay & Co. in the hardware business.

Sanford—C. J. Sherives succeeds Sherives & Jeffers in the agricultural implement business.

Cedarville—W. A. Patrick has purchased the general stock and cedar business of C. Y. Bennett.

Fancock—The hardware store of Kellehan Yagel is closed under attachment by the America Boiler Co., Chicago.

Chesaning—E. J. Dornberg, boot and shoe and book and stationery dealer, has removed from St. Charles to this place.

St. Johns—B. Failing & Co. have purchased the grocery stock of Millie (Mrs. A. L.) Buchanan at this place and at St. Louis.

West Branch—J. C. McGowan, hardware dealer, has admitted Edward McGowan to partnership, under the style of J. C. McGowan & Son.

Greenville—Van Wormer & Stevenson have sold their grocery stock to N. W. Daggert, formerly engaged in the same line of business at Carson City.

Wayland—H. P. Hudson has purchased a half interest in the meat market of Geo. McConnell. The new firm will be known as McConnell & Hudson.

Wexford—Geo. M. D. Clement has sold his store building to John Lennington, who will complete the building and remove his merchandise stock into it.

Ralph Udell, formerly manager of the general store of the Sparrow-Kroll Lumber Co., at Kenton, has taken a similar position with W. H. Oakley, at Trout Creek.

Whitehall—Green & Norris, buyers and shippers of country produce, have dissolved partnership, each partner continuing in the same business on his own account.

Sault Ste. Marie—R. G. Ferguson has purchased the site of the burned-out Soo National Bank and will erect a building next spring in which to open a hardware store.

Pontiac—Perry Weed, proprietor of the White Front drug store, has gone to California to bring home his wife and daughter, who have been there for several months. He will stay a month.

Allegan—O. R. Johnson has sold his grocery stock to A. J. Stillwell, formerly cashier in the mercantile establishment of the Sherwood & Griswold Co., who will continue the business at the same location.

Detroit—Benjamin Carter, of the drug firm of Holmes & Carter, corner Woodward avenue and Boulevard, was recently fined \$10 for taking charge of a pharmacy without being a registered pharmacist.

Manistee—C. A. Sams has severed his connection with the City drug store and will remove to Petoskey, where he has purchased a half interest in a drug stock. Fred Tuxbury, formerly of Ewen, succeeds Mr. Sams as manager of the store here.

Detroit—Stevens & Todd recently procured a lot of the new silver certificates, in 1s, 2s and 5s, and gave them out in change for all purchases above 50 cents. The 1s were in great demand, and it was funny to see every one who got hold of one begin to hunt immediately for the mis-spelled word.

Newberry—The dormitory and cottage of the State Insane Asylum are nearing completion, making the sixth building erected within two years. There are now more than 150 inmates here. When the cottage system is completed, it will form a hollow square, with a park in the center, all connected by an enclosed walk, giving a promenade of more than half a mile.

Detroit—Charles Wright & Co. are making a unique exhibit in the local drug stores as a means of attracting attention to their headache cure. It consists of a large collection of barbaric spears, bows and arrows used by the Samoans and the Solomon Islanders. Some of the spears are ten feet long and show wonderful skill in workmanship on the part of the natives.

Hudson—Bond & Co., wholesale produce dealers of this city, have failed. Eastern parties will be the heaviest losers. The firm is composed of G. B. Bond and H. E. Loyster. Mr. Loyster has been in the East for several weeks, endeavoring to sell several thousand pounds of butter the firm had on hand, but was unable to move it. This, coupled with a heavy loss sustained a few months ago on held eggs and the inability of the firm to secure accommodations at the bank, is the cause of the failure.

Detroit—Attempts are being made to work some of the city merchants with an old trick. A woman orders goods sent to a certain number, to be paid for on delivery. She meets the messenger when he brings the parcel, opens it, then ties it up again, and asks that it be taken to a relative's at some other number. The second number is usually that of a vacant lot or house. When the parcel gets back to the store, part of the contents are missing. The woman who opened the parcel when delivered at the first address is also missing when an attempt is made to find her.

Detroit—The local correspondent of the Pharmaceutical Era thus describes an ingenious swindle which has been perpetrated on a number of Michigan

druggists by the prince of humbugs: For some time past the druggists of Michigan have been made the victims of a regular "skin game." Lansing, Kalamazoo, Port Huron, Battle Creek, have all been worked successfully, and operations are on in Detroit. A nicely dressed, fine appearing lady goes into a drug store and asks for a dozen or more bottles of Professor Birkholz' Bald Head Cure. She manages to give the impression that she is a hair dresser and says she will be in town for two weeks and that she wants the cure delivered at a certain address. If the druggist does not have the cure in stock, will he please send for it? It is manufactured in Chicago, is \$1 a bottle and has the professor's picture on the label. In every case, when the druggist undertakes to deliver the goods, he finds that the lady has given a fictitious address. A great many times the number given is that of a vacant lot. One old bachelor of Detroit, who keeps house, was quite indignant when a druggist's boy insisted on his receiving a dozen of the bottles, which he had been sent to deliver. In Detroit, the Michigan avenue druggists were all victimized and sent their orders in to the wholesale houses thick and fast. The lady was working the Jefferson avenue stores when the wholesalers "caught onto" the scheme. And now the wholesalers have a lot of dead stock on their hands, for some of the retailers deliberately send it back when they find they have been swindled. And the laugh is on everybody concerned!

Manufacturing Matters.

South Haven—The Myhan Leather Co. succeeds Geo. H. Myhan & Co.

Menominee—The Kenyon Lumber Co.'s mill has been closed on account of dull trade. It may be started again later in the season.

Saginaw—The Louis Quinnin Lumber Co., not incorporated, has dissolved. Louis Quinnin continues the business under the same style.

Negaunee—The Johnson Lumber Co. is sending twenty-five or thirty men into the woods near Clowry, and will get out several million feet of logs during the winter.

Au Sable—The H. M. Loud & Sons Lumber Co. has suspended lumbering operations, owing to the dull market. This company has given work to about 1,200 men.

Menominee—The Peninsula Box & Lumber Co. has laid off a large number of its men who were constructing the mill, and it may not be completed for work this year.

Bay City—The Detroit & Mackinac Railroad is running regular trains from this city direct to Alpena over its road, which has just been completed from Emery Junction to Bay City.

Sagola—The Sagola Lumber Co. has closed its mill until after election. The manager announces that if McKinley is elected, the mill will start again; if not, it will be closed indefinitely.

Otsego—The Bardeen Paper Co. has taken possession of the annex to its business office, which is a building worthy of special notice. At the point of a considerable elevation, some distance from the old office, is a massive stone building with castellated cornice, which is occupied by the reception room and private offices. This is constructed of gray sandstone, cut rough on the outside, and is fitted with heavy plate glass windows. The entrance is unique, consisting of smooth stone

steps, leading up into a recess enclosed on all sides but one with smooth stone slabs of the same gray color as the entire edifice. The door is an unpretentious one at one side of the recess. The offices are sumptuously finished and furnished, the polished floors covered with handsome rugs, and all appointments are in perfect harmony. This building is connected with the old office by a stone corridor thirty or forty feet in length, which is in same style as the new building, and is occupied by business desks, all making a material addition to the office room, which had become inadequate to the requirements of the rapidly increasing business.

Ontonagon—The insurance carried on the mills, lumber, mercantile buildings and general merchandise stock of the Diamond Match Co. amounted to \$462,000. The payment of losses is not disputed, but it will be several weeks before the cash is paid over by the insurance companies, as it will be necessary to furnish full plans of buildings and schedules of losses to the underwriters. The lists and plans are now being prepared, and until the cash is received from the policies the matter of rebuilding the mills will not be seriously considered. Some definite arrangement for the sawing of logs will be reached probably before the annual meeting next February. This company, which has a number of factories turning out matches in different parts of the country, has depended for many years upon the Ontonagon mills for its supply of lumber for matchwood and boxes. The wood used must be clear-stuff pine, a material not readily obtained in all pine districts. The policy of the company has been to saw and store large stocks of lumber for possible contingencies, like that caused by the burning of the mills. The various match factories have on hand an average stock of kiln-dried clear-stuff pine sufficient for their probable requirements for several years to come, notwithstanding the burning of 65,000,000 feet of sawed lumber at this place.

The Morning Market.

On account of the early and severe frosts, the morning market, in its more popular features, is likely soon to be a thing of the past. The peach season may be said to be practically over, although there are yet some offerings of the latest varieties. The perishable vegetables, such as melons, tomatoes, string beans and sweet corn, will soon be lacking. Grapes are in endless profusion, but their perishable quality is early manifest, and soon the market will be narrowed down to the more hardy apples, potatoes, cabbages, etc., with the usual poultry, butter and eggs.

Grapes have not realized the strengthening anticipated by some when peaches should be out of the way, probably on account of the prospect of the early closing of the season, making it necessary to rush them in too rapidly.

Winter apples are early in taking their place and have served to steady the market to a price, although a low one, of 15 cents, which is being pretty generally asked. There are still considerable offerings of fall fruit, however.

Potatoes have not been as strong as was promised last week, many offerings being as low as 25 cents. It is thought that the price will be better when shipping fairly begins.

What are the most unsociable things in the world? Mile stones, for you never see two of them together.

Grand Rapids Gossip

Frederick E. Wilson will shortly engage in the grocery business at Alamo. The Musselman Grocer Co. has the order for the stock.

Geo. J. Stephenson, who recently purchased the Menold drug stock at Fennville, has added a line of groceries. The I. M. Clark Grocery Co. furnished the stock.

The Retail Grocers' Association has promulgated a new schedule for the sale of granulated sugar—5 cents per pound; five pounds for 25 cents; ten pounds for 50 cents; twenty pounds for \$1.

C. J. Clapp has exchanged his stock in the Ideal Clothing Co. for the Geo. Avery clothing stock at Otsego, and will probably remove to that place and continue the business established by Mr. Avery.

Chas. M. Waidelich has sold the meat market at 59 South Division street to Christian Katz. During the past three months this market has been successively owned and conducted by Smith & Waidelich, John Waidelich, R. L. Bliss and Chas. M. Waidelich.

"With all due respect to the employes of other establishments, I honestly believe that I have the best working force in the city," remarked a leading local merchant the other day. "I wouldn't dare tell my people so, however, for, if I should be so indiscreet, they would feel so puffed up that I could not get any work out of them. When a salesman has made a good record, by selling a large bill or making an unusually large number of sales, I quietly inform him that I know of the circumstance and appreciate the effort which caused the result."

The Grocery Market.

Sugar—The refiners kept their promise up to Saturday night of last week and a fairly good business was done on the basis of their guarantee not to change quotations, one way or the other. Monday morning brought a decline of $\frac{1}{4}$ c on the entire list and the market is still weak and unsettled, with every probability of a further decline before many days shall have elapsed. The refiners are reported to be considerably alarmed over the discovery that department stores in New York and Brooklyn are offering German granulated sugar at such low prices that the handlers of American refined cannot successfully compete.

Tea—There seems to be no greater firmness along any line of teas, and no change in prices, at least none that can be quoted. Brokers are unusually willing to submit bids, but in this case it does not argue any disposition to shade prices, as all values are held firmly. The trade all around are buying tea very conservatively, and are likely to do so for some time to come.

Provisions—There is not much change in the aggregate marketings of hogs in comparison with the recent past. The Western total packing last week was 230,000, compared with 225,000 of the preceding week, and 185,000 for the corresponding time last year. From March 1 the total is 8,035,000, against 6,565,000 a year ago—an increase of 1,470,000 for the season and 45,000 for the week. There continues to be evidence that in some localities there is a hastening of stock into market in fear of losses by maladies. Prices are slight-

ly higher than a week ago in the average for prominent markets now operating. The department of agriculture estimate this month is that the number of stock hogs in the country for fattening is 7 per cent. smaller than a year ago. It will, however, not be believed by the trade that the winter packing supply will be less than last year. It is not too much to say that the general indications point to an increase instead of a decrease. The provision trade has shown a fair degree of life and activity the past week, and something of gain in prices of product has resulted. The distribution has been liberal, and speculative interest, especially in new season deliveries, has been apparently enlarged. This evidence of growing confidence is in line with various other indications of a gradual shaping of business affairs more favorably, in anticipation of a settlement of monetary questions in November in accordance with the understood needs of the case. The week's exports of product were again of liberal proportions, notably so of lard.

Cheese—While the market East has sustained a considerable decline, Michigan jobbers have been compelled to mark their quotations up $\frac{1}{2}$ @1c, on account of the action of the makers in crowding their product up to a higher level.

Matches—The story has been put afloat by agents of the various independent match companies, of which George Gould's Continental Match Co. is the principal concern, that the Diamond Match Co. has been buying up anti-trust matches from jobbers and placing them on the market again after treating them chemically in such a manner as to deprive them of their original value as promoters of combustion. This story is characterized as really too silly for denial by the management of the Diamond monopoly.

Molasses—There is a little demand for molasses, although not as much as should materialize at this season. A continuance of the cooler weather will bring a good molasses trade. The price is unchanged. New molasses will appear about the middle of October. The opening price is not yet known.

Syrups—Although the glucose people have been endeavoring to get the price of their product up, they have not met much success. No advance in mixed syrup is looked for at present. Low-grade sugar syrups are in abundant supply, and are being mostly used for manufacturing purposes. Other grades of sugar syrups are scarce and the price is unchanged.

Rice—Advices from the South note free movement in both Charleston and New Orleans. The former is fractionally cheaper on medium grades and commands the major patronage to the North and West, as well as points closely contiguous to New Orleans. It is quite evident that the Carolina planters will market their crop as rapidly as is consistent with present values, while those of Louisiana will hold back wherever possible, in the hope of securing better returns later on. Foreign styles are firmly maintained under good demand and light stocks.

Olney & Judson Grocer Co. cleared a carload of Holland herring through the custom house this week. This is the first ever cleared here and the quality is said to be fine. So much poor stock has been thrown on the American market of late that the firm were induced to try the experiment of importing direct in an effort to supply the trade with better goods.

The Produce Market.

Apples—The shipping demand is not very strong, but sufficiently so to warrant dealers paying 50c per bbl. for the fruit alone, although handlers are very particular as to the quality and kind of stock taken.

Butter—The market is weaker, if anything, than a week ago, owing to the freedom with which receipts are coming in and to the competition of butterine. Fancy dairy is held at 12c and factory creamery is in rather good demand at about 15c.

Cabbage—\$2 per hundred.

Carrots—15c per bu.

Celery—10@12c per bunch.

Cranberries—Cape Cods are a little lower than a week ago, commanding \$6.50 per bbl. and \$2.25 per bu.

Eggs—The market is even stronger than a week ago, fancy stock commanding 14c, with every indication of a still higher range of values in the near future.

Egg Plant—\$1.25 per doz.

Grapes—Concords are in great abundance on the basis of 5c for five lb. and 7c for eight lb. baskets. Catawbas and Niagaras are a little stronger, bringing 8c for five lb. and 12c for eight lb. baskets.

Peaches—Smocks are about over for this season, but a few Salaways are coming in and find ready sale on the basis of about 50c per bu. The quality is fair, considering the season and unfavorable conditions incident to marketing the fruit.

Pears—75c per bu.

Peppers—Green, 50c per bu.

Potatoes—The market is fairly steady on the basis of 20@25c per bu. The shipping demand has not fairly begun yet, owing to the fact that stock does not seem to be thoroughly matured. All indications point to a steady and satisfactory market, although just how much higher the price will go than the present basis is problematical.

Quinces—75c per bu.

Sweet Potatoes—Illinois and Baltimore stock fetches \$1.50, while genuine Jersey stock brings \$2.25. Most of the stock from Illinois and Baltimore masquerades as "Jersey," being so branded by the growers.

Tomatoes—25c per bu.

Purely Personal.

E. A. Moseley (Moseley Bros.) has returned from a trip to New York and other cities in the Empire State, occupying about a fortnight.

P. M. Lathrop, Manager of the Round and Racked Hoop Co., has returned from Weidman, where he spent the latter portion of the summer season for the purpose of securing immunity from hay fever.

W. L. Freeman (Worden Grocer Co.) leaves Saturday night for Freeman, Ont., where he will spend a couple of weeks with the friends of his boyhood. He will be accompanied by his wife and daughter.

The career of **H. A. Daniels**, the well-known Otsego dealer, is so unusual that it is worthy of note. Up to eight years ago he was a common laborer, his last employment being that of coal shoveler. Tiring of this avocation, he tried his hand at selling goods. His original capital was \$4.50 and his sales were made from a market basket. A year later he had realized enough so that he could carry out his ambition of opening a store, although, of course, in a very humble way. After four years his business had grown so that a removal to larger quarters became necessary. The continued growth made these too straitened and at the beginning of this year he removed again, this time into the newly-finished stone and brick building which is the finest business block in the town. Mr. Daniels has been a reader of the Tradesman most of the time since going into trade, and he is kind enough to say that he has

received more practical instruction from its pages than from all other sources combined and that he attributes his success largely to its aid.

The Grain Market.

Wheat has been booming during the past week—an old-fashioned bull movement, with no intermissions of note. There were several small setbacks, but the market continued to advance until now cash wheat is fully 6c higher and futures $5\frac{1}{2}$ c higher. We might say that wheat has advanced fully 10c per bushel during the last two weeks. The receipts in the Northwest have fallen off. The exports have been very large and, while the visible increase was very large last week, it decreased 940,000 bushels this week—something unusual for this time of the year—yet there is room for further advances. One thing must not be lost sight of and that is, a 10c advance is about enough for the present, as we are about 4c above the export basis. The wheat that is going out now was bought far below the present prices. The writer thinks a setback would be in order for the present. However, the decline may not come.

Corn and oats also show the effect of the advance in wheat and both cereals advanced about 2c per bushel since our last report. Let the good work go on!

The receipts were: wheat, 39 cars; corn, 5 cars; oats, 8 cars.

