

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS. \$1 PER YEAR

Volume XIV.

GRAND RAPIDS, WEDNESDAY, OCTOBER 7, 1896.

Number 681

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.

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**

We have an immense line of

DUCK, MACKINAW AND KERSEY
COATS, KERSEY PANTS, LUMBERMAN'S SOCKS, MITTENS,
BLANKETS AND COMFORTABLES.

VOIGT, HERPOLSHEIMER & CO.,
WHOLESALE DRY GOODS,
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Our Fall Lines of

Dry Goods, Notions and Men's Furnishings

Are now in, complete and ready for inspection.

STEKETEE & SONS.

GRASS SEEDS

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

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

ONLY FRESH CRACKERS

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

CHRISTENSON BAKING CO.
GRAND RAPIDS, MICH.

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.

LEADING BROOMMAKERS OF MICHIGAN



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

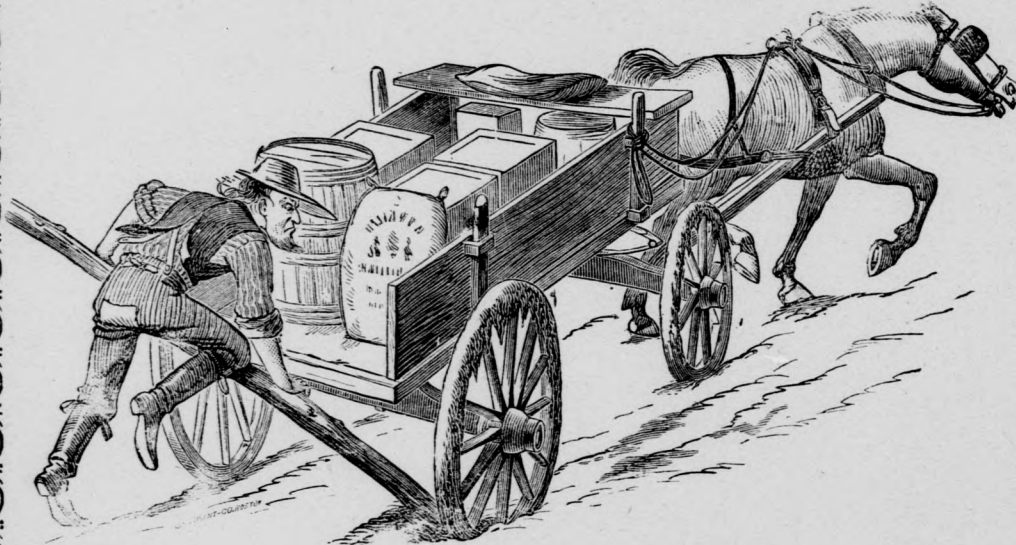
CHAS. MANZELMANN, Factory and Office: 741-740 Bellevue Ave., DETROIT, MICH.

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.

Get Out of the Old Rut



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

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

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

TRADESMAN COMPANY,

GRAND RAPIDS, MICH.

Travelers' Time Tables.

CHICAGO 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 10:30pm

Manistee, Traverse City and Petoskey.
Lv. G'd Rapids 7:20am 5:30pm
Ar. Manistee 12:05pm 10:25pm
Ar. Traverse City 12:40pm 11:10pm
Ar. Charlevoix 3:15pm
Ar. Petoskey 4:55pm

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

PARLOR AND SLEEPING CARS.
Chicago. Parlor cars on afternoon trains and sleepers on night trains.
North. Parlor 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

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

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

Westward.
For G'd Haven and Intermediate Pts. *7:00am
For G'd Haven and Muskegon +1:00pm
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., 4:48p.m., 10:00 a.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
Pt. 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 +8:10am +11:45am +4:00pm
Ar G'd Rapids 9:30am 12:55pm 5:20pm
+Except Sunday. *Daily.
A. ALMQUIST, 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

MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, OCTOBER 7, 1896.

Number 681

NOTICE TO HOOPMAKERS

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

ROUND & RACKED HOOP CO.,
423 Widdicomb 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 Widdicomb 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

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, Thursday and Friday, October 22d and 23d.

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.

Save Trouble
Save Losses
Save Dollars

Tradesman Coupons

MUST GO HIGHER.

Local Transportation Lines Unable to Afford Relief.

The discussion of the matter of freight rates and classification in recent issues of the Tradesman has brought out and emphasized a number of interesting points in the situation. While the general agents of the roads have manifested the utmost willingness to meet the requirements of the shippers, it has transpired that their positions are simply clerical and that nothing can be accomplished except through the central associations. This seems to be one of the penalties attaching to an overgrown railway system—the central organization must prepare and agree upon the freight schedules in a wholesale way, regardless of local or changing conditions during the time of each schedule; and in this work the important point is that the rates shall be arranged "one district against others, and are agreed to by all of the railroads." It seems that, if such division of districts works hardship to towns unfavorably situated as to the division of districts, it is not of so much importance as that the railroads should be agreed. The situation is indicated from the point of view of the roads by the reply of the Superintendent in the letter from Buck & Bolton—that "the product would have to be moved and the railroads would get the haul anyway."

This reply indicates the attitude taken by the roads in too many cases. Such a position is not the correct one. As in the case referred to, the produce is not moved, many times at the expense of rotting. The fact in the case is, the railroads are not sufficiently broad in their policy for their own welfare. The injury of a town or locality, even though the district affected be small, is a material damage to the railroads. Indeed, it is a serious result of wholesale combination on rates, classifications and districts that the individual roads do not leave themselves at liberty to meet the necessities of the producers in the territory on which their individual welfare ought to depend. In the long run the road which permits its territory to suffer will be the loser, even if it bolsters up its present receipts by a balancing of districts.

To return to the question of classification, the same suggestion is in point. Potatoes are the leading production in a large portion of the northern part of Michigan. To conserve their best interests, through the building up of those of the producer and shipper, the roads should be able and willing to make rates which will move the product. For the best interests of all concerned there must be co-operation to this extent, and if universal rules and classifications prevent such co-operation to the serious injury of the territory affected, it is too great a price for the road to pay for its share in the central association.

Herewith is appended an interesting letter on the subject from a prominent shipping firm of Gaylord, and also a reply from the General Freight Agent of the G. R. & I., to some of the criti-

cisms in the last number of the Tradesman on his position in the previous number:

Grand Rapids, Oct. 5—Referring to recent complaints over freight rates and your comments thereon, I beg leave to state that, when I was talking with your representative about some reduced rates having been made on potatoes, I had Grand Rapids particularly in mind, which was explained, and my statement was correct. I also told him that there had been some advances in rates made. This is true from stations north of here, although perhaps reductions from such stations have not been made to quite the extent as from the Grand Rapids group. It would take much work and detailed checking of the various tariffs to fully decide this question. The rates from all points in Michigan have been fairly aligned, one district against others, and are agreed to by all of the railroads.

As has been previously explained, all of these matters of through rates are regulated by Central Freight Association and Joint Traffic Association, made up of nearly all roads in the territory north of the Ohio River and between the Mississippi River and Atlantic Ocean. If shippers have grievances or wish to make appeals, they will be received by those Associations, and shippers can present them direct or can do so through the general freight agents of the railroads.

In regard to blocking of Northern Michigan territory, referring particularly to the Morley case, I wish to say that I received the committee having this matter in charge and explained the situation fully to them. I have since had a conference with a committee from Sand Lake, fully explaining the situation to them. Perhaps there may be other points that feel that they are not properly placed in the right group. This is a difficult matter to handle satisfactorily to all concerned, but the rates, as at present adjusted, seem to be fair and do not, generally, discriminate for or against any particular section.

Any further consideration of this matter should be through the medium of our Association, as explained above.

E. C. LEAVENWORTH,

General Freight Agent G. R. & I.

Gaylord, Sept. 30—In the Michigan Tradesman of Sept. 23 we notice an article on classifications, which we have long considered to be of vital importance to the shippers and farmers of the northern part of the State. Our farming localities are being paralyzed by their inability to dispose of their products. There is no question but that in the near future legislation will take hold of this matter. We note that one contributor to the issue referred to says he thinks it did not make a difference of ten carload shipments on account of the temporary concession made last season. In our locality 100,000 bushels of potatoes rotted in the cellars and pits on account of the excessive freight rate. We had good orders for the product, but could not fill them on this account. We brought the matter before the Division Superintendent of the Michigan Central R. R., carefully explaining the situation, and his reply was similar to those recently published in the Tradesman—that the product would have to be moved and the railroads would get the haul anyway. It proved different, however. The farmers suffered the loss of their potatoes and the railroads lost the haul of about one-half of the crop.

We trust you will continue to give this matter consideration and try and see if

something cannot be done for Northern Michigan this season, so that the crop can be marketed. BUCK & BOLTON.

The expressions of interest and concern in this matter from a large number of its correspondents warrant the Tradesman in the belief that not only ought something to be accomplished for the relief of the shippers, but that it can be accomplished. Of course, to do this, there must be concert of action. Individual attempts to deal with the organization controlling the freight traffic of the railroads must, necessarily, prove futile. Even delegations from localities suffering from discrimination may apply to the local agents and the only satisfaction likely to result is to have the "situation explained," as occurred in the case of those from Sand Lake and Morley. It would seem, from the manner in which the subject has been treated so far, that the duties of the local agents lie more in the direction of explaining situations, and thus keeping shippers quiet, than of affording means of securing the mutual interests of the roads and shippers, which would seem to be their proper province.

It is the intention of the Tradesman to act upon its conviction that something can be accomplished by an appeal to higher authority. To do this successfully it will be necessary to secure sufficient co-operation on the part of those whose interests are directly concerned. As a means to this end it earnestly invites the co-operation and assistance of its correspondents in the full expression of their views and suggestions in that direction.

It seems the young men of Spain are less patriotic than the sons of Cuba. The Spanish government, it is learned by advices from Madrid, is taking energetic measures to stop the emigration of lower and middle class families to which belong young men liable to military service. The government has learned that several thousand young men have gone to South America, France and Algeria because they were unable to pay the \$400 necessary to redeem themselves from serving with the army in Cuba. Eighteen thousand out of 80,000 men bought immunity in 1895, and there is evidence that fully as many have purchased exemption thus far this year.

Maceo has demonstrated to Weyler that the trocha is a rope of sand and that the Cubans can go wherever they choose on the island, outside of Havana. When they begin to make life in Havana at all uncomfortable, Weyler will try a gunboat for his headquarters, but well out of reach of the shore. Weyler is the most conspicuous military failure Spain has ever sent to Cuba.

Under a recent law passed by the New York Legislature no horseshoer can practice his trade in any town of 50,000 inhabitants within the State without having first received a certificate of examination before a special board appointed for the purpose. The board has just been appointed by Governor Morton.

Fruits and Produce.

News and Gossip of Interest to Both Shipper and Dealer.

The shippers who sustain heavy losses are usually the ones who have been looking for some receiver who will sell the goods for more than they are worth.

* * *

Those shippers who are not satisfied with prompt sales at market prices from the regular commission merchants of standing, and who are shipping to new or unknown houses at distant markets, should go slow. A shipper recently called at the Tradesman office to look up the standing of one of these houses, and learned that it had only \$500 capital. Yet he had already consigned the house \$350 worth of goods!

* * *

The use of parchment paper for lining butter tubs is constantly growing in favor. When a first-class quality is used it does not cost more than a half to three-fourths of a cent per tub. The principal objection shippers have to it is that it necessitates putting in small quantities of butter, about eight or ten pounds at a time. This takes a little more time and slightly more work, but the advantages are manifold. The benefit referred to is really in the interest of the shipper, for it insures close and solid packing and lessens the possibility of loss in making the test on imperfectly filled tubs when they are stripped. The parchment paper is of a much better quality now than that offered to the trade a number of years ago, and every shipper should use it.

* * *

I am pleased to note that there promises to be a general cut among Western lines in the freight rates for carrying dairy products. With butter selling in New York at 15 cents when ordinarily it is worth 20 to 25 cents at this time of the year, it is not unreasonable for producers to ask for a proportionate reduction in carrying charges. A telegram from Minneapolis announces that all lines have now met the Soo line's cut in rates on butter and eggs, carload shipments, carrying the reduction to Chicago local points. The new rate is 30 cents per 100 pounds on minimum carloads of 20,000, which the Soo lines applied to Mackinaw about a week ago, and the other lines applied to Chicago which carries the same rate. The reduction is 10 cents, and will have an appreciable effect in stimulating shipments of dairy products. Roads east of Chicago have no rates on carloads, handling butter and eggs entirely on second-class rates, while roads west of Chicago, handle these commodities as third-class in carloads, and second-class in less than carloads. The latter is not affected. Most dairy shipments are destined to Far Eastern points. The industry is becoming more important each year, demanding much of the attention of farmers which they formerly bestowed on wheat raising. Actual figures are hard to get, but dairy shipments to the seaboard this year are enormous and are estimated to be 30 per cent. to 40 per cent. heavier than at this time last year.

* * *

The wholesale butter and egg dealers and shippers of the country are invited to meet at Chicago Oct. 15 and 16 for the purpose of organizing a national association, having for its object the maintenance of living margins and the securing of deserved concessions from transportation lines and others.

Many dealers keep eggs in the cellar during the summer, that being the coolest place they can think of. They are often surprised to find that such eggs often addle more quickly than those kept in reasonably cool rooms upstairs. If the heat does not approach that of the setting hen, or 98 degrees, the germ of the egg will not waken into life. The keeping of eggs is more a matter of preserving them from foul odors than it is of heat and cold. The cellar is often damp and full of odors of decaying vegetables. The eggshell, being porous, absorbs these odors and the result is that the egg rots.

* * *

Nearly 80,000 barrels of California flour have been sent to England this year, but for the two years preceding there had been no shipments of this flour. The shipment of flour from Pacific ports in the United States to Japan, China, Siberia and Australia is also increasing in a much larger ratio. Formerly what San Francisco lost in these shipments was taken by the English ports, but the establishment of new steamship lines for freight from Portland in Oregon, and Seattle and Tacoma to Asiatic ports has kept the increasingly important flour export within the control of the United States shippers.

* * *

The Secretary of Agriculture estimates that this year's corn crop will reach the enormous amount of 2,235,600,000 bushels. The figures are incomprehensible. They mean that for every man, woman and child in the United States there will be gathered into barns this fall a fraction less than thirty-two bushels of the grain. This is but one product of our soil and, as we have a large surplus, corn will be exported by the shipload, and millions of needed dollars will thus be brought into the country.

Registered a Failure.

From the Cleveland Plain Dealer.
"I thought you said your cash register would prevent stealing?"
"So it will."
"It will, eh? The first day I put it in the saloon a couple of toughs held up my bartender and stole it. It's a nice preventer of dishonesty, I don't think."

Encouragement.

From the Chicago Tribune.
Daughter—Did you give Charley any encouragement?
Father—Well, I suppose it amounts to that. He called it a loan, however.

OATS HAY FEED Good market in Detroit. Write **F. J. ROHRIG, Jr.,** 693 Mack Ave.

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.

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.

MAYNARD & COON NURSERY AND SEED CO.,

WHOLESALE AND COMMISSION FRUITS AND PRODUCE.

Fancy cream butter a specialty.

WHOLESALE OYSTER PACKERS,

Telephone 1348.

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

H. M. BLIVEN,
WHOLESALE AND RETAIL FISH, POULTRY AND GAME.
OYSTERS
Sole agents for Farren's "F" brand 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.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Oct. 3, 1896—"The morning light is breaking, the darkness disappears," was the hymn one of our wholesalers was singing to-day as he was asked the usual questions. Every day shows something accomplished in the way of new business. Confidence is being established and the end seems to be already in sight—that is, the end of the long depression. Your correspondent has seen this week letters from leading wholesalers and manufacturers from Maine, New Hampshire, Massachusetts, New York, Pennsylvania, Ohio, Indiana, Illinois, Michigan, Nebraska, Oklahoma, Minnesota, Dakota, California and other states, and without exception they speak of better feeling, all indicating the greatest confidence in the future. Those who speak of the political situation at all are all for sound money; and the most ringing declaration on the subject is from Mr. A. E. Worden, President of the Worden Grocer Co., of Grand Rapids. No one need have any doubt as to where Mr. Worden stands. The bitterness of the campaign is shown by a letter from Mr. Jacob Furth, of St. Louis, who says that bigotry runs to the extreme this fall of making some customers withdraw their trade from those whose political opinions differ from theirs—retailers from wholesalers, that is.

Well, prices are firmer for some things and the same for others, and possibly lower for still others. Coffee can almost be placed among the latter. It is more than 5c per pound lower on the grade known as Rio No. 7 than it was a year ago. Some decline was looked for as long ago as that; but it is doubtful whether so great a falling off was anticipated. It is stoutly maintained that the statistical position does not warrant the present low price and that a reaction is very probable, but the fact remains that the price is low. The week has witnessed an ordinary volume of trade, and 10 $\frac{3}{4}$ c remains the rate for No. 7. Maracaibos have been in excellent request and the market is very firm.

The sugar market has been steady for raws and sales have been made on the basis of 3 1-16c for 96 test centrifugal. Refined is steady and quite a good business has been done, both by mail and personal sales. Indications are of only moderate stock in the hands of retailers generally.

In teas about the usual volume of business is going forward—nothing more. For some of the better lines there has prevailed a fair request. Prices are made to suit any purse.

Receipts of foreign rice are becoming larger and larger and from now on the supply will be sufficient to meet all demands. Trading has been active and the market shows a good deal of strength. Prices, however, are practically unchanged, and have remained at practically the same point for a long time.

No new developments have arisen in spices and the tone of the market is steady. Sales are being made rather more freely, perhaps, in some lines, but we observe little if any tendency toward higher prices.

Quite an unlooked-for demand has sprung up for molasses and the orders arriving indicate light stocks throughout a large section of the country. Buyers have been here in quite respectable numbers and do not grumble at the prices asked by dealers. Prime to choice open-kettle New Orleans is worth 32@37c.

Full prices are obtained in syrups and a very satisfactory volume of business has taken place during the week. The very best grades are in most demand.

Canned goods are quiet. Whatever may be said of the improvement in other lines, the fact remains that in this line the market is responding very slowly. The pack of corn and tomatoes has, practically, ended, and the prospects are that we shall have a greatly reduced output, and this may help, later on, to make the situation more favorable.

Lemons and oranges have met with

very small favor during the week, and in fact this is true of nearly all lines of foreign fruits. There is a better supply of oranges and we will, undoubtedly, have a better market to report within a fortnight.

Evaporated apples must be very fancy to bring over 5 $\frac{1}{2}$ c, and other lines lack animation. Apricots have been doing better and the chances are good for quite an advance before long.

Beans are firmer and the outlook is for well-sustained quotations for the remainder of the season. Beans have advanced about 2 $\frac{1}{2}$ c during the week and pea closed at about \$1.15, although some transactions have taken place at a rate said to be \$1.20. Red kidney, \$1.20@1.25; turtle soup, \$1.50.

The butter market is firm and best creamery is worth rather more than 16c, although this is the prevailing quotation. The demand is sufficient to keep the market well cleaned up and the outlook is for a good volume of trade right along. The quality of arrivals generally is very good.

Strictly fancy large size full cream cheese fetch 9 $\frac{3}{4}$ c and small sizes 9 $\frac{1}{4}$ c. The demand has been fairly active this week and dealers are confident that we shall have a good report hereafter. Some fair sized lots have been taken for export on a basis of 8 $\frac{3}{4}$ c for extra quality.

Fancy Western eggs are worth 18c and for near-by stock 20@22c is the prevailing mark. The supply is quite large but the demand seems to be "equal to the occasion" and dealers hold to the top quotations.

Breadstuffs and provisions are higher and the markets are full of interest. The Produce Exchange has not been so lively for many a day. Wheat is creating the greatest excitement and closed Friday at 72 $\frac{3}{4}$ c for Oct.

How the Merchant Frightened the Agent.

The life insurance agent entered the office with that assurance for which all his class are noted.

"Excuse me, sir," he said. "I called to ask you if—"

"Yes, yes, of course," interrupted the merchant, getting up and extending his hand. "I'm glad to see you, doctor."

"I beg your pardon, sir; you—"

"Oh, I know all about it," again interrupted the merchant. "Your professional air is a sufficient introduction. A man who has been an invalid as long as I have gets to know physicians by sight."

The agent tried again to suggest that there seemed to be some mistake, but he was unsuccessful.

"No explanation is necessary," asserted the merchant. "Dr. Smith has been our family physician for a long time, and I have every confidence in him, but he thought I ought to see a specialist, and I asked him to send one around. I'm glad you came."

"But, my dear sir—"

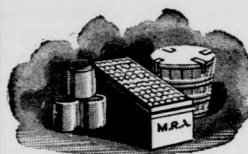
"I am inclined to look upon the bright side of things myself, and I think Dr. Smith rather exaggerates the seriousness of my trouble. I refuse to believe, you know, that I haven't over six months to live. However, if you agree with him, I suppose I'll have to be convinced. Do you want to sound my lungs first?"

"I don't think you—"

"Oh, well, it's immaterial to me. My left lung is practically all gone, anyway, and perhaps you'd better begin with the heart. That has always been weak, though, ever since I was a boy, and I don't think it is much weaker now than it was a month ago. It ought to be good for another year. Of course, you must remember, in diagnosing my case, that consumption runs in the family, and that my constitution has been more or less undermined by yellow fever. I—"

He realized that it was unnecessary to continue the recital, for the agent was already walking away. He had accomplished his purpose.

A sign in a Brooklyn shoe store reads: "Shoes \$1.00 a Foot."



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.

HEN FRUIT

Is always seasonable. Eggs "just laid" get the very highest market price with me.

Write me
R. HIRT, JR., Market St., Detroit.

Sweet Potatoes, Lemons, Cranberries, Apples

We are Headquarters.

BUNTING & CO.,

20 and 22 Ottawa St.,

Grand Rapids, Mich.

MOSELEY BROS.,

26-28-30-32 Ottawa St.,

GRAND RAPIDS, MICH.

—WHOLESALE DEALERS IN—

Clover and Timothy Seeds

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

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

Sweet Potatoes

LEMONS, BANANAS, CRANBERRIES, GRAPES.

STILES & PHILLIPS,

Wholesale Fruits and Produce, GRAND RAPIDS.

Telephone 10.

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.

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.

Kilmanagh—Albert Woldt succeeds Rummel & Woldt in general trade.

Barryton—Irving Bros. have purchased the grocery stock of Dr. Frank Barry.

Portland—Higgs & Co. have sold their drug business to Chadwick & Milne.

West Branch—C. F. Stewart has purchased the drug business of Thos. S. Glenn.

Marquette—Johns & Harding, meat dealers, have dissolved, C. C. Johns succeeding.

Saginaw—Thos. A. Downs succeeds Dorn & Downs in the boot and shoe business.

Reed City—A gentleman named Davis has opened a drug store in the Sanitarium block.

Dimondale—Chas. Porter has purchased the drug and grocery stock of Darius Parsons.

Saginaw—Harry Dolson succeeds E. P. (Mrs. C. H.) Harris as proprietor of the Hess Drug Store.

Lansing—Wm. E. Crotty continues the book and stationery business formerly conducted by Crotty Bros.

Benton Harbor—The J. C. Calkins Mercantile Co., not incorporated, succeeds the Calkins Mercantile Co.

Traverse City—S. Cohen has removed with his family to Kalkaska, his former home, and opened a dry goods store there.*

Saginaw (W. S.)—Chris. Graebner continues the boot and shoe business formerly conducted under the style of Graebner & Cleaves.

Shelby—The City meat market has changed hands again, Joe Doucette and D. S. Rankin having purchased the interests of James Forbes and C. M. DeBolt.

Pentwater—J. L. Congdon has purchased of F. W. Fincher the drug stock formerly owned by him and will continue the business under the style of J. L. Congdon & Co.

Charlevoix—Geo. W. Beaman has gone to Detroit to complete his course at the Detroit Medical College. R. C. March is in charge of the Beaman drug store during his absence.

Eaton Rapids—Scofield & Reeves have sold their grocery and bakery stock to Joseph D. Powers, formerly of Charlotte, who will continue the business at the same location.

Sears—H. D. Johnson, who succeeded to the Sears Mercantile Co.'s business at this place, has sold his real estate and store building to Arthur Crittenden, who will shortly engage in general trade.

Michigan—Hirschmann & Johnston, general dealers here and at Sidnaw, have closed out their stock at this place and will devote their entire attention to their Sidnaw establishment hereafter.

Fife Lake—John Snushall has sold his interest in the Fife Lake Hardware Co. to Mrs. Mattie E. Cumstock, of Jackson, taking in exchange therefor four houses and lots in Traverse City. Mr. Snushall has been identified with the hardware business since 1889.

Freeport—The Geo. Northrup drug stock was sold at chattel mortgage sale Monday, being bid in by H. B. Fairchild, representing the Hazeltime & Perkins Drug Co. Mr. Fairchild immediately resold the stock to A. M. Herrington, who consolidated it with his own.

Charlevoix—G. Van Allsburg has leased the building now occupied by Alcock & Jefferies' meat market, from Mr. Harsha, the owner, and will occupy the same with his market as soon as it can be moved to the lot owned by Mr. Harsha, where the Nettleton wagon shop now stands.

Petoskey—C. A. Sams has purchased the interest of R. T. Bower in the drug stock of Bower & Barber. The business will be continued under the style of the City drug store. Mr. Bower will remove to Toledo, where he will close up the estate of a relative and also push his headache remedy.

Jackson—J. G. Benton has purchased an interest in the grocery stock of C. H. Phelps, and the business will be conducted under the style of J. G. Benton & Co. Mr. Benton was formerly engaged in the grocery business on Mill street. Mr. Phelps will remove to Moscow and continue the general store business.

Belding—The death of Dr. F. D. Meloche, at Ishpeming, caused a surprise here. He had many friends in this vicinity, and was formerly a member of the drug firm of Meloche Brothers here. It is reported that he attempted to commit suicide on two different occasions before he succeeded at Ishpeming.

Charlevoix—The Bell telephone monopoly has made a concession in rates in the shape of a discount for cash. The bills are made out at \$9 per quarter as heretofore, but if paid inside of ten days from the beginning of the quarter, a discount of 25 per cent. is allowed, making business phones \$30 per annum. Local competition will, in all probability, give the people even better rates—and very much better service—before long.

Detroit—G. O. Kenyon & Co., milliners doing business at 219 Woodward avenue, have filed with the city clerk chattel mortgages in the sum of \$11,346.60. The first mortgage runs to Charles P. Frank, and secures the payment of three notes amounting to \$1,200. The second is in favor of Gage Bros. & Co., of Chicago, in the sum of \$1,019.84; W. H. Mitchell & Co., of 107 Jefferson avenue, \$866.05, and Macauley & Co., of 141 Jefferson avenue, \$1,116.07. The third mortgage secures forty-six New York business firms, in the sum total of \$7,076.64.

Detroit—Theodore P. Byram, doing business as Byram & Co., furnace manufacturers at 435 Guoin street, filed a chattel mortgage Oct. 6 in the sum total of \$14,332.13, the same being practically a re-issue of a former mortgage held on his business. The mortgage names Leonard Laurence as trustee, and secures the Michigan Savings Bank on notes in the sum of \$5,974.38. George Peck is also secured to the extent of \$3,968.24, and eighteen creditors, whose claims run from \$1,500 to \$7.63, making an aggregate of \$34,889.51, are secured by the instrument.

Detroit—Curtis M. Barker, of San Jose, Cal., was an heir of K. C. Barker, the tobacconist, who, on May 20, 1875, was drowned while rowing in a dingy to his yacht, Cora, with a load of lead ballast. The young man has petitioned the Probate Court for an order requiring Charles B. Hull to appear before the court and be examined upon oath as to his knowledge of the affairs of his father. It is represented in the petition that Mr. Hull took immediate possession, upon the death of Mr. Barker, of the latter's tobacco factory and business

and other property belonging to the estate.

Lansing—State Oil Inspector McMillan has issued an order to his deputies, directing that hereafter all persons who deliver or sell illuminating oil from tank wagons, etc., shall display on the side of their wagon or other vehicle a card showing the date when and by whom the oil was inspected. This order has been made necessary by the fact that about 85 per cent. of the illuminating oil consumed in the State is now delivered from such tank wagons, whereas it was formerly delivered in barrels which were stamped with the date their contents were inspected, and the name of the inspector. The order will not affect anyone who is doing a legitimate business.

Manufacturing Matters.

Saginaw—The W. L. Marr Cycle Co. has dissolved partnership, W. L. Marr continuing the business under the same style.

Honor—The Guelph Cask & Veneer Co. has added a shingle mill to its already extensive manufacturing establishment.

Hudson—Geo. Deville has purchased Frank Spray's interest in the planing mill here and the firm is now Meyers & Deville.

Charlevoix—L. W. Kirby has sold his interest in the Charlevoix Cigar Co to his partner, J. Hawkins, and removed to Sheboygan, Wis.

Detroit—The Wheeler Saddle Co. has filed articles of incorporation with the county clerk. It has a represented paid in capital stock of \$20,000, which is held by Edgar S. Wheeler, Benjamin F. Wheeler, Alfred A. Mann and George C. Clark.

Detroit—The Arabian Coffee Co. has been incorporated to manufacture and sell "so-called Arabian coffee," and to deal in grocery sundries generally, with a capital stock of \$25,000, of which \$2,500 has been paid in, including stock on hand, etc. The stockholders are Wm. D. Edwards, Thomas L. Riggs, George H. Ferner and Clark S. Edwards, who each own 300 shares.

Detroit—The McKay Neverslip Sole Co. has filed articles of association in the county clerk's office. It will manufacture patent rubber and leather soles and heels. It has a capital stock of \$50,000, of which \$10,000 is represented to have been paid in. The incorporators are Hazen S. Pingree, 719 shares; Robert McKay 3,125; Jerome Croul, 313; F. H. Croul, 312; F. C. Pingree, 325, and J. B. Howarth, 206.

Detroit—The Schilling Corset Co., of this city, lost \$3,000 by the failure of Wertheimer Bros., the Gratiot avenue general goods concern, a few years ago. The corset company's indebtedness was not covered by the trust mortgage of the firm, and there were other similar claims aggregating \$35,000. The goods of the Wertheimers were attached, and Carlos E. Warner, as trustee of the unsecured creditors, sued to recover the value of the goods. After a week's trial the case resulted in a verdict for the plaintiff for \$4,200.

