

MICHIGAN TRADESMAN

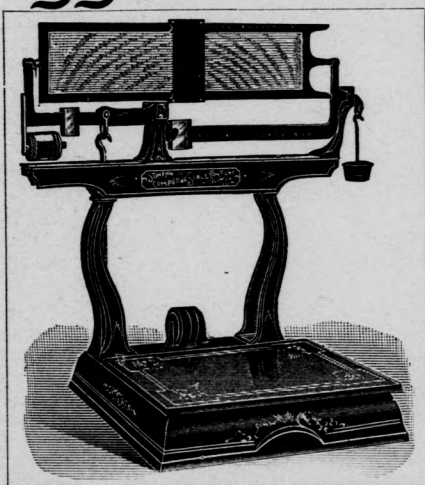
PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XIV.

GRAND RAPIDS, WEDNESDAY, OCTOBER 14, 1896.

Number 682

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.

There is Lots of Money

IN OUR

NEW BOSTON GINGER NUTS

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

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

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

TRY A BARREL

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

THE NEW YORK BISCUIT CO.,

GRAND RAPIDS, MICH.

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.

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.

FULL CREAM CHEESE

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

FRED M. WARNER,
Farmington, Michigan.

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.

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.

WE GUARANTEE

our brand of vinegar to be an absolutely pure apple juice vinegar. To any one who will analyze it and find any deleterious acids, or anything that is not produced from the apple we will forfeit

ONE HUNDRED DOLLARS

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

ROBINSON CIDER & VINEGAR CO.,

J. ROBINSON, Manager.

BENTON HARBOR, MICH.

Weatherly & Pulte,

99 Pearl St.,
GRAND RAPIDS.

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

Pumps and Well Supplies.
Hot Air Furnaces.

Best equipped and largest concern in the State.

Headquarters for

N. O. MOLASSES and SYRUPS

Samples and prices sent on application.
We will save you money.

MICHIGAN SPICE CO.,

30 N. Ionia St., Grand Rapids, Mich.

Advancing Prices Brighten Up Business

We have had large mail orders this week on account of the very low prices we quoted on Provisions and Flour, one party up North remitting us over \$400 for Lard and Pork. Prices are all higher again and our friends have all made a nice profit already.

We can save lots of money to any one in need of Teas or Coffees. All we ever ask is a trial order to convince the retailers of Northern Michigan that we are headquarters on these lines.

Teas are much firmer, especially good package dust, which is scarce. We have over 1,500 packages of Teas in stock, and, as stated in a former issue, we will not advance our prices this year.

We have a nice line of new canned Peas and Tomatoes at very attractive prices. Please write us for particulars.

The James Stewart Co.,

(LIMITED)

Saginaw, E. S., Mich.

The Bradstreet Mercantile Agency

THE BRADSTREET COMPANY
Proprietors.

EXECUTIVE OFFICES—
279, 281, 283 Broadway, N.Y.

Offices in the principal cities of the United States
Canada and the European continent, Australia
and in London, England.

CHARLES F. CLARK, Pres.

GRAND RAPIDS OFFICE—
Room 4, Widdicomb Bldg.
HENRY ROYCE, Supt.

Simple Account File

Simplest and Most Economical
Method of Keeping Petit
Accounts.

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

TRADESMAN COMPANY,

Grand Rapids.

WE TOLD YOU SO!

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

SWEETENS RANCID BUTTER



COLORS BEAUTIFULLY

Place your name on a postal card addressed to

THE CHURN CO.,

BELLEFONTAINE, OHIO,

When you wish to know anything about this machine.

Don't forget the Tradesman when writing.

SAVE 300 PER CENT.

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

TRADESMAN COMPANY'S CLASSIFIED LIST OF

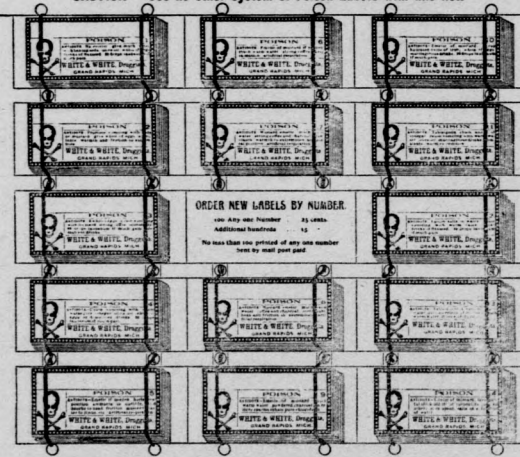
POISONOUS DRUGS

How to Use Them

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

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

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



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

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

TRADESMAN COMPANY, Grand Rapids.

Use Tradesman Coupon Books and Avoid Loss

MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, OCTOBER 14, 1896.

Number 682

NOTICE TO HOOPMAKERS

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

ROUND & RAKED 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 1896.

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 complete 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

THEY SAY NAY,

But There Are Other Strings to Pull.

In behalf of the potato shippers of Michigan, the editor of the Tradesman recently addressed the following letter to C. E. Gill, Chairman of the Official Classification Committee of the Central Traffic Association, accompanied by a certified copy of the resolutions recently adopted by the Michigan Retail Grocers' Association:

Grand Rapids, Oct. 7.—I send you, under separate cover, copies of recent issues of the Michigan Tradesman, containing the protests of Michigan shippers against the present classification of potatoes, which operates to the disadvantage of Michigan shippers. Especially do I call your attention to the communication of Buck & Bolton, at Gaylord, asserting that the farmers tributary to that place were compelled to suffer the loss of 100,000 bushels of potatoes last season because the freight rate was so oppressive that the crop could not be moved at a profit. As a business man, closely identified with the merchants and shippers of the State—and to a certain extent the mouthpiece of the trade—I write to enquire if you are not in a position to extend needed relief to those who have suffered under adverse circumstances for years? The farmers of Northern Michigan are nearly bankrupt by reason of the short forage crops and low price (and no price) of potatoes last season, and another year similar to 1895 will cause unnecessary suffering to the grower and serious loss to the shipper. This can be remedied, to a certain extent, by your Association granting potato shippers a commodity freight rate, which I understand you are in a position to do.