The mills are running steady at present, as the demand for flour is good. Millers are paying 64c for wheat in this market.

Flour and Feed.

Flour markets have been very strong throughout the week and, while prices have not followed the full advance in wheat, still there has been no cause for complaint. The volume of business has been fairly satisfactory.

Owing to higher ocean freight rates and the rapid advance of wheat, foreign trade has dropped off somewhat, but there are plenty of enquiries, and as soon as the market becomes settled we anticipate a larger volume of business.

There has been a fair demand for millstuffs and prices have advanced in the Eastern markets from 20@40 cents per ton. The ground feed trade continues quiet, prices remaining unchanged for the week. The following notice, clipped from a Western journal, would indicate that prices for corn have dropped, even below a fuel basis:

A telegram from Mason City, Ia., says: The Buffalo (Winnebago county) school board have passed a resolution to use corn for fuel this winter. Ten cent corn they regard as cheaper than coal. To them it means a reduction of one-half their fuel bill, providing corn does not advance in price.

WM. N. ROWE.

Bargains in Prints.

For this week only we will sell American $\frac{3}{4}$ Indigo Prints at 4c; American Shirting Prints at $3\frac{1}{2}$ c; Central Park Shirting Prints at $3\frac{1}{2}$ c, and Lodi Shirting Prints at $3\frac{1}{4}$ c. These goods all advance $\frac{1}{4}$ c Oct. 5. All orders must be in the house by Oct. 3.

P. STEKETEE & SONS,
Grand Rapids, Mich.

The funeral of a workman in Japan costs 83 cents, unless the family wishes to have it especially fine, when it will cost as much as \$1.25. The price of a coffin is 20 cents, and the rate for cremation is from 40 to 75 cents. Refreshments figure up from 11 to 25 cents.

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

Getting the People

Now for a Vigorous Advertising Campaign.

On every side are unmistakable evidences that the returning wave of prosperity is coming this way and that, before another year shall have rolled around, we will all be so engrossed in the prosperity of the present that we will have little time to brood over the four years of depression which are now drawing to a close, during which time the business man who has held his own is a decided exception to the general rule. The only thing which can stay the tide of prosperity is the possible election of Mr. Bryan, which even the most conservative Democrats concede would unsettle matters for several months, although they believe that, in the end, disaster and uncertainty would be succeeded by unexampled prosperity. In any event the time is ripe for a resumption of advertising on a more extended scale than has been the rule for some time; and I, therefore, resume the department which has been permitted to languish during the summer season, fully convinced that the points I have picked up and the ideas I have assimilated during the summer can be utilized to excellent advantage in succeeding issues of the Tradesman.

* * *

I find the following sample advertisements—several of which are excellent in their way—in a recent issue of the Manistee News:

WE ARE NOT THROWING DIRT

In anybody's eyes when we crack up our line of stoves. Cooking stoves, ranges and heating stoves are needed right now and you will find that our line of these household commodities will last the longest and is the most easily handled of any in the market. As the now famous "Chimie Fadden" says when he is giving extremely high praise, "They're up to the limit of perfection."

E. R. WELSH.

When You See

anything in the medicine line advertised and take a notion you would like to try it, remember you can find it at our store. If it should happen, which is a rare thing, that we haven't it, we will get it for you. It is our aim to please.

W. R. HALL,
On the Corner.

Snap a Kodak

At any man coming out of our store and you'll get a portrait of a man brimming over with pleasant thoughts.

CHAS. E. NUNGESSER,
368 River Street.

PROPER FOOD

Promotes prosperity. Visit us and learn about the good cereal products that give bone and muscle to the young and prolong the life of the aged.

J. F. ALBRO,
250 Fifth Ave.

THERE IS A SAFETY LINE

In shoe a store as there is in bridges or on ice—a price below which that store is not safe. You will find it safe to buy shoes of us because we will not lower our standard of quality to get a low price. We don't do it; rather let someone else sell trashy, paper-soled shoes.

JOHN HANSEN,
393 River Street.

WATCH THE PENNIES.....

The frugal person always watches the pennies; the dollars are being credited with being able to care for themselves. At any rate they do it at our store, where the purchasing power is greater than ever before. It's heating stoves just now—the cold weather is coming on and we can fit out any home with a heating stove. Our stock, just received is extensive.

OTTO ROSENFELD.

M. B. Franklin, who prides himself on the fact that he has read every issue of the Tradesman, writes me as follows from Thompsonville, where he is now engaged in trade:

Referring to your article on page 10 of your issue of Sept. 23 by W. H. Norman in Printers' Ink, I think the advice good, but "what is sauce for the goose is sauce for the gander."

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.

What is the matter with asking the wholesale dealer to follow this rule? Let a retailer insist on this point, when goods are not as represented, and notice the result.

* * *

"Comparisons are odious" and I would prefer not to discuss under this head the question of returning goods to the jobber, as I am already on record on that subject, which has been discussed at much length—and considerable warmth—in previous issues of the Tradesman. A subject which is gradually forging its way to the front, however, is the desirability of the retailer advertising to refund the purchase price where goods are found to be unsatisfactory. The Morse department store, which has recently enlarged its grocery department, announces that it will refund the money for groceries not satisfactory to purchasers, and a neighbor of the Tradesman in the Blodgett building is carrying the following announcement in the daily papers:

GRAND RAPIDS Furniture Exposition

When you get goods home, if you are not satisfied or fully convinced they are 25 per cent. better value than you can buy elsewhere, we will call and get them and refund your money.

Charles P. Limbert & Co.
Cut Rate Sample Sale.

Blodgett Bldg. 47 to 53
Ottawa St.

This policy has been pursued by New York and Chicago houses for several months, with very satisfactory results, as experience has demonstrated that the annoyance and loss incident to the return of goods found to be unsatisfactory are more than compensated for by the advertising advantage secured thereby. I should like to hear from retail dealers who have given this plan a trial, whether the outcome was satisfactory or unsatisfactory.

E. A. STOWE.

WE ARE HEADQUARTERS FOR

HOLLAND HERRING

We import them direct from Holland. Just received a carload and the quality is the very finest and we make prices lower, freight considered, than New York. The Holland Herring trade has been nearly ruined by the cheap grade of fish which has been thrown on the market the last year or so, but there are just as good fish caught as there ever were and we shall handle only the finest. Please give us a trial order and we guarantee both price and fish will please you.

OLNEY & JUDSON GROCER CO.,
GRAND RAPIDS.

GREAT VALUE SANCAIBO COFFEE



I. M. Clark Grocery Co.

Transportation

Experiments in the Making of Bicycle Paths.

Written for the TRADESMAN.

The bicycle is now so universal, and has such an appearance of stability as an article of trade manufacture and use, that it is difficult to realize that it is so new an institution. It is difficult to realize that its place is yet scarcely established and that its economic value is yet to be determined. That it is to be of vast importance is sufficiently recognized, and in questions of street and highway improvement its claims are receiving recognition.

So recently as last year the efficiency of the wheel in preparing its own way, when given an opportunity, was a matter of curiosity. The number employed for purposes of transportation and the regularity of their use had only then become sufficient, in most localities, for the fact to be noticed that paths were quickly improved in smoothness and solidity wherever they passed in considerable numbers. The doubling of their number and the much more than doubling their use the present season have demonstrated that they will effectually prepare their own way when the conditions are such that they can pass at all. It is interesting to note the quickness with which a path is made along the muddy gravel streets after a rain. The wheels seem to drive the moisture away and they press the earth into a hard, smooth track with astonishing quickness. And in country ways where they are used on the sidepaths these are hardened so that they become almost impervious to moisture and so are little affected by bad weather.

But the newness of the wheel makes the question of preparing its way still a new one, and one still subject to experiment. It is not long since attention began to be diverted from the problem of improving the entire highway to that of making paths for the particular use of the wheel, and incidentally of course for the use of pedestrians. A number of such paths, intended principally for pleasure riding, have been built, connecting towns of considerable size; and, where money enough can be afforded for such a purpose, they are doubtlessly practical and worth while. But still, I say, they are largely experimental.

A notable experiment in the direction of building such a path is the undertaking to connect this city and Grand Haven. With the usual improvidence of the American people in undertaking most public enterprises of this character, this was begun as a pure experiment and without adequate preparation. A quantity of money was raised by the local club and, without any proper estimates or contracts, work was begun to use it up. The route selected parallels a good gravel road for a distance of six or seven miles. But, ignoring this, probably with a view to thoroughness in their undertaking, the projectors began at this city and have their work about completed to the end of the gravel road, and I believe there is a detached mile or so built some distance beyond. This has used up the two or three thousand dollars raised for the enterprise, and, unfortunately, leaves it accomplished for so short a distance that it is impossible to secure the aid of the towns along the way, which was depended upon for its continuance. This is characteristic of the manner in which we usually go at such enterprises.

Instead of securing data, estimating cost and so knowing just what would be accomplished, work was begun and the means used up in paralleling an excellent gravel road, which is still being used instead of the new and imperfect path, which seems likely to become a monument to the folly of the local club management.

The securing of bicycle paths adequate for all purposes of business and most pleasure transportation is a very inexpensive undertaking; but such a way is not sufficient for the ambition of sporting wheelmen who wish to use it for a speeding or "scorching" track, and so must have room to pass at utmost speed, or for those riding in a more social way, who must be accommodated two abreast. This would all be very nice, of course, but those undertaking such works must count the cost. A path amply sufficient for ordinary purposes of transit can be made very cheaply, and will keep in perfect repair for an indefinite time if not disturbed by the road-worker's plow or other accidental destroyer. It is only necessary to remove the soft, pervious material with a couple of plow furrows and fill in with any suitable gravel, cinder or other material which will pack and resist moisture, roll or smooth the surface so it will be passable and the wheel "will do the rest." If the enterprise referred to had been undertaken on some such scale, there is no reason why a sufficient path for all but the most luxurious needs might not have been in operation all the way to the Lake.

But, as I said at the beginning, bicycle paths are still an experiment. In older and more thickly settled localities the wheel is working out the problem for itself. Recent trips in such localities have surprised me with the effectiveness with which it is doing this. Very many of the Southern Michigan towns are connected by paths which cannot be excelled for smoothness, and most of them are the unaided work of the wheel. NATE.

Some Foundations of Success.

Lunby Foot, the Dublin tobacconist, laid the beginning of his fortune by saying to each dirty, ragged little girl, as he handed her the penny-worth of snuff she had asked for, "Thank you, my dear, please come again." The largest retail grocery business in Boston was built up by the founder's rule to his salesmen: "Treat every servant girl as you would her mistress if she were buying."

A good place for the increase of crime is where criminals get more sympathy than censure.

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.

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

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.

The Clouds are Rolling by

A decided reaction has taken place throughout the United States during the past ten days. Business has revived, causing a better feeling in business circles. Flour and provisions have advanced and have a strong upward tendency.

We all hope that we have reached the turning point and will have smoother sailing from this on. Our business has been good, especially in teas.

We claim to be headquarters for Japan teas of all grades. We are just in receipt of our third carload of this season's teas. We can show splendid value for 14½ cents up to 19 cents for leaf, and 6 to 9 cents upon dust, bulk and package.

We offer as a flyer this week — one carload of our best Minnesota Patent Flour at \$3.75 per barrel. Cash in current exchange with order.

The James Stewart Co.

LIMITED,

Saginaw, E. S., Michigan.



Devoted to the Best Interests of Business Men

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

ONE DOLLAR A YEAR, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, . . . SEPTEMBER 30, 1896.

REASONS FOR IMPROVEMENT.

While it cannot be said that the country is threatened with an anti-election boom, there is no question that a healthy recovery of business and a return to normal conditions have fairly begun. This seems to be the result of a variety of causes which have aided the return of that most essential adjunct of trade—confidence.

The first of these, perhaps, is the great profusion of farm products in all parts of the country. This does not mean that everything has been raised everywhere with uniform abundance, but most products are plentiful and those which are not in certain localities serve to create a market and cause a movement to aid transportation. Altogether, the harvests are in a healthy condition and it only needed the loosening of money to help the farmer to realize and start the wheels of retail, and so of jobbing, trade.

Perhaps the next factor of importance, although it may be overlooked in the consideration of nearer and more engrossing interests, is the foreign trade of the country. The increase of exports during the past year has been so gradual that it almost escaped notice, and when the balance of trade had become so largely in our favor that the tide of gold began to set in this direction, it took the country by surprise and many sought to find an explanation of the phenomenon in the operations of a syndicate of bankers. Those who had watched the situation more closely attributed it to the right cause, which time has demonstrated. The extent and duration of the inflow, however, have been a matter of surprise to all. It has operated to raise money rates and create some disturbance in England, but has had a reassuring effect in all ways in this country.

The more favorable outlook in the political situation being a matter more constantly in the public mind, has, undoubtedly, gained more credit for the improvement than it deserves, although its influence in the restoration of confidence has been considerable. The assurance that conservative principles will govern in the management of finance and the currency has had a material increase and its effect is manifest.

Then, in the natural course of things, trade could not always wait. During the depression there has been a con-

stant accumulation of demand some-time to be satisfied. Stocks in the hands of dealers and supplies in those of consumers were reduced to the lowest point, waiting only the restoration of confidence to require replenishment. This is a sufficient reason why the pendulum of trade conditions has so great a swing.

In the opinion of the Tradesman these are sufficient reasons why an early and decided revival in trade and industry may be counted upon. If the return is gradual, and even slow, it may be for the best in the permanence of the improved conditions.

SETBACK FOR MANUAL TRAINING

During the three years since the panic began, the question of a manual training school has been held in abeyance by the Grand Rapids Board of Education on account of the financial depression. The movement, at the time of the panic, had assumed some prominence, committees having visited the schools of other cities and reported upon their operation and an appropriation was asked for and even allowed, to begin the undertaking. The panic, however, called a halt and nothing was done. Recently the improved political and financial outlook has led the Board, which is rather an optimistic body, to take the matter up again. Trustee Tower, who has long been an enthusiast on the subject, was made chairman of the committee and an appropriation of \$5,000 was asked for and recommended by the Board as a starter for the project. This, however, came to grief in the Council after a sharp fight, the leaders of the opposition being prompted in their action by a commendable desire for economy and a less commendable disinclination to extend the work of education in that direction.

It is the opinion of the Tradesman that the action of the Council indicates an economy which will eventually result in great loss to the city. There may be directions in which the work of education is too much extended, as, for instance, the great variety and elaboration of the high school courses. It is possible that trimming and restriction in this direction might be in the interest of true economy and not be derogatory to the best interests of the school system, but manual training has become so positive and essential a factor in manufacturing communities that it can no longer be ignored with impunity.

The relative condition of Germany and England affords an instructive lesson on this subject. The former country, as is well known, has led in modern technical and manual education. This is, undoubtedly, the explanation of the fact that she is now disputing the industrial, if not the commercial, supremacy of England in many parts of the world.

Then it would be well for our city government to consider what is being done in other cities in this country in that direction. In this, as in so many other ways, there seems to be a disposition to work everything out by independent experiment, regardless of the experience of others. In our most successful industrial centers manual training has been already largely undertaken, and a city like Grand Rapids, whose hope of prosperity depends upon her artisans, can ill afford to be the last to undertake this most practical of all branches of education, especially when its system is overloaded with the less practical.

THE TRADE SITUATION.

The general improvement in trade, noted during the past two or three weeks, continues at an increased ratio. While the return of confidence is very gradual, it is steady, and has already been sufficient to show decided improvement on every hand. Even consumptive demand, which is the slowest to respond, is finally becoming apparent. Works in most industries are resuming and speculative buying is largely increased. The movement of gold towards this country has reached \$40,000,000 and continues without abatement, notwithstanding the fact that the Bank of England rate has been advanced to 3 per cent. All indications lead to the belief that the era of depression is gradually passing away, and that prices on farm products have touched the lowest point.

The encouraging demand for wool continues without abatement, sales for the month exceeding those for the corresponding time last year. Much of the increased demand is the result of foreign buying, although there is some improvement in the demand for woolen goods and mills are starting up on the improved outlook for heavy goods. Cotton prices have not changed materially but there has been a further advance in manufactured products, based on improved demand. The number of mills resuming operation is constantly increasing. Hides continue firm and leather has shared in the advance.

While the movement in iron and its products is still conservative, the gain is decidedly apparent. The gain will, doubtless, be aided by the award of contracts for three new battle ships, and, aside from this, there have been a number of good contracts placed, all having the effect of starting up a number of works. Minor metals are generally reported weaker.

The financial and stock markets show as positive gain as do other lines of trade, resulting in improved demand for bonds and other investment securities. The improvement, however, is slow and many lines seem reluctant to respond.

Failures for the week were 321, as compared with 315 for the preceding week. Bank clearings show a falling off again of 5 per cent., amounting to \$833,000,000.

At the recent convention of the American Pharmaceutical Association, held at Montreal, H. B. Mason read a paper on the subject of "State Board of Pharmacy Examinations," in which he asserted that he had received full and detailed reports from nineteen organizations, which had been carefully gone over by himself and his associates, and a unit of valuation arrived at after much labor. By this method of valuation, the Michigan Board stood highest, with a mark of 500; Colorado, with 450; Wisconsin, 335; Minnesota, 265; Tennessee (being the lowest), 225. The outcome of the investigation is, naturally, very gratifying to the members of the Michigan Board, who have received many congratulations from all sides over the showing.

It is intimated that an active crusade will shortly be inaugurated to secure lower rates for the carrying of packages by mail. Not a great deal has been said about the matter in the newspapers, but lower rates on merchandise will be in the interest of the big store keepers, and not, therefore, in the interest of merchants generally.