Negaunee—Mayor Kirkwood and the Common Council are in a peculiar predicament, owing to the action of Judge Stone in enjoining the Council from going ahead and building a municipal electric plant, for which it had executed contracts amounting to nearly \$10,000. Judge Stone, in making the restraining order, touched several times upon the peculiarities of the Negaunee charter.

While he was willing to concede that it might be construed as granting power to the Council to erect a lighting plant which should light the streets, alleys and public places, he did not believe that it would permit the council, without submitting the question to the people, to furnish light to private consumers and derive revenues therefrom. If the intention were to light the streets, alleys and public places alone, he might not refuse to grant the injunction; but the defendants contemplated more than that. They had, he held, gone far beyond the provisions of the charter in contemplating to furnish light to private parties.

FORMIDABLE WARSHIPS.

Within the next thirty days two more formidable vessels will be added to the active list of the navy, namely, the monster double-turreted coast-defense ship Puritan and the armored cruiser Brooklyn. With the addition of these vessels, the number of powerful armor-clads of all types in service will have been increased to thirteen, including three first-class battle-ships, two second-class battle-ships, two armored cruisers and six coast-defense vessels of the Monitor type. As all these ships are armed with the very latest ordnance and are heavily armored, they constitute a truly formidable fleet.

The Puritan will be the last of the double-turreted monitors to be completed, having been in process of construction for fourteen years. She is the largest of the coast-defense ships, having a displacement of 6,000 tons. She has the usual low free-board peculiar to the monitor type, but her sides are heavily protected by a steel belt twelve inches thick. The gun turrets are protected by eleven and one-half inches of steel. The armament of this formidable ship consists of four 12-inch rifles, six 4-inch quick-fire rifles, four 3-pounder and four 1-pounder rapid-fire guns, besides several machine guns. The speed of the vessel is expected to prove thirteen knots. The other coast-defense vessels are very much smaller and have a lighter battery.

The armored cruiser Brooklyn, although nominally a sister ship of the cruiser New York, is really a larger vessel, having nearly 1,000 tons greater displacement. Her side armor is not so thick, but her turrets are better protected and her armament is very much heavier than that of the New York. Thus, while the latter vessel mounts six 8-inch and twelve 4-inch guns, the Brooklyn carries eight 8-inch and twelve 4-inch guns, a very decided superiority in armor.

It is scarcely more than a few years since the first armored ship was placed in commission; hence it is evident that the United States has made rapid strides as a naval power. With a fleet of thirteen armored ships, supplemented by more than thirty fine cruisers, the country is prepared to meet all comers, with the possible exception of one or two of the great naval powers of Europe.

Difference Between Fruit and Dry Goods.

"What is your line?" asked a well-known salesman of a fellow traveler whom he had just been introduced.

"I am in the fruit business."

"How do you manage it in these dull times?"

"We sell what we can and what we can't sell we can. And what's your lines, sir?"

"Dry goods."

"What do you do?"

"Oh, we sell what we can, and what we can't sell we can—cel."

Grand Rapids Gossip

The Grocery Market.

Sugar—As predicted last week, another decline in the price of refined sugar occurred Monday, being an average of about $\frac{1}{4}$ c on the entire list. There is little demand, except for immediate consumption, and everyone is wondering whether the beginning of next week will see a still further decline. Supplies are not small and under the present circumstances another drop would not be surprising. Owing to dull trade the Speckles Sugar Refinery, in Philadelphia, has shut down for an indefinite period.

Provisions—The marketing of hogs has been enlarged, and last week's packing in the West reached a total of 285,000, compared with 230,000 the preceding week, and 220,000 for corresponding time last year. From March 1 the total is 8,320,000, against 6,785,000 last year. The increase for the week was 65,000, and for the season 1,535,000, in comparison with last year. Considerable of the week's gain over the preceding week was at Chicago, where the receipts were quite liberal for the time of year. Prices have gained some, closing easier at a slight advance over a week ago in the general average for prominent markets. The free movement of hogs at this time, with the fact that considerable stock is being sent forward which is not all that it might be in condition, is suggestive of fear, in some instances, of malady or of lower prices, or both. There certainly is no lack of feeding material, and there is little or no prospect of realizing better returns for such material the coming season than is afforded for it through feeding it to stock at current prices, or at prices which are likely to prevail, for it is reasonable to anticipate a lower range for hogs the coming winter season than now ruling. In the provision trade there is a continued good current distribution of product, without much change in values. The speculative interest in the market has been hardly as active as during the preceding week. There is an easier shaping of the market for short rib sides, while lard is more firm, although not notably active in demand. The week's export clearances were liberal of lard and moderate of meats.

Tea—The buying-from-hand-to-mouth policy which has marked the tea market for several months has reduced stocks all over the country, and the replenishing of these is causing a much firmer feeling. There is no disposition whatever to shade prices—indeed, a little real active business in teas would probably advance the general range of prices fully 10 per cent. The receipts of several sorts of tea are much under last year.

Coffee—There has been little or no change in actual coffees. Some recent arrivals of Santos created a stir of interest and a good demand has resulted for the week. Maracaibo coffee is somewhat higher and more or less business is doing on attractive lots. Javas are steady and unchanged. Mocha is about $\frac{1}{2}$ c higher to arrive and spot.

Syrups—The demand for all syrups, except possibly low-grade sugars, is entering its season and is therefore improving. Low-grade sugar syrups seem in undiminishable supply and are in only small demand. Fancy grades are still scarce and are in somewhat better demand. The prices are fully $\frac{1}{4}$ c per

gallon higher than they would be were the stocks normal. The prices have not changed during the week. Corn syrups are holding their own and may be higher, as glucose is advancing. These syrups have been very low and the demand has been probably larger on that account.

Molasses—There is very little demand and the price is unchanged. The new-crop molasses will be available about the first of November, and indications are that the price will open low.

Canned Goods—Packers of tomatoes report considerable sales at an advance of $2\frac{1}{2}$ c per dozen, and it is expected that these advances are the beginning of a gradual reactionary tendency on the part of tomatoes, and prices are scarcely expected to again drop to where they have been. That the firmness is healthy is proven by the fact that packers could place large stocks by selling at the old price, which they refuse to do. Corn is in a better position. The holders are asking an advance of 5 cents per dozen, but there is no demand at that price. Large quantities of old corn could be sold at the former declined figure. New-pack corn has not yet come on the market. The price for Harford county will probably open at 55 to 57 $\frac{1}{2}$ cents. Peas are very dull, and no inquiry is heard for them. The price is unchanged. The demand for Baltimore peaches has fallen off, and there is scarcely anything doing in Californias, pending the arrival of future purchases.

The Grain Market.

Wheat has been very firm during the past week and prices are the same in local markets. At one time during the week prices were fully 3c higher; but, as they have been advancing for the past three weeks, we might expect to see a setback. The visible shows an increase of 1,401,000 bushels, which was about what was expected. The visible is now 50,779,000 bushels, against 41,831,000 bushels last year and 73,660,000 bushels the corresponding date in 1894. Last week the trade thought there was an error made, as the visible showed a decrease; but, as the error did not show up this week, we presume the figures were correct. The exports during the week were the largest for years, being 4,215,000 bushels, against 3,818,000 the previous week and 2,614,000 bushels the corresponding week in 1895. The September shipment was also large, being more than 16,000,000 bushels from both coasts. The stocks at the seaboard are of a diminutive character, being only 4,000,000 bushels in New York. The Northwestern receipts show a falling off, which, in our opinion, will be more pronounced in the future. The present price is on an export basis and, as the foreign markets seem to be following ours up, it looks as though the United States was in a position to dictate in regard to the prices, which has not been the case for some time.

Oats have fallen off fully $1\frac{1}{4}$ c per bushel, while corn has advanced about 1c.

The receipts here during the month of September were: wheat, 190 cars; corn, 27, and oats, 30. During the week the receipts were: wheat, 64 cars; corn, 8 cars; oats, 5 cars.

The mills are paying 64c for wheat and are running full time.

C. G. A. VOIGT.

Ask about Gillies' New York Spice Contest. Phone 1589. J. P. Visner.

IN LINE AGAIN.

Armour Repudiates the Circular of His Soap Department.

The editor of the Tradesman is in receipt of a personal letter from Mr. P. D. Armour, of which the following is an exact copy:

Chicago, Oct. 1, 1896.

E. A. Stowe Grand Rapids, Mich.

Dear Sir—We feel that some explanation is due you and the Grand Rapids Retail Grocers' Association in the matter of a certain circular that was issued by our Soap Department Manager, urging sales of soap to department stores. We wish to disavow and repudiate that circular, which never was submitted to any member of the firm before being sent out. We, of course, with other manufacturers, have more or less trouble with the department store question, and our aim and desire is not to discriminate against retail grocers.

We wish to say distinctly to you that our policy will be, in Grand Rapids and elsewhere, to protect the retail grocer in all proper ways, and we wish you and the members of the Grand Rapids Association to understand that we value and appreciate their trade and that we think we are too good business men to allow any more such unpleasant errors to creep into the conduct of our business.

PHILIP D. ARMOUR.

Inasmuch as the above letter was addressed jointly to the editor of the Tradesman and the retail grocers of Grand Rapids, it was laid before the Retail Grocers' Association, at its regular meeting on Tuesday evening of this week, resulting in the adoption of the following resolution:

Whereas, The senior member of Armour & Co. has seen fit to address a personal letter to this organization, asserting that the circular letter recently issued by the Armour Soap Works, instructing its representatives to discriminate against the regular grocery trade by favoring department stores, was unauthorized by him and does not have his approval; and

Whereas, We have Mr. Armour's personal assurance that his house will protect the retail grocer in all proper ways; therefore

Resolved, That we remove the interdict placed on the Armour soaps at a recent meeting of his Association and leave our members free to handle the goods, if they so desire.

The affair was a most unfortunate one for Armour & Co., as it placed that house in a most unfavorable light before the trade. As soon as it realized the position it was in, it set about to stem the tide of distrust and disgust in the most vigorous manner, no pains or expense being spared in the determination to recall the offensive circular and disavow the pernicious statements therein contained. Armour & Co. now stands before the trade in an entirely different light than it did a week ago and the Tradesman bespeaks for the house a renewal of the confidence and respect it previously enjoyed at the hands of the trade.

Flour and Feed.

Another week of strong markets has brought about a change of sentiment among flour buyers, who begin to think that, after all, this may be a good time to buy, even if there has been a slight advance. The foreign demand has been good and a large amount of wheat and flour is steadily going forward. The recent rapid advance has checked buying temporarily, but a very much larger amount has already been purchased and, by the time it has all moved out of the country, our reserves for export will be very small and prices for the remainder of the crop year will, naturally, tend higher rather than lower.

Conditions plainly point to higher

values for breadstuffs, and all that can hinder the upward march of prices will be the trading of professional manipulators, and even these, as a rule, will flock to the bull side when they discover the true situation and the trend of the market and will stay there until the price becomes unreasonably high, so they can again venture on the other side. The present price is, undoubtedly, safe, but, as the market advances, caution should be exercised in buying.

Millstuffs are firmer and in better demand. Feed and meal, no doubt, will soon be advanced, as corn and oats are both tending higher. WM. N. ROWE.

The Produce Market.

Apples—There is evidently plenty of stock to go round this year, as the shipping demand is by no means active. Local shippers pay 50c per barrel for the fruit alone, while outside handlers announce their ability of obtaining all the fruit they can use to advantage at 40@45c.

Butter—Arrivals continue to come in so freely that the market is overstocked with dairy, which has declined to 10@12c. In the meantime factory creamery has taken a stronger position, due to the increased demand in the East, best makes bringing 15@15 $\frac{1}{2}$ c.

Cabbage—\$2 per hundred.

Carrots—15c per bu.

Celery—10@12c per bunch.

Cranberries—Cape Cods are a little lower than a week ago, owing to the accumulation of stock and the competition of Michigan berries, commanding \$2 per bu. and \$6 per bbl. Home grown have sold as low as \$1 per bu.

Eggs—Fresh stock is in active demand, but the supply is not equal to the demand. Choice stock finds ready takers at 14@15c.

Egg Plant—75@90c per doz.

Grapes—Prices are a little higher, Concord having advanced to 6 and 8c for five and eight lb. baskets, respectively, while Catawbas and Niagaras have moved up to 10 and 12 $\frac{1}{2}$ c for five and eight lb. baskets.

Honey—The demand has been fairly active but supplies are still ample and prices remain the same as last week—13c for white clover and 11c for dark buckwheat.

Onions—30@35c per bu. The crop is reported as not large, so that supplies are likely to be restricted.

Peaches—A few Salaways continue to come in, commanding 75@90c per bu.

Peppers—Green, 25c per bu.

Potatoes—Buyers are taking in stock on the basis of 20c per bu.

Quinces—75c per bu.

Squash—Hubbard, 1c per lb.

Sweet Potatoes—Genuine Jerseys command \$2 per bbl., while Illinois and Baltimore stock—branded "Jersey"—fetches \$1.50 per bbl.

Beware of the Michigan Fruit and Produce Co.!

The Tradesman deems it its duty to warn its patrons against the Michigan Fruit and Produce Co., of Ft. Wayne, Ind., which is soliciting consignments and shipments from Michigan merchants and shippers. The managing partner is claimed to be Thos. E. Howden, who has very little responsibility, but the "power behind the throne" is Frank J. Lamb, whose record is not such as to entitle him, or any concern he is connected with, to the respect and confidence of the trade.

C. M. Snedcor, of Detroit, was recently in Grand Rapids purchasing leather of the Grand Rapids Leather Co. and selling shoes to the Herold-Bertsch Shoe Co.

If the votes go your way, or go the other way, success must come. Perhaps it may be retarded. Perhaps the coming of the good times may wait a little longer. But they will come. They can't help coming.

Getting the People

Value of Sincerity in Advertising— Minor Notes.

The most foolish thing a merchant can do, in my opinion, is to resort to a stilted or bombastic style in the preparation of his advertising matter. Overstatement is always to be avoided, because it defeats the very object sought to be obtained, but bombast and the use of words and phrases which shoot over the heads of his customers are about the worst things a merchant can employ, because they disgust the reader and naturally lead him to the belief that the dealer's goods and prices are as insincere as his statements.

It is one of the serious drawbacks in the advertising business that so many advertisers fail to get full advantage of their newspaper advertising by the keeping of careful records, so as to know what it produces, and then following up customers with auxiliary matter. I believe it is an important part of the business and pay special attention to it.

Advertising is a distinct art, as much so as the art of coal mining or of engine building. To be a successful advertiser one must at least understand the rudiments of the science. Any one can write an advertisement, and almost any one can write it to please the advertiser; but often the advertisement which is so gratifying to the writer will hardly attract a passing notice from the possible customer. Whether or not the advertisement be pleasing to the writer or advertiser is a question of small consideration, but vital importance hinges upon the capacity of the advertisement to attract the people, and, by attracting them, gain their intelligent attention, which, once obtained, must force the gist of the advertisement into their minds, and, if they be available customers to the line advertised, impress upon them the wisdom of an inspection of the goods advertised.

The impelling demand for a product used by the people must come from the people if that product is to lead in its line; and any scheme of advertising that merely contemplates the middleman and ignores the consumer must fall short of appreciable results. When the desire for a certain article is felt by the public as the result of advertising, the middlemen—jobber and retailer—will hasten to supply the demand. Of what avail, on the other hand, is it to the advertiser if the middleman's shelves are loaded with the advertiser's product, and the public does not come to buy?

It is, without doubt, the common law right of any person to advertise for sale any lawful claim he may hold against another, but this right is subject to the limitation that the advertising be done in good faith and for the sole purpose of realizing money from a sale of the claim. If the advertising be done with intent to force payment from the debtor through intimidation or by holding him up to public distrust or contempt, such a publication is clearly within the law of libel, and the publisher (i. e., advertiser) is liable, both civilly and criminally. This is the common law in every state in the Union.

It is no defense to an action for libel, in a case where it was shown that debts were maliciously published, to say that

the claims were justly due. It is indictable to publish the truth with evil intent, and unless a communication is privileged the court will presume malice from the fact of the publication itself. "To write or publish of a man anything that imputes insolvency, inability to pay one's debts, the want of integrity in his business or personal incapacity or pecuniary inability to conduct it with success, or which imputes to him fraud or dishonesty or any mean or dishonorable trickery in the conduct of his business, or which in any other manner is prejudicial to him in the way of his employment or trade, is libelous in itself."

I have heretofore referred to the excellent manner in which the bulk of the advertising matter in the *Manistee News* is prepared and displayed, and I submit herewith a number of sample advertisements which are full of suggestiveness to the advertiser who is on the alert for new ideas and striking effects:

Just a Word

about apples. You will be tempted to buy your winter apples from the farmer's wagon. If you expect them to keep for a reasonable time you will be disappointed. Fruit that has been carried loose in wagon without springs, over miles of rough country roads, is good only for immediate use; it soon decays. We have secured some of the finest apples that ever grew. They will all be hand picked and barreled by ourselves in the orchards. There will be no bruised, wormy or imperfect fruit. They will be long keepers, large, high color, excellent quality and very cheap. When they are ready you will hear from us again.

E. RUSSELL,
435 River Street.

We Have It

The cloak you'd be proud of. All the style you can stand, all the wear you want, all the warmth of comfort—and we sell it lower than so good a cloak was ever sold before. What's it made of? How much is it? Come and see. There are some things that cannot be told on paper.

JOHN SMITH.

Adam Fell

This was the first fall that is on record. This was at an early date, before we invented the fall overcoat, a garment which Adam sadly needed that Eve. No modern invention, with the exception of the liquid bait can and the curling iron, has so completely filled a long felt want as the *Fell Overcoat*. Not since the first fall have these seasonable and sensible garments been sold at so reasonable and sensible prices as they will be this fall. We opened a new line yesterday. Let us try one on you and when you ask the price you will be astonished at the low figures.

BIDELMAN & LANE.

LAMP --- TROUBLES

Are often caused by misfit wicks. Try us and you will have no trouble with the lamp or wick.

99 CENT STORE.

A TIDAL WAVE

of bargain enthusiasm sweeps our shelves. Vast multitudes of fall goods are surging in to squeeze last year's remnants hard for room, and price sare the first to break. Our trade is increasing daily. Guess people know where the right goods at the right prices are kept.

SAM JONES.

It's a Short Cut From Courtship To House-Keeping

We might not be able to make any satisfactory suggestions in the first part of the program, but when it comes to the last

We Are Strictly In It

and can help you furnish part of your house economically. Heating and cooking stoves are our hobby just now. It's a dandy line we've got.

OTTO ROSENFELD.

A MAN'S ...REASON

Never forsakes him when he buys his drugs at our store. We put him on top by selling him at the bottom.

CITY DRUG STORE.

Dull Season Advertising—An Original View.

Henry Ferris in *Dry Goods Economist*.

There's a great deal said about constant advertising. It is asserted that the only right way is to advertise straight ahead, summer or winter, in season or out, whether business is good or bad. A great deal of ridicule has been aimed at merchants who advertise in flush seasons and stop in slack ones. Such a proceeding, say the doctors of advertising (who don't pay the bills), is like tearing out your milldam when the water is low, or eating only when you're full already, or similar things equally idiotic.

When to advertise is perhaps the most important of all the important questions that a business man has to decide. The newspaper man very naturally says positively, "all the time." But suppose we look at the question now entirely from the advertiser's point of view:

Things sell more readily at some times than at others—we all know that. A shower will start a demand for umbrellas; a hot spell will sell refrigerators; snow and slush will make a run on rubbers. In a word, people buy things when they want them. Advertising doesn't make them want a thing; it only tells them where to get it.

Keeping this fact in mind, the obvious answer to the question, "When shall I advertise a thing?" is, "When people are wanting that thing."

But supposing there are times when nobody wants it—what then?

Stop advertising it, of course. Such a suggestion stirs the doctors of advertising to great wrath and makes publishers tear their hair. And what is the argument with which they meet this common sense conclusion?

Advertise most when you want business most, they say. Don't you hunt hardest for food when you are hungry, and for water when you are thirsty?

This has a plausible sound; but consider a moment.

The wise man does his hunting, not when he needs food, but when there is game to be had. He goes fishing, not when he is hungry, but when the fish are. If you are crossing a desert, with an occasional oasis, would you do your hunting in the desert or the oasis?

"Hunt most when you are hungriest," sounds plausible, as I have said; but go a little further. If that idea is correct, then, of course, you will advertise most when there is no business at all! A man who advertised Christmas trees on Decoration Day and firecrackers at Thanksgiving would soon retire from business, and yet he would be the ripened and perfected fruit of this precious theory.

Advertisers should consider—and especially advertisers who are merchants—that advertising does not create a need; it only tells how it may be satisfied. Nine-tenths of all the advertising done is designed to get people to buy of you rather than of some one else. There is little advertising, it is true—not much—that is intended to make a demand for a new thing—that seems to aim at creating a need. The early bicycle advertising of the Pope Manufacturing Company is a good example. But the things which are advertised most are goods which are well known, and for which there is already a demand, greater at some seasons and less at others. The wise merchant will advertise each thing most when it is in greatest demand, and least when the demand is smallest.

But what if one is in a line in which the business is nearly all done at certain seasons, shall he sit still and do nothing and let the people forget him? I should reply, "Advertise in proportion to the amount of business that can be had. If you can get only a little, advertise a little; if none, advertise none."

And this suggests a point of especial interest to department stores. One great advantage of such stores is that they always have some things that are in season. This is one of the chief causes of their success. Department stores can advertise all the time profitably; they throw away this great advantage if, for the sake of "keeping before the public," they advertise goods out of season, or for which there is no demand.

I question seriously whether any business that is confined to certain seasons can afford to advertise at others. Take furs, for example. True, it has been shown that a special fur sale in August may be made successful. But what then? It certainly cannot be made successful then near so easily as in December. It costs more and the profits are less. Selling in August is swimming against the tide; selling in December is swimming with it.

The man who thinks all the time and never acts accomplishes nothing. He is too sleepy to succeed. The man who acts all the time and never thinks is a plodder. He does what others tell him, but does nothing that he tells himself. The successful man not only thinks all the time, but backs up his thinking with acting.

Frank Leslie's Publishing House sends out a written offer to take advertisements for the next two months, November and December, and make no charge for them if the Free Silver candidate for President is elected. The National Harness Review of Chicago makes a similar offer.

The citizens of Nashville, Tenn., are contributing to a fund to erect a bronze statue 9 feet high, of the late Commodore Cornelius Vanderbilt, in appreciation of his generosity in founding the university which bears his name, and is the pride of every resident of Nashville.

A Westerner has been advertising by circular "how to save half your advertising appropriation." Those who sent him the \$5 required for the valuable information received the reply: "Use only half the usual space."

Our Season's Pack of Canned Goods

Is now complete and we will tickle your palate this fall and winter with the finest goods you ever put in your mouth. We have our full line of **Quaker Goods** which have been so justly popular in the past. You know perfectly well that we do not allow the name **Quaker** to be used on any but high grade goods. It is synonymous with high character and purity.

We have exclusive control of the **Manitowoc Peas** and carry six sizes constantly in stock. These goods have gained an enviable reputation among our people, as they are better than the French and cost much less. Our first car of 700 cases of these goods has just arrived.

We also have exclusive control of the full line of Fruit and Vegetables packed by the Erie Preserving Company, known as the "**Dinner Party**" brand. The reputation of this company is a sufficient guarantee of high quality.

All of the above goods are very attractive in appearance and will add materially to the beauty of your stock and at the same time enable you to supply your customers with the finest goods that can be procured.

We make a specialty of fine goods, but can at all times supply you with medium and low priced goods. We appreciate the fact that all cannot afford to buy the highest grade of goods; we have, therefore, provided ourselves with a large line of pure and wholesome goods that come within the reach of every consumer.

We want your orders for these and other goods and feel sure that you will recognize the excellent value of anything you may buy.

The prices of these goods will, without doubt, advance as the season progresses, and those who place orders early will be the gainers. There is no possibility of their going lower, as they are already on bed rock.

WORDEN GROCER CO.

GRAND RAPIDS, 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, - - - OCTOBER 7, 1896.

INCREASING CONFIDENCE.

The natural conditions which ought to govern trade and industry have long been favorable, and those who make a study of these conditions have wondered why there was not an earlier response in improvement. With the most favorable crop outlook, with the balance of foreign trade heavily in our favor, the wonder has been that mills and factories did not respond heartily and promptly. The explanation of the mystery has been found in the fact that the real incubus which held down trade was distrust.

The fact that the political situation has been so prominent in the public mind has led to the conclusion that the distrust is to be laid entirely at the door of politics. It is the opinion of the Tradesman that, while politics has doubtless had much to do with the continued depression, it is not responsible for the greater part, at least in the sense that the lack of confidence is to be accounted for on the ground that the country was afraid of the political action possible in the future. The fear has been greater that the unsettled conditions might continue indefinitely, while the actual disturbance and depression have been greatly increased by the present fact that the whole country has turned the attention and energies in the direction of political agitation and discussion which should have been devoted to business. As the Tradesman has frequently stated, the distractions of a political campaign and business prosperity are incompatible.

But, whatever the cause of the distrust and distraction, they were prominently in evidence during the summer months. The continued decline in the majority of staple productions and manufactures until the breaking of low records became the rule was enough to cause a "craze" of distrust. At the same time the extreme depression was largely the effect of the same distrust.

A month ago there were few who were sufficiently optimistic to anticipate any material improvement before the election. This was because too much of the distrust was based on the possibility of long-continued uncertainty as to political action. Thus the revival of confidence, with the consequent stimulation of industry and trade, comes as a surprise. It comes as the consequence of general favorable conditions which are sufficiently positive

to overbalance even the terrible weight of political distraction.

The return of confidence is widespread and positive; and with it have come improved activities everywhere. The country seems to have just wakened from its nightmare of foreboding to the fact that not only is it just as rich as ever, but its actual wealth has been increasing while it was asleep.

Returning confidence is finally materializing demand. This has been the slowest to respond to the improved conditions, owing to the fact that the revival of confidence begins in the financial centers. The financial press first began to call attention to the fact that conditions were such that a return to prosperity could not be long delayed. The healthier financial outlook soon produced an effect on industries, many works beginning operation even before there was actual increase in demand; but at last these indications of improvement have secured a response from this most conservative element, and the wheels of trade are in motion.

A valuable lesson will be learned from the fact that this revival anticipates the election. The country will learn that there are other elements in the problem of returning prosperity than political ones. The return of confidence on this basis will be much healthier than if it had apparently followed as the result of settling partisan controversies. It will emphasize the fact that the wealth of the country is material and that questions as to the medium of its exchange are not all-important.

MARKET PROGRESS.

At last it may be said that the market site question is fairly settled, the final action of the Common Council, reiterating and confirming the action of the former Council, having placed the matter beyond the possibility of litigation or a backdown from either side. This ends a vexed question which has been before the Council and the people for many years. The question whether the matter has been settled in the best possible manner is, perhaps, of less importance than the fact of its settlement in some manner. The Tradesman has never been an enthusiastic advocate of the Island site, especially at the price; but it has been an advocate of the securing of some site and the making of some provision for the accommodation of the rapidly growing market interests.

The magnitude of the trade in the open streets has long made the entire neglect of its interests more than ridiculous. The only care that it received from a paternal government was that when, from time to time, it outgrew the streets assigned to it and began to crowd upon the business localities, it was driven away to less frequented parts. The business interests involved in the street market are of greater magnitude than is commonly realized. For instance, the shipments of peaches alone, during the season just closed, are variously estimated at from \$200,000 to \$250,000. While these do not all actually appear on the street market, it is yet the only visible indication of the trade. It is certainly high time that such interests should have some consideration. While a few thousands of dollars might have been saved by a more businesslike handling of the matter, it is better that something should be done, even in our slovenly, wasteful way, than that the delay should be longer drawn out. It now remains to be seen what hindrances will be found in undertaking and prosecuting the work of building the market.

THE TRADE SITUATION.

The general tendency toward improved conditions which has characterized the markets during the past few weeks continues unchanged. The improvement in actual trade movement is still slow, with occasional reactions in some lines, but on the whole it is marked and positive. The free crop movement at good prices is having its influence in better demand for general merchandise in the localities where the proceeds have been put into circulation. This fact, in conjunction with the unexpected large inflow of gold and the better political outlook, is sufficient to account for the change. The strongest assurances of actually increasing business come from traveling men. These generally report improved demand, in some localities the improvement being very large. For instance, one such traveling through Iowa, Nebraska and North and South Dakota reports that his sales in three weeks exceeded those of preceding six months.

The most positive advance continues in the cereals, wheat having risen over 13 cents since it started on its upward career. The fact that this rise has been accompanied with great activity in demand, especially for export, has had a material influence on the revival of trade. The other grains have advanced in about the same proportion in sympathy, and their movement has continued active. Exports of wheat were 4,215,794 bushels, the largest for any week in three years.

The rapid movement of the cotton crop has caused a decline in that staple. This is a good indication for its products, for the reason that the price all along has been too high for the profitable manufacture into goods that were breaking their records of decline. The advance in cotton goods was sufficient to check selling somewhat. Wool activity continues large and some mills are starting up, but the demand for woolen goods is very slow in materializing.

The recent advance in hides is finally having effect in the price of leather, though this has not increased in the same proportion as yet.

The iron situation is more encouraging than it has been, demand for pig having resulted in an actual stiffening of prices. The demand for finished products is still slow to respond, but indications are so favorable that the associations are agreed in maintaining prices. Minor metals continue weak and inactive.

The increase in exchange rates, which has finally checked the inflow of gold, has had but little influence on the stock market, though there was a slight reaction last of the week. This week the tone of the market continues strong and speculation is decidedly improving.

The summary of business failures for the past nine months makes a showing that indicates the seriousness of the financial decline. The number of failures, 11,280, is the largest recorded, even exceeding the panic season of 1893, while the magnitude is still greater. The number exceeded those of the corresponding period of last year by 21 per cent., while the liabilities involved exceeded it by 56 per cent. and the assets by 63 per cent.