I have written you frankly and freely, as a former townsman, believing that your acquaintance with this territory enables you to judge, promptly and accurately, as to the needs and necessities of our people. E. A. STOWE.

Mr. Gill's reply to this letter was as follows:

New York, Oct. 10.—Your favor of Oct. 7, covering copy of resolution adopted at a recent annual meeting of the Michigan Retail Grocers' Association, was presented to our Classification Committee at a meeting held yesterday, and the subject was given very careful consideration, with the result that it was not deemed advisable to recommend to the various railroad companies in interest any reduction in the present classification obtaining upon shipments of potatoes in carloads.

I will state briefly, for your information, that, in arriving at this decision, it was considered that a reduction in freight rates would not, to any appreciable extent, stimulate the shipment of potatoes in carloads or increase the prices thereof which are to be paid producers. Further, that the low prices obtaining last year, and to a lesser extent this season, were the result of overproduction; and, finally, that the expenses of transporting potatoes, a large percentage of which go forward during the winter months, are considerably larger than as applied to shipments of grain, consequent upon the additional requirements and safeguards rendered necessary for the safe transportation of property, in the way of supplying refrigerator cars, transporting attendants in charge of fires, etc. C. E. GILL, Chairman Official Classification Committee.

With all deference to the superior knowledge of the situation which ought

to be at the command of the transportation companies, the Tradesman is not quite prepared to accede to all the assumptions of the Official Classification Committee. The statement that a reduction of freight rates would not stimulate shipments to any appreciable extent must be based on some very unusual conditions, the knowledge of which is possessed exclusively by the Committee, for general observation indicates that such reductions do stimulate shipments. An instance may be cited in the case of corn from Iowa and Nebraska during the past summer. That cereal had declined to a price that stopped the movement under the freight rates existing at the time, and to meet the requirements the rates were reduced, resulting in unusual activity, which was of mutual benefit to both roads and shippers. Nor is it necessary to go outside of the State to controvert Mr. Gill's statement on this point. Under date of Sept. 26, Wm. H. Lovely, of Howard City, wrote the Tradesman:

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

Mr. Gill evidently bases his statement on this point on information furnished him by Mr. Leavenworth, as the same statement was made by Mr. Leavenworth in an interview published by the Tradesman in its issue of Sept. 23.

The statement that reduction in freight rates does not increase the price of the product to the producer is certainly unworthy of a man holding the position Mr. Gill now occupies, as it is contrary to all the traditions of traffic from the days of Adam Smith, who enunciated the doctrine that the producer pays the freight. When potatoes are 50 cents a bushel in Cincinnati, the grower within convenient distance of that market gets 50 cents for his product, but if the grower happens to be located at Mancelona, instead of near Cincinnati, he receives 50 cents per bushel, less the freight and expense of handling. If the freight is reduced to cents a bushel or the market price is advanced to cents a bushel, he nets 10 cents more for his crop; and if the freight rate is advanced or the market price is reduced, he receives a correspondingly less amount for his product. To argue on any other hypothesis than this is to exhibit a degree of ignorance which the Tradesman does not believe Mr. Gill would tolerate for a moment in any of his subordinates; in fact, the Tradesman believes that Mr. Gill made a slip of the pen, or a slip of the tongue, when he gave utterance to a statement so ridiculous on the face of it.

Although the letter of Mr. Gill is a disappointment, inasmuch as it shows the disposition of the Committee to decide important matters on incorrect in-

formation and insufficient investigation, the Tradesman is not disheartened, as it has several strings yet to pull, any one of which may bring the needed relief. In the meantime, the Tradesman solicits correspondence with shippers who are interested in securing a commodity rate on potatoes, with a view to bringing about concert of action in obtaining the desired concession.

POLITICS SUPERSEDES BUSINESS

On account of the gravity of the questions involved in the famous Lincoln-Douglas campaign, preceding the civil war, questions involving the treatment of slavery, that campaign has generally been accorded the distinction of transcending all others in popular interest. The outcome in the years of struggle which followed certainly justified that interest.

In the present campaign there are no questions under consideration involving so serious a matter as human slavery—indeed, reduced to their elements, the most popular questions are of comparatively small importance, yet it is a campaign unquestionably exceeding in interest that of 1860. In this contest the interest is universal. Generally, the business and industrial press, the religious press and teachers have stood aloof from political controversy, but all, practically, are taking a hand in the present. In former campaigns manufacturers and employers have tried to discourage the interruption to business by political gatherings, but in this one they are willing to give the time for such gatherings, and, indeed, are largely engaged, personally, in advocating political ideas, to the neglect of business interests.

Of course, it is easy to account for the universality of interest in the campaign in that the questions are economic in their nature and are popularly supposed to seriously concern every individual interest in the country. Opening, as it did, in the midst of the lowest financial depression known in many years, it was very natural that the questions to catch the attention would be such as have a real or fancied influence on the financial conditions. Such questions are everybody's business and in such circumstances could not fail to enlist universal interest. While it may be said that the divisions are largely sectional, as in the slavery campaign, in this there are none who are indifferent. The cause of slavery aroused bitter animosities in certain localities, but scarcely affected other sections, but the issues of the present, while causing a more friendly controversy, cause one in which all are contestants. It naturally follows that all cannot be so largely engaged in political propaganda and investigation and at the same time attend to their proper business. If, then, business conditions improve in spite of these distractions, it is fair to infer that the natural industrial conditions are unusually favorable.

It is our duty to hustle at all times, but the time when hustling counts most is when business is dull.

Getting the People

Side Lights on Advertising.

The hen that leaves her nest after a few days' setting because she does not hear the chirp of chicks is something like the merchant who quits advertising after the first few "throws" because his first calls haven't filled his store with clamoring customers.

Many of us know just what we want, but many just simply feel a great yearning, indefinite want, and some learn that they did not want what they thought they did, and find that other people have anticipated their real wants better than themselves. And this is just what makes the advertisements of our newspapers and magazines so interesting.