At last the great miners' strike in Leadville, which has kept that city in a state of turmoil with riots and incendiarism, involving considerable loss of life and heavy destruction of property by dynamite and fire, is said to be ended by the union men withdrawing their demands. The strike was the immediate outcome of increased activity in the organization of the workmen by the Western Federation of Miners, which was made to include nearly all the mine workers in the locality. In furtherance of the fundamental principle of unionism—that all workmen shall be on the same level as to wages—the demand which led to the strike was made that the surface workmen, who were receiving \$2.50 per day, should be advanced to \$3 per day, the same as paid to those below. Rather than accede to such a demand, which they considered arbitrary and unreasonable, nearly all the mines closed down, some even suffering great damage from the stoppage of the pumps. Thus ensue the usual consequences of the unreasoning aggressions of unionism—workmen striving to secure their old places at the same wages, struggling to displace those employed in their stead during the strike, with operations largely suspended by the destruction of the works and the flooding of the mines. Surely the most bitter enemy of the best interests of the workmen is the blind infatuation of unionism, which invariably lures the worker to disaster and destruction. The later indications are that the unions will repudiate the action taken to return to work, and so renew the hopeless and destructive struggle.

The Common Council is overwhelming itself with congratulations over the final accomplishment of the sale of the market bonds, which have been passed from hand to hand of the bidders during the past five or six months. During this time the era of financial depression and political uncertainty has made it practically impossible to place municipal bonds, and thus the question of holding the bidders to their proposition was a serious one. Had the duties of the officials who advertised for the bids been properly performed in the requirement of a deposit, there would not have been any delay and uncertainty, even if the bonds had not sold for a better figure than is finally realized.

The life of a traveling man is both hard and dangerous. He sells goods all day and rides all night, while an accident may kill or cripple him, exposure may develop sickness, or ill-cooked food may make him a dyspeptic. Besides all this, he is assailed by temptations which would be powerless amid the restraints of home. He is to be congratulated if he quits the road as pure and strong as when he went on. Many do, and, what's more, develop Christian character while exposed to the vicissitudes and temptations of a commercial traveler's life.

The right amount of talk to make a sale to a customer is just such an amount as that particular customer requires! If some men on the road would only remember that they are sent out to talk about business, and not to write for comic papers, it would be much better for themselves and the house they represent. The wide-awake commercial tourist always uses plain, good, common sense expressions and not long-drawn-out jokes to effect a sale.

GRAND RAPIDS STREETS.

In the crudeness of the new ways of doing things incident to the inexperience of new cities and towns, it might not be thought strange, perhaps, that there should be a lack of method or organized system, which results in serious wastefulness and frequently works hardship to a considerable portion of the people; yet enquiry is suggested as the reason why these cities do not profit more by the experience of older communities, learning from them and adopting the methods which have been tried and found the best. There seems to be a spirit of independence in these newer towns which prompts them to work out all the problems of municipal improvement for themselves, a spirit commendable in certain directions but to be deprecated when it involves unnecessary waste of time, money and convenience in experimenting again and again with the problems of improvement enterprises which have already been demonstrated.

The streets of Grand Rapids are a patch-work of experiments. The mixture in the kinds of pavement in most parts of the city is a curiosity. The different ones in the same street represent the various attempts which have been made to improve upon the work of predecessors in office, or the attempts to demonstrate questions which were old in other cities before the first were laid here. Of course, it must be taken into consideration that there may need to be a little of experiment to demonstrate local advantages and economy, but it was not necessary to devote all the streets to that purpose.

The strangest thing about it is that, with all the experimenting, there seems to have been little learned in this city. When a street is to be improved it is a new problem, whose elements must be determined by experiment. In other cities there are engineers who can estimate the cost and the time required for an improvement and, when it is undertaken, contractors are held to the time as positively as to the cost; for the fact is recognized that the time during which the street is closed to traffic is a serious expense to its occupants.

The work of improving South Division street is a forcible illustration of the serious conditions imposed upon many of the business men by incompetent experimenting in street work. There were no uncertain elements in the undertaking which could not have been estimated by such an engineer as a city like this should employ, and the contract should not have been awarded to any but responsible contractors who would give a guarantee for the prompt completion of the work.

The improvement of a city street is a serious expense to business men and property owners. If the work is properly done the most serious expense may be the actual contract cost of the work. But, as conducted here, this item becomes secondary. The closing of a business street like the one referred to, for months at a time, is a serious calamity to the merchants thereon. The diversion of natural traffic to other localities very soon costs more than the paving expense, and results in loss of future trade to an extent which cannot be estimated. This interruption and loss of trade are the most serious cost in the South Division street improvement. To many enterprises the consequences cannot fail to be serious when it is considered that most of the street is likely to be left in its torn-up and impassible

condition all winter. Then this loss reflects upon the property owners in reduced rentals and vacated stores.

That the American way of doing things is tremendously wasteful is forcibly illustrated by the manner of improving the city streets. In the older cities all the elements of cost are considered. Precautions are taken to prevent undue delay and a penny saved on the amount of a contract is not considered sufficient equivalent for the loss of pounds in waiting the movements of irresponsible contractors.

ARMENIA AND CUBA.

The suggestions by the St. James Gazette of London of a new triple alliance to be formed between England, Italy and the United States, to put an end to the Eastern question and the Turkish atrocities, is interesting at least, if nothing more.

The United States, if so disposed, could be easily committed to such an alliance. The President, with the consent of the Senate, has the power to frame treaties such as would be necessary in the premises, and the present Senate is on record as to the Armenian question and strongly jingoistic. Any suggestion from Mr. Cleveland in the direction indicated would be met with approval by the Senate. The scheme is not so chimerical, therefore, as might at first be supposed. All that is required is the willingness of Mr. Cleveland to enter into such an alliance for the specific purpose suggested. Joint action has been taken by the United States and Great Britain on several occasions in foreign lands, in the interest of humanity and civilization, without violating the traditional policy of this Nation to avoid "entangling foreign alliances."

But while Englishmen are suggesting concerted action by America, England and Italy in behalf of the Armenians, it is a good time to invoke their co-operation with the United States in stopping the Spaniards' dastardly and bloody course in Cuba. If America could form an agreement with Great Britain and Italy to stop butcheries both in Turkey and Cuba, including both cases in the treaty, the American people would enthusiastically approve and support the arrangement. No Turkish outrages ever exceeded in bloodthirstiness and horror the course of Weyler and his troops in Cuba. Women and children have been shot and brutally outraged in many ways; the torch has laid waste humble as well as pretentious homes; inoffensive men have been thrown into dungeons, garroted or transported to Africa to rot, and a reign of terror has been inaugurated that has few parallels in history. And all this under the very shadow and in the name of a Christian civilization.

Europe professes to look with horror upon the treatment of the Armenians by the Turks and goody-goody philanthropists and missionaries of this country join in the hue and cry against the sultan. In the meantime a so-called Christian nation is permitted to indulge in cruelty and barbaric methods within cannon shot almost of the Great Republic of the world, and not a protest is heard. Such exhibitions of sentimental inconsistency disgust right-thinking people. It is well enough to check the Turk, but let us check the Spaniard first. If the United States enters an alliance in the interest of humanity, the people of America will not look with favor upon the agreement unless the amelioration of the condition of Cuba is one of the objects of the combination.

QUEEN VICTORIA'S REIGN.

Queen Victoria has now reached a point in her reign that makes it cover the longest period any sovereign ever occupied the British throne. The longest three previous reigns were the forty-five years of Elizabeth, the fifty years of Edward III., the fifty-six years of Henry III., and the fifty-nine years and ninety-six days of George III. Until last Wednesday the reign of the latter had been the British record. George III. ascended the throne on Oct. 25, 1760, and died on Jan. 29, 1820. During the last ten years of his life he was sovereign only in name, as insanity incapacitated him from ruling. As he had not abdicated, however, he nominally occupied the throne until his death. During his reign there were forty-six common years and thirteen leap years. The total number of days he occupied the throne, including the ninety-six between Oct. 25, 1819, the close of the fifty-ninth year, and Jan. 29, 1820, when he died, was, therefore, 21,644. Queen Victoria ascended the throne on June 20, 1837. During her reign there have been forty-four common years and fifteen leap years. The total number of days she has occupied the throne, including the ninety-five between June 20, 1836, the close of the fifty-ninth year, and September 23, is, therefore, 21,645. Victoria is thus shown to have reigned longer than any other British sovereign.

The Victorian period has been one of the most important in English history. It has been specially noticeable for the extensive relationship established with the leading royal families of Europe. Victoria was married on Feb. 10, 1840, to Prince Albert of Saxe-Coburg and Gotha. The union proved a very happy one up to the death of the Prince Consort in 1861. Of it were born four sons and five daughters. The eldest child, Princess Victoria, is the mother of the present emperor of Germany. The eldest son, the Prince of Wales, married a daughter of the king of Denmark. Alice, who died in 1878, married Prince Frederick William of Hesse. Alfred, Duke of Edinburgh, married an aunt of the present emperor of Russia. Helena married Prince Christian of Denmark. Louise married the Marquis of Lorne. Arthur, Duke of Connaught, married Princess Louise Marguerite of Prussia. Leopold, Duke of Albany, who died in 1884, was married to Princess Helena of Waldeck. Beatrice married the poor but estimable Prince Henry of Battenberg, who met an untimely death in the Ashantee country not long ago. It will thus be seen that the English royal family has established by marriage a strong personal influence in Europe, which at a critical time may prove stronger than diplomacy.

During the Victorian period England has made great strides in the extension of her empire. With the exception of the war of the Crimea she has managed to avoid hostilities with European powers; but she has engaged in considerable fighting with the colored races of the globe. The prowess of her arms has been displayed in China, Persia, India, Afghanistan, Abyssinia, Egypt, Ashantee and South Africa. In order to maintain her world-wide interests and guard against possible perils to her commerce and her colonies, she has continued to improve her navy until it is now the strongest in the world. Her diplomacy has exerted a controlling influence in European affairs, and al-

though it often has not been above criticism, it has, on the whole, made for civilization. It is said that this diplomacy is now losing its prestige because of the Turkish question, but it would not be safe for any European power yet to count England out of European affairs.

The Victorian Period at home has been a most eventful one for England. It has produced a brilliant array of men of letters, while in art, science, and invention it has made wonderful progress. In the matter of home government there have been grave political and economic problems, the attempted solution of which has led to various party changes, but, on the whole, the people of the United Kingdom are more fairly governed now than they were when Victoria ascended the throne.

In her domestic life Queen Victoria has been the most exemplary of monarchs. To the influence she has exerted is largely due the fact that the English court has been fairly free from serious scandals during her reign, while the social condition of her subjects generally has been bettered by her watchfulness. As a woman, as well as a sovereign, she has won the esteem of well-thinking people the world over. From no country will go out to her now more sincere congratulations than from the Great Republic of the West.

Inventions of bicycle sundries are just now apparently the most profitable direction in which mechanical ingenuity can be directed. All the really meritorious devices on the market for wheels and wheelmen are selling well and return fine dividends to their owners. The most remarkable feature of the case is the fact that these prove paying investments from the start and that no losing system of introducing them is necessary, as in other businesses. One of the most remarkable instances of this state of affairs is the case of a popular saddle made of aluminum and leather. It was invented less than two years ago, and has been on the market but a short time. Yet this year the sales have already reached 80,000 and there are more to come. On this 80,000 the inventor realized 50 cents apiece, or \$40,000, a tidy little sum, which would be considered a fortune by some people, and does fairly well for an annual income on a bicycle sundry.

The business of the United States which was done by means of bank drafts and checks in the single week ending Sept. 19 was, in round numbers, \$800,000,000. In some single weeks this business amounts to \$1,000,000,000. In all these transactions which make so vast an aggregate probably not more than \$40,000,000 to \$50,000,000 in actual money passed from hand to hand. If this business had been done for cash, it would have required all the gold and silver in the United States to have made the payments; but since but little money was actually used, it shows that money plays an unimportant part in the operations of commerce, and that it is only in the small change of business that money is handled over the counter.

Accuse a man of defalcation and all his associates will suddenly remember that for years he has been spending money freely and living beyond his means. They could have done him a good turn by setting him right in the first place, instead of enjoying his stealings and helping him along in dishonesty.

JANE CRAGIN.

How She Revolutionized the Millinery Business.

Written for the TRADESMAN.

"I see that the milliner over in Cold Water has about made up her mind to come to Milltown," remarked Miss McWayne as she put down the county paper. "I wonder what that's for. Cold Water is a larger place than Milltown. She seemed to be having a good trade when I was there; and it seems to me rather risky to pull up in one place and move to another only a little way off. It's too much like tree-planting. The pulling up is all well enough, but by the time the tree begins to grow, if it ever does grow, the one who transplanted it is dead, or feels as if he ought to be; and if that is the end of it, it might as well be in one place as another."

"She's been feeling discouraged for a long time," said Jane. "There are two or three families who are just wearing her very life out. They want the best goods she has or can order. If there is the slightest thing about the goods which they don't like, they don't mince matters in telling her just what they think; worse than all, they never pay her without quarreling over every item in the bill and declare they never had it; and, what I simply wouldn't have, after they have worn a thing just enough to spoil it, back they come and insist on her changing it. She says she can't stand any more of it and is coming to Milltown. She's just as nice a little body as there ever was, and if she does come, I'm going to do what I can to help her. It's a little selfish, I suppose, but she does good work; that will bring all her old customers here, and we'll get some of that Cold Water trade which we have been after so long. Isn't that a good move, Cy?"

"Looks a little like branching out, Jane, and you know how you poured cold water on my plans and just spoiled my chance of clearing, in one season, twelve or fifteen hundred dollars, don't you?"

"No, I don't remember any such a thing. The cases are not at all alike. This is bringing money into the town and keeping it here and that wasn't. This is building up the place and that was tending towards tearing it down, and you know, yourself, that you made money by keeping out of it."

"Going to put up anything? I don't believe she's got a dollar beyond the few goods she has; and if you're going in to help her, Jane, don't be skimpy. I think you'd better go over and see what she has, and just make her a proposition. Make her an even partner. She can furnish the experience and you the capital. What she wants is somebody to look after the business and you're just the one to do it. I'd like to see the thing go on; and I don't know a better way to get those Cold Water folks over here than the chance to look at a new bonnet once in a while. Why can't you and Jim drive over there this afternoon?"

"There is no need of it. Plans are all fixed just about as you say. I am going to let her have what money she wants; but I didn't think of helping her in the management of it. I believe, Cy, you're right. I know she is just worried to death; and I know that with the worry off her mind, her work would be a hundred per cent. better than it is now. That's a good idea. We won't wait till this afternoon. Jim, harness the horse to the new buggy and let's go

now;" and five minutes later they were on the way.

* * *

"You don't know, Dolly, what started Jane on this new tack, do you?"

"Not unless it's because she wants to help Miss Peck and bring trade to Milltown."

"That's the out and out part, no doubt about that; but you watch and you'll see Jane and old Mrs. Comstock squaring off at each other in fine style. Honestly, I don't believe Jane realizes what's coming. She likes Miss Peck, and she wants to stop her worrying, and she knows that, while the millinery work is going on in the back room, she'll be looking after the business in the front store; and she's just going to see whether there'll be any more of this bringing spoiled goods back. That's what touched Jane. Did she ever tell you about the tussle she had with the Pelseys?"

"No, what was it?"

"I don't know as I can remember it well enough to get in all the ifs and ands; but I know the boys and I—Sid was here then—almost split to see the fun. The Pelseys are a bad lot, anyway; and it's hard to tell who is worse—that oldest girl or her mother. Well, they got into the notion of bringing back about everything they bought. It began with groceries or some such thing which didn't amount to much, and by and by it got into the dry goods, and there was where the trouble began. For a time they'd exchange. There wasn't any trouble about that so long as it was a different kind of needle or another sort of sugar. I began to notice, though, that when the Pelsey wagon drove up, Jane's little red spot would come out, clear and bright, right in the middle of her cheek; so we boys watched. We didn't have to wait long. That oldest girl—strange I can't call her by name—is an awful slouch, and she came in one morning with her hair all frowzy and threw a big wad of something onto the counter, and said her mother 'didn't want it; 'twas n't big enough, to begin with; 'twas all stretched out and shrunk up; and she wanted the other one she looked at when she got this.' I expected Jane would snatch the bundle, tear it open and begin. She didn't do that way at all. She looked at it a minute, sort of puzzled like, and then she looked at her hands and she says, 'I've just washed my hands and I don't want to dirty them all up. Won't you just open it and let's see what 'tis? Jane' said it so innocent-like the girl didn't hook on at all and opened the bundle without a word. It was one of those light shawls they wore some years ago. This one was white with blue stripes—but dirty! If it had been in a mud puddle it couldn't have been worse. 'Oh,' says Jane, 'it's that shawl, is it? I've wondered, when I've seen you wear it, how long 'twould be before you'd bring it back. 'Tis all stretched out and shrunk up, that's a fact; but you needn't pretend that your mother sent you here on any such errand. She's bad enough, and she's dirty enough, but she's got common sense; and you ought to have enough not to bring here a shawl that you've worn and spoiled before it's paid for. You just take the dirty thing out of here just as soon as you can—it smells!—I think it's that—and don't you bring here any more of your dirty duds, for we don't want 'em!' The two looked at each other for a minute, like a couple of young roosters, and the girl took up her bundle and left. The shawl never's been paid for; but the

MAINE FACTS

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

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

C. W. DAY.

West Pownal, Me., June 20, 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

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.

story got round, and since then we haven't been bothered about exchanging their goods or taking them back."

* * *

On Jane's return, it was found that the plan of relieving the milliner of all business matters suited her exactly. To give her undivided attention to her art was the very thing she wanted, and in due time the shop was well stocked and opened; the communities of Milltown and Cold Water were informed of the grand millinery opening on a certain date; and when the day arrived the single street of Milltown was hardly large enough to accommodate all who came.

Of course, the store did a good business that day; but the center of attraction was the shop next door. There daintiness met the eye at every turn. Miss Peck was an artist in her line and the artistic touch was visible everywhere. The real gem of the whole display, however, "the dream," as one enthusiastic beholder called it, was the creation of lace and flowers which Mrs. Comstock, of Cold Water, early decided to carry home with her. In conspicuous places about the establishment were plainly printed cards, stating that goods must be paid for on delivery and that no goods would be returned or exchanged. The price of the bonnet was high; but it was a "sample" bonnet, an item which has great influence, especially in the country.