THE IMPORTS OF GOLD.

The recent large importations of gold is one of the most interesting developments of the financial situation. This movement has not only had a considerable influence upon monetary affairs in

this country, but has affected the money markets of Europe as well.

So far about forty million dollars in gold has been imported or has been engaged for shipment. About twenty-five million dollars of this gold has already found its way into the United States Treasury, raising the gold reserve to \$126,000,000, which is the highest figure which has been reached in several years.

When the gold movement in this direction commenced, money rates in this country were high, while in Europe they were low. The gold imports have perceptibly lowered money rates here, while in Europe rates have hardened, the Bank of England having raised its minimum rate to 3 per cent., with the evident purpose of checking the withdrawals of gold intended for shipment to this country.

The gold movement in this direction has been due in some measure, perhaps, to the high money rates, which have attracted foreign capital, but more largely to the trade balance in our favor, which Europe is compelled to liquidate in gold. The raising of the Bank of England rate would not, of itself, have materially affected the outflow of gold to this country; but the lowering of money rates here, in connection with the advance of rates on the other side of the Atlantic, is, in all probability, diminishing to some extent the outflow of gold from Europe. But there is no good reason to expect that it will cease altogether. As long as Europe purchases more American products than can be offset by importations of foreign goods into this country, it will be necessary to liquidate the balances due us in gold. Weak holdings of American securities in Europe have about all been liquidated; hence that source of offset for the productions purchased in this country is no longer available.

The heavy selling of American securities by Europe for a long time overshadowed actual trade movements, but, this liquidation being now out of the way, Europe will either have to purchase less of our products or pay the balances due in gold. That the country is now exporting very much more than it imports is a very gratifying fact, the more particularly as, with a revival of prosperity in this country, Europe will be more anxious to buy back the bonds she was but recently so anxious to be rid of.

The beneficial effect of the gold imports upon the country's finances cannot be overestimated. They not only do away with all fear of further bond issues for some time, but have already greatly relieved the financial stringency with which the country was oppressed some weeks ago.

The unwritten law of the road, "Keep to the right," has had a strong affirmation by Judge Cox, of Indianapolis, in a decision that a man driving a horse on the left side of the street who ran into a young man riding a bicycle on the right side, of course was responsible for the accident. The man who drives on the wrong side of the street is presumed by Judge Cox to be guilty of an intention to commit assault and battery. The same guilty intention is ascribed by the judge to a bicyclist riding on the sidewalk. He does so entirely at his own risk, Judge Cox says, and in case of collision must be held guilty of intentional assault and battery.

A community is judged by the roads it keeps.

COERCING TURKEY.

According to very recent advices from Europe, the prospect is now better than the principal powers will reach an agreement with respect to the situation in Turkey. Although there was a strong desire upon the part of Russia, France and Germany to permit the situation to remain unchanged, the constantly recurring massacres of Armenians have so aroused the people of continental Europe, as well as those of Great Britain, that the government can no longer afford to ignore the conduct of the Sultan of Turkey.

It is reported that France has decided to take steps to compel the Sultan to change his policy, and the prospect of an agreement between England, France, Russia and Germany with respect to Turkey now appears brighter. The presence of the Czar at Balmoral is believed to have led to a better understanding between the Russian and British governments, and it is further stated that as soon as the Czar has arrived in France some definite steps will be taken to bring about an agreement.

Russia and France have been the stumbling blocks in the way of an agreement between the powers. Russia feared a partitioning of the Turkish Empire, because of the possibility of Great Britain, by means of her navy, taking possession of the most important strategical points. France believed that the dismemberment of Turkey would interfere with her schemes of enlargement in North Africa and afford England an excuse for permanently occupying Egypt.

It is much to be hoped that an agreement has been finally reached which will permit of joint action in Turkey. The terrible massacres of Armenians make it absolutely necessary that the Turks shall be prevented from further atrocities. The only way to secure a radical reform would be through the deposition of the present Sultan and the substitution of a successor who would consent to govern under a scheme of reform mapped out by the powers. That the British government has some such plan in contemplation seems certain.

CHANGES IN THE GRAIN TRADE.

The steady diversion of the grain export from New York to other ports has aroused much alarm and anxiety among the mercantile community of that city, and is the subject of repeated remarks by the press devoted to that branch of trade.

The New York Railway Gazette presents a comparative showing of the grain trade at the principal ports for the eight months of 1895 and 1896, ending August 31, disclosing the fact that the movement shows an absolute increase everywhere for the eight months of 57,000,000 bushels, or 122 per cent. over that of 1895. The increase at New York was 13,200,000 bushels, or 60 per cent. greater than in 1895.

That was a smaller rate of increase than that of any other port. Boston increased her exports 73 per cent. and Philadelphia 153 per cent. All of the Southern ports more than doubled their exports, and New Orleans exported over five times as much as in 1895. The rates of increase were: Baltimore, 149 per cent.; New Orleans, 412 per cent., and Newport News, 122 per cent. Galveston exported 4,125,000 bushels in 1896, and practically nothing in 1895.

New York has not lost its position as the port of heaviest grain shipments, but its lead has been seriously reduced,

and it is no longer true that more than half the grain exported goes out through New York. The three Northern ports together did not obtain as large a proportion of the exports of August as New York alone secured in 1895, and their proportion of the exports of the eight months was little larger than that of New York alone in 1895.

Including Baltimore's total, nearly a third of the total movement in the eight months went out of this country through the Southern ports, which, in 1895, had but 16 per cent. of the exports.

All these facts show that, while the grain trade of New York is increasing, because the production of grain in the West is increasing, the Eastern metropolis is losing that supreme control which it once enjoyed. The cheapening of the prices of grain in the markets of the world has amounted to nearly 50 per cent. in the past twenty-five years. This lowering of the prices of breadstuffs is due to the enormous reduction in the cost of harvesting and handling the grain; to lower freights consequent upon the vast extension of railroads, and to the competition of other countries which have recently come into great importance as grain producers.

The first railways which were built from the grain fields of the West to the sea led to New York, and that city, with its vast capital and other facilities, commanded the export grain business. Since then there has been a wonderful building of new lines of railway, so that not only have large areas of grain territory been opened, but the improvement of facilities at other ports has enabled them to come into successful competition with New York.

Moreover, the opening of great lines of north-and-south railway has placed the grain states of the West and Northwest in close connection with ports on the Gulf of Mexico, and thereby shorter routes to the sea and admirable facilities there for ocean shipment have combined to transfer a vast amount of the grain export trade from New York.

Don't be a "something-just-as-good" man. It isn't fair. It's an injustice to the manufacturers of the article called for—they have spent fortunes in advertising it and have convinced the public of its merits. It's an injustice to the customer—presumably he knows what he wants and you ought not to try to palm off something else on him. And it's an injustice to yourself. If the "something-just-as-good" fails to effect a cure, the customer will think he would have been cured if you had given him what he asked for, and he will bear a grudge against you.

If there is not enough business to keep your clerks busy, don't let them stand around in front of the store or in the doorway. That's advertising the fact that you are not doing any business. There ought to be something for them to do about the store. If you can't think of anything else, set 'em to work on a solution of the "Get Off the Earth" puzzle. That will keep them very busy and be much better than having them stand around advertising the slackness of business.

At no previous period in the history of the world will a day's labor buy so much of the necessities and comforts of life as at the present, and the tendency of prices and the rewards to capital are constantly going downward, while the purchasing power of labor is rising.

Not content with supplying the English markets with beef and mutton, Australia is going to make a bid for the decorations of the tables. The agricultural department in Victoria is making experiments with a view to shipping frozen flowers.

SMART SAYINGS.

Short Catch Phrases and Pointed Paragraphs.

While some aim to, and some claim to, we really give best value for least money.—Hearn, New York.

The protection we give leaves no room for argument. Our guarantee, or money back.—Arnheim, Broadway and 9th street, New York.

Are your dollars dead or alive? If you carry them in your pocket they are dead. If you invest ten of them in one of our \$10.00 suits or overcoats they will be alive and return to you big value.—Chas. H. Nason, Augusta, Me.

Money makes the mare go!!! And just now it makes the prices fall. Five thousand dollars' worth of bicycles at cost for cash or secured payments. You can't get a better bargain than we offer now.—Oscar S. Lear, Columbus.

Rather chilly, isn't it? Not too chilly, but just chilly enough to put you in mind of the fact that the cool weather is quietly creeping upon us and you will soon feel the need of a new fall suit of clothes and overcoat.—C. H. Michell, Detroit.

The New England philosopher tells us that whoso has sixpence is sovereign over all the world to the extent of that sixpence. In the same way the owner of this chamber set is sovereign over comfort to the extent of one chamber set.—Paine Furniture Co., Boston.

We boast of our bargains. They are the best and biggest bargains that were ever boomed. Sixteen ounces of performance goes to every pound of promise with us and a trial of our goods turns every cavalier into a customer.—Welch & Eason, Charleston, S. C.

While other shoe stores will show you the same old styles this winter, with possibly one or two new ones for effect, we shall place before you shoes made on absolutely new "lasts," conforming more closely than ever before to the anatomical lines of the natural foot.—Crocker, Washington.

Only for comparison and the lesson its experiences may have taught us. The great present and greater future engross all our attention and energies. The present of this store is the result of your confidence in our desire and ability to serve you honestly.—Porteous, Mitchell & Co., Saginaw.

This business follows its own leadership and swings in the first month of autumn with the greatest gathering of desirable merchandise we have ever succeeded in collecting for our patrons. Everything fresh and new, sparkling with the brightest fashion thoughts of the new season.—Neuhausel Bros., Toledo.

Fretful children. Maybe it's the shoes. Bad humor comes from discomfort. We have shoes to fit every little foot, prices to suit any purse, and more for the money than any store in the city, because we make a special study of children's and misses' shoemaking and pricemaking.—G. W. Cowan, Chatham, Ont.

You have a right to the best that can be had for your money, and we have the happy knack of buying and distributing the style and quality of boys' suits that bring you best returns for your hard-earned dollars. Better see what we can do for you before buying elsewhere.—J. Mickleborough, St. Thomas, Ont.

Takes a good many suits for a growing boy for a year. Maybe if you knew just where to get the best suits the cheapest, you'd save many a dollar in a year's time. A fourth of our whole third floor is given over to boys' clothing. We couldn't sell so much if the clothing wasn't made right and sold right.—Marks Bros., Philadelphia.

Idle hands, like idle machinery, grow rusty. One of our manufacturers has been running his plant during the dull season just for the sake of keeping it going. It has been a labor of expediency rather than profit. That goes mostly to you. We have bought a goodly share of his summer's work at bare cost price.—Perry's, Washington.

A tidal wave of bargain enthusiasm sweeps the shelves. Vast multitudes of fall goods surging in squeezing last sea-

son's remnants hard for room and prices (always more fragile here than china) are the first to break. The Lilliputian figures linked to colossal values to-day make exciting reading.—Partridge & Richardson, Philadelphia.

The old bargain-bringing broom is at work again. He sweeps specials your way and puts them before you in so tempting a style as to drag you to him.

Walk not into temptation, the Good Book says, but good things are always tempting. We lead you into temptation with values that do you more good than harm.—John Smelzer, Saginaw.

There's not a calm, dead or dull spot in any of the broad aisles where these things are assembled. Business is bright all around. No interval of quietness; no relaxation; not a turgid corner anywhere. The early trade ripples have widened and grown until they now circle the entire house furnishing goods sphere.—Chamberlain - Johnson-DuBose Co., Galveston, Tex.

Free Coinage! There is a free coinage of ideas and endeavors in our business. To do a fine thing one week and sit down idly for six months is impossible here. The store is immeasurably better than it was a year ago, and each to-morrow will find us still better because of the momentum of experience and determination.—Strouss & Hershberg, Youngstown, Ohio.

Courtesies Between Druggists.

From the Pharmaceutical Era.

A correspondent, whose experience as a dispenser, while extending over a period of time amounting to an even dozen long years, had been confined to the rather narrow limits of two drug stores in widely different localities and surroundings, writes: "One of my competitors recently sent me a note asking for a copy of a certain prescription I had on file." Our friend sent back a very polite note refusing to do it, but suggested that, if the owner of the prescription would call, he could have a copy. Mr. Jones, our correspondent, further says that his competitor, while always friendly enough before, now does not recognize him as he passes by. What worries Jones is the doubt in his mind whether he treated Brown right or not. He doesn't care so much for Brown's friendship; he would readily have given the owner of the prescription a copy, if he had asked for it himself, but on the spur of the moment, without giving it much thought, he tells Brown he can't have a copy. Now, the owner of the prescription happened to be an ignorant man, or rather a man ignorant in the ways of drug stores, and thought any druggist could fill the bottle from the label, and Brown, relying on his own nerve and Jones' friendliness, told him he could.

Our advice to Jones is not to worry—it doesn't pay—but rather keep sweet. What a glorious condition of affairs it will be if the custom of granting each other copies of all prescriptions comes into vogue. Brown could then advertise the fact that he could fill any prescription written on any blank, in any system, and on file in any drug store. Mr. A. comes in with a bottle originally filled at J.'s. B. takes it, tells A. to have a seat, goes to telephone and asks J. to send over a copy of No. 45986 right away. Of course, J. will do it, that is what he keeps a boy for, and then, if he ever was a boy himself and went to Sunday school, he will have a vague recollection of one of the commandments that dealt with the subject of loving one's neighbors.

We believe in druggists of any town being friendly and accommodating to each other, and working together for their mutual benefit, but think they had better draw the line on asking each other for copies on file.

It has been discovered in Paris that if bone marrow be not the elixir of life, at least it is a powerful tonic. It is now served in Parisian restaurants spread upon thin slices of bread in a dainty manner, and is said to be a palatable morsel. The old hunters of this country could have given pointers on the merits of the marrow-bone many years ago.

Transportation

Elasticity in Construction.

Written for the TRADESMAN.

With all the advancement of modern practical science there are many directions in which invention seems scarcely yet started. Thus, in most of the principal cities of both the Old and the New World, the principal thoroughfares, especially those devoted to the heaviest traffic, are paved with rough granite blocks, over which the massively built wagons and trucks make their way with tremendous uproar. A vehicle intended for any transportation use upon such streets must be constructed much heavier and stronger than would be required on less rugged surfaces, and these are usually constructed to meet the rough rigidity of the street with as great firmness as can be obtained.

Rigidity of construction seems to be more largely the Old World idea of transit construction than the New. In the building of railroads in England, France and Germany, utmost rigidity is aimed at and attained. The English roads especially are noted for their accuracy of construction and unyielding firmness. And the uncompromising adherence to principles of absolute rigidity in the construction of the engines and rolling stock, as compared with American, has long been proverbial.

But, in the vastly greater extension of American railway building, the thoroughness of construction which was made the standard in Europe was found to be impracticable. Cheapness of construction being a necessity, it was soon demonstrated that there must be more elasticity in engine and rolling stock. The English trains would soon

come to grief and destroy the roadbed if run on American roads at the speed usual in either country. Therefore it is that in American practice the element of elasticity is so largely recognized. The result is a type of locomotive which can make its way at wonderful speed over roads on which an English engineer would not risk his life in one of his rigid machines. And it has been found that, for practical use on any roads, the American locomotive is far superior to the cumbersome, springless model so long recognized as the proper type by Old World conservatism. The superiority of the American locomotive is dependent more on its superior elasticity, which has enabled it to acquire a lighter and more graceful form, than on any other characteristic.

But the lesson of elasticity is being slowly learned. A hint here and there just begins to make its value as a principle of construction apparent; but rigidity is still the rule, both in the preparation of the streets and the construction of the vehicles to run on them. Among the hints of a better construction may be noted elastic wood and asphalt pavements. The first of these is crude, but is an improvement over stone, while the last probably marks the greatest advance yet made in street construction. This possesses the elements of elasticity and smoothness in such a degree that it compensates largely for the lack of elasticity in vehicles. But it is, as yet, so costly that it can only be used on the finest city streets. The contrast afforded by such a street in the smooth glide of the heaviest loads, as compared with their painful jolting movement over stone, is an object lesson which must yield results in the development of the principle of elasticity.

This quality is attained more cheaply in much of country highway construction; in fact, the roads in sandy regions are necessarily elastic, it only needing that a resisting surface be placed over the sand to give the best kind of country road that can be made at moderate cost.

But, if highway engineers have been slow in adopting this principle, what shall be said of those who build the vehicles to run thereon? In this line of work there are even more salient hints than in road building, and yet it can scarcely be said that there has been progress. The traditional hereditary wagon wheel is a curious construction. It is built of pieces of wood framed together and held in place by a narrow steel band which gives the whole structure the utmost rigidity as to the narrow point resting upon the earth. The whole strength of the wheel is given it by the tire. Remove this and the rest, after the ordinary exposure to alternate moisture and sun, will fall to pieces. The wagoner must see to it that his wheels are kept properly "soaked up" or he is liable to disaster, even with the aid of the tire. To be efficient in holding the edifice in position, the tire must be cut and welded anew occasionally, a costly operation termed "setting the tire." That such a contrivance should hold its position so long without change or improvement is one of the curiosities of conservatism in the midst of the progress of invention. It has been little changed for hundreds of years.

The most serious objection to this contrivance is the practical rigidity and smallness of the portion coming into contact with the surface of the road. Notwithstanding the gospel of broad

tires which has so long been preached, the destructive narrow rim still plows its way in ruts through such surfaces as would afford sufficient resistance to a proper area of contact. But even the broad tire does not afford the ultimate ideal, on account of its lack of elasticity.

The most perfect elastic medium is one that is very plentiful and always at hand. It is also sufficiently cheap, but, as yet, the means for confining it and making it available is somewhat costly. It has come into use, however, sufficiently to have become a strong hint of the value of elasticity. The pneumatic tire, as applied to bicycles, has shown a wonderful efficiency, not only in bearing its burden smoothly and carefully, but also in improving the surface it passes over. To be sure, this is only a hint, on account of the lightness of the carriage and its load; but the inference is strong that, if so appreciable an effect is produced by the light-treading steed, if heavy vehicles were thus provided with elastic tires, the effect would be a matter of considerable importance. This feature has been already demonstrated by the use of such tires on motorcycles and other heavy carriages.

But these are only hints. The air cushion, as secured by the present modes of tiremaking, is not practicable on the ordinary vehicle intended for heavy loads, and there is a broad field for improvement in tiremaking waiting the inventor. Whether his success will lie in the direction of confining air in a fabric, or in the discovery of an elastic substance or compound cheaper, firmer and more durable than rubber, is yet a question; but it is scarcely possible that the many hints given in this direction will fail, eventually, in the utilization in sufficient degree of this principle of elasticity, either in road or vehicle, or in both.

W. N. F.



THE CELEBRATED

JAPAN TEA
IS THE STANDARD

that tea dealers everywhere have vainly tried to reach ever since our startling announcement of May 29, 1896. Our sales have been enormous and everyone who handles it is a winner, as it steadily increases his trade. There will be no advance in price. Quality absolutely guaranteed.

W. J. GOULD & CO.,
 TEA IMPORTERS, DETROIT, MICH.

The Boycott of Noah's Ark.

Noah's Ark was not built in a hurry. Noah was not one of the Cramp brothers and his shipyard was not on the Clyde. The builder was an amateur, but he succeeded in putting up a staunch craft. For its intended purpose it was a success. It had no leaks and found its way to the upper crags of Ararat without a passenger wetting his skin. There was no charge for admission; the gangway was free. Provisions were ample and accommodations good. Notwithstanding all these privileges, the ark was boycotted by the general public. They asked for no passage and secured no bunks. Noah, in popular opinion, was an old fool, or a crank and, perhaps, a combination of prophet and lunatic. He was building a ship on dry land for an ocean as yet invisible. He talked of a coming deluge in which gum boots and oilskins would be of little use to drowning disbelievers. The sky was blue every day and jeweled with stars every night. The springs under the palms kept in the rim of their basins and the silver streams ran over the sand and stones in their usual musical way. The evidence was against the bearded patriarch and in favor of the agnostics. One day, however, the ark was afloat. The waters leaped from below and fell from above. The storm fiend was let loose. He covered the palms with water and the mountains with waves. The sublime but terrible tragedy of judgment had begun, and while it swept around a shuddering planet, the ark rode out the gale. Noah lived and the boycotters died. With faith in God and good timber, the grand old believer survived the storm. The great historic deluge was the first and last of its kind; but other dangers and disasters of which it was a type still need a Noah, still demand an ark, and still meet with the old-time boycotter. One has not to go around the world to see this for himself. Men and women in all conditions of life, high and low, rich and poor, are everywhere to be seen in the great, sad, but never ceasing, drift of human wrecks. They go over Niagara into the black abyss, from cottage and mansion, workshop and forum. Here the tragedies end as far as we can see. Poverty loosens its strangling grip. Sorrow closes its wet eyes. Despair drops its iron shackles, and all we know of it is that those that are gone and those that are going are a multitude no man can number. Count, if you can, the lost souls in the limit of your own township or memory that are drifting to shame, destruction and the devil: the man who once was honest, but now is not; the man who once loved his home and placed in the hand of her who mended his shirt and darned his stockings his weekly wage, who prided himself in his children and they in turn were proud of him—but now, in the year 1896, has his garden gate hanging on one hinge, his children in squalor and his wife in rags. You know the man who once was pure and manly in all said and done but now is nothing but a lump of carrion in body, soul and spirit; the man with gifts and talents that might have made him a king among men, but who now is but a bummer with inflamed cuticle and poisoned blood. You know the man who for sordid aims sold his soul and in unnatural and vicious craving for wealth has lost all reverence for God or love for man, sees no beauty in nature, finds no delight in the smile of a child, and is in fact but a withered pea in a gold pod.

Others there are of like example to be seen everyday, but so many and so common that the tragedy is but a lurid color in the trail of the sun. In a broader, but less elaborate or personal, sense we see bodies of men who refuse the gangway to the ark in their social and industrial troubles. They prefer a cockpit of strife to a board of arbitration, and the qualities of a bulldog to the virtues of a man. The same may be said of nations with the lust of a leopard for blood, and as much contempt for an appeal to reason and good sense as a Congo barbarian would have for a decision of the Supreme Court. And so it goes in the days of Cleveland, as in those of Noah, that men boycott the ark until it is out of their reach—and outside its closed doors the deluge and the fool.

FRED WOODROW.

Realistic Representation of a Village Store.

From the Dry Goods Reporter.

One of Chicago's big department stores which is fortunate in having large show windows exhibited a village grocery store as a display recently. The representation was realistic. Shelves on the sides and back were piled full of canned goods, bottled goods, boxed goods and everything that belongs to a line of staple groceries. Across the rear ran a counter equipped with scales and a show case and loaded with cheese, fancy crackers in glass cases, etc. In front of the counter and at the sides were sample bags and boxes of everything from potatoes to dried apples, all displayed and labeled in true country store fashion. The grocer, just the kind of a man you would expect to see in such a store, with his sleeves rolled up and his apron on, stood behind the counter waiting upon a lady marketer. The lady was recognizable as a neat and industrious housewife, and over her arm she carried a market basket half full of purchases already made. The signs about the store were true to life and helped, with their rural flavor, to make the display an attraction. Here are some of them: "Our Prices Cheapest in the Village," "No Sand in our Sugar," "Coal Oil, Collar Buttons and Cheese, Cheap," "Big Bargains During Harvest," "We Sell for Hard Cash Only, on Easy Payments," "Don't Forget the Husking Bee at Bill Jones' To-night," "Hard Apple Cider."

William Dean Howell's father, who emigrated to Ohio half a century and more ago, used this formula to get rid of an intrusive visitor who had worn out his welcome: He would be called out on some business, and would say to the guest: "I suppose you will not be here when I return, so I wish you good-by!" This was not bad, except in comparison with the superb stratagem ascribed to Gerritt Smith in such emergencies—that he used to say in his family prayer after breakfast: "May the Lord also bless brother Jones, who leaves us on the 10 o'clock train this morning."

Edward Atkinson has done well to remind the commercial world that 90 per cent. of the business of the country must be done anyway, whether the times are good or bad. Instead of fretting over the other 10 per cent., go to work, hammer and tongs, and win it away from the croakers who are too busy making hard times with their talk to attend to business.

Experts have come to the conclusion that what kills trees in London is not the soot flakes or the want of air or the drought, but sewer gas, which attacks the roots, so that the tree soon withers and dies. In that way a row of trees is an admirable test of the healthfulness of the ground from which they spring.

A woman never trusts a man she does not like, and she often makes a mistake when she trusts a man she does like.

GREAT VALUE
SANCAIBO
COFFEE



I. M. Clark
Grocery
Co.

SHALL WE HAVE

The Gold Standard?

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

MANITOWOG PEAS

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

THE ALBERT LANDRETH CO.,
MANITOWOC, WIS.

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

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

Clerks' Corner

Desirability of Rules for Clerks—Unnecessary Noise.

From the Shoe and Leather Gazette.

Store rules are a luxury that few merchants possess or require. Only in large and comprehensive establishments are a set of rules presumably essential. It would seem that a man with one or two clerks could run his business without the aid of an elaborately engrossed set of whys and wherefores, and most merchants worry along without. It would seem, too, that the average clerk would appreciate what should be done about the store, and what should not; yet it's an easy matter to find stores the salesmen in which seem to know little or nothing of what should and should not be done.

* * *

It is not an unusual thing to see the front of the store, the doorway or the ledge of the windows outside blocked up with loungers smoking cheap tobacco and spitting in directions sufficiently varied to make it dangerous to pass them on either side. Perhaps they don't smoke, but merely stand and talk. This is just as bad in its effect on trade. Customers do not relish leaving a store with the knowledge that the loungers will be discussing them as soon as the door is shut. The live clerk should not wait for the boss to drive them away. Nor is it necessary to anger the loafers. All that is required is to fill their places with goods in some manner and thus crowd them out. It should need no set of rules to show the clerk what to do in such case.

* * *

Probably the reader can walk a block and find a store whose front windows are streaked with dirt, dusty and, perhaps, also decorated with the trade-marks of bluebottles. It may be a matter of history when the windows were last cleaned. The proprietor of that store needs a set of rules, even if his only clerk is also his wife's husband. In a prominent place near the top should be this: "Wash the windows once a week—oftener in summer." It should be beneath the dignity of no clerk to wash windows. If he is afraid Matilda Mull will see him, he can do it before breakfast. It's good exercise. At any rate the windows should be cleaned early and often and the clerk should not require a set of rules to set him at it. Whoever has this duty to perform should see that it is attended to with regularity and oftener if needed. This is just as important as sweeping out each morning. It has much to do with trade oftentimes and is certainly a good index to the character of the store.

* * *

A store having a set of rules would never number among them the injunction to the clerk to do his best to add to the number of credit customers. Still, there are many clerks who seem to believe that all that is necessary to increase the merchant's appreciation of a brisk day's business is to have as large a proportion of it as possible appear on the ledger. To open an account is, to many clerks, a triumph that demands notice. A common cash purchase is not to be regarded when compared to, "Just charge it, will you?" The quality of the credits is immaterial—a big ledger and a big business go hand in hand. A good many merchants would do well to get up a list of store rules, and let this one rule complete the set: "One dollar in the till is worth two on the ledger."

* * *

Credit customers must, doubtless, have all the attention that is now bestowed on them, but cash buyers should not be neglected to balance up the account. A premium should be placed on cash, not on credit. The clerk can often make a cash purchase out of what would have been credit if he will. Many times, too, he can avoid bad debts by refusing credit to dangerous parties. At best this sort of thing should be left to the merchant himself. A close watch over credits can hurt no business,

but on the contrary will weed out the bad risks. A shoe manufacturer recently retired lost about \$1,000 in bad debts in a quarter of a century. What retailer who has been in trade ten years can equal this?

* * *

A rule for whistling, singing or humming isn't needed in many stores. A great many clerks either have an exalted opinion of their own vocal abilities or a belief that customers desire a flow of melody along with their purchases. Usually the idea is unfounded in either case, and it would not be out of place for the merchant who owns a set of rules to include therein one to the effect that the store is a separate institution from the conservatory of music. The latest songs of the day, while catchy enough under certain circumstances, will seldom catch customers. "Just Tell Them that You Saw Me" and "The Lost Child" are very pretty and harmonious, but they don't go as well as they might when a tight pair of shoes is being fitted.

* * *

There are a few other rules that might be pasted up in any store with profit. One of them is, "Don't chew gum." Gum chewing is a habit almost as bad as tobacco chewing. Both should be tabooed in the store. The eternal chaunk, chaunk, is disgusting. It is not even advisable in grocery stores for inducing hunger and increasing sales. If there is any way in which a clerk can make himself absolutely obnoxious, it is by getting a cud of gum, leaning his face on his hands and his elbows on the counter and then attempting to regale the customer with the latest gossip. This is even worse than telling patrons what they want, or trying to wait on them without a collar. None of these things should need to be laid down in a set of store rules, but it happens all too frequently that they do not receive attention otherwise. Store rules are not a luxury for extensive retailers only. They should be a feature of every business, though they need not be printed or even written. Religious observance should be insisted on.

A Bad Practice.

Have you ever noticed that in some stores the clerks are ill at ease when waiting on customers, and make desperate efforts to accomplish the sale, not stopping at any reasonable limit in their endeavor to land the customer?

This is in stores where the clerks are constantly nagged either by proprietor or floor walker in regard to sales. If a customer leaves without buying, the floor walker or proprietor is on the spot at once to demand why the sale was not made.

This is a bad practice in any store. No salesman can sell every customer, no matter how great his ability nor how earnest his effort. To demand this is unreasonable and unjust.

It tends to prevent the clerks from showing goods not asked for with the hope of making an additional sale, for they know their explanation will not be satisfactory when they are questioned, provided the customer does not buy. Nagging is a bad practice. Do not let it gain a foothold in your store.

Among the parcels now traveling through the American Express Company in Maine is a cap that is being sent over the country by the express agents. The article had been worn and probably cast aside by some one, and some of the expressmen decided to give it a little notoriety. Each agent into whose hands it has passed has attached a tag bearing the date and place. This cap has been most of the time in the Southern States. It is really a peculiar sight, having more than 200 tags fastened to it.