A novel scheme for selling furniture on the installment plan is operated in the tenement districts of New York. Huge vans containing all sorts of household goods make regular tours of the streets. They send runners ahead through the tenement houses announcing their coming, who not only drum up a considerable trade, but manage to satisfy themselves of the reliability of their customers before the van gets around.

Electric transparencies carried about by men for advertising purposes have made their appearance. The transparencies are about three feet high and two feet wide, and the outside is covered with advertisements. Within are four incandescent electric lights in red, blue, green and white globes. A storage battery strapped about the waist of the bearer furnishes the illumination, and as he walks along he alternately lights and extinguishes the lights, the result being a novel effect of rapidly changing colors, thus fulfilling the purpose—that of attracting attention.

Dr. Depew said the other day that he could make \$100,000 a year by indorsing proprietary articles, and I have not the least doubt of it. When Disraeli was a poor young author he sold his signature for an advertising purpose, and laughed over it all the rest of his life. The French used Gambetta on numerous packages of fresh discoveries. We all have seen the King of Italy on match boxes. I have not the remotest idea what Wales received for permitting his portrait to go on a brand of cigars, or what honorarium was presented to Lily Langtry for her perfumery indorsement. Bernhardt, Terry, Anderson, Booth, Rehan, the Emperor of Germany—all the great people of the world, or nearly all of them, have done duty in advertising.

A well-known fashionable physician recently advertised for a bright, enterprising lad to act as his office boy. From the numerous applicants who responded he selected a wide-awake looking youth, who brought excellent references. The new boy proved to be a jewel, and for the first few weeks everything went well. On the first of the month the physician sent out statements of account to his wealthy and fashionable patients. The office boy sealed and addressed them correctly and expeditiously, as he seemed to do everything. During his professional calls of the next few days the physician was greeted with curious looks and numerous mystifying inquiries regarding the price of milk. A little investigation re-

vealed the cause. The new boy had a brother who had a milk route. With commendable enterprise he had inclosed one of his brother's cards in each one of his employer's bills which he sent out. Any one desiring to employ a boy who is, above all things, enterprising can obtain the address of one—now at liberty—by applying to this physician.

Newspaper advertising holds the chief place among all forms of inviting the public to buy or sell. The reason why this is so is not so obvious, but becomes evident with the consideration that in the newspapers every person that can read is accustomed to find an answer to every possible desire for information just at the time when the mind is most receptive, and not occupied with any other object of daily care. Advertisements then presented to the eye enjoy the monopoly of attention, and they come in so varied and attractive forms that they easily succeed in gaining the good-will of the reader. The vast economy through the splendid means of technical apparatus, regular delivery, etc., in presenting to the attention of the people all sorts of suggestions for business or pleasure is not less astonishing. A few cents suffice to acquaint half a million of people with facts essential for them to know, and the "ample page, rich with the spoils of time," is consequently garnished with information which, if it take a lower level, is still essential to civilized happiness.

I submit herewith a few sample advertisements which I have culled from Michigan newspapers:

MAN WILL NOT STARVE

If he has food, but it is almost starvation to live on impure products.

Better a little of that which is good than much of that which is adulterated. The cost of good whole-some groceries is but a small item when the benefits derived are considered.

We can supply you with groceries that contain the maximum of purity at the minimum of cost. High grade Teas and Coffees a specialty. Try our 50c Tea.

W. THURTELL,

South Side. Cash Grocer.

The Fair is Over

and just to keep things moving we will make every effort to catch your trade and have the prices to suit the times. No excuse for you to put off buying, as we have a complete stock to suit all tastes. A short time spent in looking over my line will convince you that I have the goods and sell at prices to catch the orders.

J. W. SLATER'S

128-132 Front St. New Furniture Store.

Three Feet of Snow In October

is not a common thing in Manistee, but it is not so very uncommon from December to March, when the cold north wind doth blow. Be ter prepare right now for that time. It is coming fast. One of our Heating Stoves will help make the house comfortable. We have some other excellent stoves, too.

E. R. WELSH.

The way the public at large look at advertising is forcibly shown by the utterance of a well-known Philadelphian, temporarily in Washington, who was walking somewhat out of his way to reach a florist's. When his attention was called to the fact that there were other florists nearer, he said: "I am seeking this man because he advertises in the newspapers. The man who advertises is always up to the times, and he is easier to deal with. You laugh, but I tell you it is a fact. I have studied this over, and I know from personal experience. For the last few years of my life I've made it a rule never to deal with any business man who doesn't advertise. I wanted some flowers to send off in a box by mail, and I looked in the paper this morning for the advertisement of a florist. Now, you see, he wants to deal with me—else he wouldn't have put that in the paper. I don't know any of the places here; but the rule is a good one, and I'll bet you anything you say that I can get what I want at this place, and get it cheaper than anywhere else or at any flower place that keeps its name out of the newspapers. The business man that doesn't advertise I have always found narrow-minded, selfish, non-enterprising, penny-wise and pound-foolish, even if he didn't cheat me outright. No, sir; I never buy anything of him."

Business Tact in Selling.

Written for the TRADESMAN.

There are few avocations where tact is a more essential quality than in the selling of goods. The successful salesman is the one who possesses this quality in the greatest degree. Tact alone will not make a good salesman, for it may be the attribute of a character lacking in honesty and sincerity, when it becomes the manifestation of deceit or a subservieny which does not sustain in any career. So, while tact will not take the place of those primary essentials of all character, the man who possesses them and is lacking in this is seriously handicapped—a dummy with price tags is a better salesman than he.

A literal definition of the term tact is the ability to know what is the right thing to do at the right time. There is great variation in natural quickness and perception as to the right course to take in dealing with the various characters the salesman is constantly meeting. There are some who seem to know the best way by intuition and there are others who are constantly blundering and bungling their work in well-meant but misapplied effort, and there are all grades between. The salesman who possesses this instinctive sort of tact is fortunate, that is, if he possesses the other essentials; but the one who lacks it entirely and has not the ability to acquire it had better look for some other avocation.

But there are few who cannot acquire the tact necessary in dealing with customers; in fact, most of those who fail in the exercise of this quality do not fail because it is lacking so much as because they do not exercise it; that is to say, they fail through thoughtlessness. Indeed, the number of those who give deliberate, careful consideration to the question of their qualifications for business is comparatively small.