It was noticed that, much as Miss Peck tried to avoid her old customer, that individual had eyes and ears only for Miss Peck, and the bonnet was the only theme. Did it come directly from Paris, as the billet pinned to it said? Was the lace real? Were the flowers "jennywine"? Was that the very lowest figure she would take? were a few of the questions which were poured upon her, until the little milliner, knowing from experience that she was not equal to her customer, unconsciously lifted her pleading eyes to Jane.

"Miss Peck, Mrs. Walker is asking me all sorts of questions about velvet and lace and pansies. She wants a bonnet and I can't tell her anything. Do take my place and let me sell this Paris hat to Mrs. Comstock. A beauty, isn't it? It isn't becoming to me, or I should take it myself. Would you like to try it on, Mrs. Comstock? Well!"

The exclamation drew the attention of the crowd to the work of art. It was one of those instances, much too rare, where article and wearer were evidently intended for each other; and Mrs. Comstock could see, from the admiring glances of the multitude, that their opinion and hers were in harmony.

"I think I shall have to take this home with me. It seems to be just what I want; but Mr. Comstock is such a fussy man I never like to get anything until he has seen it. You may do it up."

Miss Peck, deep in the mysteries of pansies and velvet, was still near enough to hear the remark and turned pale. It was the old story; and the bonnet, once out of the store, never would come back again and never would be paid for. Her hand nervously stroked the velvet as she wondered how she should tell Miss Cragin, when Jane's unruffled voice was heard saying: "You see what the card says, Mrs. Comstock. Goods are not delivered until they are paid for."

"But I haven't the money with me."
"We'll keep the bonnet for you, if you say so, for a short time. You and Mr. Comstock can come in to-day or to-

morrow for him to see it on; but I can't let the bonnet go out of the shop unpaid for. We must begin as we expect to keep on, and there the rules are, plainly printed on the cards before you."

"Fifteen dollars is an abominable price, anyway."

After a short silence, which Jane made use of to see if matters were going on satisfactorily in other parts of the store, Mrs. Comstock remarked: "I don't see what harm it would do to let me take the bonnet home with me—unless you think you won't get your pay for it!"

"If you pay for it when you take it, the matter is settled right there. Then there is no bringing back, there is no damage done and no further trouble. That is why we are starting on a cash basis."

"Yes, but that doesn't always mean everybody. Now, I've always had Miss Peck do my work, and paid her when it was convenient; so I guess you'd better let me take the bonnet home to try on. It'll be all right. I'm Mrs. Comstock, of Cold Water."

"Very well, then, Mrs. Comstock of Cold Water, I shall have to say to you what I say to all my customers—I can't let any goods go out of the store which are not paid for."

"Miss Peck never made any objection."

"Miss Peck never traded for cash. We do."

"Well, I'm going to have the bonnet."

"Very well, Miss Peck will do it up while I make out the bill. Fifteen dollars, please."

"Oh, I'm not going to pay for it now."

"Then you can't have the bonnet. No matter, Miss Peck, Mrs. Comstock has changed her mind."

"Now, see here, Jane Cragin, we've carried this thing far enough. I shall take that bonnet home with me to try on without paying for it, or I'll know the reason why."

"All right, I'll tell you the reason why."

The shop was full but you could have heard a pin drop. "In Milltown we trade for cash. When Miss Peck came to open this shop, it was on the condition that she should trade for cash. I bought an interest in the business on that basis and I took her accounts just as they were. I've been looking them over. Your account is the only one you have any interest in, and (every neck was craned towards Jane) while you have, as you say, always had Miss Peck do your work, for the last five years you haven't paid her a cent, and have worn the best she had in the shop. I don't propose to do business that way. Miss Peck doesn't propose to do it that way any longer; and if you can afford to wear a fifteen dollar bonnet, you can afford to pay for it."

"There is another point in this business that I might as well speak about. You come in here and make believe that you want to take the bonnet home to see if Mr. Comstock likes it. That's an old dodge as weak as it is wicked. What you are after is to get that bonnet out of here without paying for it, because you are Mrs. Comstock of Cold Water! You didn't do it, and you won't do it. You'll pay for what you take, and when you take it, if you get it here. Now do you know the reason why?"

"Jane Cragin, you are an impudent trollop!"

"But honest," interrupted Jane, "clear

through. Shall I give you the amount of your bill now or would you rather have me send it to you?"

"You may send it to me."

"Very well, and if it isn't paid within a reasonable time, I'll put it into my lawyer's hands to collect!"

The conversation ended. The indignant Jane with flashing eyes stood ready for the expected reply; but it didn't come. With the air of an insulted queen, Mrs. Comstock of Cold Water left the shop, not, however, before the exultant voice of Amanda Bettis exclaimed so that all could hear: "That's the time the old woman got her dinner trod on, and I'm glad on't!"

The battle was then and there fought

which decided the question of cash payments and of bringing things back. Little Miss Peck, relieved of the business part of millinery, grew plump and happy. Thrift took the place of threatened ruin and Milltown rejoiced over this new industry added to its list of attractions. Better than all, let it be said, Mrs. Comstock of Cold Water paid her bill without any legal inducement; and the last "creation" which adorned her aristocratic head came from the Millinery Emporium at Milltown. "Miss Cragin is a little queer sometimes," she remarked when the changes of praise had been rung on her last new bonnet. "but she means well, and I always make it a point to encourage such people when I can," a remark which, when repeated to Jane was answered with a simple "m—hm!"

RICHARD MALCOLM STRONG.

Silver Leaf Flour

Manufactured by MUSKEGON MILLING CO., Muskegon, Mich.

Parisian Flour	Parisian Flour	Parisian Flour
	Lemon & Wheeler Company,	
	SOLE AGENTS.	
	Parisian Flour	

Did You Ever

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

GRAND REPUBLIC

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

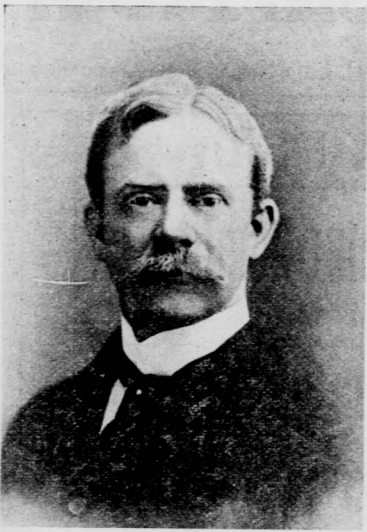
BALL-BARNHART-PUTMAN CO.
GRAND RAPIDS.

MEN OF MARK.

John H. Patterson, President National Cash Register Co.

John H. Patterson is the son of Jefferson and Julia (Johnston) Patterson, and a grandson of Colonel Robert Patterson, a pioneer in the settlement of Kentucky and, later, one of the three original proprietors of Cincinnati.

Mr. Patterson was born on his father's farm, the original homestead, which lay south of Dayton, and early in life developed the habits of industry and perseverance which have enabled him to carry great enterprises to a successful termination. In his early years, he spent his leisure hours in assisting in his father's sawmill and gristmill and in the general work of the farm, until he was 18 years of age. The next three years were spent at Miami College, Oxford, Ohio, where he pursued a classical course of study. His senior year was passed at Dartmouth College. After he



was graduated, he returned to his native place, where he secured a position as Collector of Tolls on the Miami Canal. Three years later, he gave up this position and engaged in the retail coal business in Dayton. He then became interested in coal mining at Coalton, Jackson county, Ohio, and assisted, in company with John H. Winters, George Harshman and others, in pushing to completion the D. & S. E. R. R., which was built for the purpose of introducing Jackson coal into Southern Ohio. He continued in the mining business for several years, after which he accepted the position of Manager for the Southern Ohio Coal & Iron Co., with offices located at Dayton.

Mr. Patterson's real life work has been the perfection and introduction of cash registers. He became interested in this great industry in 1882 and from that time he has been intimately connected with their development. The National Manufacturing Co. was organized in 1882 for the manufacture of these machines, with a capital stock of \$10,000, held by Dayton citizens. In 1883 Mr. Patterson became a director in the company and the capital stock was increased to \$15,000, the added shares being taken by Mr. Patterson and his brother. Little progress was made until 1885, when the company was reorganized. Mr. Patterson then gave up all connection with the coal business and, with his brother, Frank J. Patterson, devoted his entire attention to the cash register industry, becoming the President and Manager of the company.

In 1886 the capital stock of the National Cash Register Co., as it is now called, was increased to \$100,000, and in 1891 was again increased to \$500,000. The factory covers seven and one-half acres of ground; it turns out a cash register every fifteen minutes, and the number of machines in use has long since passed the one hundred thousand mark.

Mr. Patterson is the captain of an industrial army of 100 men and 200 women in the factory at Dayton, and 300 agents scattered over nearly all the world. The factory is governed, not by a superintendent, but by a committee of five expert mechanics of the broadest experience in the manufacture of cash registers. Under this committee are a number of sub-committees, which absorb a vast amount of detail work, making the running of the plant almost automatic, so far as the necessity for the personal attention of its officers is concerned. A new building, 350 feet long and four stories high, has recently been erected, making the plant one of the finest factories in the world. The company's policy is to promote from the ranks and reward merit wherever found. Mr. Patterson's plan creates enthusiasm in his little army; this is his chief aim, for he finds that enthusiasm is as necessary to success in business as in battles. The people employed form a particularly intelligent and industrious community, embracing, with their families, thousands of Dayton's most hard-working and prosperous citizens. A number of those in the employ of the company are college graduates and professional people, and the standard of education among the rank and file is constantly being raised.

Mr. Patterson is known, not only in his own State, but in the East also, as a persistent advocate of co-operation between employer and employe and the establishment of the "new factory system," of which his own factory is the embodiment. He has spoken and written forcibly upon labor questions and also upon questions of municipal and legislative reform and is universally recognized for his public spirit. Out of a ripe business experience, he has learned the secret of sharing prosperity with those who work for him, while steadily and materially building up a great business.

The French are coming to America for bicycle material. According to the British Consul at Nice, "Cycling being very popular on the Riviera among all classes of society, the trade in cycles has been greatly developed. There are three makers of machines in Nice. They used to obtain all their materials from the United Kingdom, but since last year they have turned towards the United States, and are now obtaining from that country a great many articles required in the trade. Up to the present the machines sold by the agents of different manufacturing companies are chiefly of English make. Next in importance are those of French make, while but few machines made in the States are to be seen in the market here. One French firm of cycle manufacturers has a branch retail establishment in Nice."

A doctor in the highlands of Scotland, whose patients are scattered over a wide district, takes carrier pigeons with him on his rounds, and sends his prescriptions to the apothecary by their agency. He also leaves pigeons with distant families, to be let loose when his services are needed.

Candor in Trade.

Written for the TRADESMAN.

The celebrated saying, "People like to be humbugged," by the celebrated showman, P. T. Barnum, may have a pertinence with certain people and in certain avocations, as, for instance, the one selected by the sage of Bridgeport for that purpose. Yet the fact that Mr. Barnum ended his career with failure tends to discredit his philosophy.

However it may be as regards the show business, there are some lines of work where humbuggery is not the best policy. There may have been a time in the history of trade, in this country, when dishonesty in dealing could be ventured with comparative impunity. There may be localities where it can be ventured even now, but the light of education has driven back the darkness of ignorance—the prey of dishonesty—and is searching out the shady places that may still be vulnerable to that sort of policy. Not that it should be admitted that there was ever a time or place when dishonesty was the best policy, but there have been such where the wicked seemed to flourish.

The average merchant is now dealing with a high degree of intelligence. The people of city and country are educated to a considerable degree in trade matters, and are becoming more so every year. Values and correct prices are receiving a good deal of attention, and the merchant who presumes on ignorance is likely to be caught in his smartness and punished by a "secret boycott."

The most valuable adjunct to a successful business is a custom or clientage which can be reckoned upon as permanent. Allowing, for the sake of argument, that people like to be humbugged, the fact would still remain that they do not like to be humbugged twice in the same manner. So a permanent clientage cannot be built up on that basis. There are dealers who seem to think that the loss of custom through the discovery of dishonesty may be made good by advertising and "hustling." Such are in error, for the money is made on the old steady customers—the getting of new ones by advertising is too costly to be profitable until they become old ones.

Frankness and candor are becoming factors in successful trade more and more every day. Customers are looking less for "bargains" and more for square goods at square prices. And such customers are held by the merchant who meets their spirit of fairness with a kindred spirit, and recognizes their intelligence by demanding the correct price, which includes the correct profit. I do not mean to say that the millennium in trade is so far advanced that there are no longer the knowing or smart bargain-seekers; but the merchant who seeks to checkmate such by trickery or mis-statements makes no money by the deal, as a rule.

It is not necessary to "carry one's heart on his sleeve," or tell one's whole business to each customer; but what is told should be the truth, and, usually, there need not be the fear of telling too much. The intelligent customer of today is not attracted by the statement that the goods are being "sold at less than cost." He knows enough about trade to know that that is not the normal way to do business. Then the idea that goods are being sold at cost as "a special favor" is not, usually, pleasing. The educated customers of to-day—

those best worth having—do not need nor wish special favors.

The value of candor in trade is increasing in proportion as general education is increasing throughout the country. The increase of education and intelligence is so gradual that it is liable to be overlooked. But it is an element which has a great influence on trade methods. The observer will discover that there is a great increase in candor, in simplicity and frankness, in the preparation of advertisements, every year. This is dependent on the increase of intelligence and on its recognition by advertisers. A notable illustration of the value of frankness is found in the methods of some of the large catalogue dealers, like Montgomery Ward & Co. The trade of this concern is almost wholly with the rural population, generally considered the most unsophisticated, yet, in the preparation of the catalogue for such customers, the utmost candor of statement is maintained throughout. The goods are minutely described, including deficiencies of the cheaper grades. Prices are given as the correct ones—none are represented as "bargains." The result of this method of dealing with that grade of intelligence has been the building up of a mail order business without parallel in this or any other country.

In urging the desirability of this element in trade, I would not wish to be understood that I think that, as a rule, merchants are not alive to the advance of education. My duties bring me in contact with many, and I am glad to note that candor is rapidly becoming the rule. Yet there are some who may be benefited by a hint in this direction, and there may be interest to all in the calling of attention to this gradual change in the trade spirit, which is raising our profession to a higher plane.

ROSENSTEIN.

A Merchant's Dream.

A certain merchant believes thoroughly in advertising, and the result is he has the biggest business in his town. Indeed, he works so much on week days that when he goes to church on Sunday, as he always does, he generally goes to sleep as soon as the preacher gets well started into his sermon.

Not long ago a visiting clergyman filled the pulpit, and our friend, being unaccustomed to him, slept rather uneasily, starting up every now and then as the minister grew emphatic and almost shouted the words of truth at the congregation. When the preacher called out:

"Brethren, why stand ye here all the day idle?"

"Because they don't advertise," sang out the half-awakened merchant; and the way his wife grabbed at him and shook him into a sense of his situation almost broke up the meeting.

An Everyday Occurrence.

From the Minneapolis Times.

A prominent society lady in this city recently went into a Nicollet avenue shoe store to purchase some shoe strings. She secured one pair.

"How much?" was her query.

"Oh, that's all right," was the reply of the clerk.

"Well, then, give me another pair."

The members of the United States forestry commission, who are making a tour of inspection in the West, with the object of devising means for preserving the remaining forest area in this country from fire, theft and needless depredation, have recently reached San Francisco. They started out on their journey on July 2, and report that they have traveled 1,000 miles by wagon, and have, besides, made long distances on horseback.

Injunction Against Imitations

OF THE

Cocoa and Chocolate Labels,

Trade-Marks, &c.,

OF

Walter Baker & Co., Limited.



On Sept. 3, 1896, we obtained an important decision in the United States Circuit Court for the Western District of Virginia, against William Henry Baker, of Winchester, Virginia, who for the past two years has been putting on the market chocolate and cocoa preparations under the name of W. H. Baker & Co., in imitation of the well-known goods of Walter Baker & Co., Limited.

The court say: "A careful consideration of the evidence and an inspection of the packages, cans, wrappers, labels, inscriptions, etc., of the goods of the complainant (Walter Baker & Company, Limited) and those of the respondent (William Henry Baker) can lead the court to no other conclusion than that there was a deliberate purpose to place the goods of the respondent upon the market in a guise resembling the complainant's goods as nearly as possible so as to avoid a direct imitation. . . . With the widest field from which to select wrappers, labels, cans, inscriptions, words, phrases and designations, the respondent has so nearly simulated in these respects the chocolate goods of the complainant as to lead dealers and consumers to believe that they were buying the complainant's goods, when they were really getting those of the respondent."

"To prevent this confusion, and to protect the complainant and the public against this unfair competition and deception," **an injunction was granted** restraining W. H. Baker from using on his plain chocolate "**any yellow label or any label of a color resembling yellow**; and from using on or in connection with the sale of his plain chocolate any label which in its lettering, arrangement, or design is **not plainly distinguishable** from that used by complainant; from using on his powdered cocoa in connection with any form of his name the words '**Breakfast Cocoa**,' and from putting his powdered cocoa up in **cans shaped like the complainant's cocoa cans**; from using in any manner whatsoever in connection with the sale of his sweet chocolate the name '**Germania**,' or any name not plainly distinguishable from the name 'German'; from using on molds, labels, circulars, or in any other way, the phrases '**Baker's Cocoa**,' '**Baker's Chocolate**,' '**Baker's Vanilla Sweet Chocolate**'; from using in the chocolate business the words '**and Company**,' or '**Company**,' following any form of his name; and from using the words '**Established in Mercantile Business 1785**,' or any words stating or indicating that his business has been long established."

The respondent, William Henry Baker, was required to pay the costs.