The famous Heidelberg tun has been relegated to second place. It is eclipsed by a gigantic wine cask which has been built for the St. George vineyard, at Fresno, Cal. The Heidelberg "tub" has a capacity of 42,000 gallons. That at Fresno holds twice as much.

A Glorious Reaction

The confidence that started in two weeks ago has continued and a much better feeling pervades the entire country. The boom in wheat, cotton and provisions seems to have started up the wheels of commerce and business has revived perceptibly.

We offer for this week 200 barrels best Minnesota Flour at \$3.95 per barrel and 200 barrels Standard Second Patent Michigan Flour at \$3.50 per barrel.

Our famous Bon Ton Cheese, September make, 7¼ cents; New Morgan Short Cut Pork, \$7.50 per barrel; Compound Lard, 50 lb. cans, 3¼ cents; Pure Lard, 50 lb. cans, 4¾ cents.

Have a nice drive in Roasted Rio Coffee at 13½ cents. Terms cash with order in current exchange.

THE JAMES STEWART CO.,

(LIMITED),

Saginaw, E. S., Mich.

Standard Oil Co.

DEALERS IN

Illuminating and Lubricating

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

GRAND RAPIDS, MICH.

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

Highest Price paid for Empty Carbon and Gasoline Barrels

Some Oddities in the Pharmacy Laws.*

One who sets out to find fault rarely has to travel far to discover the object of his search. Especially is this true if he be searching through the pharmacy laws for subjects of criticism. This could hardly have been otherwise, considering the circumstances under which pharmacy legislation has been obtained. Almost every law has been enacted only after a sharp legislative contest, and very many bear the evidence of having been a compromise between what the friends of the measure desired and what the Legislature could be coaxed or coerced into granting. What has been granted has, in most cases, been conceded grudgingly, and in exchange for the assumption of extraordinary burdens by the pharmacist. Another fruitful source of inconsistent provisions is that some of the measures are a veritable patchwork, made up of sections taken from statutes in force in other states, and enacted into law without first trimming off their points of disagreement. However these inconsistencies may have gotten into the law, whether through the carelessness of friends or the designs of enemies, they are there, and the profession must make the best of it.

It is usually conceded that a pharmacy board should be made up of men having some knowledge of pharmacy, but one law provides a board not one of whose members need be or is, unless by accident, connected with pharmacy. The board in question is composed of the Attorney-General, Secretary of State, Auditor of State, State Treasurer, and the Commissioner of Public Lands and Buildings. Fortunately this wonderful combination of the departments of justice, statecraft, finance and agriculture is permitted to employ certain pharmacists as "secretaries" or "examiners," who perform the real functions of the board of pharmacy and receive the maledictions of the disappointed candidates for registration. Lest, however, the employes should not at all times feel with full force their dependency upon the powers that be, it is expressly provided that the board of pharmacy (!) "shall have power to discharge any of the said examiners at any time."

It is generally admitted that in some of the Eastern States considerable progress has been made in the matter of pharmaceutical education, but in this respect they have been altogether outstripped by a Western state, whose law declares that anyone shall be a graduate in pharmacy who has had four years' experience in a drug store. For the sake of the people of that state who have to take medicine occasionally it is to be hoped that the Legislature will not abandon its "experience before graduation" requirement without careful consideration.

Usually the law does not specify the scope or character of examinations, wisely leaving such matters to the discretion of the pharmacy board. Several laws, however, do indicate in a general way the character of the test to be given, while one goes so far as to require that all examinations shall be upon written questions and answers, thereby excluding everything in the nature of a practical test of the candidate's knowledge.

In several laws the boards are given authority to conduct examinations by mail. Possibly but very few of the boards avail themselves of this privilege at the present time, but, if they do, what an opportunity it must afford for a quiet pony ride by an anxious candidate!

A peculiarity which appears in a number of the laws is the distinction made between "licentiates" and "graduates," the former term being applied only to those who pass an examination and the latter to those who are licensed on diploma. Is not this distinction unwarranted? If the writer understands the term licentiate it is properly applied to any one who is licensed to perform a particular service, without regard to the manner in which the license was obtained. If graduates were permitted to practice without license and

*Paper read at the Montreal meeting of the American Pharmaceutical Association by J. H. Beal, Ph. C.

registration, there might be some ground for the distinction, but when they are licensed they become licentiates, whether the legislature calls them such or not. Surely there is confusion of tongues enough in America without the pharmacy laws adding to the babel.

In attempting to satisfy the demands of the country members, the legislatures have in some instances made the exceptions in favor of dealers in general merchandise so broad as to seriously cripple, if not entirely nullify, the pharmacy act. For example, certain statutes permit general merchants to "keep and sell such poisons, acids and chemicals as are regularly used for agriculture, mining and the arts;" another, "the commonly used standard medicines and poisons;" another, "all such medicines and pharmaceuticals as are required by the general public." From still another statute we learn that "nothing in this act shall be construed to apply to the sale of drugs, medicines and poisons by dealers in general merchandise," and again in the same law, "that the provisions of this act shall not apply to the sale of insecticides nor any substance for use in the arts."

What there is left for the poor druggist to sell after such exceptions as these is hard to determine.

Under such a law if a man call himself a druggist he must qualify by examination before the State Board before he can dispense medicines and poisons, but if he choose to be a general merchant he may deal in almost every substance known to medicine or pharmacy without the necessity of possessing any knowledge whatever of the articles sold. Inconsistencies similar to the last are found in some of the poison and label laws and in the provisions relating to adulterations.

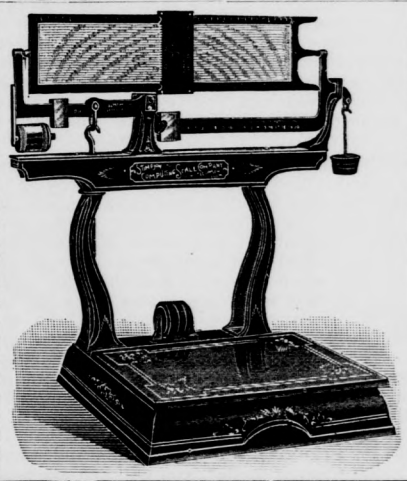
In some states the only law prohibiting adulteration in that found in the pharmacy act, and this clause frequently so worded as to make it applicable to pharmacists only, general dealers being excepted from the provisions of the act. If the pharmacist sell cream of tartar 5 per cent. below the standard he may be fined, imprisoned and his license to practice pharmacy revoked, but the general merchant may sell under the same title stuff that is 50 to 75 per cent. adulterated and none may molest or make him afraid.

Such inconsistencies are also found in some of the poison and label laws. For example, in one state if a druggist sell 5 cents' worth of black cohosh he must label the package poison, the purchaser must be interrogated as to his knowledge of the drug and the use he intends to make of it, cautioned regarding its dangerous properties, the circumstances of the sale recorded with great minuteness, and the record preserved for five years. According to the same law a grocer may sell a large list of enumerated articles, including such substances as the salts of iron and copper, preparations of mercury, podophyllum, lobelia, carbolic acid, etc., without let or hindrance and without the necessity of either label or record.

One other oddity, or perhaps it were better termed an outrage, may possibly be worthy of mention. Certain laws contain provisions which in effect declare that a pharmacist who is charged with violating the law shall be taken as guilty until he establishes his innocence. For example, "every sale of liquor shall be taken as illegal until the contrary is shown," and that "in all prosecutions under this act the burden of proof shall be upon the defendant." In plain English, that pharmacists are more dangerous than ordinary criminals, and must not be allowed the privileges commonly accorded to men accused of crime. A horse thief or burglar must be presumed innocent until the state establishes his guilt beyond a reasonable doubt, but the wicked druggist shall be executed first and tried afterward.

Verily is not the pharmacist the most complete personification of scriptural charity to be found on the round earth, for may it not truthfully be said of him that he suffereth long and is kind.

Crowned with Victory



Because . . .
In Beauty, Utility,
Simplicity,
Workmanship and
Appearance the

Stimpson Computing Scale

is without a
rival.

RADCLIFFE, IA., Sept. 3, 1896.

GENTLEMEN:—The Stimpson Scale gives entire satisfaction. We could not "keep house" right without it. My little boy, 9 years old, can operate it.

Signed, SEIGH & VOIGHT,
By C. P. SEIGH.

Stimpson Computing Scale Co.

Elkhart, Indiana.

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.

Some of the Best Methods of Advertising.*

What I shall say to you to-day on the subject of advertising will not be theory, but a deduction from facts gathered by actual experience. I am not an expert, in the way the term is generally used, nor do I lay any claim to the title. However, there are some things I have learned about advertising which I believe it will pay any merchant to know, and the cost of this information will simply be the time you spend in listening to the reading of this paper. I do not believe you can obtain facts which would be of any value to you cheaper than this.

I shall not say much in the way of argument in favor of advertising, for I take it for granted that every merchant present believes that it pays.

The subject is so broad and so many sided that an endeavor to cover it thoroughly in a paper so brief as this would result only in failure. At the best I can only touch on a few salient points, and deal with retail advertising only.

Merchants are devoting more attention to advertising each year, but as yet the greater number have only commenced to understand it. This is no reflection on their ability, for to be a successful merchant nowadays requires a diversity of talent which fits a man to solve problems far more difficult than this one.

Advertising can be successfully handled by any man of average intelligence who gives it the necessary study.

The experts tell us that the subject is beyond the understanding of the ordinary man, but I have always had my doubts about this, and the thought has often occurred to me that these gentlemen have an ax to grind in trying to make people believe that no one else can understand this subject except themselves.

I have seen some excellent ads that were written by men who made no pretensions nor claims of superiority in this line, ads that would benefit their business fully as much as any that could be prepared for them by an ad smith. This does not mean that some men will not excel others in ad writing, nor that a man who devotes his whole time to this line of work will not write better ads than the man who deals with it simply as one of the details of his business and hurries through the task of writing an ad, finishing it with a sigh of relief.

The best advice I can give any merchant on this subject is to free himself from some of the less important duties which occupy his time, and can just as well be performed by his clerks, and give his advertising the time and attention that it deserves.

This advertising question is not so deep and intricate but what it can be solved by any man before me if he sets about it in the right way. Advertising is, or should be, simply telling people what you have to say about your goods in the same language you would use if you were talking to them. The plain truth told in a plain way without any attempt at fine writing will go straight to the understanding of people, and if you are conducting your business on right lines they will respond.

In making this assertion I do not wish to be understood as saying that I believe advertising will bring large direct returns in the smaller towns and cities, for it has been my experience that it will not.

I believe that the greatest benefit to the average merchant from advertising is what is termed the cumulative effect. If you tell the people of your community the truth about your store, month after month, in a convincing way, it is bound to have a beneficial effect on your business. It has been said that even the truth should not be spoken at all times, but this does not apply to advertising. The merchant who cannot tell the truth about his business had better not advertise at all.

Every advertisement should be backed up to the letter, for it is really the merchant's promise to the public that he

will do a certain thing and, if that promise is broken or he falls short in fulfilling it, he loses their confidence.

A merchant should tell the people of his community so earnestly the reason why they should trade at his store that they will grow to believe these reasons fully as much as he does himself.

Did the thought ever occur to you that the public really appreciates a live, wide-awake, progressive merchant, and is disposed to give such a man a fair share and very often the lion's share of their trade. I believe this, and I assert that you can increase your business by telling people week after week, year in and year out, just what you are doing to push it ahead and make your store a good place for them to trade.

When you want to buy anything outside of your line you naturally go to the store which is best known to you to make the purchase. Other people will do the same. You can so impress your name and your business on their mind that when they want something in your line they will come to your store for it.

My experience has been that the retailer's best way to reach the greatest number of people at the least expense is through the newspapers. All other advertising should be supplementary or auxiliary to this.

It is hardly necessary to say that, if you can obtain top of column and next to reading matter, you will achieve better results than if your advertisement is poorly placed.

Take any daily or weekly paper outside of the large cities and look it over carefully. What ads strike your eye first? Those of the general advertisers—the baking powder, tobacco and patent medicine concerns. One reason is because they have the best position in the paper. You cannot blame your local publisher for this, for he is only giving the best location to the people who will pay most for it.

A retail merchant should not consider any position in the paper too good for him, nor begrudge the time it takes to prepare the best ad he is capable of writing to fill that space. It is a wise plan to have a fair-sized space in the leading papers in your locality throughout the year. A double half column is about the right size space for the average retail business, and the publisher should grant the advertiser the privilege of using more space, whenever desired, at a pro rata rate.

Good display is important, for even the best written ad fails to fulfill its mission if it is not read. A border will help to make an ad attractive and prominent and separate and distinguish it from the matter which surrounds it. An advertiser should own the border which he uses, and can do so at small expense. Cuts add much to the appearance of an advertisement, and often tell more about the goods than a description. Jobbers and manufacturers sometimes furnish cuts of goods gratis to their customers, and there are numbers of firms who make it a business to supply advertising cuts at reasonable prices.

The question has often been asked me, "How much should a merchant spend on advertising?" I believe that three per cent. on the annual sales is not too much. On a business of \$25,000 a year this will amount to \$750, and will buy all the newspaper space that it is necessary to use in advertising a business of that size, and leave a comfortable margin for the purchase of such cuts as are required to make the advertisements attractive. It will also be sufficient to pay for any program space which a merchant may feel compelled to buy on account of the solicitor being a customer.

If three per cent. spent in advertising increases a merchant's business he will do well to spend the same percentage each year until he feels that he has covered his field thoroughly, and would be wasting money to keep up the same ratio of advertising expense.

As a rule country merchants spend less than three per cent. in advertising, while many city merchants spend more than that.

Circular advertising is effective when well done, especially in communities

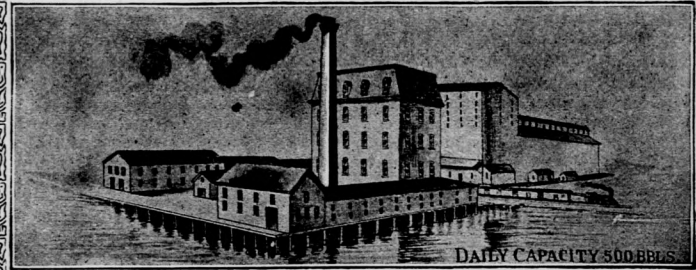
STRICTLY MODERN MILLING PLANT

Manufacturing the best Dakota and Minnesota

Hard Spring Wheat Flour

in the world. Owned and operated by

JOHN H. EBELING, Green Bay, Wis.



Don't Wreck Your Business

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

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

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

JOHN H. EBELING, Green Bay, Wis.

MAINE FACTS

Skowhegan, Me., June 3, 1896.

VALLEY CITY MILLING Co., Grand Rapids, Mich.

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

C. W. DAY.

West Pownal, Me., June 20, 1896.

VALLEY CITY MILLING Co., Grand Rapids, Mich.

Gentles:—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

*Paper read by H. S. Fisk at annual convention National Association of Merchants and Travelers.

where the newspapers have a limited circulation and little influence. A merchant can profitably send a large card to his customers once a month, telling about new goods lately arrived, and change in prices, or special offerings in seasonable goods. The average merchant would use about 500 of these per month and the entire cost for a year, including postage, should not be over \$100.

Handbill advertising is behind the times and useful only in exceptional cases. Here in the city this method of advertising is used only by merchants in the outlying business districts. A considerable amount of circular and booklet advertising is done by both large and small firms.

All the advertising schemes which are presented to retail merchants to get their good money should be avoided until success has been attained through newspaper and circular advertising. Then, if there is a surplus from the three per cent. appropriation, it can be used to advantage in making the firm name a household word in the county where the business is located.

How Children Affect the Success of Retailers.

John Z. Rogers in Printers' Ink.

Too many retailers dealers, both large and small, consider juvenile customers of too little importance. These careless tradesmen, as well as the salemen of large merchants, keep children waiting until there are no other customers to wait upon; they try to "jolly along" the boys and girls, or are gruff, according to their frame of mind, and attempt to force upon children substitutes for the articles called for when they would not think of doing so to an adult.

"Oh! That's all right," they say; "it was only a ten-year old boy."

In such a case they make an elephantine mistake. In nearly every case when a child makes a purchase of any amount, he or she is the representative of a parent who is more particular than if the purchase was made direct. Every tradesman will act wisely if he treats children as well as grown people, and every up-to-date merchant should instruct his force to treat all customers alike, irrespective of age.

Two years ago, one Saturday, my eight-year-old son, who was to have a spring suit, said to me:

"Let's go to Bloomingdale's, papa. Yesterday they advertised boys' suits for \$4.90, with an extra pair of pants thrown in." I had never been in Bloomingdale's, principally because it is on the East Side and I had always lived on the West Side; but it was a fine morning and so we walked through the park and bought at Bloomingdale's instead of purchasing in the vicinity of Twenty-third street and Sixth avenue. The suit wore like iron and was very satisfactory. Since then I have bought more boys' suits at the same place, besides a carpet, couch, velocipedes and other articles. There is hardly a month passes without my buying something there; and I have been the means of two friends becoming customers. Had the small boy not seen the ad and suggested going to Bloomingdale's, I would undoubtedly still be a stranger to the place.

This same lad was the means of my becoming more or less of a regular patron of a 125th street theater, which presents as good plays as can be seen farther down town and can be reached from my home in one-third the time.

Here is an instance of how the same boy was indirectly the means of a tradesman losing a customer. The boy, by the way, is of a philosophic and serious frame of mind, and he does considerable purchasing of household supplies. One day he said: "I don't like to go to —s."

"Why not?" I asked.

"He always keeps me waiting and he's too fresh. He thinks he's funny, and about every time I go there he makes a joke at me, and then his clerks laugh." I had noticed that the person in question appeared to be about what my son represented him, and naturally not wishing the boy to be a target for

one of his calibre, the man lost my trade. It was not large, but averaged about \$15 a month.

In buying many small articles we let our three boys go wherever they please. They go to only one bake-shop, and the reason is they always get a cake for themselves when they purchase there, and they are treated considerably and are not kept waiting. The number of children who patronize this particular bake-shop, to the exclusion of many others in the vicinity, is remarkable, but not surprising when one knows the reason.

One day I asked the eight-year-old boy why he went three blocks to Tony's cobbler emporium, when there were others much nearer.

"It's because," he replied, "Tony gives me a cent to spend every time I take him work, and if it comes to a quarter or more he always gives me two cents, and sometimes three."

I mentally remarked that Tony knew his business, and also had good ideas on advertising for small tradesmen.

Obsolete Styles of Advertising.

Richard Wallace in Printers' Ink.

The public has peculiar fads and fancies, likes and dislikes. You can change these by force. The people have to be led—they can't be coerced. Some of their prejudices are deep rooted and also well founded. They have been born of experiences. There are certain styles of advertising and certain classes of advertisers to which they have a most decided objection. The intelligent public is progressive and opposed to "old fogyism" in anything. The "business card" style of advertising is a relic of revolutionary times, and is consequently tabooed by up-to-date people. The man who uses it arouses the prejudices of the public and sometimes excites its sympathy. He seldom, however, secures its patronage. Old style advertising is like old style anything else. Admiration for it is dead. The popular prejudice is in favor of new things and original ideas.

The "hurrah" brand of advertising is not now tolerated outside of the circus business, to which it naturally belongs. That has had its day, too. There was a time when the louder you yelled and the more you bluffed the better you were believed and admired. Big type, exclamation points and plenty of bluster were all that was needed to draw the attention and sell goods. Experience has sobered the people's enthusiasm and robbed them of much of their credulity. You may shout as loud as you like nowadays and you'll only get a slim audience unless there is something besides your voice to attract. The popular prejudice is against mere sound and in favor of sense.

"Bankrupt," "fire," "dissolution of partnership," "alteration" and "removal" sales are not as implicitly believed in as they used to be. All "sales below cost" are regarded with suspicion since the public began to think before buying. Thought has produced doubt as to the philanthropy of merchants and experience in purchases has verified that doubt. The most apparent commercial axiom is that all men are in business to make money and no man can make money by selling goods below cost. This consideration has caused popular prejudice to look with disfavor on "sales below cost."

There are some forms of advertising, such as by handbills or dodgers, that, in the face of popular prejudice, make us wonder why merchants will squander money on them. I seriously doubt if five per cent. of them are ever read and I think that not one-fifth of the readers become purchasers. Personally I know that I was never influenced by a dodger in my life and I never yet heard anybody admit that such form of advertising had appealed to his intelligence or even attracted his attention. Popular prejudice will probably kill the dodger in time.

Mourning on Men's Hats.

The custom among men of wearing mourning upon the hat is increasing in its observance rather than decreasing.

Crape, however, which was formerly exclusively used for this purpose, has now been almost entirely supplanted by bombazine. Years ago it was customary to sew on a row of tiny black beads, set a little distance apart, along the seam of the band where it was joined at the side, but this is now rarely done. There is now put on around the hat, over the lower edge of the band where it meets the brim, a narrow silk ribbon to make a finish.

For loss of wife the band of mourning worn upon a silk hat is carried to within an eighth of an inch of the top; for the loss of a parent the band is carried to within an inch of the top; for relatives other than wife or parent the band is worn three-quarters the height of the hat.

The mourning band for a silk hat is specially fitted to it and made for it;

for straw hats and for soft hats an English cloth band is provided which can be slipped down over the crown of the hat.

It Wasn't Run Right.

Stranger—So you have no paper in this town?

Native—No, sir. We did have one once, but it wasn't run right, and we were glad to get rid of it.

"What was the matter?"
"Well, the editor didn't allers treat the folks right. The feller commenced stopping the paper on them what didn't pay their subscriptions. Then we rose in our might and druv him out of town."

A New York clothier reverses the usual phrase and advertises: "We give you \$1 worth of goods for every 53 cents."

Silver Leaf Flour

Manufactured by MUSKEGON MILLING CO., Muskegon, Mich.

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

◆◆◆◆◆ \$5.00 ◆◆◆◆◆

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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.

◆◆◆◆◆ \$5.00 ◆◆◆◆◆

◆◆◆◆◆



**“In a multitude of
Counsel there is wisdom”**

**Tenth Annual Convention
Salesmen of the
National Cash Register Co.
Dayton, Ohio, Oct. 21-26, '95.**

Every year the 250 salesmen of The National Cash Register Company meet here at the factory in convention. They bring from all over the world the best ideas of retail merchants in handling transactions between clerks and customers.

To the specific needs of individual merchants they give careful study and a long experience. The Eleventh Annual Convention meets October 19th for a week's session.

If you have met with any special difficulties in handling and checking transactions between your clerks and customers, and will fill in the blank below, cut it out, and mail it to us at once, we will have the matter carefully considered at the convention and let you know the result. Address the National Cash Register Company, Dept. D, Dayton, Ohio.

Name

City

Street

Business

Difficulty

.....

.....

.....

What Constitutes the Successful Retail Merchant.*

What constitutes a successful retail merchant?

If the mere getting of money and values were the paramount issue on which to hinge an argument of this character, then the subject on which I attempt to write would be narrowed to a point easily within the range of a paper of this size, circumscribed as it is by a time limit of ten minutes in its delivery, as ordered by the gentlemen who ascribed to me this pleasant task.

I shall not admit, in the beginning, that the getting of money or values alone would constitute the successful merchant, for I have in mind, and you can easily recall, successful men who have not succeeded to any alarming extent in the accumulation of values. I lay down the proposition that to succeed a man must, in all things pertaining to his business, so arrange his acts and affairs as will give to him, in their doing, the greatest measure of satisfaction, for any and all well-planned undertakings that promise adequate returns require, in management and execution, the best effort of which we are capable. Success deserves, in fact requires, from each of us the best we have to give and does not and will not consent to any half-hearted doing in administering her affairs.

Give me a man of judgment who has faith in himself, faith in his business, faith in his fellows, enthusiastic faith in his town or city, faith in the manufacturer and jobber with whom he deals, faith that removes mountains in the prosecution of his business—point this man out to me and I will take pleasure in introducing to these assembled merchants a man who has bound up within himself the virtues that constitute a successful merchant. This man is forever at it, early and late, through thick and thin, wet and dry, heat and cold, through prosperous eras or the opposite—all times are alike worthy of and receive daily his best effort. He pushes business because he likes it and cannot conveniently help it; gains the reputation of being a hustler, and the reputation gained, in this instance, bears out the manner of man. His business, shop or store is part and parcel of his very being, and a goodly part at that. It is there where his sermons are preached; where the gospel of his being is found in action; where he serves the Lord, the community and his home; through it and by it he gets the child a coat and pays his jobber 33 $\frac{1}{3}$ per cent. profit on every blessed thing he gets (barring possibly L. L. brown muslin by the bale). He is a judge of men, markets and material from which shoddy blankets are made; knows how, when and where to buy, and generally stops in Chicago, knowing that he will not be led more deeply here than down East. He is content when conscious of duty well performed and, while his plans sometimes miscarry, he does the very best his judgment tells him and lets it go at that.

The subject in hand is as prolific of conclusions as the number of men (women, too, God bless them!) engaged in trade; what is sauce for the goose in any essential particular, is not, of itself, naturally good sauce for the masculine persuasion of that bird.

Successful methods of the large city retail store would not, I take it, get the most and largest persimmons down where I live, nor would the methods adopted by our smaller city merchants produce an over-abundant supply of small potatoes in the average country store. It is pretty generally admitted that, to be acquainted with the road, you must at some time have traveled over the route. So far as the retail dry goods road is concerned, I have traveled it in all kinds of business weather; have seen sunshine and clouds, have heard the thunder following in the wake of the commercial storm, and noted the wrecks caused by the commotion, and am frank to say, from the standpoint I occupy to-day, that I have seen those

go down before the storm that I thought were entitled to stand, and have seen men stand erect that I thought ought to have toppled and fallen. Judging them in the light of what is accepted everywhere as methodical merchandising, let us look for a moment at two characters, business men if you please, men that I have stood alongside of in their daily effort to win success. One succeeds, the other succumbs after a few years' trial. The first one, a real man doing business in a prosperous county seat of Illinois, a successful merchant by the standard of any and every credit office in this great city; this man, apparently to the observer, adopts a little method in his business as a pig's constituted knowledge of dress goods, careless, seemingly, to a degree frightful to contemplate, as viewed by his local competitors; no thought as to the appearance of his stock and store, and while general untidiness may not have ruled supreme, there was an evident abandon to general disorder, as was not known in any other store in that section. Silks and bacon in the same showcase indicates the tone of the institution. In granting time purchases to his patrons this man is not under necessity of consulting his bank or neighbor; he is a law unto himself in regard to that vital point. Tom, Dick and Harry could and did obtain almost unlimited credit from our friend; and Tom, Dick and Harry, each acting for himself, while they may not have always been ready to meet their obligations to the day or on demand—it was an evident fact, known and recognized all over the country—did eventually pay what they owed, in good dollars. The more conservative and careful amongst us, at that time and place, to use a term of the street, "were not in it" with him when pay day came around. This man then, estimated from current standards, constitutes within himself the elements of a successful merchant, in this at least, he was willing to retire from business a few years ago with a fixed income more than sufficient to provide his every want.

Let us now turn our attention for a moment to another, an altogether different merchant, of another standard and more perfect mould. Educated especially for the work in hand at one of our modern business schools, with the added advantage of a responsible position in an up-to-date store, a model clerk with years of active experience to his credit, family standing, besides valuable acquaintanceship of years' growth, capital sufficient for the business in hand, we find him launched forth in the business swim. He employs improved methods, youth, education, experience to help him along, correct habits, perfect order at every turn, an elegant location, bright, beautiful store, stocked plentifully with seasonable, desirable merchandise. In addition to these enumerated advantages he was popular in the community, industrious to a fault, ambitious and all that; but business did not prosper with him, and, at the end of two short years from the opening sale, we find him discouraged, sick at heart and ready to lay down. As between these two which, of right, was better entitled to success? I am free to confess that my judgment indicates the younger, the educated, the orderly one.

To be successful is but another figure of speech used to indicate the fortunate merchant. He is, I think, fortunate, then, who, from choice of vocation, adopts the store as a life business, content to pursue it through the ills and vicissitudes, the triumphs and successful issues pertaining to it, with a faith never doubting that success will come. Put a head on this man's shoulders capable of thought, a character within him that has no earthly kind of use for other than straightforward methods from those who deal with him, with judgment equal to the task of adapting himself to changing conditions that must confront him, a heart to feel, a courage to do the things that are right along the line of his legitimate calling and leaving undone the questionable things that come along, a virtuous regard for the sacredness of his business contracts; who promises little and performs much;

who religiously, earnestly attends to his own business, and who as earnestly abstains from meddling with the affairs of others; who uses the days to advantage and the evenings to useful pursuits; looks after his business in the spirit of pleasurable concern; buys judiciously, keeping a close watch after profits, and when misfortune comes, if it ever does, retrenches, works the harder, but never gives up, confronting obstacles with unflinching character and good humor—this man, to my way of thinking, without taking an inventory of his accumulated possessions, constitutes the successful retail merchant.

Points in an Employer's Liability to Employees.

A workman does not assume a risk where he knows there is some danger without appreciating it.

An employer is bound to use reasonable care to see that machinery used by his workmen is in proper condition.

The mere fact that a workman received an injury raises no presumption of negligence on the part of his employer.

A workman does not assume the risk of injuries from a latent defect in machinery, because his opportunity of discovery is the same as his employer's.

An employer is bound to give notice of latent dangers among which the employe is required to work, and of which the employer has knowledge, or should have knowledge.

A person entering the service of another assumes all risks naturally incident to that employment, including the danger of injury by the fault or negligence of a fellow workman.

The mere fact that an employe was careless in doing a certain piece of work does not show that he was a reckless and incompetent workman, whom it was negligence to employ or keep.

Where a workman knows that the appliances with which he works are defective, and he does not complain to his employer, or representative, of their condition, he assumes the risk of their use.

The fact that a superintendent assures a workman that there is no danger, and tells him to return to work, does not relieve the workman of the assumption of the risk, he being of full age and knowing the danger.

The mere fact that a manufacturer hires an unlicensed engineer to run his boiler does not render him liable to other employes for personal injuries caused by the explosion of the boiler.

An employer is not required to use the most improved kinds of machinery in his factory. It is sufficient that the machinery is reasonably safe and suitable for the purpose for which it is used.