Business tact is a quality that can be acquired by any one of intelligence, and the laws governing its acquirement are the same as those governing the acquirement of any other mental and

moral quality, for it comprises both of these attributes. It must be acquired by giving it thoughtful attention and study; and, like getting riches or getting religion, there must be the desire for it.

In the endeavor to acquire tact there should be method. The student must analyze the subject and follow out the different divisions with careful attention. Perhaps the first division will be found to be a knowledge of people. Many salesmen have a blundering way of treating all people alike. Such are of the self-assertive kind, who take the bull by the horns and force the selling, "will he, nill he." This kind of selling will answer for some people—they seem to like it—but the clientele of the one working exclusively on this line is apt to be limited. There must be a careful study of people; thought must be given to their probable likes and dislikes, and thought will enable the man of sense to decide whether he is to do the selling or—what is generally better and what the successful salesman generally does—let the customer do the buying.

Another division very intimately related to this is the study of "putting yourself in his place." With all their differences, men—and women—are much alike, and the rule urged so forcibly by Charles Reade is generally a pretty safe one. The salesman who works along this line will endeavor to decide in his own mind what the customer wants, by deciding what he would prefer in the same situation. This, supplemented by a consideration of probable differences in taste and circumstances, will go far to secure an understanding which will bring results.

Business tact is business knowledge. Like any other knowledge this can be acquired by effort. But many a mercantile enterprise is handicapped by the fact that its projectors "grow" into the business in the same spontaneous manner in which Topsy developed her character, instead of building up business character and ability by deliberate, methodic intention, carried out in careful study and training. ROSENSTEIN.

The Magic City of Munising.

Munising, Oct. 12.—There is not another town in Michigan that has made such strides during the last year in the face of business depression as this. One year ago was begun the clearing of the town site at the head of one of the prettiest of bays. To-day we have one saw-mill, with an annual capacity of 40,000,000 feet of lumber, employing 200 men the year round; three stave and heading mills, employing 300 men; sixteen miles of broad gauge railroad already built and 200 men at work on an extension to Little Lake to make connections with the Chicago & Northwestern Railway; a huge tannery in course of construction, the main building being 80x800 feet and five stories high, which, when completed, will employ 400 men, and a sawmill well along which will cut hemlock from which the bark is peeled. We have twenty saloons, forty-eight business places, a full stock of professional men, one store building which cost \$5,000, built on a \$4,000 lot, another equally as large, nearly finished, two miles of water pipes laid, fully 2,000 inhabitants, and, when spring opens up next year and our industries are all running, we will have a town of 4,000 inhabitants. With industries yet promised, who will deny but that Munising within five years will be one of the important cities in the Upper Peninsula of Michigan? W.

Reaction means action, and reaction follows lack of action.

EXTRAORDINARY WILLS.

Some of the Queer Things Men Will Think of.

From the New York Tribune.

Some one has said that great living makes great dying. But it is not only in dying that men reveal their true character; they reveal it perhaps even more strongly in making their wills. It is true that there is nothing especially noteworthy about an average will, but that is because there is nothing especially noteworthy about the average man; and even in such wills, therefore, there is an unconscious revelation of character.

But an immense number of wills indicate much more than this. In them may be read, sometimes in black and white, and sometimes between the lines, rare, interesting life stories, sometimes tragical, sometimes comical, and sometimes suggestive of nothing more than vanity, eccentricity or caprice. Wills belonging to the latter class are by far the most picturesque. Story writers have made an abundant use of such wills. Everybody has read of the old lady and the old gentleman who keep a string of relatives dancing attendance on them for years, and who in their wills devise all their property to the Home for the Indigent and Disabled Black Cats; or the old curmudgeon whose relatives pamper him for years, and who, in his will, declares that he has nothing to leave them but his blessing; or the old lady who is treated with contumely by all her relatives but the angel heroine, because she declares herself to be a pauper, and who, in her will, leaves a large hoarded fortune to the aforesaid angel heroine; or the queer old party who leaves to his heir nothing but the family Bible, which is finally discovered to contain a number of marked passages that, when put together, tell where a immense hidden fortune may be found. All these and scores of other variations of the story may be found in the current novels of the day, testifying to the prominent place of the will in literature.

Newspapers are constantly chronicling stories of wills just as surprising and eccentric. Years ago there died a wealthy English gentleman who directed that the five drawers in his desk be opened on the five consecutive anniversaries of his death. That was all; not a word about the disposition of his large fortune. When four drawer were opened there was found in them nothing but a sealed letter containing this message: "Have faith and hope, and you will attain unto the fruition of all your desires." When on the fifth anniversary the last drawer was opened, a properly executed will was found, leaving the property to those who had expected it.

A London theatrical man named W. D. Foster directed that no woman should be present at his funeral, and gave orders that if his wife survived him she should be cremated. In France, not long ago, died an eccentric Frenchman, whose will declared the French to be "a nation of dastards and fools." For that reason he devised his whole fortune to the poor of London, and directed that his body be thrown into the sea a mile from the English coast. An attempt was made to have him adjudged insane when he made this will, but failed. Another Frenchman directed that a new cooking recipe should be pasted on his tomb every day; and still another Frenchman, a lawyer, left \$50,000 to a local lunatic asylum, declaring that it was simply an act of restitution to the clients who were insane enough to employ his services.

Cremation clauses are becoming quite common in English and Continental wills; but many of them are ignored by the relatives. Many testators now make some provision in their wills to ensure their not being buried alive. For instance, the late John Blount Price, of Islington, directed that four days after his death two skillful surgeons should be paid \$25 each to perform such operations on his body as would kill him in case he were yet alive. The Viscount de Carros Lima directed that his body should be watched by his heirs until de-

composition set in. A similar provision was made by an Irish gentleman who died last year. A Vienna millionaire seemed to have a horror of darkness, for he provided not only that the vault in which his body was to lie should be lighted by electricity, but that the coffin also should be similarly illumined. Lord Newborough made provision for two separate interments.