ALL PERSONS, AND ESPECIALLY WHOLESALE AND RETAIL GROCERS, ARE WARNED THAT IT IS UNLAWFUL TO HANDLE HIS GOODS IN THE FORM OR WITH THE LABELS AND CANS FORBIDDEN BY THE COURT.

DEALERS ARE FURTHER NOTIFIED THAT THEY WILL BE HELD STRICTLY ACCOUNTABLE FOR SELLING GOODS IN CONTRAVENTION OF OUR RIGHTS.

The trade may be assured that we shall do everything in our power to prevent dealers in, and consumers of, our goods from being imposed upon, and we confidently solicit their assistance in our efforts in the interest of fair and honest trade.

WALTER BAKER & CO., LIMITED,

DORCHESTER, MASS.

THE MYSTERY OF GENIUS.

It is wonderful, when one comes to think of it, what a part is played in the real world by mere negations. Darkness and cold, for instance, are nothing in themselves, but express simply the absence of light and heat.

A friend has grown fond of a little picture which has been his for more than half his life. It is a copy, or rather a photograph, of an older picture—touched with India ink—representing Michael Angelo in his studio, surrounded by the marble trophies of his creative genius—Samson Bound; Moses, the Lawgiver, and other magnificent white figures, of heroic proportions. There is almost a blaze of light reflected from the smooth surfaces of these sculptured sublimities, though in the far corners and deep recesses of the vast apartment the shades of an advanced evening are gathering fast, and the lowered lances of the retreating sun no longer reach its massive rafters. Angelo, mallet in hand, is seated, intently measuring the progress of his work, the mighty leader of Israel, still half statue and half block. It requires only a little cultivated imagination to catch the poetry of the moment and the man in that picture. It is only a thing of light and shade, but for that very reason it is a symbol of all history.

What one sees, what one understands in this world, is only a little light in the midst of darkness; but the darkness is still a part of the picture, for a thing all light were as little graphic as a thing all shade. The mind of man must do its thinking under the seeming contradiction of a mystery that is in itself a kind of revelation. It deals with eternities and infinities of which it can have no conception, though they are inevitably involved in what is known of time and space. The normal habit is a simple acceptance of these limitations without useless and disquieting questionings. In his famous essay entitled "Characteristics," Carlyle asserts that the modern tendency towards introspection and excessive analysis is symptomatic of a deep-seated mental disease. "The healthy," he says, "know not of their health, but only the sick; this is the physician's aphorism, and applicable in a far wider sense than he gives it. We may say it holds no less in moral, intellectual, political, poetical, than in merely corporeal therapeutics; that wherever, or in what shape soever, powers of the sort which can be named vital are at work, herein lies the test of their working right or working wrong." In support of this position he traverses a vast deal of ground, ancient, mediæval and modern history, and seems to find abundant illustration of his thesis in the annals of states and nations, as well as in the biographies of individual thinkers and workers. "Foolish enough, too," he remarks in his queer way, "was the college tutor's surprise at Walter Shandy; how, though unread in Aristotle, he could, nevertheless, argue; and not knowing the name of any dialectic tool, handled them all to perfection. Is it the skillfulest anatomist that cuts the best figure at Sadler's Wells? or does the boxer hit better for knowing that he has a flexor longus and a flexor brevis? But, indeed, as in the higher case of the poet, so here in that of the speaker and inquirer, the true force is an unconscious one. The healthy understanding, we should say, is not the logical, argumentative, but the intuitive; for the end of understanding is not to prove,

and find, reasons, but to know and believe. Of logic, and its limits, and uses and abuses, there were much to be said and examined; one fact, however, which chiefly concerns us here, has long been familiar; that the man of logic and the man of insight, the reasoner and the discoverer, are quite separable—indeed, for the most part, quite separate—characters."

It may be that Carlyle has undertaken to give this doctrine too wide an application; but it is indubitably true that the human mind has done much of its best work under the prompting of intuition. The boy, Benjamin West, takes a bit of charcoal and sketches a neighbor's head with untutored skill on a wall. He has no more rule to guide him in catching a likeness than a bird has in building a nest. Teachers may help in the development of his genius, but the secret of his power—the thing that makes the difference between the born artist and all other men—cannot be imparted by schools. What is strangest of all, however, is the fact that it must remain a secret for him as well as for others. But, however it may be philosophized about, this mystery of genius is a real and positive force, and no analysis can reduce it to the realm of the commonplace. And this ought to be the world's chief pleasure in it—the fact that its genesis is wholly unmechanical, and that it is unfettered by that chain of cause and effect which binds the merely logical understanding.

FRANK STOWELL.

To Fight Adulterated Jams.

It has been decided by the San Francisco Fruit Exchange to take active and vigorous measures in an endeavor to suppress the practice of bringing adulterated jams and jellies West from the East, and the Exchange will prosecute the offenders if sufficient evidence against them can be obtained. An appropriation by the Board of Supervisors will be necessary to make this work successful, and the Secretary has been instructed to notify that body of the determination of the Exchange, and to ask for a conference in order that the matter may be laid before it.

No Retailing Regulation Required.

The Internal Revenue Commissioner receives requests at intervals, usually from country merchants, for information as to the requirements of the law relative to selling manufactured tobacco at retail. The most recent comes from a Western merchant, who asks that his name be registered as a "retailer in tobacco and cigars." The Commissioner in all such cases forwards a copy of the regulations and advises him that no registration is required of a dealer in manufactured tobacco.

Decreased Onion Crop.

We find by estimates recently made in regard to the onion crop of the country that there will be an average decrease of about 25 per cent. in the yield. The crop this year is placed at 2,200,000 bushels, and with shortage in the domestic crop there ought to be an outlook for the Spanish onion, which will come from now on regularly by steamers bringing anywhere from 10,000 to 35,000 crates.

Clever Advertising Scheme.

The cigar manufacturers of Lawrence, Kan., name their goods after the newspapers of the place and get advertising at half price.

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



Agents
L. CANDEE & CO.,
FEDERAL RUBBER CO.
Ask for price list.

Now is the time to get in stock of

Rubber Boots and Shoes

as we have great bargains to offer you. We solicit correspondence. We carry a large line of **Felt Boots and Sox** at the lowest market prices.

STUDLEY & BARCLAY,
4 MONROE ST.,
GRAND RAPIDS.

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.

SMART SAYINGS.

Short Catch Phrases and Pointed Paragraphs.

What we say is true! What we do is legitimate! What we promise is fulfilled!—Kempner & Warner, Buffalo, N. Y.

If it's good it's here. If it's here it's cheap.—Baltimore Shoe, Clothing and Dry Goods Store, Asheville, N. C.

Magnetic bargains are the rule here during the last closing days of this rebuilding and extension sale.—Mayer & Pettitt, Washington.

We want your mail order trade—will fill it same day—will refund if not right—will go out and get anything you may want.—Joslin's, Denver.

A head looks better under a neat hat, and a neat hat can be bought for less money now than ever before.—Mrs. W. Weichen's, Portsmouth, Ohio.

Saving in a stocking is considered an old woman's way of banking, but every man who buys socks here saves money in them.—Luke Gilleran, Woonsocket, R. I.

Certainty ends hesitation. Here is certainty. Here are exquisite grace, range and selection and, above all—Price—the mediator between beauty and usefulness. Do not miss it.—Silverman Bros., Kansas City.

We put this here because you'll see it. This is an invitation to look at out new fall derbies. We'll be really glad to have you look—because the looker of to-day is to-morrow's buyer.—Franc & Son, Washington.

We've always made it a point to have good big value for five dollars, but this time we've overdone the thing—have left hardly enough profit to pay for the handling—but we want the business and this will get it.—Boggs & Buhl, Pittsburg.

There's nothing we like better than to make shirts cheap as well as good, placing them within easy reach of modest means. No fancy profits, no double prices. Business is solicited only on the basis of perfect satisfaction.—R. J. Tooke, Montreal.

Whatever your wants may be in the staple department you will find our prices right. Don't forget the goodness of good is more important than the poorness of price. Come and see these goods at these prices.—Lewis & Patterson, Brockville, Ont.

Why worry? Here are the clothes, here are the fixings that will brighten faces and gladden hearts of men and boys because of their stylishness, substantialness and low-pricedness. "There are others," but none so good as Geo. Muse Clothing Co., Atlanta, Ga.

We trust everybody, rich and poor alike. These are times when folks don't have much money. We have plenty of stock, bought for cash. Will sell it to you, however, on time, at cash-store prices. Pay us to suit yourselves.—People's Credit Co., Rochester, N. Y.

"Everything comes to him who hustles while he waits." We are busy now turning the balance of our lots of summer shoes and Oxfords into cash—not into the amount of cash we should fairly get for them, but into the amount you'll gladly give.—Hann, Birmingham, Ala.

In your visit this week a liberal sprinkling of new fall goods will be observed. In this respect our store may be likened to the budding of a huge rose. Another week will see it blossom into full bloom, filling every corner with fabric loveliness.—Williams & Rogers Co., Cleveland.

The foundation of stylish dress is a nobby pair of shoes. We can lay that foundation to your satisfaction. We are the first in the field with the advanced shipments of advanced styles for fall wear. As usual, we show more styles than even the exclusive shoe houses.—C. H. Mitchell, Detroit.

You'll find us very much alive in all that means business—and business that will be your business is what we're going to talk right along. Before this season is over this column will be eagerly read by folks who "take no stock" in advertisements.—C. F. Wing, New Bedford, Mass.

No doubt after the election we will all be on the road to prosperity and success. The farmer will receive the highest price ever paid for his produce. The mechanic and laboring man will not know what it is to be out of employment. Gold and silver will be plentiful. With all these prospects in view cast your eyes upon the great bargains in shoes now on at Ransone—Garrett Shoe Co.'s., St. Joseph, Mo.

There is beauty in extreme old age to the scientist who is hunting for mummies and such, but to the everyday housewife looking for palatable edibles the mold of old age is a delusion and a snare. To get fresh goods, reliable goods and low prices, give us your orders.—Welch & Eason, Charleston, S. C.

There's merry selling here. Our store just now is like a big merry-go-round—with prizes for every passenger. The new prices make magic music. Everybody takes a ride and there's a satisfied, glad-I'm-here expression on the stream of faces as they go marching through arch and aisle.—Marston's, San Diego, Cal.

Barefoot boys will soon be waiting shoes for school and nowhere in the city can they be shod better than here. Here is where particular attention is paid to the shoeing of boys and girls and here is where both qualities and prices are within the bounds of consistency. Bring in the boys and the girls and let us fit their little feet.—Geo. W. Cowan, Chatham, Ont.

This is no time for trifling. If you've got a single dollar to spend—spend as though there wasn't another in sight.

This is no time for trifling—whether you're young or old, you can't recall a period when more prudence in purchasing was demanded than is demanded of you right now.—Milner's, Toledo, Ohio.

Intelligence and Tolerance.
Eli in Minneapolis Commercial Bulletin.

There is a good deal said these days about the danger from monopolies and trusts of trade, which are depriving people of their rights. There is a good deal of truth in the assertions, but the people who make them are a greater menace to the country than are the monopolies they complain of, in many instances. Some one has said that "Ignorance is sin." Here we have the greatest menace to the country. The ignorant man is the dangerous man in a country like this. The man who schemes in a trade for profit may be an excellent citizen so far as his public conduct is concerned; he will carry through his deal for profit and then he settles down and no more is heard of him; he is intelligent and he is patriotic; his fault was in wishing to make more than a legitimate profit. That is the weakness of the trusts.

The ignorant man is a constant menace in the republic, because, no matter how good his intentions may be, his action may be wrong, and when ignorance gets in the majority, as it may, theoretically at least, there will be danger for the country. If the hand be placed on a hot stove it will be burned, and it makes no difference whether the act was intentional or accidental. There are a great many ignorant persons in the country who do not intend to be ignorant, but the fact that they are makes the danger just as great, barring the single fact that they may be good citizens. A good citizen ignorant is less dangerous, generally, than a bad citizen ignorant; but the general welfare supposes that there shall be no ignorance so far as general principles are concerned.

The less a man knows the more positive he is in his opinion. Did you ever observe this? The educated man understands that the world has many things to learn, and he generally leaves a loophole in his opinion for escape. He says, "I think" instead of "I know." He allows other people to have an opinion, although he may be fully persuaded that his own is right. This does not mean that opinions should not be held; it means that the opinions should be sufficiently elastic to permit of the acceptance of a contrary opinion,

if later evidence should convince. This is the scientific spirit. In his doctrine of evolution, Darwin never said he was right; he simply advanced what he had found to be true scientifically, and then he proposed that, with the evidence so striking, it could be assumed as a proposition not entirely proven that man and the ape are descended from the same progenitor. Darwin never insisted that he was right, as so many who are ignorant of what he did say allege.

A new copper mining field is to be opened up near Silver Cliff, in Custer county, Colo.

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

GEO. H. REEDER & CO.
successors to
REEDER BROS. SHOE CO.
Michigan Agents for
Lycoming and Keystone Rubbers
and Jobbers of specialties in Men's and Women's Shoes, Felt Boots, Lumbermen's Socks.
Lycoming Rubbers Lead all other Brands in Fit, Style and Wearing Qualities. Try them.

New Clippers New Clippers New Clippers New Clippers

OUR NEW "NAME PLATE"
NAME PLATE VALUES.

The value placed upon name plates by the buyer is illustrated by the following extract from a letter over the signature of a prominent New York auctioneer: "Wheels sold in this market without plates went from \$17 50 up to \$27 50 with plates from \$30.00 to \$50 00." Mr. Dealer, here's a pointer for you to ponder over. Buyers are not blind if some of them do look silly, they can see well enough, and can reason well enough to decide the difference in value to them between a one. They want to know if the maker to know if he is proud or ashamed of by a firm with a standing reputation, of adversity. Buy **New Clippers**, reputable wheel and an illegitimate is in existence, and if so, they want his product. Handle bicycles made a firm that has weathered the storms and get what you can depend upon.

MADE BY THE **GRAND RAPIDS CYCLE CO.**
GRAND RAPIDS, MICH.
Pratt 303.

New Clippers New Clippers New Clippers New Clippers

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.

The Grocer Who Knew It All.

Stroller in Grocery World.

I have always asked Heaven to deliver me from the man who knows it all. If there is a worse nuisance on the face of the earth, I've never met him, and I'm pretty good authority on nuisances.

I ran across one of these men who knew it all a few days ago, and I was able to take such a rise out of him that I really didn't regret having met him. I did him some good, too, for I taught him that there were a few things in this world that he wasn't aware of.

I went into this man's store to sell goods, and while there I took occasion to mention the name of a leading trade journal.

"Oh, I don't believe in one of them trade papers," sniffed the grocer who knew it all, contemptuously; "they can't teach me nothin'."

"Think they can't, eh?" I asked.

"Don't think nothin' about it," he said. "I know it. Why, man, I've been in the grocery business off an' on for eighteen year, and what I don't know about it ain't wuth knowin'." And he wagged his head complacently like a dog who has just chased a cat.

While I sat there the grocer waited on a customer or two, and in process of weighing out a pound of rice the lead inside of one of his weights fell out.

"Guess I'll have to git some new weights," he said. "These is a gittin' worn out."

"Better wait," I said. "The next Congress is going to pass a law putting the metric system in force in place of the system you're using, and then you can't use these weights."

"The which?" intelligently observed the grocer who knew it all.

"Why, the metric system," I said.

"Don't you know what that is?"

"N—, yes, oh yes, why, certainly, of course. I know what the mutrig sistern is; why, certainly I do, but I don't believe Bryan will be elected."

"What the mischief has Bryan to do with the metric system?" I inquired.

"What has he got to do with it?"

asked the grocer, to gain time. "Why, he's got a good deal to do with it, ain't he? Ain't he for silver? An' ain't the mutrick sistern, or whatever you call it—ain't that a sort of a—well, ain't that—ain't it something of the same sort, I'd like to know?" He stopped with a very lame assumption of triumph.

I began to laugh. The old fellow's feathers were all ruffled up, and he looked as sheepish as any Southdown I ever saw.

"No, no, you have got the wrong idea, man," I said.

"I guess maybe I have," said the grocer who knew it all, making the best of a bad job. "What is your idea of this mutrig sistern, anyhow?"

"It's a system of weights and measures, to take the place of the present ones," I answered.

"Sho! ye don't say!" ejaculated this wise man of grocerydom. "Tell ye the truth," he added, confidentially, "I don't b'lieve I ever heard on it afore."

"Well, then, there are some things about the grocery business you don't know, are there?" I inquired, for I couldn't help it. "Let me say to you that many of the trade journals have had article after article on this metric system, and if you had read them you'd possibly know a little about the subject."

He got red and kept still.

I had him on the run, and I made up my mind to keep him there.

"As I go around the country," I said, "I'm getting the opinions of grocers on the use of salicylic acid in food products. I'd like to have yours. What do you think about it?"

"What do I think about it?" repeated the grocery cyclopaedia, sparring for some time again. "Why, I think it ought to—that is—well, I don't know, after all, but I think it ought not to be—er—you ain't writin' this down, are ye?"

"Yes," I said; "I'm preserving the data I collect for a certain manufacturer."

"An' ye want my opinion, do ye?" said the grocer, trying to get his wind.

"Why, yes," I said. "Haven't you any?"

"Sure," was the reply, and then, desperately: "Well, I think sally—er—er—what—you call it—ought to be used."

"What!" I said, in a purposely loud tone, "you mean to say that you think salicylic acid ought to be used in food products?"

"What?" said the grocer weakly, "well, yes, I don't think it ought—that is—why shouldn't it be used, I'd like to know?" he said, belligerently, hoping my answer would give him some clue to what he was talking about.

"Well, well," I said, "you certainly are a curiosity. Now, what food products do you think salicylic acid ought to be used in?"

The grocer who knew it all looked about him desperately.

"Well," he finally said, taking a leap in the dark, "er—hams."

I burst out laughing, while the grocer stood looking like a schoolboy with a fool's cap on.