An employer is not bound to anticipate every probable risk which may happen in the use of a machine, but discharges his duty if he give such general instructions as will enable the employe to comprehend the danger.

When an employe's duty to inspect and repair machinery is incident to his use of the machinery in a common employment with other workmen, the employer is not liable to fellow workmen for the negligence of such employe.

An employer who calls a surgeon to aid an injured employe is not liable for the negligence or malpractice of the surgeon, provided the latter has knowledge and skill ordinarily possessed by other surgeons, and the employer has no reason to suspect that the surgeon will fail in his duty.

An employe of mature years who is removed from one employment to another, without objection by him, cannot recover from his employer for injuries received through his unfamiliarity with the machinery which he is required to operate, unless his employer knew of his inexperience in that direction, or was informed of it by the employe.

When the conditions of a mill and the relative situation of the deceased and his fellow workmen would suggest to a person of common intelligence menacing and obvious perils from the use and operation of the machinery, an employe who continues to work in it assumes

the risk, though it arises from the negligence of the employer, and the latter is not liable for the death of the employe.

Wanamaker in New York.

One of the largest transactions in the commercial history of New York City is the purchase, by John Wanamaker, the merchant prince of Philadelphia, of the big retail store which was made famous by A. T. Stewart, the late merchant prince of New York. The establishment was recently closed because of the assignment of Hilton, Hughes & Co., who seemed to be unable to successful conduct the great business to which they had succeeded. Their liabilities were placed at \$1,500,000, of which \$500,000 was in loans and bank discounts. The stock on hand was valued at \$750,000 and the fixtures about \$50,000 more.

Mr. Wanamaker's purchase includes the stock, fixtures, building, and a lease for twenty-one years, with the privilege of extension, given by the Sailors' Snug Harbor, which owns the site. The price paid is not made public, but it is supposed to be in the neighborhood of \$2,000,000. This money will enable Hilton, Hughes & Co. to pay all their creditors in full. Mr. Wanamaker intends to have the New York store improved and restocked, and it will be opened in time for the holiday trade. It will be conducted on the same lines as the famous Philadelphia establishment. There will be one set of buyers for both stores, and one staff of managers will run both. Many of the heads of departments will be brought to New York from Philadelphia. The 2,000 persons to be employed in the new store will include those employed in the old one who have not yet secured work elsewhere. The New York establishment will be directly in charge of Robert C. Ogden. Manley M. Gillam, the general manager of the old firm, is likely to be retained as an assistant by the new one.

Mr. Wanamaker's purchase of the old A. T. Stewart store will make him the greatest retail merchant in the world. The only house on earth now whose annual retail sales exceed those of the Philadelphia store is the Bon Marche in Paris. The sales of Mr. Wanamaker's two establishments will exceed those of the big Paris concern.

John Wanamaker was born in Philadelphia county, Pa., on July 11, 1838, the son of a brickmaker. He quit school when he was 14 years old, and became an errand boy in a book store. Then he clerked it for a while in a couple of clothing stores. On April 8, 1861, he opened the "Oak Hall" clothing store in partnership with Nathan Brown, afterwards his brother-in-law. The sales the first year amounted to only \$25,000, but in time, thanks to Mr. Wanamaker's energy and increasing attention to the details of his business, the establishment became the largest retail clothing house in America. In 1877 Mr. Wanamaker extended his business into the line of general merchandising. In time he secured possession of the entire block bounded by Chestnut, Juniper, Market and Thirteenth streets, the most valuable piece of property of its size in the city. There are now over fifty different and distinct departments in this store, and its employes number about 5,000. The firm sends twenty-two buyers to the Old World every year, each one representing a distinct department. Associated with Mr. Wanamaker and Mr. Ogden are the two Wanamaker boys, Thomas P. and L. Rodman. The latter resides in Paris, where he looks after the European business of the firm.

Put up Your Sign.

In olden times when a man started in business one of the first things attended to was the ordering of a sign bearing his name and the character of his business. Nowadays the sign seems to be a back number. Thousands of stores have no sign to designate to whom they belong. Especially is this true of the retail grocer. This should not be. No store is complete without the sign over the front.

*Address by Drew Inman, of Joliet, Ill., at annual convention of National Association of Merchants and Travelers.

HOW THEY LIVE.

Some Peculiarities of the German People.

Written for the TRADESMAN.

If you are an American don't expect to have the same comforts abroad as at home. If you love freedom don't expect to have the same independence as in your own State. But, if you do want to get out of your narrow rut, if you want to become what Zangwill terms a "molluscous cosmopolitan," if you want to be lifted up to the seventh heaven where the music seems more divine than human, if you want to hear lectures which are masterpieces of the subtleties of language and thought, and if you want to see a real flesh and blood emperor, just spend a few months in Berlin.

Dresden courts the English-speaking foreigner. She sleeps under blankets. She eats corn and tomatoes, turkey and cranberry sauce, mincepie, popcorn and peanuts. She dresses in English serge and cheviot. She talks English with the Boston, New York or Grand Rapids twang—in short, she is a species without the solid backbone or settled pulse of the German.

And there are few places on the globe where you get so much to the square inch as in Berlin. She is new and has not yet lost her taste for beer and sausage, sauerkraut and strong cheese. She is in the process of evolution. You hear more of the "Hohenzollern" than the Reichstag, the policeman than the judge.

There are numerous railroad stations in Berlin and they are all built "kurz und dick," as the German would say. Everything else is built on the same plan—railroad cars and beer glasses, monuments and plug hats—everything.

There are several ways of living in Berlin, to fit the pocketbook. The number of good hotels where English is spoken is not small, which saves the embarrassment of calling a chair "he," the sun "she" and the chambermaid "it." By the way, it is not hard to discover why the sun is treated as a lady. It rains ninety-nine days out of a hundred, so she—I mean the sun—does not have to appear on regular duty, but is only seen on dress parade a few days in the year, when she is looked up to and admired almost as much as "die Kaiserin."

But, if you anticipate spending several months in Berlin, hunt for a good pension. It gets so monotonous paying trink-geld to everybody who looks toward you, and then one needs a man to carry around the leather bagful of ten "pfennig-stucke," ready to be doled out at any moment. If you ask a question on the street, if you have not the exact change for the car conductor, if you take a glass of water—or something stronger—in a shop, you must always include a little trink-geld with the other change. Then you will be honored with a profound bow instead of a curse. In the course of a year's experience, only one person has refused the fee. He was a mere baker of ordinary loaves, and not especially clean; but, when he dies, he deserves to have a monument erected to his memory which shall bear the inscription:

His self-respect was greater than his greed.

Even the waiting-rooms in the stations are furnished with chairs and tables, and one dares not sit down unless he take a drink or buy a sandwich, and thus furnish the waiters with pocket

money. In the parks the chairs are made according to a penny-in-the-slot arrangement which means, "No money, no seat." This automaton has been reduced to a science in Germany. Besides securing for you your weight, drink, cigar, candy, seat, railroad ticket, there is such a machine at the Ausstellung where you can slip in a mark (mind no trink-geld!) and out comes a hot beefsteak smothered in onions, also potatoes, with knife, fork and all the other paraphernalia.

But your pension is not yet found and you are not settled for the night. There are no end of pensions from which to choose. Why? Because, there are so many widows and husbandless old lassies in reduced circumstances who wish to earn an honest living by grinding out as much money as possible from the innocent foreigners. There are just as many women of high rank in Germany as in America who keep a boarding-house for the mere pleasure of the work and the society. But, with the majority, it is just as well to have a written contract and to look carefully after your pocketbook and bills, and not depend too confidently on locks, bolts and the thickness of walls—human nature is much the same the world over.

There is a law in Berlin against constructing buildings more than four flights of stairs high, which we would interpret as five stories. But the steps are often steep and the flights long, with seldom the alternative of an elevator, so that there seem to be twenty-five flights. Generally speaking, the rich live on the parterre and the first floor, the well-to-do on the second and the laboring classes on the third and fourth. It is surprising the number of pensions in the higher stories.

The rooms are usually square or oblong, with dark paper, dark painted floors, dark rugs, dark furniture, dark everything—to match the weather. There are always two windows with a pier glass between, a tete and two easy-chairs upholstered in red or green plush or rep, several high straight-backed, cane-seated chairs, a wardrobe, a book-case arrangement for holding linen, a large oval table with a cover, a washstand, stand for holding the candle and, last but not least, a bed. The single bed is universally used and when two people occupy the same room two beds are arranged in a single row against one wall. You must sleep under one feather bed, and sometimes between two, summer and winter, ice cream or skating weather. In all well-regulated families the bed linen is changed once a month, for the sake of cleanliness. The furniture is invariably arranged against the wall, the table is placed directly in front of the tete, there is a place for each and every chair, while the tall white porcelain stove, shaped like a graveyard monument, looks menacingly down from its lofty height in the corner, eternal reminder of the universal fate of man. There are always plenty of gimcracks accumulated in the course of several generations, which load every available piece of furniture, and the walls are covered with framed photographs of the relation of your worthy hostess, from her dead husband to her twenty-fourth cousin. That makes talk, and before you have been fifteen minutes in the house she has recounted her most sacred family affairs: how the dead ones came to die, how the other ones married, what kind of housekeepers the women

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.

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.

Agents

L. CANDEE & CO.,
FEDERAL RUBBER CO.

Ask for price list.

make and what position the men hold. You feel as though you are her confidential friend, and must not betray the trust or ever even allude to it. But, if you make the acquaintance of the other boarders, you will find they are familiar with the same secrets. If your sympathy is aroused you will make a trial of the place. But be sure to go before the fifteenth of the month and decide, because you must give notice before noon of that day else you can be held responsible not only for the remainder of the month, but also for all of the succeeding one.

Before you have your bag unpacked in comes the worthy Frau to prepare the notice for the police. You must give your full name; where and when born; married or single; when you came to town; where your last boarding-place was, and answer sundry other questions which the powers-that-be may be pleased to ask, besides identifying yourself at the police station by means of your passport. But this is nothing to the red tape you must go through to simply listen to lectures at the University. There you must trace your genealogy back to Adam, besides dwelling on the details of your father's business, his religion, and giving a full autobiography of yourself. If you have ever done any kind of work the title is appended thus: Mr. Watchmaker Preusser; Mr. Merchant Spring; Miss Teacher Gordon; Mr. Butcher Katz; Mrs. Cook Withey.

At the pension where you have settled you will probably find your meals planned according to a fixed bill of fare, which is never altered, so that you may know five or six months ahead of time what you will have any special day, and you thus will have time to arrange your appetite accordingly.

The breakfast always consists of coffee and rolls. The coffee tastes weak and insipid, due, no doubt, to the water and the boiled milk used, and the rolls are hard enough to drive tacks, and even full-grown nails. The dinners always begin with soup, whether made of milk, berries or other fruit, or meat, served with rye bread. Then some kind of boiled or baked meat cooked to shreds, and cut almost as thick as fine porterhouse steak, boiled potatoes, sometimes a vegetable or salad, a cereal pudding or some kind of cake, and coffee. The supper is generally sausage sandwiches made of black-bread, fried eggs, potato salad and tidbits left over from dinner, together with tea or beer. There is seldom any change. What tastes good once ought to taste just as good three hundred sixty-five or sixty-six days in the year. It is well not to have any notions on the subject of eating, and to bring along a stomach made of cast iron, else your appetite will not furnish the most delicious sauce. Expect to have sauerkraut three times a week, and the remaining days some vegetable of the cabbage family. Expect any other vegetables which by chance come on the table to be an uncertain conglomeration swimming in fat meat gravy. Expect to eat pork in some form five days out of the seven. Then you will be prepared and can thrive on the German fare and not have the experience of an Ohio lady:

She was a vegetarian. Her mother was a vegetarian. Her grandfather was a vegetarian. Her breakfast was cocoa, the above hard rolls, and an uncertain gruel. At dinner she tasted the watery soup, then boiled potatoes and salt. Her plate was changed and then she had

boiled potatoes again, salt, and black-bread, and sometimes potato salad. Oftentimes there was no other vegetable and no desert. In the evening, she had two boiled eggs, a cup of cocoa, and plenty of black-bread and butter—nothing more nor less for seven months. She paid about \$35 a month for this sumptuous repast with a chilly room on the third floor, and when she left the worthy Frau declared she would never take another such boarder who made so much trouble with her peculiar tastes!

The housekeeper never deviates a hair's-breadth from fixed, long-existing habits and rules, which come to have the force of English law. A boarder is expected and fairly compelled to conform in every way to the taste of the hostess. She must be looked up to, flattered, and even worshipped, because she was gracious enough to allow you to board with her.

If you get tired of even such a blessed place as a pension, just try renting a room and getting your dinners and suppers at restaurants. There one must take wine or beer, but oftentimes one can have a better meal for less money in such an establishment. The meat is of good quality and well cooked, and as there is seldom a vegetable except in the form of salad, the three or four courses of meat form an important item of diet. For supper it is advisable to go to a vegetarian restaurant and indulge in fruit and vegetables. This plan is recommended to students, for it offers the greatest independence with the most seclusion. You can have your choice of rooms and you can go where and when you please to your meals. But whether in a pension or a rented room, you must expect to live with your hostess as a member of her family. She will not hesitate to ask you your whole family history, including whether you are married or engaged. She will ask you where you bought every article in your possession, how much it cost, and whether it is genuine, after which she will express her candid opinion unsolicited. If you have a tendency toward hoarseness or other throat-trouble, it is wise to write it out in full, also all particulars regarding gifts received at Christmas or on a birthday, and paste the slips on some part of each package in plain sight. But whatever her eccentricities, you will find the average German Frau good-natured and warm-hearted, and if she takes a fancy to you, she will offer her services for the most menial as well as the most weighty concerns.

Such is the start you make in Berlin. There is not room here to discuss the street parades in which Emperor William figures so conspicuously, the palaces, museums and libraries, the concerts, theaters and operas, and a hundred other things which crowd more in one year in Berlin than ten in the ordinary American city, and make one forget he belongs to the earth earthy. But now, while you are waiting for election, if you wish to get rid of a pile of silver and confer with your gold creditors who are keeping close at home, just run over here and look the ground over for yourself. ZAIDA E. UDELL.
Berlin, Aug. 11, 1896.

There was a man once on a time who thought him wondrous wise. He swore by all the fabled gods, he'd never advertise. But his goods were advertised ere long, and thereby hangs a tale: the ad was set in nonpareil and headed "Sheriff's Sale."

The Advantage of Cash Payments.
Correspondence Buyers' News.

Nothing so helps a beginner in business as the prompt ten-day payment of bills. If economy is really half the battle of life, then it might with equal propriety be affirmed that cash payments embody one-half of commercial success, for even if a man has but little capital he may by cash payments make his credit a hundred times better than the reputed well-to-do merchant who takes all the time he can get and then asks for more. The writer knows of an instance where a young man started out with the determination to pay cash for everything he bought. He hadn't much trade nor any superfluous funds, still his success has been unusual and he attributes a good share of it to the promptness he has always exercised in paying his bills. It was only the other day that he received information through an unexpected source that his standing throughout the wholesale district was gilt-edged. The ease with which credit may be obtained operates, we believe, to the detriment of many a beginner. Such a person is impressed neither with the necessity nor the advantage of scrupulously meeting his obligations, the result of which too frequently is utter failure. Our opinion on this subject is very decided, and were we about to embark in a retail business, cash payments should be its corner stone. If necessary we would carry less stock to encompass it, so great indeed is our faith in the efficacy of such action. One never realizes the tremendous advantage of discounts until he takes the trouble to figure it out and apply it.

Another One of Them.

One day a tailor called on an author with his little bill. The man of letters was in bed, as men of letters sometimes are, even a long time after daybreak. "You've brought your account, have you?" asked the author.
"Yes, sir; I sadly want some money."
"Open my secretaire," said the re-

cumbent one. "You see that drawer." The tailor opened one, expecting to find it full of cash.

"No, not that one, the other." The tailor opened the second, which, like the first, was full of emptiness. The tailor opened another one.

"What do you see there?" asked the debtor.

"Papers—lots of them," rejoined Snip.

"Ah, yes. That's right. They're little bills. Put yours in with them. Good-bye." Then he turned over again and slept.

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

KNOXVILLE, TENN., Sept. 10th, 1896.
GRAND RAPIDS CYCLE CO., Clipper Makers:
"What will you charge me for a sprocket with crank shaft and cones for a '93 Clipper—which 'cleans up' all the wheels in this town. The nickel plate is hardly worn anywhere. The main sprocket seems to be all that's wearing. You can scarcely see a mark where the balls run on cones. The reason I order a bearing is to get a fit in the thread.
My weight is 195 lbs I ride more than any man in our town. I expect to buy the best wheel you make next year if I live."
G. W. KELLER.
There are thousands of business men riding Clippers who have had the same experience as Mr. Keller's. **NEW CLIPPERS** are built for business.
GRAND RAPIDS CYCLE CO.
MADE BY THE **GRAND RAPIDS CYCLE CO.**
Pratt 511.

New Clippers New Clippers New Clippers New Clippers

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.,

WHOLESALEERS,

GRAND RAPIDS.

Hardware

The Hardware Market.

General trade we find, in closing up September business, to have reached a gratifying increase in volume over the preceding months. This we attribute largely to returning confidence and also to the increased demand among consumers. While retail stocks still remain in a low condition, the merchant finds it necessary to buy with more freedom than usual. There is, also, a feeling that low prices have reached their limit, and from now on we may look for a gradual advance on many lines of goods which have been sold at or below cost. Manufacturers are freely soliciting orders among the jobbers in order to keep their factories running, but a feeling of conservatism still prevails among the jobbers and a disposition to buy largely is not manifest.

Wire Nails—Since our last report the Wire Nail Association has had a meeting and decided to make no changes in the present prices. This was quite a surprise to the trade, as there was a feeling among them that we were on the eve of a reduction; but it seems that we were to be disappointed. The question of the Association's ability to maintain the present price is one of extreme doubt, as many of the large jobbers in the West have been freely cutting the present price, which, if allowed to continue, must inevitably result in a general demoralization in the nail market. With the complete control that the Nail Association has of the present production of wire nails, the members are fully able to maintain the price if they feel disposed to do so, as the amount of nails made outside the Association is less than 1 per cent. of the production. We still quote \$2.65 at the mill and \$2.85 from stock.

Barbed Wire—The market remains quiet, there being but little demand. Many large jobbers are placing their orders for future shipments and there is no indication of any special advance in price.

Wrought Iron Pipe—There is a feeling among the trade that the extreme prices which have been quoted in this line are soon to be withdrawn, as the manufacturers have had several meetings and are endeavoring to form an agreement among themselves to advance prices. We look for an advance at any moment.

Cordage—The slight advance noted last week is firmly held and indications of further advances are quite prominent. There is no change in the quotations this week.

Skates—An advance in the price of skates has been determined upon by the principal manufacturers, which makes an advance from 2 to 5 cents per pair on the most salable sizes.

Glass—No agreement, as yet, has been reached between the wage workers and the manufacturers. Consequently, there is no indication of any resumption of the making of glass at present. It is believed that none of the glass factories will start up until after election.

The conditions of the trade in different parts of the country, as reported by wire, are as follows:

Chicago—Reports shelf hardware as showing but little improvement. The trade is not up to anything like its usual volume.

Baltimore—With politics, the all-absorbing topic, it is almost impossible to excite much enthusiasm over busi-

ness, although there is a better disposition toward trade than existed a few weeks ago.

Boston—Upon visiting the hardware manufacturers of New England the visitor would think, from the noise and bustle, that everyone is doing a rushing business. The facts are that the orders are large in number, but small in amounts.

New Orleans—Business in this section is very quiet in all lines.

Louisville—Trade is only moderate. Collections are coming in better.

Cleveland—Trade is showing continued signs of improvement, but business is far from what September should be.

San Francisco—Trade is quiet. Prices are nominal. There is an upward tendency on staple articles.

Omaha—Actual improvement in the business situation makes very little headway against the many adverse conditions met with at every turn of the road.

St. Paul—Trade conditions continue the same as they were at the middle of September, with probably a slight degree of improvement.

One Way of Economizing.

Some merchants seem to think that the best policy to pursue in dull times is to cut all expenses to the lowest limit possible without quitting business entirely. They make no discrimination, lopping off expenses here, there and everywhere, not stopping to consider whether cutting off this or that expense will not also cut off business.

Such merchants would have heard some facts the other day that might have interested them if they had been present during a conversation the hints man had with a bright Nebraska merchant.

In speaking of the conditions in his section and telling what he had done to discount them he said: "We decided we must economize. The first piece of economy was to have the store painted at a cost of \$150; the next was to double the size of or advertising space in the newspaper."

It was really economy, too, for, along with other radical and plucky efforts, it helped to show an actual increase of trade in a "lean" country and a "lean" year. Men of this style are truly the Napoleons of merchandising, and with enough of them we could bid defiance to hard times.

This is not written to encourage, or indorse a reckless expense account, but simply to urge merchants to have a care when cutting off expenses.

A select committee of the New South Wales Legislature has recently presented a report in favor of old age pensions. A pension of 10 shillings a week is recommended for the unmarried and 18 shillings for a married couple. The age at which beneficiaries become entitled to pecuniary assistance from the State is not, however, stated. The question has still to be settled when the "old age" commences.

The New York Commercial Advertiser says: "One would think that truck-farming within six miles of two great cities would not only pay but well, but it doesn't. Southern competition is knocking out the Long Island agriculturists, some of whom say they will lose as high as \$10,000 on their crops this year. All of them are singing a melancholy song."

The constitutionality of the Colorado law providing for the treatment and cure of indigent drunkards at public expense has been affirmed by the State Supreme Court.

A telephone exchange has been established in Kioto, Japan, and is said to have proved a great success. "It is under government control."

HEADQUARTERS FOR POTATO TOOLS

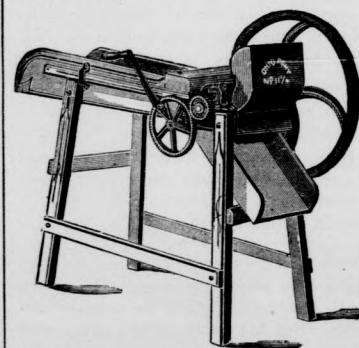


POTATO DIGGING FORKS.
POTATO SHOVELS.
POTATO FORKS.

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

A large number of hardware dealers handle

THE OHIO LINE FEED CUTTERS



OHIO PONY CUTTER

Fig. 783. No. 11½.

Made by SILVER MAN'G CO.,

Salem, Ohio.

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

There is only one size, and is made so it can be knocked down and packed for shipment, thus securing lower freight rate. Has one 11½ inch knife, and by very simple changes makes four lengths of cut.

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

ADAMS & HART, General Agents, Grand Rapids.

Different Classes of Debtors.

Lyle Merton in Hardware.

The most desirable people to sell to are those who pay cash down, or pay promptly and take advantage of every cash discount, or, if they do not discount their bills, promptly meet them when due without being notified of the fact.

These are the people who buy cheaply, and generally know just what they want, and are difficult to induce to buy what they have not on their memoranda.

If all customers were of this class the need of the credit man would not exist and book-keeping and looking after the collections would be very much simplified. The only care would be to sell them as much as possible, use care and promptness in executing their orders, and after the goods were shipped the money would come, and no one would need to watch the account to see that steps were taken for its collection when due.

In actual business, as the collector runs through the ledger at stated times, how few accounts, comparatively, there are of this nature, which he must not meddle with for fear of offense.

People of this stamp keep a close watch on their indebtedness, and they are generally very sensitive about being dunned. In fact, it is a dangerous procedure in many cases to even send them a statement, and it is the wisest policy to leave them to their own way and mark over the account in some way to indicate that they need no duns or statements.

Such accounts are ideal ones and should be cultivated. If more people were of this class they would find it to be to their financial advantage, as every merchant appreciates such people and will give them better prices and terms than those upon whom he must spend a lot of time and stamps before he gets his pay, which does not come when due but must often be waited months for and with no interest for waiting.

In fact, such people can almost make terms of payment to suit themselves, for their reputation enables them to get special prices and concessions, as the merchant knows that whatever arrangement is made it will be carried out.

The collecting of the accounts is now reduced to such a system, in most mercantile establishments, that many people cease to give themselves any concern about the payment of their purchases. They buy the goods and expect their creditors to notify them when time for payment has arrived.

Many retail store-keepers are of this class; they pay little attention to keeping track of their bills as they become due, and wait for statements and drafts from the wholesale house. If more retailers would keep this matter in their own hands and attend to the prompt settlement without awaiting notice from their creditors, their rating would soon go up and they would find that the benefits derived from better prices thus obtained would more than compensate them for the trouble involved.

Next to the people who are prompt in their payments might be named those who are well able to pay but make it a rule to delay the day of payment as long as possible. They hate to part with their money and imagine that the longer they can put off paying a bill so much the better. They fail to realize the advantages of a cash discount, and that they are paying more for their goods than their less wealthy, though more astute, neighbor who endeavors to pay his rent by this means.

They are generally men of the old school, who imagine a dollar of theirs is worth a premium; as they have gained a competence, they like to show their independence and pay just when it suits them. They will stand any amount of dunning and requests for payment are lightly treated by them.

When such people are known, the best plan is to make them pay for the time they take by giving them outside prices.

Another class of debtors are those upon whom the seller must take a certain amount of risk. They are not rated high and their ability to pay can only

be determined by giving them a trial, and they are then found to be fairly reliable in meeting their engagements. They take full time on every bill and, when the draft is due, they pay part and wish to renew for the balance.

They need careful watching or they will owe more than they should. While the draft is running for the first bill they will buy more and will soon owe a considerable amount. If they are inclined to buy too largely there is room for added suspicion, as it is a very bad sign to see a man who is weak financially buy largely and liberally. If he shows a disposition to buy carefully and in small quantities at a time, other things being equal, he is generally safe to sell to. But look out for the man who buys lavishly; when pay day comes he generally has many excuses for inability to meet his draft. For such men a limit should be placed on their indebtedness, and there should be refusal to sell them should they wish to exceed it.

Then, besides those already referred to, there is the house that does not have several accounts on its ledgers which baffle the collector in his attempts to get money from them? They are in such a position that legal means have no effect with them. They may be doing business in their wife's name, or have no property which can be attached, or they may be ready to assign in the event of being sued.

But how did they get on the books? That is a question variously answered. One thing is certain—they were not known and generally began in a small way, gradually increasing their indebtedness until they were in a position to say "hands off," and then the trouble of collecting began.

They are shrewd fellows and there are few wholesalers who are not troubled with them more or less.

You draw on them and the draft comes back with no reason for its refusal. You write them in the most polite way possible asking for an explanation; no answer. You write them again; still you get no reply. The traveler or some representative of the house calls upon them, but is unable to get any money.

What shall be done with such people? This is a difficult question to answer, as each case needs special attention.

One thing is sure and that is that, if you succeed in making them pay, it is only by coaxing it out of them and using mild measures.

It is useless to hand the account to an attorney, as they are beyond his reach. They are human and can be reached by gentle persuasion and polite appeals to their honor, whereas threats and sarcastic letters would be unavailing.

Let systematic monthly or semi-monthly letters be sent them, and endeavor to give them the impression that you believe they will pay and that you have not lost confidence in them, and in nine cases out of ten you will be successful.

Difference between India Rubber and Gutta Percha.

India rubber is of a soft, gummy nature, not very tenacious, astonishingly elastic.

Gutta percha is fibrous, extremely tenacious and without much elasticity or flexibility.

India rubber, once reduced to a liquid state by heat, appears like tar and is unfit for further use.

Gutta percha may be melted and cooled any number of times without injury for future manufacture.

India rubber coming in contact with oily or fatty substances is soon decomposed and ruined.

Gutta percha is not decomposed by coming in contact with oily or fatty substances.

India rubber is ruined by coming in contact with sulphuric, muriatic, and other acids.

Gutta percha resists the action of these and nearly all acids.

India rubber is a conductor of heat, cold and electricity.

Gutta percha is a non-conductor of heat, cold and electricity.

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 Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 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	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&16
KNOBBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
NAILS	
Advance over base, on both Steel and Wire.....	
Steel nails, base.....	2 80
Wire nails, base.....	2 85
10 to 60 advance.....	50
8.....	60
7 and 6.....	75
4.....	90
3.....	1 20
2.....	1 60
1.....	1 80
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, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Buts.....	60

PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages 1/2c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 40&10	
HOUSE FURNISHING GOODS	
Stamped Tin Ware.....	new list 75&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50
WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/2 inch and larger.....	5
Manilla.....	8 1/2
SQUARES	
Steel and Iron.....	80
Try and Bevels.....	
Mitre.....	
SHEET IRON	
	com. smooth. com.
Nos. 10 to 14.....	\$3 30 \$2 40
Nos. 15 to 17.....	3 30 2 40
Nos. 18 to 21.....	3 45 2 60
Nos. 22 to 24.....	3 55 2 70
Nos. 25 to 26.....	3 70 2 80
No. 27.....	3 80 2 90
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SAND PAPER	
List act. 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 1/2
Per pound.....	6 1/2
SOLDER	
1/2@1/2.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x28 IC, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal, Dean.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, } per pound... 9	
14x56 IX, for No. 9 Boilers, }	

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

OTTO C. J. BERNTHAL JOHN T. F. 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.

JANE CRAGIN.

A Vacation and What Came of It.
Written for the TRADESMAN.

Milltown was full of weather prophets and everyone of them predicted "an ol' salter of a summer." As early as the middle of May the wise old heads began to shake when the weather was mentioned, and this, with that something in the air which confirmed the prediction, brought Jane Cragin to an early conclusion as to what she was going to do. There never was much trade in the summer after haying began; for several seasons she had stayed at home and roasted when there wasn't any need of it; and now she was going to take time by the forelock and get away before the terrific heat should set in.

"All right, Jane, I'll hitch right up and as soon's ye git yer trunk packed, I'll take both on ye 't' the depot. Ye've been takin' this trip for the last four or five year, an' now, if ther's anything I can dew to help matters along I'm going ter do it. Let's see. Last year 'twas Rocky P'int; year before, Sarytogy; the year 'fore that, the White Mount'ns; an' a'ter that I give 't up—'twan't Long Branch, was it, or Newport? Waal, don't make no odds. Ye took every one o' them trips without goin' out the dooryard; and this time I'm going to take you an' your trunk and drive 'round the house with ye, if ye don't go a step further. I'm sick an' tired havin' ye git good an' ready an' not have a chance to say good bye to ye. Where is't you're goin' now?"