There are some remarkable "waiting wills" on record. Not long ago died an eccentric German, who directed that his estate, amounting to \$10,000, be turned into money and put out at compound interest for 200 years. At the end of that period the whole sum is to be safely invested, and the interest applied to the relief of suffering and poverty. Count Hardegg, who recently died, left \$300,000 to the University of Vienna, on condition that it should be put out at compound interest for 100 years, at the end of which period he estimated that his bequest would have increased to \$18,000,000. Instances are innumerable where legatees are compelled to wait a long term of years for the property devised to them, simply because of some whim or caprice of the testator.

Not many years ago a queer old native of Finland devised all his property to the Devil, and the State at once took possession of it, without attempting to establish its identity with the personage named in the will. There is a tendency in England, on the part of engaged men, to draw up wills in favor of the ladies to whom they are engaged. By thus anticipating what they would probably do after marriage, they not only take duty by the forelock, so to speak, but reap a present reward in the increased ardor of the adored one.

Merely to catalogue the eccentric wills that have been made in the United States would fill a volume. Some of these wills betray that grotesque sense of humor that in so many other things characterizes the American people, while others reveal a perverse crankiness on the part of the testators, which, to say the least, is not pleasant to contemplate. In one of the wildest gorges of the Blue Ridge in Western North Carolina, there lived a few years ago a man who was a most ferocious infidel. When he died it was discovered that in his will he directed that he should be buried on the summit of one of the loftiest peaks of the Blue Ridge, and that his epitaph should disclose that he died reviling Christianity. Instead of carrying out his wishes, however, his relatives buried him in a Christian cemetery, and on the spot where he desired to be buried placed a large white cross. There are probably few who will criticize them for their action in the matter. One finds it difficult not to think harshly of the man recently deceased in this State who, in his will, left his property to "the woman who lives with me," meaning by that his true and lawful wife. Not long ago a Boston man died whose will left his wife penniless unless she married again within five years, the reason given for this proviso being that he wanted somebody else to find out how hard it was to live with her—truly a monstrous revelation of postmortem spite, and one that any decent court ought to set aside.

But such wills are rare; it is much more common to find testamentary provisions against wives marrying again. If report speaks truly, such prohibitions do not always strike the grief-stricken widow as wise or proper.

Wills cutting off some prodigal son with a shilling are too familiar in English life to excite any special remark, and in that country, where a man's last will and testament is regarded as a very sacred thing, the prodigal one generally has to take the shilling and say nothing. But in this country there is a strong, though, perhaps, latent, sentiment in favor of setting aside provisions in a will that are manifestly absurd or unjust. This largely explains why there are so many attempts in the United States to set aside wills, and why so many of these attempts are successful. The fact that a man is never absolutely certain that the provisions of his will will be carried out has suggested to

many the propriety of disposing of their property during their lifetime. But there are objections to that course. Not long ago a man in this city turned over all his property to his wife. No sooner had he done so than she turned him out in the street, and not long afterward he died a pauper.

Perhaps the most remarkable wills are those which aim to promote virtue and discourage vice. Not long ago a very wealthy gentleman of Long Island died, who provided that none of his heirs should inherit unless they could show that they led a life of a most angelic virtue. Among the conditions mentioned in the will were these: That they should not smoke or drink; that they should rise every morning and breakfast at a certain hour, and be in the house every evening at a certain hour; that they should be industrious and strictly moral in their lives; that they should never enter a barroom, and should not get married before the age of twenty-five. The heirs were thunderstruck at these provisions, as they practically disinherited all but one of them.

Recently a cynical old man in a Western town died who, in his will, devised all his property to that man in the town who could prove that he was a Christian; and then a definition of a Christian was given which would exclude everyone who has lived on earth except the Saviour Himself—and in the opinion of many it would have excluded even Him. In this case the court promptly set aside the will and gave the property to the legal heir.

The Peddler's Little Scheme.

A hatchet-faced lady came to the door with a clothespin in her mouth, her apron tucked in at the waist, fire in her eye, and her sleeves rolled up.

"I have something here, miss, that will save half your labor, and—"

"We don't want nothin' at all, and we never buy of peddlers anyway," she snapped, and she attempted to close the door in his face. But it didn't work. The peddler had proven his right to the title by at first inserting a number nine shoe in the bottom of the door, so as to permit of a good "talking space," and he remarked with a surprised look, "Then the lady next door was right, but I wouldn't have thought it."

"What do you mean?"

"Oh, nothing, only she told me, after buying one, that there was no use in stopping here, that I couldn't sell anything, as your husband never gave you any money to spend."

"She did, did she, the impudent thing! How much are they, did you say?"

"Only half a dollar, madam."

"Well, here's a dollar. I'll take one for myself and one for my mother, who lives over on Ridge avenue. I'll show her. Why, I spend more money in a week than that woman does in six months. Huh! the idea!"

Overproduction.

There's an overproduction of cotton,
An overproduction of corn;
Too much of everything is grown,
Too many people are born;
A surplus yield of wheat and bread,
Of potatoes, oats and rye,
Hog and hominy, ham and eggs,
And home-made pumpkin pie.

Too much to eat, too much to wear,
And cattle on too many hills;
Too many agricultural tools,
Too many scrapers, plows and drills;
There's surplus of clothing
Of every grade and kind;
Too many books and papers,
Too much thought and mind.

Too many men to do the work,
Too many women to weep;
More daylight than the people need,
Too much night for sleep;
Of benedicts a surplus,
An oversupply of wives;
Too many birds and blossoms,
More bees than the e are hives.

More sunshine and more shadow
Than are needed for the dell;
An overproduction of gravestones,
More coffins than we sell;
An overproduction of ignorance,
A sight too many schools;
Too many poor, too many rich,
And lots too many fools.

It is your business to get what there is, and to help make more.



KNEIPP MALT COFFEE

A
PURE
MALT
SUBSTITUTE
FOR
COFFEE

MANUFACTURED
BY
KNEIPP MALT FOOD CO.

C. H. STRUEBE, Sandusky, Ohio,
Agent for Ohio, Indiana and Michigan.

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.

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Size 8 1-2x14—Three Columns.

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TRADESMAN COMPANY
GRAND RAPIDS.