"Why don't you own up like a man and say you don't know anything about it?" I asked.

"Well, I don't, then!" said the cyclopaedia, defiantly.

"Didn't you tell me a minute ago that you knew everything about the grocery business?" I said.

"Don't you git too funny, now!" he ejaculated. "I'm a bad man when I git riled."

"My advice to you, my friend," I said, as I left him to cool off, "is to get a good trade paper, and read it every week; then by the time I come around again, you'll know more."

He muttered something, and I went out. He no longer thinks he knows it all.

The biggest rope ever used for haulage purposes has just been made for a district subway in Glasgow, Scotland.

It is seven miles long, four and five-eighths inches in circumference and weighs nearly sixty tons. It has been made in one unjointed and unspliced length of patent crucible steel. When in place it will form a complete circle around Glasgow, crossing the Clyde in its course, and will run at a speed of fifteen miles an hour.

The San Francisco Call says that "there are at least 200 people walking the streets of San Francisco in good health and likely to live many years, who have already arranged the details of their funerals. They have selected the coffins in which they will be buried, and paid cash for the same, as well as for the burial plat, hearse, etc."

Floating beds of seaweed, which are often met with in mid-ocean, have been observed to reduce the height of waves, like oil thrown upon the water. Taking advantage of this fact, a Frenchman has invented a thin cotton or silken net to answer the same purpose.

Why is a restless man in bed like a lawyer? Because he lies on one side, then turns around and lies on the other.

The Tourist of Trade.

His language is artless and free.
And his fund of good jokes is immense;
His handshake is hearty and warm,
And his manners polite to intense.

His clothes fit him snugly and trim,
His necktie's way up in the style;
His hat is the latest thing out,
And he wears a genial smile.

He has the time table by heart,
He is "chummy" at all the hotels;
He calls the trade by their first name,
And leaves copies of all goods he sells.

His trunk is just packed with "big jobs,"
He throws out his pet little "baits";
He's determined to sell his new man,
So he offers him all sorts of "dates."

The trade never wants any goods—
He's accustomed to slights and rebuff—
But he gets a man started, and then
He can scarce wait a day for his "stuff."

Oh, a jolly bright fellow is he,
This tourist of commerce and trade;
Don't call him a "drummer," forsooth,
He's a full band complete on parade.

W. S. KING.

Trimmed Fedora Walking Hats

in cloth, stitched brims, \$4.50
per dozen and upwards.

Trimmed Sailors

in cloth, \$2.00 per dozen.

Satin Crown Sailors

\$3.00 per dozen and upwards.

Try sample order.

CORL, KNOTT & CO.,

WHOLESALE,

GRAND RAPIDS.

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.

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.

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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.

The greatest salesman on earth—Price.

Politics and business don't make a winning trade ticket.

The confidence of your trade is your most valuable asset.

Many a traveling man loses his trade by changing to an inferior house on the temptation of a larger salary.

These are the days of small things as well as of great things. It is the little things that make the big ones.

The links in the chain that binds your customers to you must be carefully watched if you desire increase in your trade.

To the commercial traveler the public owes the rectification of many abuses by railroad companies and extortionate hotel men.

The most conspicuous, the most celebrated and the most thoroughly discussed animals in all bug-dom to-day are the gold and silver bugs.

"If you don't sell to your trade, somebody else will." Therefore take a back seat for no one and you will accomplish what you are sent out for—to make sales.

W. S. Cooper, traveling representative for Brown Bros., has returned from a ten days' visit to the old home at Marathon, N. Y., where he met the friends of his boyhood days.

Croakers are those who habitually look on the gloomy side of things, hence they are nowhere made welcome, while the cheerful fellow makes a wonderful influence in drawing an order out of a buyer.

The truly successful salesman is quiet and seldom or never mentions his sales. There is policy in this plan. Why should he advertise his good trade and give competitors pointers, that they may go and secure the sales?

Undesirable accounts are turned down to-day as never before and these are also the days when a man's true worth is weighed on finer scales than ever before, when not only his wealth is considered a factor, but also his health, his habits and his whole life.

The greatest success among business men is to be found among men who do only a portion of the required work, and who gather around them men of proper capabilities for each of the various divisions of the business. The requirements of modern business are so multifarious that no man can do them all and do them with equal success.

There are houses who seem to have no faith in human nature and look upon their traveling force as so many human machines capable of grinding out so many orders at so much profit per day.

What's more, they take no interest in their employes, care not whether they sink or swim, so long as they are able to accomplish the results mentioned.

The borrower is the developer and his interests are important. He is the man of push and enterprise. He develops the country, opens new farms, builds factories and railways and has, in fact, a finger in "almost every new pie." He is the man who supports the banker and the lender. Without him there would be but precious little use for our banking system.

The impression that the traveling man is usually dissolute, immoral or a stranger to truth is not correct. No man works harder than he and his time is so taken up that he could not, if he would, engage in the pastimes with which he is credited. The traveling salesman we meet to-day is a man of fine natural ability, noble feelings and with a heart easily reached, and if a man ought to be well treated it is he.

"I like to get hold of a buyer who knows his business," observed a local traveling salesman. "In other words, I like to do business with a man who can appreciate what I tell him for exactly what it is worth. Such a man I can do business with in a very satisfactory manner, because, if I am telling the truth about my line, he knows it, and is equally well aware if I am misrepresenting things or making false statement. There are many men who buy goods who know very little about them. Such men are always suspicious and inclined to doubt statements that are made about the construction of goods; in fact, they are very skeptical concerning a salesman's statements in a general way, for they think they know it all and hence are very hard men to sell goods to. I'll take a buyer everytime who thoroughly understands my line in preference to one who does not, as I am more certain to sell him."

"Do you know that the traveling saleswoman, or, as the papers call her, the drummer woman, is attracting some attention at the present time?" remarked a traveling man the other day. "I am of the opinion that she has entered American commercial life to stay, and the boys on the road are obliged to recognize the fact. Whereas, ten years ago, a traveling saleswoman was looked upon with curiosity and some suspicion, she now packs her grip and comes and goes as she pleases. It seems that this portion of business, which has hitherto been sacred to men, has been as successfully invaded as the professions of lawyer and physician and other lines of work. If a woman can sell calicoes or ribbons in a dry goods store at \$3 to \$5 a week, there is no reason why she cannot enlarge her usefulness by selling goods by sample and at the same time make a respectable living out of it. In my line, paints and oils, there are already quite a number of women on the road, and in every instance, so far as I am aware, they are doing good work."

Strictly Business.

Hustling Commercial Traveler—Miss Carrie, I've been around a good deal, and I'm a good judge of girls. I'm ready to marry and settle down, and I've picked you out for a wife. Does it go?

Handsome Young Milliner—It doesn't go, Mr. Swimmalick.

Commercial Traveler—All right, Miss Carrie. What can I show you in ribbons to-day? I've got the golwhoppinest lot you ever saw.

Conservative Condition of the Clothing Business.

From the Clothing Trade Journal.

The largest part of the heavy-weight business has been done, and, with the exception of the fancy goods which have been taken to brighten up stocks, it has been largely a piecing-out business. That is, the majority of clothiers have carried over considerable stocks of staple garments from the last heavy-weight season, and have restricted their purchases to filling the numbers on various staple lines which had been depleted. City clothiers and those in large towns have bought fancy goods with some freedom, but the country clothier has taken small supplies of such goods and those have been of the less extreme colorings and designs. The larger clothiers will have to buy many more goods if their trade is only of moderate proportions, but the country dealer and the smaller houses will confine their future orders to staple goods and do little more than keep their stocks complete.

The experience of a retail clothier in a Western town of about 8,000 inhabitants is a fair barometer of trade throughout the country, and of the future course of business. This clothier makes about \$3,000 a year, clear profit, from his business in an ordinary season. His inventory, taken September 1, showed that he had lost \$100 on last season's trade, and that he had \$9,000 worth of stock on hand, where he ordinarily would have \$6,000 worth. This stock consisted entirely of staple goods, more largely of suits and overcoats than of trousers. He has \$2,000 and \$3,000 in outstanding accounts, of which he could force the collection of 90 per cent., if necessary. He does not owe a cent to any one, but in this respect differs from about 50 per cent. of the retail clothing trade, as fully that percentage is being carried by wholesalers. The store in question draws its custom from a farming community whose crops are well diversified and promise good returns when harvested, since they were never more bountiful. Owing to poor crops in previous seasons the majority of the community are not free from debt; neither are they burdened in this respect. They have been economizing in every way during the last two years, and with confidence restored they will have the wherewithal to make large needful purchases this winter. Notwithstanding the fairly favorable outlook, there is too much uncertainty afloat, and stocks are too large to warrant this clothier in making anything but absolutely necessary purchases. He has purchased sufficient staple stuff of the cheapest kind to fill up his sizes, and has bought a small assortment of fancy suits to brighten up his stock. He says he will buy no more fancy goods, and will purchase only enough goods later on to keep his line of staples complete. It is with such retailers as the one illustrated that the great bulk of the clothing business is done, and the condition of this house is as good as the average. The point we wish to emphasize is that clothiers have had every reason to pursue their conservative methods of buying and selling; they do not care to sell those houses which they are carrying any more goods than are needed to keep them moving, and those firms whose credit is all right simply will not buy more goods than are absolutely necessary to meet their minimum requirements. As soon as confidence is restored and light can be seen ahead, the present conservative methods will be relaxed and a freer movement of goods will ensue. Such recovery will not help the mills in the present heavy-weight season, but it will be felt in the light-weight business.

To circumvent the law requiring a \$500 license in order to sell cigarettes the tobacco dealers of Fort Wayne, Ind., are selling campaign buttons and "throwing in" the cigarettes.

Why is a chicken pie like a gunsmith's shop? Because it contains fowl'n' pieces.

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.

HOTEL BURKE

G. R. & I. Eating House.

CADILLAC, MICH.

All modern conveniences.

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

PUREST BEST
10 CENTS
GREEN SEAL

SELL THESE
CIGARS
and give customers good satisfaction.

Michael Kolb & Son,

Wholesale
Clothing Manufacturers,
ROCHESTER, N. Y.

Mail orders promptly attended to, or write our representative, WILLIAM CONNOR, of Marshall, Mich., to call upon you and you will see a replete line for all sizes and ages, or meet him at Sweet's Hotel, Grand Rapids, Friday, October 2nd, where he will remain until Tuesday evening, October 6th.



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 firm feeling among manufacturers still continues.

Acids—Quotations for benzoic, carbolic and salicylic acids have not as yet been advanced, although there has been a steady improvement abroad as to benzole and other coal tar products.

Alcohol—Grain, in first hands, is ruling nominally steady. Wood, steady. Arsenic—Powdered white, market fairly steady, with demand from consuming channels a trifle better.

Balsams—The firm, active market noted last week for copaiba still continues. Tolu is in good demand and prices have advanced, on account of extreme scarcity. The dulness which has characterized Peru still continues. Not much demand for Canada fir.

Beans—All varieties of vanilla are strong, with good consuming demand.

Cacao Butter—The spot stock of bulk is still light and prices are firm.

Cantharides—Firm.

Cassia Buds—Demand from consumers is fairly active. Values firm.

Castor Oil—Fair average volume of business, but competition has resulted in an easier market and prime quality has met with a reduction at hands of manufacturers.

Cinchonidia—Very firm, owing to reduced supply. The movement within the last few days has been very satisfactory and an advance is looked for in the near future. The better condition is supposed to be due to a circular recently issued as to cinchonine, coupled with the fact that the stock of old cinchonidia abroad is about exhausted and that this alkaloid is no longer obtainable from the Java barks.

Cod Liver Oil—Tone of the market seems to improve as the season advances.

Colocynth Apples—Prices continue firm.

Cream Tartar—No change in manufacturers' prices.

Essential Oils—Anise, still firm, and cassia is firmer than of late. Pennyroyal has experienced a reduction. Market for bulk peppermint shows no change as to its irregularity. Rose, declined. Sassafras, a very firm feeling prevails.

Flowers—All descriptions of chamomile are very strong and tone of the market is upward. American saffron remains unchanged and steady.

Glycerine—Moderate attention given jobbing parcels only. Prices unchanged.

Gums—Asafoetida, fair consuming demand, with quotations strong. Camphor, values steady and business of fair seasonable volume. Gamboge, lifeless. Firm prices for kino still obtain.

Leaves—Short buchu and senna are receiving the most attention; but the market is not particularly active and

there is no special change as to quotations of any descriptions.

Lycopodium—Demand very active and stocks are rapidly decreasing.

Morphine—Still quiet, prices without nominal change.

Quinine—Market continues active.

Seeds—The depressed situation of the foreign market in regard to sifted Italian anise affects values here for that article, and prices are, therefore, slow and more or less nominal. Canary, dull as to all varieties, enquiry being but light. Dutch caraway, demand active. Celery has again declined. Poppy is bettering its condition. Coriander is without change and nominally steady. Whole cleaned flaxseed has declined. Russian hemp, fair jobbing request and steady.

Sponges—Slow movement is reported, mostly in jobbing quantities at the former range of prices. No new developments as to primary markets.

Sugar of Milk—Scarce and firm, there being an active demand from consuming sections, and, for the time, prominent manufacturers are obliged to decline to fill orders.

Venice Turpentine—Market tame and featureless.

Drinks Ether by the Quart.

From the Cincinnati Commercial Tribune.

The habit acquired by John Beckman, a shoe laster, living on New street, presents one of the most peculiar cases known to the medical profession. In fact, medical history does not cite an instance where a person addicted to a similar habit has gone to the extremes reached by the subject of this sketch. Mr. Beckman is a habitual user of ether. He not only uses it in the customary way of administering it, by inhalation, but he also drinks it in large quantities.

Ether is a powerful anaesthetic, having a similar influence to that of chloroform. It is classed as one of the deadly poisons, and the druggist selling it is required by law to place upon the bottle the customary red poison label with skull and crossbones. It is rarely administered internally, owing to its deadly influence, but when it is found necessary it is generally in the form of "Hoffman drops," a solution composed of seven parts alcohol to one of ether. A dose in this form is fifteen drops. Ether is also highly inflammable, and when a person acquires the habit of drinking it, the breath, and even the exhalation from the pores of the skin, will easily become ignited by fire and cause serious consequences.

"Hoffman drops" would no longer have any effect upon Mr. Beckman, for he now uses the drug so freely that it requires almost one quart a day to satisfy his desires. He purchases it in six-ounce bottles, paying for the same 40 cents, and he makes five and six trips a day to the drug store where he is accustomed to buy the drug. He takes it to his room and goes on an ether "jag," sleeping for hours, until the effects wear off, when he again replenishes his bottle. Sometimes when his money is plentiful he buys it in pound packages; then he remains in his room and sleeps the hours away and dreams a dream that would do justice to an opium fiend.

He was remonstrated with by the druggist the other day, and he replied, "Oh, I have such sweet dreams!" It is not only in his room that Beckman takes the drug, for he carries his bottle with him on the street, to his barber shop and elsewhere, and he can be frequently seen by his acquaintances taking a smell or a drink from his bottle. The lack of money sometimes puts a stop to his protracted "sprees." As soon as he straightens up sufficiently he goes back to work at the factory and labors industriously to accumulate money to resume his habit. During his "sprees" he eats nothing. He just sleeps. Recently he has become so inebriated by the use of the drug that he could not do his work at the factory to the satisfaction of his employers, and

he lost his job. As he has no family or friends in the city, his condition is a precarious one. Already his credit at the drug store is beyond the limit, and when further time is denied him where he will then get the drug which has now become essential to his existence is not known.

Mr. Beckman's story is a pathetic one. He was born of honest but poor parents in a small town in West Virginia. His father was a shoemaker, and the son at an early age was pressed into service to help about the shop. The young lad was quick to learn, and soon became proficient as a shoemaker, but he was ambitious to hold a higher position in life than that of an artisan. He saved his money, and when he was 23 years old he began studying medicine. All the books treating on the subject which he could secure in his town he practically devoured, pouring over them night and day until he was 25 years old. He then went to a medical college in Maryland. Four years afterward he graduated, but while at the college he began inhaling ether, and the habit grew upon him. He returned to his former home and threw his shingle to the winds, but what practice he got he neglected through his habits. He moved from town to town, but could not shake the ungovernable desire which had sprung up within him. At last he came here, and being out of money, he made no effort to practice medicine. He secured work in the shoe factory, and but a few of his most intimate acquaintances learned anything of

his past history. He has one acquaintance in this city, a doctor, in whom he confides, and with whom he frequently talks over the effects of his habit. He has no desire to stop the use of ether, for the temporary delight it brings him is now dearer than life.

CINSENG 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 but one gum made that is really meritorious as a medicinal gum, and that is Farnam's Celery & Pepsin. Mr. J. F. Farnam of Kalamazoo, Mich., is the most extensive grower of celery in the world, and his knowledge of that toothsome plant has been turned to account in the form of the pure essence of celery which he has incorporated with pure pepsin into chewing gum. Celery is a splendid nerve remedy and pepsin is equally valuable for stomach disorders. To use this gum regularly after meals there can be no question as to the ultimate recovery from indigestion or any other form of stomach trouble. Druggists and dealers generally are finding a ready demand. The trade is supplied by all good jobbers.

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

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

SMOKE THE HAZEL

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
Cures
 WE REFUND THE PRICE IF NOT SATISFACTORY.
 ASK YOUR DRUGGIST FOR IT. TAKE NO OTHER.
 IF HE DOES NOT KEEP IT, SEND TO US.
 SEND FOR BOOK OF TESTIMONIALS
THE ELECTRIC PILE CURE CO., LAKEVIEW, MICH.

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.**

WHOLESALE PRICE CURRENT.

Advanced-Balsam Tulu, Oil Anise, Manna, Linseed Oil. Declined-Gum Opium, Oil Pennyroyal.

Table of wholesale prices for various goods including acids, ammonias, anilines, baccas, balsams, cortices, extracts, ferris, floras, folias, gummis, herbas, magnesias, oleums, and syrups.