"Fifty-two, seventy-five, eighty-four—what did you stop for? I'm so used to your noise that I can't add without it! What was it you were saying?"

"Nothing, only that I'd been figgerin' on goin' to Pikes Peak myself and, as long as you've made up your mind to go there, too, we might as well travel together."

"Well, that's exactly where I'm going; but I'm going alone. I know there's a place among the mountains where it's cold enough for a fire the year round and I'm going to find it. In July and August, Milltown is dead and buried, and you and Jim, and Sid if you need him, can keep things running and get 'em good and dirty by the middle o' September, when I shall get back. I'm going to start for Colorado Springs Monday morning; and if you think you can get any fun out of driving me around the house before we start for the depot I'm willing to have you."

Everybody said: "If that ain't jest like Jane Cragin; without a word to git up an' start for the ends o' the airth!"

That, however, was the program; and at the appointed time the neatest little auburn-haired woman that the sun ever looked down upon, in the prettiest traveling dress that deft hands ever made, took the train for the West and smiled the pleasantest of goodbyes from the car window that like a picture frame shut her in.

"Why in thunder, Sid, didn't you have your kodak! I'd give ten dollars for a picture of her as she sat there in that car window, looking just as she did then. What notions these women get into their heads! The idea of her traipsing off to the Rocky Mountains alone! Well, it's nothing to me, I s'pose; but it does seem funny that a woman as sensible as she is will do such things;" and the speaker lapsed into a silence relieved by the pleasing portrait in the car window, while Sid brushed a determined fly from the horse with his whip and "sort o' smiled!"

Affairs at the store went on much as Jane had predicted. As the heat increased and the work in the store was little, Dolly gave up her place for the summer, if not longer, and went away for a change and rest. The farmers were busy—best hay weather they'd had for years—and quiet seemed to be settling down upon the pretty leafy village, where even in the hottest weather there was always a breeze, and where never a summer came without the need of a blanket at night. These facts, after the opening of the old mansion under the big trees, became known more and more; and June had hardly finished her rose festival that year, when the express wagon stopped at Grandma Walker's gate and left two big Saratogas, the property of that dear old lady's niece, who, for the sake of the pleasant walk through the summer twilight, had refused the "hack," which Milltown now provided for the convenience of her guests, and sauntered, "fancy free," to the home of her worthy relative.

Of course all Milltown knew she had come. Her visit had been heralded weeks before, and every eye was on the alert to catch the first glimpse of loveliness which fell from the face, form and manner of the young widow so early bereaved.

"Ye'd aught to seen that Mis' Willow by this morning," said Jim to Sid as he was sprinkling the store floor the next morning. "I was going by Mis' Walker's gate and looked up just as she was a reaching up after one of the roses on the trellis over the front door. Gosh! She's a beauty. She had on one of these summer gowns with strips in it—purple. Thin stuff, you know, and between the stripes every once in a while there was a big pansy. Then she had these long sleeves that reach the bottom of her dress and just let the bare arm come out—and I never see any milk whiter than that arm. Then, to fix everything all right, she'd pinned a bunch of Mis' Walker's big pansies at her dress up in front. Whew! Jest as I come along there, she stood reaching, and that turned her chin up, and I'll be hanged if the sunshine didn't slip right off that neck of hers. 'Twas so smooth and white it couldn't help it, you see! Then she's got a sort of a way of catching up her hair—it's black and curly and glossy—so to make it look combed and fussy; and right up on one side of the part she had a couple the biggest, purplest panies I ever see anywhere. She's the pret—Thunder!—here she is now and us in the dirt!"

Two strapping young men rushed like a tornado through the door of the back store just as "Old Lady Walker" and her niece came in—both fresh as the morning.

"Where is everybody?" asked the elder of the two as the screen banged behind the boys. "Oh, here's Mr. Huxley. Mr. Huxley, do please say that you have some of those fine strawberries for me this morning. My niece—let me introduce Mr. Huxley to you, my dear. Mrs. Willowby, Mr. Huxley. She says she hasn't had a good strawberry this season, and when I told her what fine ones we've been having, she doesn't want anything else. There, Lillian, now what do you say?"

Two alabaster hands were lifted and two white arms slipped from the angel sleeves at the sight of the tempting fruit which Cy uncovered.

"May I take just one?" and as Cy passed her the box the little dimpled

hand hovered over the crimson berries to find the smallest one—"like a dove," Cy thought.

"Here, take this one. Wilcox must have meant it for you when he picked it. Take another. If they do stain your lips, nobody will know it," and hardly aware of what he was saying Cy passed another box with the biggest berries of the season.

"Those are very nice, Mr. Huxley. I'll take two boxes."

"We'll call it three, if you are willing, Mrs. Walker. I want Mrs. Willowby to have a good opinion of our Milltown berries, and two boxes hold hardly enough for that."

"The opinion could hardly fail to be a good one, especially where the quantity is made up so abundantly by the generosity of the dealer;" and with a smile parting the sweet lips which the red berries could not stain, Mrs. Walker's niece bowed graciously to the storekeeper and followed her aunt through the screen door which Mr. Huxley held open for them to pass.

When Cy went back to his place in the office and looked down upon the paper where he had roughly sketched an open car window, an idea seemed to strike him. He took up his lead pencil—that is, Jane's—and at the end of five minutes, during which it had become like a discouraged stick of chewed licorice, he gave it a toss upon the desk and put the car-window sketch carefully away, exclaiming as he locked the drawer containing it: "By George! I will."

RICHARD MALCOLM STRONG.

A company for the manufacture of cycles is being promoted in Japan. The capital is to be 200,000 yen, and it is intended to export the wheels.

Retail Stores Abroad.

Respecting the trade in dry goods, as conducted in the great centers of Europe, a New Orleans merchant who has lately been abroad says that the department store flourishes vigorously in London and Paris. In the former city there are stores in which anything can be purchased, from fresh fish or a canary bird up. Such a place is Whitely's. On account of the high price of property the stores are unable to spread over much ground, and there are laws forbidding the erection of a structure over five or six stories high. The result is that stores having a frontage on important business streets are compelled to extend backward through adjacent blocks. In one instance he saw a store which ran through four blocks, one behind the other.

He found that the clerks in the stores were extremely obliging, taking care in all cases to say "Thank you" to a customer making even the smallest purchase. The same courtesy was observable among all classes. He said that once, in a barber shop, the barber courteously asked him if he was getting along all right and, being answered in the affirmative, replied, "Thank you," as though in receipt of a valued compliment. This trait was very grateful.

He said, however, that, except in this particular, the American stores are far superior to the European. Abroad, the customer is obliged to accompany the salesman to the cashier's desk, where the amount of the purchase is carefully registered in a book before any change is made. This process encumbers and consumes time, especially if, as often happens, you must wait until your predecessors have been accommodated.

He said that, with the exception of one or two stores in London and the Bon Marche and the Louvre in Paris, there are no stores larger or better equipped than some in the United States. The stores in this country are as good, on the average, as those abroad.

ARMOUR'S SOAP

ARMOUR'S WHITE:

Absolutely pure snow white Floating Soap, 10 oz. and 6 oz. cakes. Nothing finer made.

ARMOUR'S LAUNDRY:

A guaranteed pure neutral Laundry Soap, 12 oz. oval cake, fits the hand.

ARMOUR'S FAMILY:

Best Soap made for all Family purposes, 16 oz. solid cake of Pure Soap.

ARMOUR'S COMFORT:

12 oz. square cake pure Laundry Soap. There is comfort in its use.

ARMOUR'S WOODCHUCK:

10 oz. Wrapped Cake Floating Laundry Soap. "It's a wonder and a winner."

ARMOUR'S KITCHEN BROWN:

A pound bar of good Scouring Soap.

ARMOUR'S MOTTLED GERMAN:

A Soap of wonderful cleansing and lasting properties. Cut in pound bars.

ARMOUR'S WASHING POWDER:

Superior to all washing compounds, elixirs, etc. It is the perfection of quick acting, labor saving "cleansers."

ARMOUR SOAP WORKS, Chicago,
ARMOUR & CO., Proprietors.

The Clerk with a Way about Him.
Stroller in Grocery World.

I've often wondered how many salesmen, if asked the question, could sit down and give you an intelligent answer as to why they succeed, presuming, of course, that they have succeeded. I believe very few could. I know one salesman who to save his life can't tell why he doesn't succeed, as he thinks he has "a way about him" which ought to get trade every time.

I'll tell you the story, and you can form your own conclusion. About ten months ago I drifted into a good-sized retail grocery store down in Virginia. I had been in there several times before, and had gotten acquainted in a way with the clerks.

While I sat in the store waiting for the proprietor, one of the clerks came and sat down beside me.

"What do you think of the chances a young fellow has as a salesman on the road?" he asked.

"Depends on the young man," I said. "If he can get business, there's always an opening for him."

"Do you think so?"
"I know it," I replied. "There isn't a firm in the United States who won't employ a man who can sell goods for them, provided, of course, that he sells more than he costs."

"Well, I've made up my mind to try and get a job on the road," he said. "I'm tired of this sort of thing here. I'm certain I could sell a big lot of goods, for I've got a way about me that never failed yet."

This was rather new to me, and I looked at the fellow a little more closely. He was one of these "pretty" individuals. He had yellow hair, parted in the middle and combed out straight over his ears. He had on a loud suit of clothes, a blue necktie and lots of finger rings. He looked as if he was expecting everybody to ejaculate: "My, what a good-looking fellow!" I wondered how any way he had about him could overcome that brass jewelry and blue necktie.

"What do you mean by a 'way you have with you?'" I asked.

"Oh, I don't know," said the fellow with a conceited smirk; "I can make people buy things about whenever I want to."

"That's a valuable faculty," I observed.

"How much ought I to get?" he asked. "Forty dollars a week?"

"That depends entirely on your ability," I said.

Just then a lady entered the store.

"Here's a chance," said the clerk, in a whisper; "see me make her buy goods."

The lady was a lady in every sense of the word. She gave her order, and then the clerk looked at me significantly.

"Mrs. B—," he began, "here's some new canned peaches we've just got in. They're the best goods for the money ever sold in this city. Let me put a can in your order."

"No, thank you," said the lady.

"I'm sure you'll like the goods," persisted the clerk; "they're really very fine, and the price is lower than ever before." And the nuisance reached up, took down a can and laid it with the lady's goods.

"I don't think I care for those peaches—" began the lady, but the clerk was too much for her.

"I assure you, Mrs. B—," he said, "if you don't take them now we may not have them when you come again. The demand is enormous, and we're only had them a week."

"But I—"
"Shall I send the goods up?" interrupted the clerk.

The lady closed her mouth, but there was a gleam in her eye that meant some other grocery next time. She paid for the peaches, nevertheless.

After he had gone, the clerk came around to me again, with a complacent smile on his face.

"See how I did it?" he said, delightedly.

"Yes," I said, "I did. You sold her

the goods all right, but will she come back again?"

"Oh, I guess so," he said, carelessly. You see he could afford to be careless, for it wasn't his store.

* * *

Jump over about nine months with me, and I'll give you the sequel. It was about a month ago, and I was up Jersey, nearly to New York. While I sat in the store who should come in but the clerk who had 'a way about him.' He was rather a different fellow, though. He had on a dusty, baggy suit of blue clothes, his yellow hair was allowed to suit its own sweet will as to where it laid, his linen was rumpled and soiled, and he looked altogether like a fifth-rate drummer.

"Hello!" I said. "So you got on the road after all."

"Ye-es," he said, as if he wasn't entirely sure whether he was on or not.

"Well, how does it go?" I asked.

"Oh, so so," he said, limply.

"Do you find that that 'way you have about you' sells goods?" I inquired, seriously.

He looked at me a little suspiciously, as if he thought I was guying him, but my face was straight.

"N—not always," he said.

"It seemed to work that day in the store," I said, by way of encouragement.

"Well," he said, sheepishly, "it's a little different on the road."

"Oh, it is, eh?" I said.

"To tell you the bed-rock truth," he said, with a burst of confidence, "I'm as sick of this business as the very deuce. All retail grocers are idiots. They don't know how to treat a fellow. Just because I won't get down and black their shoes, they won't give me any orders."

That settled it. When a man calls a body of respectable gentlemen idiots, I know there's something wrong with him.

"I guess you go about it wrong," I suggested.

"No, I don't either," he said. "I go about it right; it's the blamed grocers won't let me sell 'em."

"Why, I went in a store down here just now, and because I urged the fellow a little to buy some goods, he was going to throw me out of the store."

I thought I knew what he meant by "urged."

When I went out I left the poor fellow sitting there dejectedly, with his shoulders covered with dandruff and his shoes in need of blacking. The moral of this little tale is that having 'a way about you' doesn't always work when it's expected to.

The Cobbler Feared Competition.

"In the days of my early ministry," recently remarked a preacher, "I thought it necessary to impress thoughts of salvation by everything I uttered and I am afraid I was sometimes not altogether discreet."

"My first work was in a Western mining camp and I had to remain over night at a rough hotel to wait for a stage to convey me to my destination. At the table a savage looking man said gruffly:

"What might be your line, young feller?"

"Saving souls," I said solemnly.

"Ugh," was the only response.

"After supper a coarsely-dressed man approached me and said:

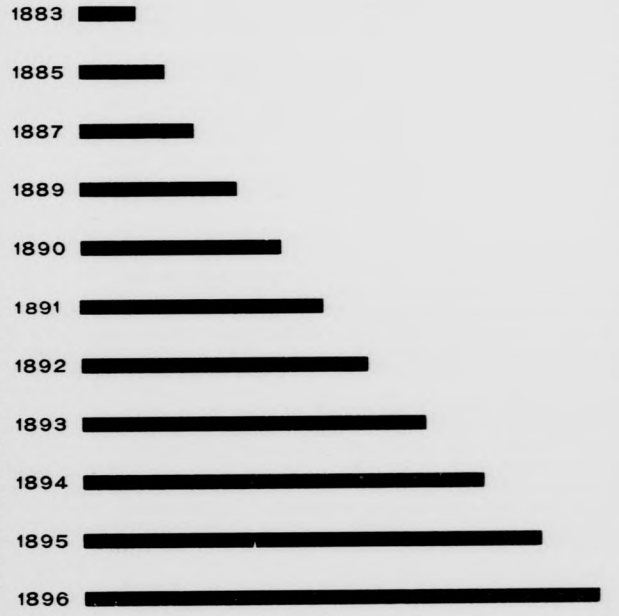
"Pardner, le's make some kind o' dicker. We're in the same line, an' thar ain't room fer both. Thar's a camp furdur up the crick whar yo' could do well."

"I think you are mistaken, my friend," I said, "I am a minister of the gospel."

"Scuse me, parson; I thought yo' was a cobbler."

Germany has handed over to Switzerland a man who stole the seals of the University of Berlin and made and sold at least 250 bogus diplomas before he could be caught. About 100 of these diplomas were sold in Scandinavia, fifty in England, twenty-three in Germany, etc.

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.

BILLY JONES AND UNCLE SI.

At the crossroads Uncle Silas runs a little country store,
Where his business, like all others, fluctuates a bit or more;
He is jolly-like and chipper when his trade is running high,
But when slumping Uncle Silas greets his friends with short reply;
Billy Jones, the city drummer, hurried to the roads one day
To pay respects and jolly "Si" in "Bill's" own clever way;
He found him looking sullen-like, with a simple "how-de-do,"
But the optimistic "Billy" brightened up "Si's" clouded view.

"Look here, Silas, let me tell you, when these fits come over you,
You are needing some diversion, and a rest from business, too;
When your next spell overtakes you, drop your cares and seek me out—
Leave the crossroads for a season—spend a night on Jones's route;
Drop a line or two beforehand, so I'll know you're coming, Si,
And if all your blues don't scamper, then Bill Jones will reason why;
There are sights within the city that your eyes can feast upon—
Scenes, I know, you never dreamed of, that will bid your cares begone."

Long Bill talked to Uncle Silas, who waxed warm as he descried
All the sights that Bill went over from the city's tinsed side;
Saw the play and all the players—heard them all descend—
Tarrified with the festive tiger—rode the stately elephant;
Then he blessed Bill Jones for coming to the roads that afternoon—
Called him, "Doctor Jones," and told him that his dose would prove a boon;
And Morpheus, too, drew pictures for poor Uncle Si that night,
While Billy Jones, the drummer, led the gay and glittering sight.

In the city, two days later, Jones was busy at the store,
Filling up and packing orders piled before him on the floor,
When the street door quickly opened and there entered bold, upright,
Uncle Silas, from the crossroads, in a transport of delight;
"In the name of goodness, Silas, what on earth has brought you here,
And without the cautioned notice, in the busy time of year?
Didn't I say for you to write me, so I'd know you're coming, Si—
Drop a line or two beforehand—wasn't that my warning cry?"

"Yes, I know, Bill, that you told me, but I thought you wouldn't care—
All them pictures that you drew me 'pears like castles in the air;
In the daytime, at the crossroads, or at night upon my bed,
I keep listenin' to your story—every word, Bill, that you said—
Till there starts a long procession of the things that you went o'er,
Painted up in rainbow colors, with yourself right in the fore;
So I quit the blamed old crossroads, where there's nothing to amuse,
And I've come to see them pictures, Bill, and drive away the blues."

"I must fill these orders, Silas—and I take the morning train—
But I'll try and entertain you, for your trip sha'n't be in vain;
Here are tickets for the opera—the Italian—at the Grand;
Strange, I never thought to use them, but they're now my bird in hand;
You take one—I'll keep the other—they are parquet, second row,"
And, on giving Si directions, he was headed for the show;
Jones then went to work in earnest, packing up and nailing down,
Eager to get through his orders and to take Si o'er the town.

In an hour or less Bill's store door swung in again, and there—
Of all the sights he ever saw was the one beyond compare;
He stood aghast and trembling, and his hair rose straight on end,
For before him, scarred, distorted, was his rustic crossroads friend;
They gazed in silence a moment, when Silas broke forth and said:
"When I reckon friends hereafter, I'll count you among the dead;
Bill Jones, I never thought it would have come to this with you,
To play me, your friend, thus falsely, but this one, I'll state, will do."

"I had my doubts the whole way there about such a pesky thing,
And yet, thought I, there ain't much harm in goin' to hear folks sing;
But just as soon as I got in I knew there was something wrong—
'A set-up job by that Bill Jones,' I said as I moved along;
I took the seat they pointed out and told them you'd join me here,
When right out loud they laughed at me, and the crowd began to cheer;
Just at this time the band struck up, and the lights went on full blast,
And then I saw that trouble, sir, was a comin' thick and fast."

"They rolled away the calico that they'd hung from wall to wall,
And there was a daubed-up picture that looked like a waterfall;
Two or three times the music played—that daub of a picture rose,
And a score of damsels entered in their scant bespangled clothes;
The girls walked round a little while, and came to a sudden stand,
When another entered, waltzing, with her skirts tucked in her hand;
Right at my side was a masher, squintin' to left and right,
With one o' them things you look through, a-peepin' at all in sight."

"I didn't like the maneuvers of that man, from what I'd seen—
But just as the last girl entered I had his lookin' machine;
Insistin', he'd forced it on me, and as I raised it at her,
She sang in a half pleased manner: 'Oh, you must be careful, sir!'
A dozen of times she said it, lookin' at me with a smile,
Till I felt mean, but then, thought I, 'Twill last but a little while;
But they kept it up till patience wasn't anything to me,
So I turned the tables on them—with results as you can see."

"I stood the damsel's twittin' well, the machine and all like that,
But when it came to takin' more, sez I, 'I am standin' pat';
The girl sang on, my blood boiled high, until I was in a rage,
When at this point she simmered down and a man came on the stage;
He cast a searchin' glance around till his maddened gaze met mine,
And then he sang, 'On such a thing you must know I've drawn the line';
He pointed then right down at me, and sez he, 'Is this the man?'
That was enough—I rose right there—and the girl, through twittin', ran."

"And then, with a fightin' gesture, I marked the man at my side,
'Right here is the wretch you're after,' to the charge I quick replied;
The whole thing quit in a minute, there was rushin' to and fro,
And two men with big brass buttons said 'twas time for me to go;
But I was somewhat bilin'-like, when I thought of all you'd done,
And they seemed to understand it, for they started on a run;
They lifted me up and dropped me from the staircase just above,
When a million shinin' stars became the sights you told me of."

Billy tried to argue with him—but he didn't understand—
That they sang in rich Italian—language of another land;
But, alas, 'twas no emollient—he was suf'ring pain untold—
And the rustic Silas left him with his care a thousand fold;
Billy Jones is still a drummer, busy daily with his trade,
Though he's constantly reminded of the one mistake he made;
He has told this opera story to the trade the country through,
But his route—without the crossroads—is short a mile or two.

GEORGE B. SILVEY.

Warren's Liquid ASPHALT ROOF COATING

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

WARREN CHEMICAL AND MANUFACTURING CO.,

81 Fulton street, NEW YORK. 1120 Chamber of Commerce, DETROIT.

DON'T GET WET

When in want of a new roof or repairs you can save money by employing skilled mechanics in this line. We have representatives covering the State of Michigan regularly, and if you have a defective roof, drop us a card and we will call on you, examine your roof and give you an estimate of the cost of necessary repairs or putting on new roof. Remember that we guarantee all our work and our guarantee is good.

H. M. REYNOLDS & SON,
PRACTICAL ROOFERS, GRAND RAPIDS, MICH.
ESTABLISHED 1868.

USE ATLAS SOAP

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

TRY THE FAMOUS

S.C.W.

5 CENT CIGAR.

SOLD BY ALL JOBBERS IN THE STATE AND

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

LUMBERMEN'S SUPPLIES

LARGEST STOCK AND LOWEST PRICES.



WHOLESALE
GROCERIES AND
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Telephone No. 91.

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.
President, J. F. COOPER, Detroit; Secretary and Treasurer, D. MORRIS, Detroit.

United Commercial Travelers of Michigan.
Chancellor, H. U. MARKS, Detroit; Secretary, EDWIN HUDSON, Flint; Treasurer, GEO. A. REYNOLDS, Saginaw.

Michigan Division, T. P. A.
President, GEO. F. OWEN, Grand Rapids; Secretary and Treasurer, JAS. B. MCINNES, Grand Rapids.

Michigan Commercial Travelers' Mutual 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. C. HEINZELMAN, CHAS. S. ROBINSON.

Lake Superior Traveling Men's Club.
President, W. C. BROWN, Marquette; Secretary and Treasurer, A. F. WIXSON, Marquette.

Gripsack Brigade.

"Current expenses"—electric light bills.

A creator of trade—the commercial traveler.

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

An active dollar is worth more to business than all the money hidden in stockings, banks and safety deposit vaults.

Nothing gains a house an enviable reputation more quickly than reliable goods and considerate treatment of customers.

This is a big Nation. It is bigger than any of its great issues. It will meet and settle this money matter and go right on being the greatest Nation on earth.

Will J. Loomis has closed his bicycle store at Carson City and gone on the road for the Grand Rapids Cycle Co., which he will represent in New York and Pennsylvania for the next six months.

It is bad enough to have an old man moaning over the drawbacks of his life, but it is intolerable to hear it from the pushing, hustling traveling man. If you want to make your trade despise you, just keep on complaining about business.

Fred H. Ball, formerly Secretary of the Ball-Barnhart-Putman Co., has taken the position of Western Michigan traveling representative for N. K. Fairbank & Co. and will shortly remove his family from Henderson, Ky. and take up his residence at some point in the central portion of his territory. Mr. Ball has many friends among the travelers who will welcome him back to the Michigan field.

Every man who has watched the evolution of the commercial traveler must have noted the wearing away of the old-time irresponsibility. The reason of this is that it is not enough at this day for a concern in good standing that its traveling representative shall be merely a shrewd, sharp fellow, with the sole faculty of selling goods; but he must be, as well, a man of integrity, good habits and careful not only of his own reputation, but also careful of the fair name of his house.

Chicago Dry Goods Reporter: "That the commercial traveler's interest is also the merchant's interest is curiously shown in a recent indiscreet utterance of one of the railroad officials who is opposing interchangeable mileage. He said, that if the salesmen did not come

to the merchants, the merchants would go to the jobber, thus giving the railroad more patronage. The inconvenience and extra cost of such a compulsory arrangement will never be accepted by the Western merchant. The traveling salesman has come to stay, and the railroads that are the first to recognize the fact by mileage books good on different lines will be most successful in the long run."

Lake Superior Traveling Men Win Distinction as Entertainers.

Marquette, Oct. 3—Hotel Superior was ablaze with light and adorned with beauty last night. The occasion was the first semi-annual hop of the Lake Superior Commercial Travelers' club.

From every standpoint it was a success. In numbers it was almost an embarrassing success. The reception committee was quite overwhelmed with the number of the guests as they entered the doors of the big summer hostelry. Eight hundred invitations had been sent out, but from hardly more than a quarter of these were responses expected, as the recipients were scattered in every town in the Upper Peninsula.

It was not the intention of the travelers to make their party a society event. They wanted to show to their customers and others from whom they had received favors that they appreciated the courtesies and desired to make some return therefor. Invitations were accordingly sent to the trade of the various members of the Club, each member furnishing the Secretary with the list of those whom he wished to invite. In this way the list was compiled. There was no invitation list available, and the boys fear that some may feel slighted who had reason to expect an invitation and did not get one. To these they wish to say that it was an oversight, not a slight.

To the invitations sent out two hundred couples responded. About fifty of these were from out of town. Even this crowd, however, did not fill the spacious hotel uncomfortably full. The scene was one of beauty and animation.

The main dining room had been transformed into a ballroom, but this was not large enough to accommodate all the dancers, so they overflowed into the music room adjacent and tripped the measures to the strains of the Ideals as they floated out of the main dining room where the orchestra was stationed. The dance program began with the grand march at 8:15. This was led by Frank Horton, of Escanaba, and Miss Millicent Pascoe, of Republic. From that hour until after midnight the dancers made merry tripping the fantastic.

Elegant refreshments were served in the hotel ordinary. This room would seat at table about twenty at a time and although serving began at 10 o'clock, it was hardly large enough for convenient handling of the guests. The committee men were profuse in their apologies on this account, but when they made their arrangements they did not expect near the number they had to serve, or, with the recognized liberality of their profession, they would have made more ample provision.

A score of Lake Superior traveling men met yesterday afternoon at the office of W. C. Brown and organized themselves under the name of the Lake Superior Traveling Men's Club.

The organization is an outgrowth, or rather development, of the informal association of travelers who gave the party last evening at Hotel Superior. When the party was first proposed the scheme was to have it given by Marquette travelers alone, but there were so many good fellows who wanted to share in the pleasures and responsibilities of host that the organization lost its distinctively local character, and, when it came to forming a permanent Club, it was decided to take into membership seventy-five or hundred commercial travelers in the Lake Superior region.

The purpose of the club is to promote social intercourse among the drummers

themselves and with their customers. To this end it has been decided to give two parties a year. One will be held here and the other in the copper country. As nearly as may be, these will be given at intervals of six months. The funds for giving these events are to be raised by a membership fee and an assessment of \$5.

The following were elected to office, and will hold their positions for one year:

President—W. C. Brown.
Vice-President—Alec Simpson.
Secretary and Treasurer—A. F. Wixson.

Board of Directors—J. R. McKeand, F. G. Truscott, H. C. Work, W. R. Smith, T. J. Gregory, Walter Fitch, F. S. McCurdy, Frank Hornton.

We intend to engage club rooms at once and receive membership. We adopt by-laws Oct. 11 and after that will be an established organization.

Any one in need of a new man for kitchen work will please address R. J. Cook, of Detroit. Bert is a dandy. The way he took off his coat and helped to serve lunches at the Commercial Travelers' party is really commendable. We could not have gotten along without him.

Monthly Report of Secretary Owen.

Grand Rapids, Oct. 3—Twenty-seven additions have been made to the membership list of the Michigan Knights of the Grip since my last report, as follows:

ACTIVE MEMBERS.

- Elmer E. Smith, Hillsdale.
- M. N. Ryder, Marshall.
- R. M. Griswold, Winona, Minn.
- Jos. P. Presley, Belding.
- H. H. Tremayne, Ionia.
- Hull Freeman, Grand Rapids.
- J. L. McCauley, Detroit.
- E. L. Allen, Chicago.
- T. J. Hanlon, Jackson.
- Wm. H. Hulsizer, Rochester.
- A. W. Patriarche, Saginaw, E. S.
- D. M. Witmer, Caledonia.
- S. B. Rosenfield, Detroit.
- Geo. J. Kellogg, Plymouth.
- Henry Riegelmann, Dover Point, N. H.
- C. H. McKnight, Muskegon.
- M. Jameson, Linden.
- Earnst Wilke, Saginaw.
- F. M. Bosworth, Olivet.
- J. R. Mantle, Hartford.
- Wm. O. Wells, Albion.
- C. E. Saylor, Saginaw.
- Wallace A. Drury, Grand Rapids.

HONORARY MEMBERS.

- G. L. Mullin, Frankfort.
- Wesson & Stevens, Jackson.
- Wm. Elliott, Oscoda.
- E. N. Briggs, Pentwater.
- GEO. F. OWEN, Sec'y.

Blasts from Ram's Horn.

We best serve ourselves when we best serve others.

The real coward is the one who is afraid to do right.

The man who never gives away anything cheats himself.

Darkness cannot be made black enough to destroy light.

Character building is bigger work than railroad building.

The power of a life of good is in the walk more than in the talk.

That man is dying whose life is not greater to-day than it was yesterday.

No man can be a leader who has not the courage to sometimes stand alone.

No man is great in God's sight who doesn't do a great deal for his fellow-men.

The man who lives only for himself couldn't be engaged in any smaller business.

Showers of blessings can always be had by bringing the last tithe into the storehouse.

To be anxious about to-morrow is evidence that we are not fully trusting God to-day.

The faith that will move mountains after a while is moving a good many smaller things now.

For Your Stomach's Sake.