5 AND 7 PEARL STREET.

Around the State

Movements of Merchants.

Brouard—A. C. Doster has sold his hardware stock to John F. Oswald.

Ontonagon—L. (Mrs. I.) Reinhertz, clothier, has removed to Petoskey.

Saranac—A. H. Barber & Co. have sold their bazaar stock to O. J. Bretz.

Detroit—Gilbert Becker has purchased the drug stock of Holmes & Carter.

St. Louis—Chas. A. Throop succeeds Philip A. Throop in the grocery business.

Niles—A. J. Fox, of A. J. Fox & Son, dealers in dry goods and carpets, is dead.

Mt. Pleasant—Daniel Anderson has sold his grocery stock to Hobner & Hobner.

Oxford—C. E. Rice, druggist and stationer, has removed from Lenox to this place.

Laurium—Vivian & Dodge, druggists, have dissolved, Robert & Vivian succeeding.

Stevensville—E. G. & Z. A. Smith have purchased the general stock of C. E. Jillson & Co.

Grand Ledge—Bill & Sackett, dealers in fruits, have dissolved, Burr D. Sackett succeeding.

Cheboygan—C. L. Smyth & Co. succeed Smyth & Co. in the jewelry and publishing business.

Indian River—I. N. Bishop continues the meat business formerly conducted by Bishop & Vermilya.

Freeport—H. D. Johnson, who recently sold his general stock at Sears, will engage in general trade at this place.

West Branch—Cooper & Wilson, grocers, have dissolved, Mrs. R. H. Cooper purchasing the interest of Mr. Wilson.

Holland—A. I. Kramer has removed his dry goods stock from Grand Ledge to this place, locating in the Vander-Veen block.

Muskegon—Fred B. Aldrich has sold his grocery stock to Thomas Orcutt, who will continue the business at the same location.

Belding—Will C. Spicer and C. S. Merritt have formed a co-partnership under the name of Spicer & Merritt, for the sale of cattle, hogs and sheep, with stock yards at Detroit.

Traverse City—Henson, Seed & Co. have discontinued the sale of dry goods and abandoned the field. Mr. Henson has removed to Saginaw, where he expects to re-engage in business.

Holland—Bosman Bros. have dissolved, A. B. Bosman continuing the clothing and furnishing goods business at the same location. John Bosman will embark in the merchant tailoring business at another location.

Muskegon—Misner, Hamlin & Co. have begun suit in replevin against Geo. W. Nelles to recover the stock of groceries now in his store at the corner of Clay avenue and Seventh street, also one delivery wagon and one set of horse sleighs. The value of the property is stated at \$360.

Williamsburg—Hon. David Vinton, Jr., senior member of the firm of D. Vinton & Son, died last week as the result of heart disease. Mr. Vinton was born in Hampshire county, Mass., Sept. 16, 1828. At the age of 10 he was placed at work upon a farm and remained there until 14 years of age, when he was apprenticed to learn the tanner's trade, at Newark, Ohio. He afterward removed to Steuben county,

Indiana, and engaged in the tanning business. In 1870 he came to Williamsburg and engaged in mercantile business. He was married in 1855 to Ruth Carpenter, a native of Steuben county, Ind. The fruit of this marriage was two sons, Frank H. and Will M., the latter of whom died about three years ago. After his son Frank became of age he associated him with himself in business, the firm name being D. Vinton & Son. For a number of years, in addition to the mercantile business, the firm carried on an extensive lumber manufacturing business. Deceased was a man of strong parts, whose loss will be seriously felt in this community.

Manufacturing Matters.

Interior—The Interior Lumber Co., manufacturer of lumber, has removed its plant to Interior, Va.

Detroit—The Romera Chemical Co. has been incorporated, to manufacture chemicals and compounds, with \$4,000 capital paid in, held by John W. Gray, 249 shares; Thomas Seabury and Ben. F. Guiney, each 1, and John E. Hurd, 249.

Good Harbor—Richard and O. H. Schomberg have purchased the interest of Henry Schomberg in the sawmill plant, and have organized a new company, to be operated under the name of the Schomberg Hardwood Lumber Co., with general offices in Milwaukee.

Detroit—The Detroit Furnace and Heater Co. has filed articles of association, and will manufacture and sell hot water and steam heaters and radiators in this city, on a capital stock of \$15,000. Thomas W. Palmer owns 588 shares, Byron H. Edwards 650, and Wilbur W. McAlpine 12 shares.

Detroit—Articles of association of the Pittsburg Plate Glass Co. set forth that the company will manufacture plate and window glass and other glassware and will acquire real estate. The capital is \$100,000, of which \$10,000 is paid in, and the stock is held by William Reid, J. B. Ford, William D. Hartepee, Abner U. Howard and A. Pitcairn, 100 shares each, and Abner U. Howard, trustee, 9,500.

Ishpeming—There is no life in the ore trade, either in sales, inquiries or shipments. The surplus already forwarded will in all likelihood be fully ample to meet any requirements of the iron and steel trades before the opening of navigation next spring. The ore production of 1896 will probably fall between nine and ten million tons or about a million tons under the output of 1895. The figures in both cases are based upon the amount forwarded and not on the amount actually mined, as the statistics of the ore actually taken out of the ground during the calendar year are never obtainable.

Marquette—The Lake Superior & Ishpeming Railway, which was built jointly by the Cleveland Cliffs and Pittsburg & Lake Angeline companies, cost about twice as much money as the original estimates called for. Although it has proved a costly line to construct and equip, it is regarded by engineers as a model work of its kind. The gradients are the easiest of any ore-hauling road taking ore from the mines to either Lake Superior or Lake Michigan ports, which, of course, means reduced cost of operation. A locomotive takes thirty cars of twenty-odd tons each without difficulty, the largest loads hauled by any line carrying ore. Its rolling stock is of the most modern and efficient pattern and its big ore dock at Presque

Isle, near this city, is the best, even though it is not the largest, in the country. The operation of this line, which will secure more or less tonnage from mines other than its owners, will not have a great effect on this season's business, but for the future it will certainly increase the ore shipments from Marquette at the expense of Escanaba, which for many years has diverted a large part of the ore business of the Marquette iron range to Lake Michigan, as well as control the tonnage of the Menominee range, with the exception of the comparatively trifling amount forwarded from Gladstone, a Lake Michigan port on the "Soo" railway system seven miles north of Escanaba.