Table of wholesale prices for various oils, tinctures, and miscellaneous goods.



Hazeltine & Perkins Drug Co.

Importers and Jobbers of

DRUGS

Patent Medicines Chemicals and

DEALERS IN

PAINTS and VARNISHES

Full line of staple druggists' sundries. We are sole proprietors of Weatherly's Michigan Catarrh Remedy. We have in stock and offer a full line of WHISKIES, BRANDIES, GINS, WINES AND RUMS.

Hazeltine & Perkins Drug Co., Grand Rapids.



GROCERY PRICE CURRENT.

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

AXLE GREASE. Aurora doz gross 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

BAKING POWDER. Absolute. 1/4 lb cans doz 45 1/2 lb cans doz 85 1 lb cans doz 1 50 Acme. 1/4 lb cans 3 doz 45 1/2 lb cans 3 doz 75 1 lb cans 1 doz 1 00 Bulk 10 Dwight's. 1 lb cans per doz 1 50 JaXon 1/4 lb cans 4 doz case 45 1/2 lb cans 4 doz case 85 1 lb cans 2 doz case 1 60 Home 1/4 lb cans 4 doz case 35 1/2 lb cans 4 doz case 55 1 lb cans 2 doz case 90 Our Leader. 1/4 lb cans 45 1/2 lb cans 75 1 lb cans 1 50

BATH BRICK. American 70 English 80

BLUING. CONDENSED PEARL BLUING. 1 doz. Counter Boxes 40 12 doz. Cases, per gro. 4 50

BROOMS. No. 1 Carpet 2 00 No. 2 Carpet 1 65 No. 3 Carpet 1 50 No. 4 Carpet 1 20 Parlor Gem 2 00 Common Whisk 85 Fancy Whisk 1 00 Warehouse 2 25

CANDLES. Hotel 40 lb boxes 9 1/2 Star 40 lb boxes 8 1/2 Paraffine 9

CANNED GOODS. Planitowoc Peas. Lakeside Marrowfat 1 00 Lakeside E. J. 1 30 Lakeside, Cham. of Eng. 1 40 Lakeside, Gem, Ex. Sifted 1 65

CATSUP. Columbia, pints 4 25 Columbia, 1/4 pints 2 50

CHEESE. Acme 8 1/2 Amboy 9 Byron 8 1/2 Carson City 8 1/2 Elsie 9 1/2 Gold Medal 8 1/2 Ideal 9 Jersey 9 Lenawee 9 Riverside 9 Sparta 8 1/2 Oakland County 8 1/2 Brick 10 Edam 10 Leiden 10 Limburger 15 Pineapple 20 Sap Sago 18

Chicory. Bulk 5 Red 7 CHOCOLATE. Walter Baker & Co.'s. German Sweet 22 Premium 31 Breakfast Cocoa 42

CLOTHES LINES. Cotton, 40 ft, per doz 1 00 Cotton, 50 ft, per doz 1 20 Cotton, 60 ft, per doz 1 40 Cotton, 70 ft, per doz 1 60 Cotton, 80 ft, per doz 1 80 Jute, 60 ft, per doz 80 Jute, 72 ft, per doz 95

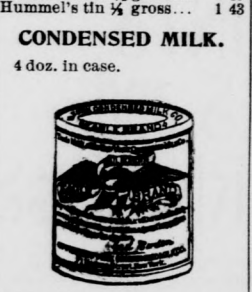
CLOTHES PINS. 5 gross boxes 45 COCOA SHELLS. 20 lb bags 2 1/4 Less quantity 3 Pound packages 4 CREAM TARTAR. Strictly Pure, wooden boxes 35 Strictly Pure, tin boxes 37 Tartarine 25

COFFEE. Green. Rio. Fair 18 Good 19 Prime 21 Golden 21 Peaberry 23 Santos. Fair 19 Good 20 Prime 22 Peaberry 23 Mexican and Guatemala. Fair 21 Good 22 Fancy 24

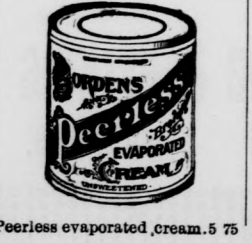
Maracaibo. Prime 23 Milled 24 Java. Interior 25 Private Growth 27 Mandehling 28 Mocha. Imitation 25 Arabian 28 Roasted. Quaker Mocha and Java 29 Toko Mocha and Java 28 State House Blend 23

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

CONDENSED MILK. 4 doz. in case.



N. Y. Condensed Milk Co.'s brands. Gall Borden Eagle 7 40 Crown 6 25 Daisy 5 75 Champion 4 50 Magnolia 4 25 Dime 3 35



Peerless evaporated cream 5 75



COUPON BOOKS. Tradesman Grade. 50 books, any denom 1 50 100 books, any denom 2 50 500 books, any denom 11 50 1,000 books, any denom 20 00 Economic Grade. 50 books, any denom 1 50 100 books, any denom 2 50 500 books, any denom 11 50 1,000 books, any denom 20 00 Universal Grade. 50 books, any denom 1 50 100 books, any denom 2 50 500 books, any denom 11 50 1,000 books, any denom 20 00 Superior Grade. 50 books, any denom 1 50 100 books, any denom 2 50 500 books, any denom 11 50 1,000 books, any denom 20 00

Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books 1 00 50 books 2 00 100 books 3 00 250 books 6 25 500 books 10 00 1000 books 17 50 Credit Checks. 500, any one denom'n 3 00 1000, any one denom'n 5 00 2000, any one denom'n 8 00 Steel punch 75

DRIED FRUITS- DOMESTIC Apples. Sundried @ 3 1/2 Evaporated 50 lb boxes @ 4 1/2 California Fruits. Apricots 9 Blackberries 15 Nectarines 5 1/2 @ Peaches 5 @ 1 1/4 Pitted Cherries 8 1/2 @ Prunelles 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 @ 1/4 cent less in bags Raisins. London Layers 1 25 Loose Muscatels 2 Crown 4 1/2 Loose Muscatels 3 Crown 5 1/4 Loose Muscatels 4 Crown 6

FOREIGN. Currants. Patras bbls @ 4 Vostizzas 50 lb cases @ 4 1/4 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 @ 6 1/4 Sultana 1 Crown @ 8 Sultana 5 Crown @ 8 Valencia 30 lb boxes @

EGG PRESERVER. Knox's, small size 4 80 Knox's, large size 9 00

FARINACEOUS GOODS. Biscuitine. 3 doz. in case, per doz 1 00 Farina. Bulk 3 Grits. Walsh-DeRoo Co.'s 2 00 Hominy. Barrels 3 25 Flake, 50 lb. drums 1 50 Lima Beans. Dried 4 Maccaroni and Vermicelli. Domestic, 10 lb. box 60 Imported, 25 lb. box 2 50 Pearl Barley. Common 1 1/4 Chester 2 1/4 Empire 2 3/4 Peas. Green, bu 90 Split, per lb 2 1/4 Rolled Oats. Rolled Avena, bbl 3 75 Monarch, bbl 3 50 Monarch, 1/2 bbl 1 88 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 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 6 50 Holland white hoops bbl 6 50 Norwegian Round 100 lbs 2 30 Round 40 lbs 1 10 Scaled 10 1/2 Flackerel. No. 1 100 lbs 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 90 lbs 4 Family 10 lbs 5 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 50 5 75 2 00 40 lbs 2 90 2 60 1 10 10 lbs 80 73 35 8 lbs 67 61 31

FLAVORING EXTRACTS. Jennings'. D. C. Vanilla 2 oz. 1 20 3 oz. 1 50 4 oz. 2 00 6 oz. 3 00 No. 8 4 00 No. 10 6 00 No. 3 T. 2 00 No. 4 T. 2 40 D. C. Lemon 2 oz. 75 3 oz. 1 00 4 oz. 1 40 6 oz. 2 00 No. 8 2 40 No. 10 4 00 No. 2 T. 80 No. 3 T. 1 35 No. 4 T. 1 50



FLY PAPER. Tanglefoot. "Regular" Size. Less than one case, per box 32 One to five cases, per case 2 75 Five to ten cases, per case 2 55 Ten cases, per case 2 55 "Little" Tanglefoot. Less than one case, per box 13 One to ten cases, per case 1 45 Ten cases, per case 1 40

GUNPOWDER. Rifle-Dupont's. Kegs 4 00 Half Kegs 2 25 Quarter Kegs 1 25 1 lb cans 30 1/2 lb cans 18 Choce Bore-Dupont's. Kegs 4 00 Half Kegs 2 25 Quarter Kegs 1 25 1 lb cans 34 Eagle Duck-Dupont's. Kegs 8 00 Half Kegs 4 25 Quarter Kegs 2 25 1 lb cans 45

HERBS. Sage 15 Hops 15 INDIGO. Madras, 5 lb boxes 55 S. F., 2, 3 and 5 lb boxes 50 JELLY. 15 lb palls 35 17 lb palls 44 30 lb palls 65 LYE. Condensed, 2 doz 1 20 Condensed, 4 doz 2 25 LICORICE. Pure 30 Calabria 25 Sicily 14 Root 10

MINCE MEAT. Ideal, 3 doz. in case 2 25 NEW ENGLAND MINCE MEAT. Mince meat, 3 doz in case 2 75 Pie Prep. 3 doz in case 2 75 MATCHES. Diamond Match Co.'s brands. No. 9 sulphur 1 65 Anchor Parlor 1 70 No. 2 Home 1 10 Export Parlor 4 00 MOLASSES. Blackstrap. Sugar house 10 @ 12 Cuba Baking. Ordinary 12 @ 14 Porto Rico. Prime 20 Fancy 30



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. Babbit's 4 00 Penna Salt Co.'s 3 00 RICE. Domestic. Carolina head 6 1/4 Carolina No. 1 5 Carolina No. 2 4 1/4 Broken 2 1/4 Imported. Japan, No. 1 5 Japan, No. 2 4 1/4 Java, No. 1 4 1/4 Java, No. 2 4 1/4 Patna 4

SALERATUS. Packed 60 lbs. in box. Church's 3 30 Deland's 3 15 Dwight's 3 30 Taylor's 3 00 SAL SODA. Granulated, bbls 1 10 Granulated, 100 lb cases 1 50 Lump, bbls 1 10 Lump, 145 lb kegs 1 10 SEEDS. Anise 13 Canary, Smyrna 6 Caraway 10 Cardamon, Malabar 80 Hemp, Russian 4 Mixed Bird 4 1/2 Mustard, white 6 1/4 Poppy 8 Rape 4 Cattle Bone 20 SNUFF. Scotch, in bladders 37 Maccaboy, in jars 35 French Kappes, in jars 43 SYRUPS. Corn. Barrels 14 Half bbls 16 Pure Cane. Fair 16 Good 20 Choice 25 SPICES. Whole Sifted. Allspice 9 1/2 Cassia, China in mats 10 Cassia, Batavia in bund 15 Cassia, Saigon in rolls 32 Cloves, Amboyna 15 Cloves, Zanzibar 10 Mace, Batavia 70 Nutmegs, fancy 65 Nutmegs, No. 1 80 Nutmegs, No. 2 55 Pepper, Singapore, black 10 Pepper, Singapore, white 20 Pepper, shot 16 Pure Ground in Bulk. Allspice 10 @ 15 Cassia, Batavia 17 Cassia, Saigon 35 Cloves, Amboyna 15 Cloves, Zanzibar 10 Ginger, African 20 Ginger, Cochon 20 Ginger, Jamaica 22 Mace, Batavia 60 @ 75 Mustard, Eng. and Trieste 20 Mustard, Trieste 25 Nutmegs 40 @ 60 Pepper, Singapore, black 9 @ 12 Pepper, Singapore, white 15 @ 18 Pepper, Cayenne 17 @ 20 Sage 18 "Absolute" in 1/2 lb. Packages. Allspice 55 Cinnamon 75 Cloves 70 Cloves, Cochon 75 Mace 20 Mustard 75 Nutmegs 20 Pepper, cayenne 75 Pepper, white 75 Pepper, black shot 60 Saigon 1 50 "Absolute" Butchers' Spices. Wiener and Frankfurter 16 Pork Sausage 16 Bologna and Smoked S'ge 16 Liver S'ge and H'd Cheese 16

Hardware

Dingy Store Doomed—The Hardware Burglar—Window Display.

Correspondence Hardware.

The dingy, antiquated, obscure hardware store is doomed. The sooner the dealer will modernize his surroundings the better chance he will have to compete with others. The fittest only will survive, and no other truism can be applied with so much aptness to the present times. The modern loves light, neatness, cleanliness, attractiveness; if you can add splendor and elegance so much the better. Some dealers deplore what they are pleased to call "the disintegration of the hardware trade." They say that the department stores are causing their ruin. Their surroundings would bear out their statement. They do business at the "old stand," it is true; and an old one it is, too. No windows for display; old, worm-eaten fixtures; poor light and ventilation, old methods and inadequate accommodations in general. And then these people expect to do business and prosper these times. Here is where a trade publication can do infinite good. I could name scores of dealers who, after reading its hints as to modern shop-keeping, hastened to make such improvements as were within their reach, and the result was almost magical. Attractive window displays brought to them trade which they could not have reached otherwise, and the pleasant interior surroundings left their impress on the future intentions of these buyers. It requires no fortune to own a modern store. Anyone, be his capital ever so limited, can do something toward beautifying his surroundings. If you cannot afford elegance, choose neatness. Be cleanly above all, and employ your spare time in keeping off the dust. Dust seems to be very partial to hardware stores; it needs constant attention. Dust has killed more of your trade than anything else, probably. Keep yourself, your wares and your customers dustless, and make such modern improvements as you can, and you will soon have cause for less croaking. To lay claim to success, nowadays, you must not only be progressive yourself, but educate the public to be progressive. This can be accomplished by a modern store and stock and by judicious advertising.

Refrigerators! Who doesn't own a refrigerator nowadays? It wasn't very long ago when a refrigerator was a luxury, only accessible to the moneyed few. But the evolution of the household refrigerator has been rapid. It has been perfected in miniature and major forms, and so many manufacturers have gone into the industry that prices no longer debar any hardwareman from carrying a generous stock.

The bicycle auxiliary industry is fast adding to its greatness and comprehensiveness. Many manufacturers who were running unprofitable plants, and a great number of the outclassed small machine shop owners, are drifting into it. Thus the monopoly on bicycle parts is a foregone impossibility.

Burglars show a partiality for country hardware stores. Every day one may read of such a raid. Revolvers and pocketknives seem to be the favorite plunder—articles which the depredate tramps can easily carry and dispose of. In some towns they are talking of burglar vigilance committees, so frequent have the raids become. It seems as though the hardwaremen could adopt more practical means. Electrical devices are plentiful, and there are many burglar-proof appliances known to the trade. Since all of the entrances are made through windows and transoms, or by means of false keys, one would think the hardwareman would not be at a loss to prevent them by means in his very possession, or to be had by consulting a catalogue or traveler.

Effective window displays have been the means of saving shop-keepers from bankruptcy and making new enterprises

successful. About three years ago I persuaded a High street retailer in Columbus, Ohio, to tear out his old, flat, unattractive front and put in two display windows, set between a V-shaped entrance. This is one of the most approved store front types of the day. Space not allowing of a double window, a single window may be arranged with the V-shaped entrance at one side. A still further improved idea is one window and two such entrances, one at each side. It all depends on the complexion of the store and the neighborhood. Your sense of symmetry, beauty and vantage must be the judge. The improvement made, my Columbus retailer laid out his plans for systematic window displays. A modern hardware stock is so comprehensive that effective individual displays can be made weekly, aye daily; suffice it weekly. The first few weeks were devoted to the display of tools. The plural, tools, embodies an almost endless variety of articles, admitting of all manner of promiscuous and classified displays. The latter are, of course, the proper thing. There was a bulletin board on the sidewalk. Anything new that intervened during these displays was posted on this board, either in the form of a patent office, trade journal, manufacturer's or agent's report, providing there was any importance attached to it. Others paste such things in the windows or about the stoves, but this manner of placarding ought to be eschewed. These tool displays brought to my Columbus retailer customers he could not have reached otherwise; in short, he laid the foundation of a trade which has endured ever since. When the year was up and his plan of displays was worked out, his business had increased about 35 per cent. For the then ensuing year he laid out another plan, i.e., he supplemented the original plan with concomitant features. For instance, during carpenter-tools display week, a dummy representing a carpenter headed the display, as it were, and so on through the whole category of tools and other articles of hardware that admitted of practical industrial representations. These dummy figures entail but a small expense, once you have mastered the window dresser's art. The same plan is being repeated the current year save that live, in lieu of dummy, figures are the attraction whenever feasible. Electricity and hydraulic power are employed whenever an object is to be forcibly represented or illustrated; and even this expense is slight in comparison with the returns it will bring. Simultaneously with this window display propaganda, my Columbus retailer is exploiting printers' ink. He has selected two dailies and a weekly to help him carry out his idea of modern shop-keeping. Whenever a display is renewed, a few clear lines tell you what the display is made of, or what it offers, in a way to interest you. "For incidental novelties see the bulletin board," is the only "standing" note in these ads. It goes without saying that coal oil or gasoline light does not reflect these displays. Erstwhile modernly equipped gas jets resemble the luminary effects, but incandescent and arc lights have latterly supplanted them. What my Columbus retailer has accomplished in the way of interior modernization is another chapter. My lesson was window displays, that brought my Columbus subject to the realization that modern shop-keeping can't be a whole success without them.

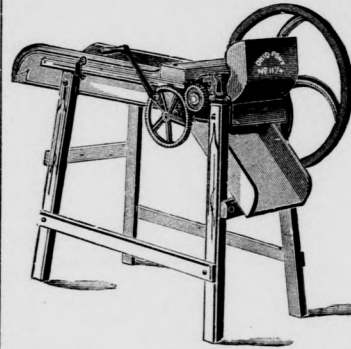
The annual census of Kansas, taken under state authority, has recently been compiled for 1896. It shows that the population of the State is only 1,336,659. This is less by 90,000 than it was six years ago.