Turnips for nervous disorders and for scurvy.

Raw beef proves of great benefit to persons suffering from consumption. It is chopped fine, seasoned with salt, and heated by placing it in a dish in hot water. It assimilates rapidly and affords the best of nourishment.

Eggs contain a large amount of nutriment in a compact, quickly available form. Eggs, especially the yolks of eggs, are useful in jaundice. Beaten up raw with sugar, are used to clear and strengthen the voice. With sugar and lemon juice the beaten white of egg is used to relieve hoarseness.

Honey is wholesome, strengthening, cleansing, healing and nourishing.

Fresh ripe fruits are excellent for purifying the blood and toning up the system. As specific remedies, oranges are aperient. Sour oranges are highly recommended for rheumatism.

Watermelon for epilepsy and for yellow fever.

Cranberries for erysipelas are used externally as well as internally.

Lemons for feverish thirst in sickness, biliousness, low fevers, rheumatism, colds, coughs, liver complaint, etc.

Blackberries as a tonic. Useful in all forms of diarrhoea.

Tomatoes are a powerful aperient for the liver, a sovereign remedy for dyspepsia and for indigestion. Tomatoes are invaluable in all conditions of the system in which the use of calomel is indicated.

Figs are aperient and wholesome. They are said to be valuable as a food for those suffering from cancer. They are used externally as well as internally.

Snedicor & Hathaway

80 to 89 W. Woodbridge St., Detroit, Manufacturers for Michigan Trade.

DRIVING SHOES, MEN'S AND BOYS' GRAIN SHOES.
C. E. Smith Shoe Co., Agts. for Mich., O. and Ind.

Cutler House in New Hands.

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

COMMERCIAL HOUSE

Iron Mountain, Mich.

Lighted by Electricity. Heated by Steam. All modern conveniences.

\$2 PER DAY. IRA A. BEAN, Prop.

THE WIERENGO

E. T. PENNOYER, Manager, MUSKEGON, MICHIGAN.

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

HOTEL BURKE

G. R. & I. Eating House. CADILLAC, MICH.

All modern conveniences. **C. BURKE, Prop. W. O. HOLDEN, Mgr.**

PUREST 10 CENTS BEST GREEN SEAL



SELL THESE CIGARS and give customers good satisfaction.

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—Manufacturers entertain firm views at the recent advance.

Acids—Manufacturers have reduced quotations 4c per pound for salicylic. Competition from outsiders is supposed to be the occasion for this, but, as the market is characterized by exceeding dulness, the decline may be due to this reason also. Tartaric, irregular and prices have declined.

Alum—Good inquiry and steady values.

Arsenic—The consuming demand for powdered white is fair and the market is steady.

Balsams—Tolu has met with another advance. Peru, not meeting with ready sale. Prices nominal. Canada fir, market quiet, nominally steady.

Beans—All varieties of vanilla remain strong, on account of the good demand. Recent reports from Mexico indicate an upward tendency there.

Cantharides—Firm. Jobbing request moderate.

Cassia Buds—Values have advanced, owing to the stronger market, stocks outside of the principal holders being very low.

Cinchonidia—As predicted in last week's issue, prices have been advanced.

Cocaine—Market quiet but values are firm.

Cod Liver Oil—Recent cables from Norway report firmness, with an upward tendency, especially as regards choice brands. The tone this side the water also is firmer and the demand is constantly improving.

Colocynth Apples—Demand better and market firmer, due to reports from primary sources that the crop of Trieste is again short, and best quality brings good prices.

Cream Tartar—Market is again unsettled and weaker in tone and prices have dropped.

Cubeb Berries—Still dull and prices nominal.

Ergot—Prime quality Spanish remains firm. Supply scarce.

Essential Oils—Anise has again advanced and is very firm. Citronella is said to be firmer abroad, but this market is irregular. The limited crop of the better grades of lavender has resulted in an advance in France, which has influenced the market here.

Flowers—All descriptions of chamomile are firm. American saffron is steady but quiet. No special features as to other descriptions.

Gums—Demand is active for asafoetida, prices have advanced and the tendency is still upward. The situation for camphor is fairly satisfactory, owing to the strong position of crude abroad. Gamboge, dull, dull, somewhat nominal. Kino is having a good demand and is firm.

Juniper Berries—Still selling at the former range.

Leaves—Short buchu, fair demand as to jobbing channels. Same is true of senna.

Lupulin—Prices are nominally steady. Demand light.

Manna—Holders are not anxious to sell, prime grades being in limited supply.

Mercurial Preparations—Mostly firm but market continues quiet.

Morphine—Quiet, with no special activity. Manufacturers have made no change in quotations.

Naphthaline—Demand is only of a jobbing nature and slow; still, values are maintained and the tone of the market is steady.

Opium—Tone easy.

Quicksilver—No further mentionable change. Firm.

Quinine—Prices firm.

Roots—Ipecac is reasonably firm, but quiet. Scarcity of Jamaica ginger is resulting in an upward tendency. Senna, firmer and prices have advanced. Golden seal is still scarce and firm. Serpentina, steady. Some holders of gentian have withdrawn from the market, which is very firm.

Salicin—Continues tame and featureless.

Seeds—Canary is a trifle firmer, in sympathy with primary markets. Dutch caraway is still meeting with a fair demand. Free arrivals of new crop celery are developing a downward tendency as to the market. Coriander, enquiry has been good but prices remain at the old range. Italian fennel, quotations have declined. Russian hemp has advanced. No change to note as to any of the varieties of mustard and the market is quiet.

Sponges—Dull spot market and slightly easier tone, some holders being willing to make concessions to gain orders.

Sugar of Milk—Situation is still unchanged. Only small lots of the principal brands are obtainable, all orders for low grades being declined.

Protection for Patent Medicines.

The Patent office has adopted a fixed practice of rejecting all applications for medical compounds which can be regarded as in the nature of physicians' prescriptions, and as descriptive of mere assemblages of well-known ingredients which have well-known effects on the human system. It has even gone so far as to use a practically stereotyped form of rejection, emphasizing the fact that the proper subject matter of a patent must be able to endure the relative tests of the presence of invention as well as of novelty and utility. The majority of these cases are disposed of unfavorably for want of invention and for being mere aggregations of known things, not showing the required statutory elements. There is no mystery attending the treatment of these cases. It will be seen that they fall exactly into line with applications for mechanical devices. In them, as in mechanical devices, one great proof of invention is the presence of a true combination of parts, as distinguished from an aggregation. A distinctly new result must be shown. In the case of mechanics it is obvious that the showing a new result is far simpler than in the case of a medicine. The results of a medicine have to be demonstrated on so complicated an organism as the human frame, and the result produced depends largely upon the subject upon whom it is tried. It is, therefore, very difficult to prove the presence of invention by results. Even in mechanical cases this is often not the easiest thing to do.

There is, however, an indirect species of protection open to the deviser of a prescription or a formula which is unpatentable. This protection is afforded

by the trade-mark law. Under the provisions of this law he may register a trade-mark in connection with his compound and thereby obtain standing in the United States courts for protection for the use of such title, prima facie evidence of which will be afforded by his letters of registration. Some trade-marks are enormously valuable, the business energy of their proprietors having made a simple name worth many thousands of dollars. The right of protection in the use of a trade-mark rests in the common law, but the registration of it immensely increases its value.

It is here that another frequent error is made. Many applicants imagine that a trade-mark, in some mysterious manner, protects them in the use of a compound or preparation. This it does not do. It protects them in the use of the name or trade-mark designation, and it is only indirectly that it can protect them in the thing bearing its trade-mark, imitation of which might be shown to indicate a desire on the part of the competitor to copy the appearance of the article, and hence to trench upon the trade-mark.

Wood That Burns Hotter than Coal.

From the St. Louis Republic.

One of the most remarkable products of Nevada is a species of wood known as mountain mahogany, which, when dry, is as hard as boxwood, very fine grained, red in color, and of very high specific gravity. It has been used for boxes for shaftings, and, in some instances, for slides and dies in quartz batteries. It burns with a blaze as long-lasting as ordinary wood, but, after going through what appears to be regular combustion, it is found almost unchanged in form, being converted into a charcoal that lasts about twice as long as ordinary wood, giving out intense heat, greater than coal, all the time.

Ill-Judged Philanthropy.

From the Syracuse Post.

A seedy-looking individual stopped in front of a South Salina street novelty store the other afternoon and shivered in the cold as he read:
"Soap given away free here."

"And just think o' dat," he muttered. "Dey offers us poor bokes soap. Wot d'we care fer soap, anyway? Dat's de way wid dese here ph'lantropists. Dunno what a man wants. S'posen dey try gi'n away a bit o' cold turkey 'n patty de foy grass fer a change, wid a cup o' demmy tassy t'boot."

And he shuddered again at the advertising sign and went away in disgust.

Of a Cheerful Turn of Mind.

From the Washington Star.

The genial young man slapped the merchant on the back and exclaimed:

"How's business?"

"How's business?" the merchant repeated, thoughtfully. Then he took a bundle of notes at anything from thirty days to six months from his pocket and, with an effort at cheer, exclaimed:

"My boy, I never saw a time when business was more promising."

GINSENG ROOT

Highest price paid by

Write us.

PECK BRCS.

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 in a chewing gum. Celery is a splendid nerve remedy and pepsin is equally valuable for stomach disorders. To use this gum regularly after meals there can be no question as to the ultimate recovery from indigestion or any other form of stomach trouble. Druggists and dealers generally are finding a ready demand. The trade is supplied by all good jobbers.

SMOKE THE HAZEL

5 CENT CIGAR.

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

WM. TEGGE, DETROIT, MICH.



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

are made of the best imported stock.

THE ELECTRIC PILE CURE

WE REFUND THE PRICE IF NOT SATISFACTORY.

ASK YOUR DRUGGIST FOR IT. TAKE NO OTHER.

IF HE REFUSES NOT KEEP IT, SEND TO US.

THE ELECTRIC PILE CURE CO., LAKEVIEW MICH.

Found at last

Congdon's
Cider Saver and
Fruit Preservative Compound

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

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

WHOLESALE PRICE CURRENT.

Advanced-Balsam Tulu, Oil Anise, Jamaica Ginger Root, Cassia Buds, Cinchonidine. Declined-Salicilic Acid, Tartaric Acid, Cream Tartar.

Table listing various medicinal and chemical products such as Aceticum, Benzoin, Bismuth, and others, with their respective prices and quantities.

Table listing various medicinal and chemical products such as Morphia, Sinapis, and others, with their respective prices and quantities.

Advertisement for Hazeltine & Perkins Drug Co. featuring the company name in large stylized letters, the text 'Patent Medicines Chemicals and Dealers in PAINTS, OILS AND VARNISHES', and a list of products including turpentine, linseed, and various oils.

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
Castor Oil	90	7 00
Diamond	50	5 50
Frazier'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
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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 Wisk	85
Fancy Wisk	1 00
Warehouse	2 25

CANDLES.

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

CANNED GOODS.

Manitowoc Peas.

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

CATSUP.

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

CHEESE.

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

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	18
Fair	19
Good	19
Prime	21
Golden	21
Peaberry	23

Santos.

Fair	19
Good	20
Prime	22
Peaberry	23

Mexican and Guatamala.

Fair	21
Good	22
Fancy	24

Maracaibo.

Prime	23
Milled	24

Java.

Interior	25
Private Growth	27
Mandehling	28

Mocha.

Imitation	25
Arabian	28

Roasted.

Quaker Mocha and Java	29
Toko Mocha and Java	24
State House Blend	23

Package.

Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases.

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 foll 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 25



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	@ 3/4
Evaporated 50 lb boxes	@ 4 1/2

California Fruits.

Apricots	9
Blackberries	5 1/2 @ 14
Nectarines	5 1/2 @ 14
Peaches	5 @ 14
Pears	8 1/2 @
Pitted Cherries	8 1/2 @
Prunelles	8 1/2 @
Raspberries	8 1/2 @

California Prunes.

100-120 25 lb boxes	@
90-100 25 lb boxes	@
80-90 25 lb boxes	@
70-80 25 lb boxes	@
60-70 25 lb boxes	@
50-60 25 lb boxes	@
40-50 25 lb boxes	@
30-40 25 lb boxes	@
1/2 cent less in bags	

Raisins.

London Layers	1 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 1/2
Vostizias 50 lb cases	@ 5
Cleaned, bulk	@ 5 1/2
Cleaned, packages	@ 6

Peel.

Citron Leghorn 25 lb bx	@ 13
Lemon Leghorn 25 lb bx	@ 11
Orange Leghorn 25 lb bx	@ 12

Raisins.

Ondura 29 lb boxes	@
Sultana 1 Crown	@ 6 1/4
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
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Farina.

Bulk	3
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Grits.

Walsh-DeRoo Co.'s	2 00
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Hominy.

Barrels	3 25
Flake, 50 lb. drums	1 50

Lima Beans.

Dried	4
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Maccaroni and Vermicelli.

Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50

Pearl Barley.

Common	1 1/2
Chester	2
Empire	2 1/2

Peas.

Green, bu.	90
Split, per lb.	2 1/2

Rolled Oats.

Rolled Avena, bbl.	3 75
Monarch, bbl.	3 50
Monarch, 1/2 bbl.	1 88
Private brands, bbl.	3 50
Private brands, 1/2 bbl.	1 88
Quaker, cases	3 20
Oven Baked	3 25

Sago.

German	4
East India	3 1/2

Wheat.

Cracked, bulk	3
24 2 lb packages	2 40

Fish.

Cod.

Georges cured	@ 3/4
Georges genuine	@ 4 1/2
Georges selected	@ 5
Strips or bricks	5 @ 8

Halibut.

Chunks	
Strips	

Herring.

Holland white hoops keg	60
Holland white hoops bbl.	8 00
Norwegian	2 20
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	
Family 10 lbs	

Sardines.

Russian kegs	55
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Stockfish.

No. 1, 100 lb. sales	10 1/2
No. 2, 100 lb. sales	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	6 50
No. 2	5 75
Fam	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. 2 T.	1 25	
	No. 3 T.	2 00	
	No. 4 T.	2 40	
	D. C. Lemon	2 oz.	75
		3 oz.	1 00
		4 oz.	1 40
		6 oz.	2 00
		No. 8.	2 00
		No. 10.	4 00
		No. 2 T.	80
		No. 3 T.	1 35
		No. 4 T.	1 50

Souders'.

Oval bottle, with corkscrew. Best in the world for the money.



Regular Grade Lemon.

doz	75
2 oz.	1 50
4 oz.	1 50

Regular Grade Vanilla.

doz	75
2 oz.	1 50
4 oz.	2 40

XX Grade Lemon.

2 oz.	1 50
4 oz.	3 00

XX Grade Vanilla.

2 oz.	1 75
4 oz.	3 50

FLY PAPER.

Tanglefoot.

"Regular" Size.

Less than one case, per box	32
Five to ten cases, per case.	2 75
Ten cases, per case.	2 65
"Little" Tanglefoot.	13
Less than one case, per box	13
One to ten cases, per case.	1 45
Ten cases, per case.	1 40

GELATINE.

Knox's sparkling	1 10
Knox's acidulated	1 20

GUNPOWDER.

Rifle—Dupont's.

Kegs	4 00
Half Kegs	2 25
Quarter Kegs	1 25
1 lb cans	30
1/2 lb cans	18

Choke Bore—Dupont's.

Kegs	4 00
Half Kegs	2 25
Quarter Kegs	1 25
1 lb cans	34

Eagle Duck—Dupont's.

Kegs	8 00
Half Kegs	4 25
Quarter Kegs	2 25
1 lb cans	45

HERBS.

Sage	15
Hops	15

INDIGO.

Madras, 5 lb boxes	55
S. F., 2, 3 and 5 lb boxes	50

JELLY.

15 lb palls	35
17 lb palls	44
30 lb palls	66

LYE.

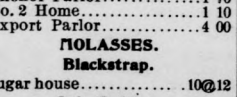
Condensed, 2 doz	1 20
Condensed, 4 doz	2 25

LICORICE.

Pure	30
Calabria	25
Sicily	14
Root	10

MINCE MEAT.

Ideal, 3 doz. in case	2 25
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NEW ENGLAND Mince Meat

MATCHES.

Diamond Match Co.'s brands	1 65
No. 9 sulphur	1 70
Anchor Parlor	1 70
No. 2 Home	1 10
Export Parlor	4 00

NOLASSES.

Blackstrap.

Sugar house	10 @ 12
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Cuba Baking.

Ordinary	12 @ 14
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Porto Rico.

Prime	20
Fancy	30

New Orleans.

Fair	18
Good	22
Extra good	24

SALT.

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

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

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

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

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

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

Solar Rock.
56-lb sacks..... 21

Common Fine.
Saginaw..... 60
Manistee..... 60

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

STARCH.
Diamond.
64 10c packages..... 5 00
128 5c packages..... 5 00
32 10c and 64c packages..... 5 00

Kingsford's Corn.
20 1-lb packages..... 6 1/4
40 1-lb packages..... 6 1/2

Kingsford's Silver Gloss.
40 1-lb packages..... 6 1/2
6-lb boxes..... 7

Common Corn.
20-lb boxes..... 5
40-lb boxes..... 4 1/2

Common Gloss.
1-lb packages..... 4 1/4
3-lb packages..... 4 1/2
6-lb packages..... 5 1/4
40 and 50 lb boxes..... 2 1/2
Barrels..... 2 1/2

SOAP.
Laundry.
Gowans & Sons' Brands.
Crow..... 3 10
German Family..... 2 15
American Grocer 100s..... 3 30
American Grocer 60s..... 2 75
Mystic White..... 3 80
Lotus..... 3 90
Oak Leaf..... 2 85
Old Style..... 3 20
Happy Day..... 3 10

JAXON
Single box..... 2 85
5 box lots, delivered..... 2 85
10 box lots, delivered..... 2 75

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

Lautz Bros. & Co.'s brands.
Ame..... 2 85
Cotton Oil..... 5 75
Marseilles..... 4 00
Master..... 3 70

Henry Passolt's brand.
Jamaicas 200s..... 64 00
Jamaicas bbls..... 67 00

Lemons.
Strictly choice 300s..... 23 25
Strictly choice 300s..... 23 75
Fancy 360s..... 24 25
Fancy 300s..... 24 50

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

Foreign Dried Fruits.
Figs, New California 12 lbs..... 11
Figs, Choice Layers 10 lb..... 9
Figs, New Smyrna..... 14
Figs, Naturals in bags..... 5
Dates, Fards in 10 lb boxes..... 7
Dates, Fards in 60 lb cases..... 6
Dates, Persians, G. M. K., 60 lb cases..... 5
Dates, Sairs 60 lb cases..... 15

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

Fruits.
Oranges.
Fancy Seedlings
Jamaicas 200s..... 64 00
Jamaicas bbls..... 67 00

Oranges.
Strictly choice 300s..... 23 25
Strictly choice 300s..... 23 75
Fancy 360s..... 24 25
Fancy 300s..... 24 50

Bananas.
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Figs, New California 12 lbs..... 11
Figs, Choice Layers 10 lb..... 9
Figs, New Smyrna..... 14
Figs, Naturals in bags..... 5
Dates, Fards in 10 lb boxes..... 7
Dates, Fards in 60 lb cases..... 6
Dates, Persians, G. M. K., 60 lb cases..... 5
Dates, Sairs 60 lb cases..... 15

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

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

Scouring.
Sapolio, kitchen, 3 doz..... 2 40
Sapolio, hand, 3 doz..... 2 40

SUGAR.
Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.

Cut Leaf..... 4 87
Domino..... 4 75
Cubes..... 4 50
Powdered..... 4 50
XXXX Powdered..... 4 62
Mould A..... 4 62
Granulated in bbls..... 4 25
Granulated in bags..... 4 25
Fine Granulated..... 4 25
Extra Fine Granulated..... 4 37
Extra Coarse Granulated..... 4 37
Diamond Confec. A..... 4 25
Confec. Standard A..... 4 12

No. 1..... 4 00
No. 2..... 4 00
No. 3..... 4 00
No. 4..... 4 04
No. 5..... 3 87
No. 6..... 3 75
No. 7..... 3 69
No. 8..... 3 62
No. 9..... 3 56
No. 10..... 3 50
No. 11..... 3 44
No. 12..... 3 37
No. 13..... 3 31
No. 14..... 3 25
No. 15..... 3 12

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

TOBACCO.
Cigars.
G. J. Johnson's brand

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Cigars.
G. J. Johnson's brand

Candies.

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

Mixed Candy.
Standard..... 6 @ 6 1/2
Leader..... 6 @ 7
Conservator..... 6 @ 7
Royal..... 6 @ 7 1/2
Ribbons..... 6 @ 7
Broken..... 6 @ 8
Cut Leaf..... 6 @ 8
English Rock..... 6 @ 8
Kindergarten..... 6 @ 8
French Cream..... 6 @ 9
Dandy Pan..... 6 @ 10
Valley Cream..... 6 @ 13

Fancy-In Bulk.
Lozenges, plain..... 8 1/2
Lozenges, printed..... 8 1/2
Choc. Drops..... 11 @ 14
Choc. Monumentals..... 11 @ 14
Gum Drops..... 8
Moss Drops..... 8
Sour Drops..... 8 1/2
Imperials..... 8 1/2

Fancy-In 5 lb. Boxes.
Lemon Drops..... 50
Sour Drops..... 50
Peppermint Drops..... 60
Chocolate Drops..... 65
H. M. Choc. Drops..... 75
Licorice Drops..... 75
A. B. Licorice Drops..... 75
Lozenges, plain..... 65
Lozenges, printed..... 60
Imperials..... 60
Mottoes..... 65
Cream Bar..... 50
Molasses Bar..... 50
Hand Made Creams..... 80 @ 90
Plain Creams..... 60 @ 80
Decorated Creams..... 90
String Rock..... 1 25 @ 60
Burnt Almonds..... 1 25 @ 60
Wintergreen Berries..... 55

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

Fresh Meats.
Beef.
Carcass..... 5 @ 7
Fore quarters..... 4 @ 5
Hind quarters..... 6 @ 7 1/2
Loins No. 3..... 9 @ 12
Ribs..... 7 @ 9
Rounds..... 5 1/2 @ 6 1/2
Chucks..... 4 @ 5
Plates..... 3 @ 4

Pork.
Dressed..... 4 @ 4 1/2
Loins..... 7 @ 7
Shoulders..... 5 @ 5
Leaf Lard..... 8 1/2

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

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

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

Butter.
Seymour XXX..... 5 1/4
Seymour XXX, 3 lb. carton..... 5 1/4
Family XXX..... 5 1/4
Family XXX, 3 lb. carton..... 5 1/4
Salted XXX..... 5 1/4
Salted XXX, 3 lb. carton..... 5 1/4

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

Oyster.
Square Oyster, XXX..... 5 1/4
Sq. Oys. XXX, 1 lb carton..... 6 1/4
Farina Oyster, XXX..... 5 1/4

SWEET GOODS-Boxes.
Animals..... 10 1/2
Bent's Cold Water..... 12
Belle Rose..... 8
Cocoanut Taffy..... 8
Coffee Cakes..... 8
Frosted Honey..... 11
Graham Crackers..... 8
Ginger Snaps, XXX round..... 6 1/2
Ginger Snaps, XXX city..... 6 1/2
Gin. Snps, XXX home made..... 6 1/2
Gin. Snps, XXX scalloped..... 6 1/2
Ginger Vanilla..... 8
Imperials..... 8
Jumbles, Honey..... 11
Molasses Cakes..... 8
Marshmallow Creams..... 15
Pretzels, hand made..... 8 1/2
Pretzettes, Little German..... 8 1/2
Sugar Cake..... 8
Sultanas..... 12
Sears' Lunch..... 7 1/2
Sears' Zephyrette..... 10
Vanilla Square..... 8
Vanilla Wafers..... 14
Pecan Wafers..... 15 1/4
Fruit Coffee..... 10
Mixed Fruits..... 10 1/2
Pineapple Glace..... 15 1/4

Grains and Feedstuffs

Wheat.
Wheat..... 65

Winter Wheat Flour.
Local Brands.
Patents..... 4 15
Second Patent..... 3 65
Straight..... 3 45
Clear..... 3 05
Graham..... 3 20
Buckwheat..... 3 75
Rye..... 2 65

Spring Wheat Flour.
Olney & Judson's Brand.
Ceresota, 1/2s..... 4 45
Ceresota, 3/4s..... 4 35
Ball-Barnhart-Putman's Brand.
Grand Republic, 1/2s..... 4 35
Grand Republic, 3/4s..... 4 35
Grand Republic, 1s..... 4 30
Worden Grocer Co.'s Brand.
Laurel, 1/2s..... 4 45
Laurel, 3/4s..... 4 30
Laurel, 1s..... 4 30
Lemon & Wheeler Co.'s Brand.
Parisian, 1/2s..... 4 45
Parisian, 3/4s..... 4 35
Parisian, 1s..... 4 30

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

Feed and Millstuffs.
St. Car Feed, screened..... 12 00
No. 1 Corn and Oats..... 11 50
No. 2 Feed..... 11 00
Unbolted Corn Meal..... 11 00
Winter Wheat Bran..... 8 00
Winter Wheat Middlings..... 9 00
Bran..... 8 00
Screenings..... 7 50
The O. E. Brown Mill Co. quotes as follows:

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

Oats.
Car lots..... 20
Less than car lots..... 25
Clipped oats, carlots..... 23

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

Fish and Oysters

Fresh Fish.
Whitefish..... Per lb. @ 8
Trout..... @ 7
Black Bass..... @ 8
Halibut..... @ 15
Ciscos or Herring..... @ 4
Bluefish..... @ 12
Live Lobster..... @ 20
Boiled Lobster..... @ 10
Cod..... @ 10
Haddock..... @ 8
No. 1 Pickerel..... @ 8
Pike..... @ 6
Smoked White..... @ 8
Red Snapper..... @ 13
Col River Salmon..... @ 12 1/2
Mackerel..... @ 20

Oysters in Cans.
F. H. Counts..... @ 35
F. J. D. Selects..... @ 30
Selects..... @ 25
F. J. D. Standards..... @ 23
Anchors..... @ 21
Standards..... @ 19

Oysters in Bulk.
Counts..... 2 00
Extra Selects..... 1 75
Selects..... 1 50
Anchor Standards..... 1 15
Standards..... 1 10
Clams..... 1 25

Shell Goods.
Oysters, per 100..... 1 25 @ 1 50
Clams, per 100..... 90 @ 1 00

Oils.
Barrels.
Eocene..... @ 10 1/4
XXX W. W. Mich. Hdt..... @ 9
W. W. Michigan..... @ 8 1/2
High Test Headlight..... @ 7 1/2
D. S. Gas..... @ 9 1/2
Deco. Naptha..... @ 8 1/4
Cylinder..... 30 @ 38
Engine..... 11 @ 21
Black, winter..... @ 9

From Tank Wagon.
Palacine..... @ 9 1/2
Red Cross W. W..... @ 5 1/4
Gasoline..... @ 7

Provisions.

The Grand Rapids Packing and Provision Co. quotes as follows:

Barreled Pork.
Mess..... 9 00
Back..... 8 00
Clear back..... 9 50
Short cut..... 8 00
Pig..... 9 50
Bean..... 8
Family..... 7

Dry Salt Meats.
Bellies..... 5 1/4
Briskets..... 5 1/4
Extra shorts..... 5 1/4

Smoked Meats.
Hams, 12 lb average..... 11
Hams, 14 lb average..... 10 1/4
Hams, 16 lb average..... 10 1/4
Hams, 20 lb average..... 10
Ham dried beef..... 10
Shoulders (N. Y. cut)..... 5 1/2
Bacon, clear..... 7
California hams..... 5 1/4
Boneless hams..... 7
Cooked ham..... 10 1/4

Lards. In Tierces.
Compound..... 4
Family..... 4 1/4
Kettle..... 5
55 lb Tubs..... advance 1/2
50 lb Tubs..... advance 3/4
5 lb Pails..... advance 1/4
10 lb Pails..... advance 1/2
5 lb Pails..... advance 1/2
3 lb Pails..... advance 1/2

Sausages.
Bologna..... 5
Liver..... 6
Frankfort..... 7
Pork..... 6
Blood..... 6
Tongue..... 6
Head cheese..... 6

Beef.
Extra Mess..... 7 00
Boneless..... 10 00

Pigs' Feet.
Kits, 15 lbs..... 80
1/4 bbls, 40 lbs..... 1 65
1/2 bbls, 80 lbs..... 3 00

Tripe.
Kits, 15 lbs..... 75
1/4 bbls, 40 lbs..... 1 50
1/2 bbls, 80 lbs..... 2 75

Casings.
Pork..... 18
Beef rounds..... 5
Beef middles..... 7

Butterine.
Rolls, dairy..... 8 1/2
Solid, dairy..... 8
Rolls, creamery..... 8
Solid, creamery..... 8

Canned Meats.
Corned beef, 2 lb..... 2 00
Corned beef, 15 lb..... 14 00
Roast beef, 2 lb..... 2 00
Potted ham, 1/4s..... 75
Potted ham, 1/2s..... 1 25
Deviled ham, 1/4s..... 75
Deviled ham, 1/2s..... 1 25
Potted tongue 1/4s..... 75
Potted tongue 1/2s..... 1 25

Hides and Pelts.
Perkins & Hess pay as follows:

Hides.
Green..... 4 @ 5
Part cured..... @ 5 1/2
Full Cured..... 5 1/2 @ 6 1/2
Dry..... 5 @ 7
Kips, green..... 3 1/2 @ 4
Kips, cured..... 5 1/2 @ 6 1/2
Calfskins, green..... 4 1/2 @ 5 1/2
Calfskins, cured..... 6 @ 7 1/2
Deaconskins..... 25 @ 30

Pelts.
Shearlings..... 5 @ 10
Lambs..... 15 @ 25
Old Wool..... 40 @ 75

Wool.
Washed..... 10 @ 13
Unwashed..... 5 @ 10

Miscellaneous.
Tallow..... 2 @ 2 1/4
Grease Butter..... 1 @ 2
Switches..... 1 1/2 @ 2
Ginseng..... 2 50 @ 2 75

Nuts.
Almonds, Tarragona..... @ 12 1/2
Almonds, Ivaca..... @
Almonds, California, soft shelled..... @ 12 1/2
Brazil new..... @ 7
Pilberts..... @ 10
Walnuts, Gren..... @ 13
Walnuts, Calif No. 1..... @ 11
Walnuts, soft shelled Calif..... @
Table Nuts, fancy..... @ 10
Table Nuts, choice..... @ 9
Pecans, Small..... @ 5 1/2
Pecans, Ex. Large..... @ 10
Pecans, Jumbos..... @ 12
Hickory Nuts per bu., Ohio..... @ 1 50
Cocoanuts, full sacks..... @ 3 75
Butternuts per bu..... @
Black Walnuts per bu..... @
Peanuts..... @
Fancy, H. P., Game Cocks..... @ 5
Fancy, H. P., Flags Roasted..... @ 7
Fancy, H. P., Association Roasted..... @ 6 1/2
Choice, H. P., Extras..... @ 4
Choice, H. P., Extras, Roasted..... @ 6

Crockery and Glassware.