Ishpeming—The Lake Angeline mine, which shut down Sept. 26, throwing 550 men out of work, will in all likelihood remain idle only a short time. A letter from the President of the company to the local management conveyed the pleasing information that the mine would probably be able to resume shortly after election. There has been a suspicion in some quarters that the closing of the mine was for political effect, but this suspicion is not borne out by the previous record of the mine, which has been among the largest and steadiest employers of labor in the district. For a number of years it has paid the best wages of any of the Lake Superior iron mines, by which is meant that the miners, who mainly work by contract instead of day wages, have averaged higher monthly earnings than at any other property for similar work. The closing down of the Lake Angeline is readily explainable by the shortage of cash caused by the heavy expenditures required for the building and equipping of the Lake Superior & Ishpeming railway and the inability of the company to borrow money from the banks on its stock-piles, either at the mine or at lower lake ports. The Lanks have quit loaning on such security and the Pittsburg & Lake Angeline company preferred closing down for a short time to taking chances on raising money in the future to meet obligations incurred before the money was in sight. The mine is a magnificent property and has been earning good profits even in the worst of times; hence it is most unlikely to be allowed to remain long idle.

Jackson Jottings.

Saxton & Kellogg have opened a clothing and men's furnishing goods establishment at 109 West Main street.

J. L. Hudson & Co., of Detroit, have leased the store building formerly occupied by the U. S. Clothiers, corner Cooper and Main streets, and will open with a stock of clothing as soon as they can get the place ready.

C. R. Nesen has purchased the stock and fixtures at 1104 Francis street, formerly owned by M. E. Beebe, and will continue the grocery business at the same location.

Charles H. Dodge has purchased the stock of groceries recently owned by Greenwood & Eldred, 206 West Trail street, and will try his hand at running business on his own account.

Geo. Thortle has purchased the stock of groceries and notions at 117 Mill street and will try to make it a paying business.

Haven & Losey, grocers at 707 South Blackstone street, have dissolved, J. B. Haven continuing the business at the same location.

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.

The Bicycle Problem.

Written for the TRADESMAN.

The introduction of many thousands of these new instruments of progression into the streets of this city presents a problem as to the correct and effectual means of regulation not easy to solve. Attempts have been made to enact and enforce ordinances for the purpose, but these have been devised by amateur lawmakers and have resulted in bringing the subject into ridicule.

There is no question as to the necessity of some regulation for bicycle riding in the city, especially in the crowded central streets. There is now no practical regulation, except that wheels are kept off the walks. Most of the provisions of the ordinance passed by the Common Council early in the summer are violated every hour in the day on any of the busy streets. Not only is the provision for ringing bells at crossings almost entirely ignored, but the regulation of speed is almost as constantly ignored. As to the ringing of bells the absurdity was so quickly demonstrated on the attempt at enforcement that there was a tacit agreement that it should become a dead letter.

But the prohibition of scorching is a matter of real importance. That there is continual danger is demonstrated by the constant succession of accidents reported. That these accidents are largely the result of carelessness on the part of those engaged in pleasure riding is indicated by the fact that a great proportion of them occur on Sunday.

Fast riding on city streets is a matter that should be dealt with promptly and effectually. Every selfish boor who rushes madly through the streets without regard to the safety of pedestrians or others is an enemy not only to municipal order, but to the wheeling fraternity especially. There is yet a strong feeling of antagonism against the wheel on the part of many good citizens—on the part of those situated on streets made dangerous by reckless passers, and on the part of teamsters, etc.—which is chargeable entirely to those who take a delight in trampling on the rights of others. This is a matter of sufficient importance to demand attention.

When the ridiculous regulations emanating from the law-building machinery of the city were "tried on" and found to be too ridiculous for serious consideration, it would seem that the effect was to disgust every one with the matter. The Council had been impelled to its action by the imperative public need, but it was too weary and sick of the subject to give it further notice, except to promise that when people found out what they wanted it would try it again. It would seem as though the time were about ripe for another trial.

In many of the cities of the country, and those of the Old World as well, the matter of "scorching" is receiving thorough attention. Ordinances are promulgated and provision is made for enforcement. Officers, mounted on wheels, are trained for bringing down that sort of game, and they do it promptly, and fines are assessed which have a discouraging effect on the practice. In the European cities it is said that fast riding is handled with considerable severity. Thus in Vienna simple "scorching" is punished with a week's imprisonment and a collision with a pedestrian by a term of from thirty to ninety days. It might not be necessary to use such a degree of severity here, but enough should be used to accomplish the purpose. NATE.

Grand Rapids Gossip

L. W. Weidler has opened a grocery store at Lima, Ind. The Musselman Grocer Co. furnished the stock.

Harry F. and Fred N. McIntyre, under the style of McIntyre Bros., succeed Hickox & Co. in the cigar business at 45 Pearl street.

Mrs. John Grieg has embarked in the grocery business at 27 Plainfield avenue. The stock was furnished by the Ball-Barnhart-Putman Co.

D. J. Peacock, formerly engaged in general trade at Grant Station, has opened a grocery store at Manistee Crossing. The Olney & Judson Grocer Co. furnished the stock.

The Retail Grocers' Association has promulgated a new schedule for the sale of granulated sugar—5 cents per pound; 5 pounds for 25 cents; 10½ pounds for 50 cents; 21 pounds for \$1.

The comparative statement of the Grand Rapids Gas Light Co. for September shows net earnings of \$10,705, an improvement of nearly 18 per cent. over 1895, while for the nine months of the fiscal year an increase of about 15 per cent. has been recorded.

The Grocery Market.