It is cheerful to read that a man named Coffin has been sent to the penitentiary for wrecking a bank in Indiana. The undertaking was too much for him.

What is that which Adam never saw, never possessed and yet gave two to each of his children? Parents.

A large number of hardware dealers handle

THE OHIO LINE FEED CUTTERS



OHIO PONY CUTTER

Fig. 783. No. 1134.

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 1 1/4 inch knife, and by very simple changes makes four lengths of cut.

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

ADAMS & HART, General Agents, Grand Rapids

HEADQUARTERS FOR POTATO TOOLS



POTATO DIGGING FORKS.
POTATO SHOVELS.
POTATO FORKS.

FOSTER, STEVENS & CO.,

GRAND RAPIDS, MICH.

The Hardware Market.

General trade has developed but little of especial interest. But few changes are being made in prices. September trade, however, shows a marked improvement over August, although the volume of business is not up to that of former years. The demand for seasonable goods, however, is greatly improved, but retail dealers are still adhering to the policy of buying only in small quantities. The result of this limited buying is beneficial to the jobber in many instances, as retailers who formerly would send orders direct to the factory are getting their supplies from the jobber. The jobber is also pursuing the same policy of moderate buying, waiting to see what effect the result of election will have upon general trade. The prices on all goods still remain low and manufacturers are not disposed to do any cutting in order to increase their volume of business, as it would be useless. It is hoped that there will be a better business as the season advances, especially in view of the greater confidence with which the financial and political situation is regarded.

Wire Nails—There is, perhaps, a slight improvement in the demand for nails, but it is exceedingly limited. Dealers are holding back their orders as much as possible, in view of the uncertainty with regard to price. The manufacturers are to hold another meeting this week and their action is awaited with great interest by the trade in general. In some large jobbing centers the Association price on nails is being extremely cut, and whether they will be able to bring them into line and have them resume the Association price, or be obliged to make a cut to compete with the few factories that are still outside the Association, is the question for them to decide at their present meeting. The jobbers who are adhering strictly to Association price quote wire nails at \$2.85 from stock and \$2.65 at mill.

Barbed Wire—But little trade is being done in this line of goods and prices remain about as last quoted. Many manufacturers are out soliciting orders for spring business, but jobbers, as well as retailers, are not inclined to place orders at this early day. We quote to-day: Painted barbed wire, \$1.55 at mill, \$1.75 from stock; galvanized barbed wire, \$1.85 at mill, \$2.10 from stock; No. 9 plain wire, \$1.30 at mill, \$1.50 from stock; and all other sizes taking the regular advance.

Wrought Iron Pipe—The manufacturers of this article, becoming tired of the low prices prevailing, are endeavoring to effect a combination, so that they will be able to get better figures. At present, nothing has been done, and prices remain in their former low condition.

Window Glass—It is not believed that any of the window glass factories will start in blast until after election, but, notwithstanding that fact, and also that stocks are low in all parts of the country, there is no indication of any higher prices being quoted. We quote at present window glass by the box, 70 and 5 per cent. to 70 and 10 per cent.; by the light, 10 per cent. extra.

Sheet Iron—The demand for sheet iron is fairly good, although there is but little change to note in prices. Galvanized iron continues weak and we quote at present, for fairly assorted orders, 75 to 75 and 10 per cent. discount from the list.

Coil Chain—The recent combination of all chain manufacturers resulted in material advances on all grades and

qualities of chain. To give an idea of the present market, we quote price on 3/8 inch chain in the following different grades, as follows: Proof chain, \$4.75; B. B., \$5.75; B. B., 8c; special steel loading, 10c. It is believed that these prices will be firmly held during the season.

Advertising at Fairs.

C. M. Harger in Printers' Ink.
One of the leading Western manufacturers of machinery last year spent \$6,000 in advertising material used at the county and state fairs of the Western States. This year he will not spend anything. The result was not what he looked for and the reason he attributes to the manner in which he put out his money. The chief item of his expenditures was a line of little booklets that were given to the people as they passed his exhibit. But there were in the paths of the grounds hundreds of these, which the recipients had thrown away after receiving them. Other hundreds and perhaps thousands were never received by people who could or would read them, while a vast amount more were thrown away on the way home and so never made a convert.

This experience is by no means a strange one. The firms that have made the closest study of the art of advertising at the fairs are almost unanimous in the opinion that there is a great waste of material in such work. The character of the crowds may be of the kind to seize the propositions presented, but there is not the disposition to study the mass of books and pamphlets given out by the exhibitors.

"I have noticed," said a prominent plow manufacturer, "that the children are the ones who gather the advertisements at the fairs, and we have ceased to give out any. The children keep the ones that have the brightest pictures and take them home to play with, but it does not pay. Too much of this kind of material is put out and the people are burdened with it. I instructed my agents to give the material only to the grown folks and to see that they put it in their pocket, but it was a failure."

So we decided to give only to those who had interest enough to come to the exhibit and examine what we had to sell. Then we were sure that we had given the stuff to persons who would appreciate it. That is the only way not to waste a great portion of it.

One advertiser estimates that fully three-fourths of the advertising matter put out at the fairs is wasted. The plans to make the recipients read the matter put into their hands have been many and ingenious but none has been entirely successful. It may be considered that the old way of giving out unlimited supplies to every passer in the crowd is both expensive and unprofitable. The big motto which urges the visitor to "ask for descriptive pamphlet" is one of the best ways to get the right people interested, but it is found that only a small portion of the crowd will stop for such an errand.

Probably one of the best devices is the small puzzle that is of sufficient attractiveness to cause the recipients to take it home. If it is too easy, however, it will be solved and thrown away. One firm that secured a large amount of these was grieved to find the walks and drives of the grounds at the first fair where they were used strewn with them. They sent to the home office the rest of them and had the lot sent to the stores with the shipments of goods.

Whether signs and posters do any good at fairs is a question that is not settled yet. That they are very much in evidence is patent, but some advertisers are of the opinion that they are not read, as the people are too busy sight-seeing. Many committees will not allow these signs and the modest ones over the exhibits are the only addresses to the public eye that the exhibitors can secure. By far the best advertisement is an exhibit that the passers-by will remember. They go home to talk of it, as did the Centennial attendants about the "Butter woman." Money spent on the decoration of the exhibit is usually better used than in printed matter to be given away.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings, genuine.....	25&10
Jennings, imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60
Carriage new list.....	65 to 65-10
Plow.....	40&10
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70
Wrought Narrow.....	75&10
BLOCKS	
Ordinary Tackle.....	70
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 Sliks.....	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 55
Corrugated.....	1 25
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	
No. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&16
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
NAILS	
Advance over base, on both Steel and Wire.....	
Steel nails, base.....	2 80
Wire nails, base.....	2 85
10 to 60 advance.....	50
8.....	60
7 and 6.....	75
4.....	90
3.....	1 20
2.....	1 60
Fin 3.....	1 60
Case 10.....	65
Case 8.....	75
Case 6.....	90
Finish 19.....	75
Finish 8.....	90
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, Aeme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60

PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages 1/2c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 15
Blacksmith's Solid Cast Steel Hand.....	30c list 40&10
HOUSE FURNISHING GOODS	
Stamped Tin Ware.....	new list 75&10
Japaned 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	
Nos. 10 to 14.....	com. smooth. com. \$3 30 \$2 40
Nos. 15 to 17.....	3 30 2 40
Nos. 18 to 21.....	3 45 2 60
Nos. 22 to 24.....	3 55 2 70
Nos. 25 to 26.....	3 70 2 80
No. 27.....	3 80 2 90
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SAND PAPER	
List acct. 19, '86.....	dis 50
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's.....	70&10&10
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 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 1/4
Per pound.....	6 1/4
SOLDER	
1/2@1/2.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, } per pound... 9	
14x56 IX, for No. 9 Boilers, }	

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

OTTO C. J. BERNTHAL JOHN T. F. HORNBURG
New York Electro Plating & Mfg Co.
Electro Platers in GOLD, SILVER, NICKEL, BRASS and BRONZE; also LACQUERING.
Gas Fixtures Refinished as Good as New.
West End Pearl St. Bridge. Citizens Phone, 1517.
3 doors South of Crescent Mills. GRAND RAPIDS, MICH.

GOTHAM GOSSIP.

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

Special Correspondence.
New York, Sept. 25—The coffee market has shown some interest to buyers this week. We have had quite a contingent of buyers here and they came from all parts of the country. Everything indicates that stocks in the interior are light and that buyers are ready to pay the regular rates. It is a good time to buy and whether there will be a more favorable opportunity time alone can tell.

Rio No. 7 is quotable at 9 3/4c. About 500 bags of the same grade were sold at a figure understood to be 9 1/4c cost and freight. Afterwards the market was reported firmer and it is very doubtful whether this sale could be duplicated. In mild sorts good cutatas are almost scarce and the market is decidedly firm. As to the amount of Rio coffee afloat it is considerably less than at this time last year, being 482,798 bags now, against 618,715 bags then.

The refined sugar market has remained unchanged for a longer period than at any time since the refiners combined. Week after week passes and quotations are the same. Raw sugars are firmer and, if the rate keeps up, we may expect a corresponding advance in refined. The demand for refined is just about steady and purchases are made in a way that indicates no particular anxiety about buying ahead of present wants. Granulated, 4 3/4c.

Tea orders have mostly been by mail and of small importance. If we see any improvement one week, it seems to dwindle away during the next seven days and things move along in the usual dull channel. The one thing which gives any encouragement is the fact that orders are numerous, even if they are small. Enquiry shows very few interior dealers with surplus stock and it is hoped that later on we shall see a more encouraging state of affairs.

The rice market is strong and dealers are making money. The demand comes from every point and for liberal amounts. This is true, also, at primary points and the probabilities are that we shall have a good trade right along.

Nothing has transpired during the week of special note in spices. The market maintains the even tenor of its way. Sales are making of small quantities, but orders come frequently and, as the season advances, the outlook grows brighter. Prices are as low as at any time in the history of the trade.

The molasses market is very quiet, yet it has been duller. Orders are coming in probably as well as could be expected, and for such demand the quotations are firmly held.

A better business has been done in syrups than during several weeks previously and the feeling is one of considerable strength. Buyers are chiefly from the country. A little trading has been done for export, but, as a rule, foreign demands are easily met.

The prospects are that the pack of tomatoes will be very much smaller than for several years. The market in all lines is sluggish, although for the better labels of tomatoes the feeling is firmer. The money market has been one great cause of dull trade, as rates have ruled very high. A number of factories have failed and, altogether, the canning business seems to be taking a rest. Perhaps the rest is sadly needed, for if any branch of trade has been sick it is that of canned goods.

California dried fruits are in better request and, as it becomes evident that prices on certain lines must advance, the orders become more numerous. It is said that there will not be over 350 cars of apricots in all and that there are not over fifty left on the coast. Should these reports be true, the prospects are that we shall see a very marked advance in the price of this fruit. Domestic dried fruits, apples, etc., are rather dull, but this is to be expected at this time.

Butter is dull, or "nearly so." The demand is just sufficient to keep things from collapsing entirely. Best Western

creamery is held at 15 1/2c and the descent from this is sudden.

Cheese dealers are trying hard to keep up a bold front, but the chances are seemingly adverse. The week has shown no animation, either for export or domestic use. State large full cream is quotable at 9c.

Western eggs are worth from 17 1/2@18c. The demand is good and the market gives indication of remaining firm right along. Eggs pay better than butter or cheese now.

Lemons are dull and first Malagas brought at auction about one-third as much as last year. They were mostly withdrawn. Oranges are in rather light supply and are selling slowly.

Competition breeds ideas. The advent of a brand new department store has led an old firm in the same line to add an annex, one feature of which is a large room set apart as a reading room for men, supplied with the magazines and daily papers and conveniences for smoking. Writing tables and stationery are also among the furnishings of the room, which is planned to provide a pleasant and luxurious lounging place. The women are not getting all the good things in this direction, even if they are the best shoppers.

Traffic on the New York division of the Pennsylvania has become so great that even with its four tracks the facilities of the line are taxed to their utmost, consequently the company has decided to shorten the New York division by extending the Bustleton branch to a connection with the main lines. All the fast through trains will run over the shorter route.

A good many physicians here make their calls on bicycles. The old practitioners who have snug bank accounts still stick to their carriages, but the rising men of the profession go about on the wheel and make better time. And the wheel is keeping the medical profession busy.

Here's a quaint species of revenge: Some time ago a young woman brought a breach of promise suit against a Brooklyn millionaire. He's fighting the case for all he's worth. Recently she began an engagement at a music hall here, and one of the features of her performance is a perusal of the letters she alleges the millionaire clubman sent her.

Persons addicted to the bicycle habit are only beginning to learn the possibilities thereof. An inventor in Brooklyn is going to make the wheel soar in the air for any distance. He claims that he can go to Europe on his wheel in two days, and the officials of the patent office in Washington have become impressed with his plans. They have issued to the inventor a patent. With eight wings of steel and silk, justified to the likeness of those of a bird, this new invention is going to attempt a revolution in the bicycle business. The machine will weigh twenty-eight pounds and the wings fifty-seven pounds, making a total of eighty-five pounds. The steel and silk wings are now being made and will be ready for trial in a few days.

The women of Holland and Belgium, who make their linen so beautifully white, use refined borax instead of washing soda, in the proportion of one large handful of borax powder to about ten gallons of boiling water. Thus they save in soap nearly half. Its effect is to soften the hardest water, and, therefore, it should be kept on every toilet table. It is good for cleansing the hair; is an excellent dentifrice; combined with tartaric acid and carbonate of soda, it is a cooling beverage. Good tea cannot be made with hard water, but all water may be made soft by adding a teaspoonful of borax powder to an ordinary-sized kettle of water, in which it should boil. The saving in the quantity of tea used will be one-fifth.

Less tobacco is consumed in Great Britain, in proportion to the inhabitants, than in any other civilized country. The average is 23 ounces per annum for each person.

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—IMPROVED 80 ACRE FARM IN Oceana county; or would exchange for merchandise. Address 389 Jefferson Avenue, Muskegon. 110

WANTED TO SELL—SMALL STOCK GROCERIES; best location in Muskegon for cash trade. Address 243 West Western Avenue, Muskegon. 109

FOR SALE—THE BEST DRUG STORE IN Petoskey, Mich.; invoices about \$6,000; annual sales, over \$10,000; owner has other interests demanding all his time. Will exchange part in Grand Rapids real estate. Particulars for stamp. The Fisk Pharmacy, Petoskey. 108

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

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

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

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. 80

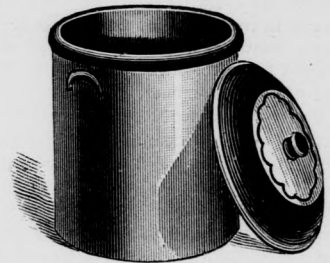
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BUTTER, EGGS, POULTRY AND VEAL Shippers should write Cogle Brothers, 178 South Water Street, Chicago, for daily market reports. 26

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

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Butters 1/2 gal., per dozen	50
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Churns (covers count as one gal.) per gal.	05 1/2
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Milk Pans, 1/2 gal., r'd or flat bottom, doz.	50
Milk Pans, 1 gal., r'd or flat bottom, each	05 1/2
Milk Pans, 1 gal., extra fine glaze, each	06 1/2
Jugs, 1/2 gal., per dozen	60
Jugs, 1 to 5 gal., per gal.	06 1/2
Tomato Jugs, 1/2 gal., per doz.	70
Tomato Jugs, 1 gal., per doz.	84
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Your advertisement into the trade getter,
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Warner's Oakland Co. Brand is reliable and of superior quality. Try it and you will use no other.

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

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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.

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

Pumps and Well Supplies.
Hot Air Furnaces.

Best equipped and largest concern in the State.

WE 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

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

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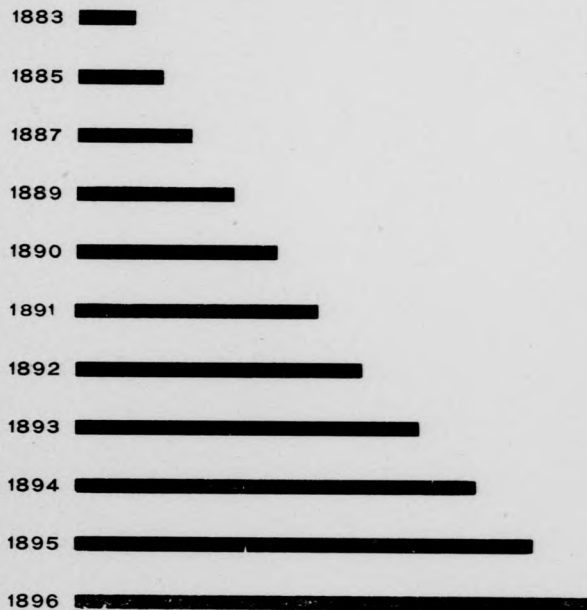
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BULK WORKS at Grand Rapids, Muskegon, Manistee, Cadillac, Big Rapids, Grand Haven, Traverse City, Ludington, Allegan, Howard City, Petoskey, Reed City.

Highest Price paid for Empty Carbon and Gasoline Barrels

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.

It's not what You Pay for a Scale But what the Scale Pays You



Pound and Ounce Scales cost less but they Lose You Money.
Dayton Computing Scales cost more but they Make and
Save You every month more Money than they cost.

What Kind Are You Using?

Write for catalogue and prices of our money savers.

THE COMPUTING SCALE CO., Dayton, Ohio, U. S. A.



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

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Grand Rapids, Mich.

A COOKING SCHOOL



now exists which, recognizing the importance of having plenty of pure milk on hand for cooking purposes, has found its requirements fully met by

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Prepared and guaranteed by the New York Condensed Milk Co.

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