AKRON STONEWARE.

Butters.
1/2 gal. per doz..... 50
1 to 6 gal., per gal..... 5 1/2
8 gal., per gal..... 6 1/2
10 gal., per gal..... 6 1/2
12 gal., per gal..... 6 1/2
15 gal. meat-tubs, per gal..... 8
20 gal. meat-tubs, per gal..... 8
25 gal. meat-tubs, per gal..... 10
30 gal. meat-tubs, per gal..... 10

Churns.
2 to 6 gal., per gal..... 5 1/2
Churn Dashers, per doz..... 85

Milkpans.
1/2 gal. flat or rd. bot., doz..... 60
1 gal. flat or rd. bot., each..... 5 1/2

Fine Glazed Milkpans.
Bacon, clear..... 5 1/2
1/2 gal. flat or rd. bot., doz..... 65
1 gal. flat or rd. bot., each..... 5 1/2

Stewpans.
1/2 gal. fireproof, bail, doz..... 85
1 gal. fireproof, bail, doz..... 1 10

Jugs.
1/2 gal. per doz..... 40
1/2 gal. per doz..... 50
1 to 5 gal., per gal..... 6 1/2

Tomato Jugs.
1/2 gal. per doz..... 70
1 gal., each..... 7
Corks for 1/2 gal., per doz..... 20
Corks for 1 gal., per doz..... 30

Preserve Jars and Covers.
1/2 gal., stone cover, doz..... 75
1 gal., stone cover, doz..... 1 00

Sealing Wax.
5 lbs. in package, per lb..... 2

LAMP BURNERS.
No. 0 Sun..... 45
No. 1 Sun..... 50
No. 2 Sun..... 75
Tubular..... 50
Security, No. 1..... 65
Security, No. 2..... 85
Nutmeg..... 50
Arctic..... 1 15

LAMP CHIMNEYS-Common.
Per box of 6 doz.
No. 0 Sun..... 1 75
No. 1 Sun..... 1 88
No. 2 Sun..... 2 70

First Quality.
No. 0 Sun, crimp top, wrapped and labeled..... 2 10
No. 1 Sun, crimp top, wrapped and labeled..... 2 25
No. 2 Sun, crimp top, wrapped and labeled..... 3 25

XXX Flint.
No. 0 Sun, crimp top, wrapped and labeled..... 2 55
No. 1 Sun, crimp top, wrapped and labeled..... 2 75
No. 2 Sun, crimp top, wrapped and labeled..... 3 75

CHIMNEYS, Pearl Top.
No. 1 Sun, wrapped and labeled..... 3 70
No. 2 Sun, wrapped and labeled..... 4 70
No. 2 Hinge, wrapped and labeled..... 4 88

La Bastie.
No. 1 Sun, plain bulb, per doz..... 1 25
No.

END OF THE STRIKE.

How the Women Circumvented the Walking Delegates.

The good Lord only knows what caused the strike at Stuart's, but the strike was on, and Labor was getting ready to have a scrap with Capital, and no postponement on account of the weather.

Some said the strike was the result of an insult to the wife of Mr. John M. Davis, Secretary of the Society of the Horny-handed, by one of the proprietors of the works. It seems that Mrs. Davis had violently red hair, and was accustomed to visit her husband during working hours, and that one of the younger Stuarts traded off a bay horse he usually drove for an immaculately white one which he kept hitched to a post in plain view of every workman in the establishment.

Be that as it may, Labor had been oppressed by the iron heel of Capital, and Labor wasn't going to stand it any longer.

Some said the strike resulted from an attempt on the part of the owners of the works to substitute an inefficient foreman in one of the departments for one who knew his business, without first consulting the Executive Committees of the seventy-seven orders, societies, and lodges of labor represented in the factory.

Be that as it may, Labor felt that it was aggrieved, and Capital must be made to suffer accordingly in return.

Some said the strike grew out of the conduct of the elder Mr. Stuart in insisting that he had a right to place a young nephew of his at work in his factory as an apprentice without getting the consent of the various committees appointed to attend to that part of their employer's business.

Be that as it may, Labor felt that the time had at last come to throw off the yoke and forever declare its independence of Capital.

Some said that the strike was the result of the intemperate haste of one of the owners of the factory to employ a first-class engineer who had been thrown out of employment at another factory because he had failed to connect himself with some one or more of the various labor societies dominating the field.

Be that as it may, Labor did not propose to have its dearest rights plucked from it by the tyrannical hand of Capital.

Some said—but why enumerate what was said? The strike was on and, whether there was cause or whether there was none, it was too late to turn back, and word was sent to all the men that before going out there would be a meeting at Hercules Hall to discuss the situation, and to adopt ways and means for correcting the abuses of Capital and ameliorating the condition of Labor.

At 7 o'clock that evening the hall contained all of Stuart's people except the first-class engineer referred to above, with the addition of a large number of workingmen from other factories. The President of the Society of the Horny-handed occupied the speaker's desk, and over him floated a banner bearing the patriotic inscription, Labor Omnia Vincit.

After the preliminaries were all arranged, the President asked some one to state the object of the meeting. A man who was making two dollars and a half a day three hundred days in the year was about to rise in response to this when he was displaced by a walk-

ing delegate who proceeded to call the attention of Labor to the tyranny of Capital and to appeal for united effort on the part of Labor against Capital.

He was followed by another walking delegate who continued his argument on very much the same lines, and he in turn gave place to the Secretary of the Consolidated Associations, a soft-handed, elegantly-attired young man receiving a salary of \$2,500 per annum. He was especially vigorous in his denunciation of Capital, and his remarks were enthusiastically applauded, notwithstanding one of the laboring men present who had a few questions to ask was crowded out by him, and was not permitted to disturb the feelings of these gentlemen by making uncalculated and unpleasant inquiries which they did not desire to meet face to face in public.

"Yes, men and brothers," concluded the Secretary, lifting his soft white hands to heaven, "we who labor and toil in the sweat of our brows owe it to ourselves and to our families to make this fight against the incursions of Capital. Our wives and our children in their homes at this very moment are praying for us, and, as did the prophet of old, are holding up our hands until the battle is spent. Shall we then be false to them? (Loud cries of "Never! Never!") Let me join my voice with yours, O my brothers, in this cry for justice, not only to our cause, but to us as individuals, to us as men, as husbands, as fathers, as brothers, as lovers, and to our true and loving wives and our helpless and dependent children. (Cheers.) For years Capital has ridden red-handed upon the withers of Labor, and we have answered to the spur and responded to the lash, but that day of riding has ended and it is Labor's turn to ride. (Great applause.) True, winter is approaching, and all of us are not well provided for against the cold and the hunger that may follow our noble efforts in our own behalf, but Providence is over us all and He will never permit the poor to suffer nor the worthy to want for bread. Be brave, brothers, and your efforts will be crowned with the success they deserve. Organized Labor must and shall triumph!"

A number of the men present were rather disposed to cavil at the Secretary's speech in places, but the walking delegates present came nobly to his rescue, and the meeting proceeded with great enthusiasm and to the discomfiture of Capital at the hands of Labor, finally adjourning after the passage of a resolution to the effect that all the employees of the Stuarts would go out on strike two weeks from that date at noon.

By noon of next day everybody knew of the determination of the Stuart people, and the workingmen in other factories began to be uneasy and to wonder why they should not also go out. The walking delegates were active, and they were earning their wages if ever they did, for the strike already threatened to be much more serious than was expected, and they were busy trying to keep it within bounds.

But the most active persons in all the field of labor were the wives of Stuart's men and, incidentally, the wives of all the workingmen. These women were, of course, cognizant of the proceedings at Hercules Hall, and whatever might have been said of them and their children by the soft-handed Secretary, the fact was that, if there was anything they dreaded more than anything else, it was a strike, especially a strike at the

opening of winter, for these women had tried strikes at all seasons of the year, and knew that, however pleasant and prolific of triumph strikes were at other seasons, they were not attractive features of winter.

From previous experience they knew that an appeal to their husbands was in vain, for the men themselves were helpless against the organization to which they belonged, and could do nothing even if they were willing to do everything. So they proceeded to act regardless of the men, and a week after the meeting of the men at Hercules Hall the women held a meeting there. Foremost among the active ones were the women whose husbands were employed at the Stuart works, but almost equally active were the other employes' wives, the only women interested in the cause who were absent being the wives of the walking delegates and other salaried officials of labor organizations.

Hercules Hall was filled to its capacity on the night of the meeting, and it was a representative gathering, meaning a great deal to any one who looked upon it with seeing eyes. It meant much more than any such meeting of men would have done, for the walking delegates were absent, and they had no use for the salaried Secretary with the soft white hands. The sentiment that moved these women was not one that could be changed by fine words or could be strengthened by oratory and argument. Their hearts and souls were in their work, and when women are thus actuated, accomplishment follows action, and the end sought will be gained in spite of all opposition.

Under such circumstances, when the meeting had come to order, the women who stood closest to the welfare of all of them were the women who spoke and the women who encouraged their sisters to be strong in their resolution and fearless in the execution of their purpose.

"I've talked a good deal to my old man, off and on," said a large red-faced woman with a kindly eye, "and he listened to me, too, but I ain't never talked in public before, and I don't know what to say exactly, but when it comes to doing what is right I allow there ain't anybody in these diggings that can stick to it any longer than I can; and I am here to say that, whatever this meeting does, it will find me right with it."

Another, a pale-faced refined-looking woman, whose laborious life showed in the lines in her face and the stoop in her shoulders, said this: "I have lived through a dozen strikes and God knows I never want to try another. It is hard on our husbands and brothers and sons, but on us and on the children it is a thousand times worse. If our husbands cannot help us and themselves, it is time we were helping them."

This was received with subdued cheers, a noticeable difference between this meeting and the meeting of the men being the almost sepulchral stillness of this one.

"That's so," exclaimed a woman with a child in her arms; "if the men can't, the women can; and the badge of our campaign should be this," and she held the baby high above her head, and received the first real applause of the evening.

(Our friends among the women suffragists might be asked at this point why women will remain silent during the most intense oratory on the subject

of politics and patriotism, but will go wild at sight of a baby.)

"Good enough," cried another woman with a baby in her arms; "it's for the children we're caring anyhow, and if we can't do it for them, God knows we're not fit to do at all."

The woman who had been chosen to preside here arose and held up her hand for silence.

"I have only a few words to say," she began slowly, "and I want them perfectly understood. The question before us is as to what action we shall take in the strike about to be precipitated upon us. Our husbands, all men in fact, have told us, from the beginning, that such matters are not for us to interfere with, and we have listened. But, sisters, our day of listening has passed, and we must act as responsible beings. We women are the real sufferers in these strikes, and we must be heard in their development and in their settlement. As wives we owe it to our husbands to help make our homes, and to be ever present guardians of them when they are made; as mothers we owe it to our children to watch over them and care for them in our homes; as women we owe it to the world, to mankind, to make of ourselves all that the great Creator intended us to be. If we fail in one of these, we fail in all, and are unworthy of womanhood. The time has now come for us to act decisively, not merely as the wives of these workingmen, but as the mothers of their children, and as God's best gift to man."

In almost graveyard stillness the speaker paused an instant, and then announced that the meeting would go into executive session, and each woman present must bind herself by solemn promise not to communicate to any person whatsoever the further proceedings of the body.

Every woman rose to her feet and the speaker said solemnly, "God help us!" to which there was a hearty response of "Amen."

From the date of this meeting until the time set for the strike to begin, there was no perceptible change among those in interest. There was a slight fever of unrest, intensifying as the climax approached, but to the casual observer nothing out of the ordinary was visible. The night before the strike the women had held a meeting by Committees on Family Safety, as they were called, and on the morning of the strike these committees called upon the leaders of the strike, but were promptly laughed out of court. The women bore it in grim silence and went about their ways.

As the noon whistle blew on the appointed day, 200 men and boys walked out of the Stuart works, as they did every day at 12 o'clock, but it was noticeable that none had dinner baskets with them. They were not to return that day, and they had determined to eat their dinners at home and enjoy the strike while they might. It was orderly and there was no demonstration of any kind—simply Labor's silent tribute of contempt for Capital, that was all.

At the moment that these men walked out of the factory the women whom they were dependent upon for home and food and care and comfort of body, heart and soul walked silently into Hercules Hall. Possibly there were not 200 of them, but every man and boy at Stuart's was represented in that assemblage, and when the strikers reached their homes they were met by closed

houses and cold firesides. It was a dreary, disagreeable November day, and a house without a woman and a fire in it was not pleasant of contemplation. On each door was a formal card headed, "To Whom It May Concern," and this card announced that the woman of the house might be found at Hercules Hall. Thither the strikers were compelled to go, partly for information, and partly because they had no other homes. Arrived at the hall, they were met in the small square in front by the Executive Committee on Family Safety, composed of the wives of workmen from the leading factories, who demanded—mark you, demanded—to see the Executive Committee of the strikers. This was entirely unexpected, and the strikers were disposed to exercise their authority, and said as much; but the women calmly asked to know their authority, and as the men were not prepared for that, they diplomatized, as it were, and asked for an explanation of this un-called-for and remarkable conduct.

This was the long-wished-for moment, and the women handed to the men a copy of the following resolutions for their enlightenment and future guidance:

Whereas, To be brief, as it is the women who suffer more from strikes than anybody else;

Resolved, That we women, representing, in our way, the men at Stuart's works who are determined to go on strike, do hereby assert our right to go on strike at the same time, and shut up our houses; and

Resolved, So long as these men think they may remain on strike, to the great disturbance of our peace of mind and comfort of body, we shall defend ourselves by refusing to keep house, cook, wash and iron, and otherwise administer to their comfort; and

Resolved, That, when these men determine to call the strike off and return to their work like sensible beings, we, the women representing them, will also return to our duties; and

Resolved, That we will fight it out on this line if it takes all winter.

Certainly nothing like this had ever happened in the experience of any of these strikers, and at first they were utterly unable to cope with the enormity of the situation. They wanted something to eat as a preliminary, but could not get it, as all the other women had struck from sympathy and refused to turn a hand until some settlement was reached. They asked for a conference, but this was denied them. Some of them went home and broke down the doors of their houses, but that only added further expense without bringing their wives back, and some went away and drank themselves drunk, but that made their homes no more comfortable nor filled their houses with wives and children.

At 5 o'clock the whistles at the various factories blew, and the Stuart strikers were still between the devil and the deep blue sea. The night was coming on, dreary and comfortless, and the strikers were thinking of hot suppers and other creature comforts, while never a man knew where they were to come from, and every man knew that up there in that hall, assembled together in their own defense, were the women who could make better and happier and more comfortable men of them than all the walking delegates in the world. Thoughts of this kind could not exist for long in the minds of such men without definite and distinct results, and they came presently with a great overwhelming rush. At the first movement of the strikers, the women on watch at the doors of the hall feared that something

desperate was to be done, but when the spokesman of the strikers appeared smiling, the women were at their ease at once and the Chairwoman stepped out to meet him.

"Madam," he said, with a sweeping bow, "convey our compliments to the ladies in the hall and present them with this paper, which is a signed agreement by all of us that we will go to work in the morning and never strike again without their consent. Say to them also, if you please," and he bowed again, "that, if they will go home now, they will find escorts waiting for them at the foot of the stairs. And say also that the escorts are very cold and hungry."

And thus ended the strike at Stuart's, for no woman could resist an appeal like that.

An Expert's Ideas on Advertising.

An advertisement is meant to be read, and the easier and simpler you can make the operation the better will be the results. Chopping the advertisement up into disjointed parts merely serves to make it more difficult to read and to lessen the number of its readers.

The lack of information is what makes a good deal of advertising worthless. An advertisement is published, primarily, for the purpose of furnishing information about some place or thing. The more explicit that information is, the better the advertisement. An advertisement that doesn't tell anybody anything is no good, no matter how beautiful or well displayed it may be.

Nowadays people expect definite information in their advertisements. They are attracted by prices and particulars. I don't believe a woman will go to the trouble to dress herself and go down town on a wild-goose chase. She wants to know pretty near exactly what she is going for, and how much money she will have to take with her. The advertisement that will draw the most people is the one that contains the most definite information about desirable goods.

Let the merchant come down off his pedestal and talk in his advertisements. He needn't be flippant—far from it—but let him not talk as if he were addressing somebody afar off and telling him about something at even a greater distance. The newspaper goes right into its reader's house—goes in and sits down with him. It is on the table when he eats, and in his hands while he is smoking after the meal. It reaches him when he is in an approachable condition. That's the time to tell him about your business—clearly, plainly, convincingly—as one man talks to another.

If a merchant doesn't believe in advertising, why does he have a sign over his door? That's advertising, and nothing else. No man would think of trying to sell goods in a building without a sign to show who was there and what he was doing. It's just as essential to let people know what they will find, of what quality and at what price, if they go to a store, as to have a sign over the door to let them know when they reach the store. The newspaper is the place in which to do this. It would be better to have good newspaper advertisements and no sign, than to have no advertisements and a sign with gilt letters six feet in height.

If advertisers would just stop being cute and stop straining after effect, and talk hard sense from start to finish, all advertising would be more profitable than it is now. The way an advertisement looks and the way it sounds amount to very little compared to what it actually

says. What you say is of first importance. Then comes the manner of saying it; then the appearance. If an advertiser gets these points in proper sequence he will have gone a long way on the road to good advertising.

I wonder if people will ever get over the idea that mere cuteness is good advertising. I wonder if people will ever be able to distinguish between real cuteness and painful cuteness. I wonder when they will learn that good advertising is just the commonest kind of common sense, and that the object of advertising is to convey sensible information.

CHAS. AUSTIN BATES.

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.

"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.

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.

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.

L. GRABB & SON

Have added to their establishment on Ash Street, in Detroit, the

Detroit Brush Works

With their new building, just erected, they have the LARGEST PLANT of the kind in Michigan, well equipped with New and Modern Machinery, enabling them to successfully meet all competition.

DO YOU HANDLE HOLIDAY GOODS?

"The best at all times" will be found in new catalogue just out. Free for the asking.

FRANK B. TAYLOR & CO.,
JACKSON, MICH.

FANCY?

Oh, yes, you will say so when you see

A. W. SMITH'S BROOMS

OF JACKSON.

Win new customers with them.

BEET SUGAR FROM GERMANY.

When efforts were made last spring to convince Congress that the increase in the German sugar bounties was a direct menace to the American sugar trade, there were many persons who professed to be skeptical on this point, and, as a result, nothing was done to provide an offset to these increased bounties by a corresponding increase in our discriminating tariff. That the claims made as to the probable effects of the increased bounties were well founded has been amply proven by the increasing competition of German granulated sugar with the product of the American refineries. For some time past German sugar has been underselling American refined, and recently sharp cuts in prices have been necessary to bring the American product down to a parity with the German article.

As an illustration of the growth of the trade in German granulated sugar, the statistics show that 83,000,000 pounds of this sugar was imported during twelve months, ending Aug. 1, at the port of New York alone, as compared with only 13,000,000 pounds during the preceding year. This shows a very heavy increase in the consumption of this German refined sugar, and, as the higher bounties have only been in effect for a few months, it is probable that the coming season will show an even greater importation.

It should be remembered that the 83,000,000 pounds of sugar referred to was entirely refined sugar, and did not include any of the large amount of German raw sugar imported during the past season to make good the deficit in the Cuban crop. The export bounty applies as well to raw sugar, however, and, as far as the domestic sugar crop is concerned, the competition of the German raw is quite as important as that of the refined.

Owing to the increased size of the European beet sugar crops this season, and the probability that other countries will follow the lead of Germany in increasing export bounties, the possible competition of beet sugar during the coming season is a matter for serious consideration on the part of the domestic sugar-producing interests. Sugar prices promise to afford but a close margin of profit this year; hence the Louisiana and Western beet-sugar interests are in no position to stand any very active competition from Europe.

AMERICANS IN CUBA.

The release of Mr. Tolon by Weyler, upon a vigorous demand by Consul-General Lee at Havana, shows conclusively that, when American citizens are maltreated in Cuba, or unjustly held in prison there, it is because the American Government has not been faithful to its trust in the matter of their protection.

General Lee is reported to have told Weyler, when the demand was made for Tolon's release, that the Spaniards were abusing the patience of the United States by their brutal treatment of American citizens and that the United States would no longer tolerate such action. Weyler thereupon hastened to release the prisoner. That Spain dreads American interference in Cuba has repeatedly been shown. The ignorant masses in Spain may boast of their ability to hold their own against America, but the Spanish government understands fully that the hour of active intervention in the Cuban Revolution by the United States will be the hour when

Spanish supremacy in Cuba is lost.

That Americans have been insulted, abused, robbed and even butchered in Cuba by the Spaniards, as innumerable authentic accounts of individual cases testify, is because the American authorities in and out of Cuba have not given their citizens the protection heretofore to which they were entitled. The administration at Washington has been responsible jointly with Weyler for outrages upon Americans that make the blood of American citizens boil whenever the facts are related. An emphatic note from Cleveland to the Madrid government, any time the past year, would have guaranteed courtesy and protection to every American in Cuba not with the insurgents. It is gratifying to see at last that General Lee is assuming a tone that ought to have been assumed more than a year ago toward the captain general at Havana. England is not near so responsible for the butcheries in the East as the American Government is for the no less brutal outrages and atrocities in Cuba.

How Politics Interferes with the Grocery Business.

Stroller in Grocery World.

I saw last week the best exhibition of what too much politics can do for a grocery business that I ever saw or expect to see. As a warning to other grocers politically inclined, I give it here. The details are absolutely true to life, as I saw them.

The store this politics-ridden grocer keeps, or kept before the political fever struck him, is large enough to imply better sense on the part of its proprietor. It's in the northern part of Virginia, in a good-sized country town. The town locally is for the gold standard, but this particular grocer is for silver, and for it with both feet. As he is one of these gentry who believes everybody who doesn't agree with him either ignorant or dishonest, he has his hands full all the time.

I got in his store one afternoon about 5 o'clock, just about the time when the people of a country town turn out for the postoffice and often stop in the grocery store. When I entered there was a group of men in the back of the room and the grocer was standing on its outskirts. He was highly excited, and was telling several men collectively what he thought about them and their views.

"You gold fellers is too durned sneakin' to admit it when you're wrong," he said; "why—"

"Oh, you go to thunder," ejaculated one of the others. "I guess I'm just as honest as you are—"

"All these silver people get off some dodge like that," broke in another gold man. "When they find themselves tripped up in an argymint they begin—"

"Too sneakin' to give in!" reiterated the silver grocer, hotly and tauntingly.

Just then a customer entered. The grocer half turned as she entered the door, but still lingered about the group.

"Bryan's bought by them silver mine owners," observed one of the goldites, as he took another chew.

"You're a liar!" howled the grocer. "He ain't no such thing. It's a lie to say so. Why can't you fellers fight fair instead o'—"

"There's a customer, Spikey," nudged one of the group.

The grocer moved a little sideways, preparatory to leaving to wait on the customer, but just then the fellow who had accused Bryan dropped another shot.

"Why, I don't believe this man Bryan's got good sense, or he'd never—"

The grocer hopped back into the group like a shot.

"You fellers is all liars when you say that," he said with a face as red as the anarchist flag. "Bryan is one of the brainiest men in the country. He represents the poor against the rich," he said, waxing oratorical. "And he's agoin' to be elected just as sure as my name's Smith."

"How about Vermont?" said one of the goldites.

"Durn Vermont!" ejaculated the grocer. "What's that got to do with it?"

"Oh, nothin'," said the interlocutor, sarcastically.

Just then the customer, who had been standing at the counter fully five minutes, turned and went out. The grocer caught sight of her as she went out the door.

"Hey, Mis' Jones!" he shouted as he shuffled after her. "Hey! What can I do for you, Mis' Jones? Hey, Mis' Jones!"

If "Mis' Jones" heard she gave no sign.

"That's just my dog-gone luck," exclaimed the grocer, as he rejoined the political caucus. "There's one o' me best customers gone out mad. I didn't see her. Why didn't some o' you fellers tell me she was in here? You was two durned busy talkin' politics, wasn't you?" he said with a fine scorn.

"No, sir," said one of the group, taking up the thread of the conversation, regardless of the loss of a remunerative customer. "Bryan ain't got no more show than you orl."

"He ain't, hey?" said the grocer, who had soon forgotten about that little matter of the lost customer. "He ain't, hey? Well, if he can't lick stars out of old Kinley, my name ain't Bill Smith."

"How about Maine?" laconically inquired the man who had lugged Vermont into the conversation.

"Oh, you git out with your old Maines and your old Vermonts!" burst out the grocer, furiously. "Why can't you talk sense? That ain't argymint to git off such things as that."

The Maine upholder grinned and said nothing.

"I tell you, boys," said the grocer, in high good humor over his telling point on the Maine man, "the free coinage of silver is agoin' to get us all out of the hole. We'll have more work and we'll have more money. We'll have—"

"I'll bet you fifteen cents we don't," gamely wagered some individual in the circle.

"What do you know about it?" asked the grocer, contemptuously. "Why, I spent all the mornin' figgerin' out Bryan's election, and I know what I'm talkin' about. I tell you Bryan's agoin' to be elected, an' Kinley's in the soup—that's as sure as shootin'. You can bet on it. Let me tell—"

"Hey, Mr. Smith! Hey!" called a small boy through the front door. "There's a kid out here upset a basket of your apples and they're rollin' all over the road."

The grocer looked around, and started to go out, but before he'd gotten out of earshot of the group, one of the goldites reopened the meeting.

"If it wasn't for them silver-mine fellers, this man Bryan wouldn't be able to pay his board bills."

It was too much for the grocer, apples or no apples.

"You say that again, Sam," he said, loudly and furiously, "an' I'll boot you out of this store; you don't know no more about Bryan than that there cat! He's worth a million such loafers as you!"

Then they had it hot and heavy. The whole crowd became involved and the grocer's hair fairly stood on end. He talked so fast that he made a regular saliva shower, and the goldites were nearly overcome several times.

I stepped to the door where the small boys of the neighborhood were making short work of the apples. The fruit was scattered about the pavement, and of the full basket there remained certainly not over half, and those few were rapidly disappearing. I smiled involuntarily as I heard the grocer's voice rising high in debate in the store, while the street boys stole his apples on the outside—"Nero fiddling while Rome burned."

The apples continued to melt away. In a few moments there was a lull and the grocer came to the door. There were probably half a peck of apples remaining on the pavement.

"Drat them dod-rotted boys!" he

ejaculated. "The measly little thieves have stole that whole basket of apples. They ought to be hung, every one of 'em! It's just my luck," he said, turning to me, "everything goes against me."

Not "dod-rotted boys," I thought—dod-rotted politics.

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To

HENRY KOCH, your clerks, attorneys, agents,
salesmen and workmen, and all claiming or
holding through or under you,

GREETING:

Whereas,

it has been represented to us in our Circuit Court of the United States for the District of New Jersey, in the Third Circuit, on the part of the ENOCH MORGAN'S SONS COMPANY, Complainant, that it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District of New Jersey, against you, the said HENRY KOCH, Defendant, to be relieved touching the matters therein complained of, and that the said

ENOCH MORGAN'S SONS COMPANY,

Complainant, is entitled to the exclusive use of the designation "SAPOLIO" as a trade-mark for scouring soap.

Now, Therefore,

we do strictly command and perpetually enjoin you, the said HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you, under the pains and penalties which may fall upon you and each of you in case of disobedience, that you do absolutely desist and refrain from in any manner unlawfully using the word "SAPOLIO," or any word or words substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring soap not made or produced by or for the Complainant, and from directly, or indirectly,

**By word of mouth or otherwise, selling or delivering as
"SAPOLIO," or when "SAPOLIO" is asked for,**

that which is not Complainant's said manufacture, and from in any way using the word "SAPOLIO" in any false or misleading manner.

Witness,

The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 16th day of December, in the year of our Lord, one thousand eight hundred and ninety-two.

[SEAL]

ROWLAND COX,

Complainant's Solicitor.

[SIGNED]

S. D. OLIPHANT,

Clerk

A COOKING SCHOOL



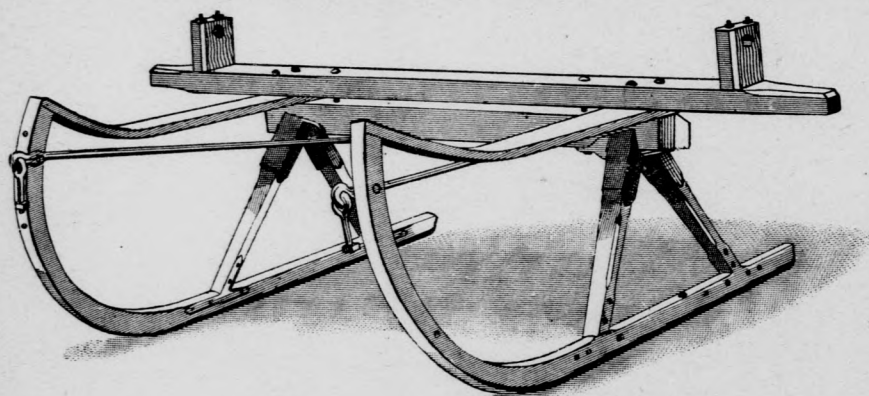
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