Sugar—Another decline of ¼c occurred last Friday, making a decline of ¾c on all domestic refined sugar for the week. The market is still unsettled and a further lowering of values is not unlooked for. The consumptive demand for domestic refined is better, by reason of the fact that many who have been using foreign sugar have been forced to use the domestic, as all foreign spot stock is exhausted. Abundant supplies of foreign refined sugar are on the way, and this will probably react against the domestic demand. The strained relations of the Trust and the wholesale grocers' associations are thus referred to by the Shipping List: There has been more or less talk regarding a modification of the terms of sale on refined sugar on account of competition with foreign grades. Recently a party of wholesale grocers from St. Louis were in the city and called on the refiners, and Thursday a party of four wholesale grocers from Chicago also visited them, to discuss the selling plan. In speaking of the result of the conference a well-known authority in the trade says: "We have reason to believe that there is no intention of abolishing this plan, although some readjustment is being made which will be mutually advantageous, including the privilege already given factors to sell Southern and Western refined at 16c per pound less than Eastern, in order to meet competition of other sugars." Reports are still in circulation about the erection of a sugar refinery in Brooklyn, and another in New Jersey. Parties alleged to be interested decline to discuss the subject.

Syrups—Corn goods have sustained a still further advance of ¼c. If the glucose market advances still further, which seems altogether likely, there will be further corresponding advances in the price of mixed syrups. The demand for these goods has been very good at the low price and the advance does not seem to have affected it as yet, as the syrup season is now on. A decided improvement has also been noticed in sugar syrup. From 70,000 to 80,000 barrels were sold in New York

last week for export and home consumption, and this absorbed all the available low grades, which have been ruling very low because of too great abundance. Fancy grades of sugar syrups are scarce and doing better.

Dried Fruits—Evaporated apples have declined ¼c and the market is weak at that. Old currants are pretty well cleaned up, but large shipments are expected in New York this week. Prices have advanced another ¼c, with still higher prices in prospect. California peaches are advancing, owing to short crop. California prunes are firm and in active demand. California loose muscatel raisins are still advancing. Spot supplies of California loose raisins are very low, and there have been no sales reported for several days. Stocks of London layers are small also, and prices are firm.

Rolled Oats—All grades have been advanced 25c per bbl. and it is understood that the manufacturers contemplate crowding their product to a still higher range of values.

Provisions—Some further enlargement in the marketing of hogs in the West occurred last week. Packers killed a total of 315,000, compared with 285,000 the preceding week and 275,000 for corresponding time last year. From March 1 the total is 8,635,000, against 7,060,000 a year ago. Increase for the week, 40,000, and for the season, 1,575,000, compared with a year ago. Prices are 5@10c per 100 pounds higher than a week ago in the prominent markets. There is some complaint as to quality of a portion of the marketings. The indications now are that the summer season exhibit for the eight months ending Oct. 31 will show a total fully equal to or possibly exceeding that of 1890, when it was 9,540,000, the largest killings for the corresponding period heretofore recorded—and that compared with last year the increase will be about 15 per cent. This result furnishes an illustration of what has many times been suggested, that it is practically impossible to obtain and present data relating to marketable supplies of hogs which can be relied on as a close indication of what is to occur. The careful investigations last spring pointed to an increase not likely to exceed 2 per cent. It seems to be the fashion, so to speak, to report hogs in short supply, while the movement is continuously liberal. The abundance of cheap feeding material naturally brings a demand for stock to consume it, so that there are more buyers than sellers of such animals at such times—which fact is often accepted as an indication of deficiency in supply in comparison with previous conditions, while in reality no such deficiency exists. A literal reading of current statements concerning hogs might lead to the conclusion that the prospect favors a shortage for the winter months; but the experienced observer understands that there are conditions applicable to the question which ordinary correspondence does not suggest. It certainly is not reasonable to regard the outlook as unfavorable to a larger supply than last year, and that prices of hogs and of product should be expected to be influenced by the exceptional quantity and low value of corn, the basis of hog production.

Aaron Hufford, formerly of this city, but now proprietor of the Yellow Front shoe store at Bowling Green, Ohio, was married last week to Mrs. Jennie Baughman, of Charlotte.

The Produce Market.

Apples—Local shippers are paying 50c per bbl. for choice fruit, but shippers at many outside points assert that they are able to obtain all the stock they can handle at 30@40c per bbl. These prices, of course, do not include the package, which is furnished by the shipper.

Butter—Factory creamery has sustained another advance, being now firmly held at 16c. Dairy butter is not in so fortunate a position, the price having actually declined during the past week. It would probably go below 10@12c but for the active foreign demand. Europe is buying all the butter that can be shipped promptly. Steamers are engaged months ahead, and were not freight space very scarce, larger quantities than those now being shipped would go out.

Cabbage—\$2 per hundred.

Carrots—15c per bu.

Celery—10@12c per bunch.

Cheese—All grades of cheese have raised in value and higher prices are being paid for fancy late-made cheese. Stocks are very light this year, and the indications point to much higher prices. All conditions are unfavorable for doing a large business, but the actual scarcity and the large demand will force prices high in spite of the adverse financial conditions.

Cranberries—Cape Cods have declined, excellent stock, both as to size and color, going at \$1.75 per bu. and \$5.50 per bbl.

Eggs—Dealers hold choice candled at 16c, although mixed offerings are sold as low as 13@14c. The trade generally is not anxious for high prices, as any advance would curtail the consumption. The present demand is very heavy, as present prices are very reasonable and are sufficiently low to keep the consumption at its greatest capacity.

Egg Plant—\$1.50 per doz.

Grapes—Prices are a little higher, Concord having advanced to 8 and 10c for five and eight lb. baskets, respectively, while Catawbas and Niagaras have moved up to 10 and 12½c 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.

Potatoes—Indications point to better prices as enquiries are coming in very lively from the States to the South of us. Buyers are paying 20@22c, with every probability of a jump to 25c in the course of a few days. If potato shippers all over the State will co-operate with the Tradesman in its effort to secure a reduction in the present classification at the hands of the transportation companies, more satisfactory rates can undoubtedly be secured. As such a concession would work to the advantage of both grower and shipper, it is hoped that the movement will be general all along the line.

Quinces—75c@\$1 per bu.

Squash—Hubbard 1c per lb.

Sweet Potatoes—New Jersey farmers now know how to sympathize with Michigan potato growers, as their crop this season is not selling for enough to pay the cost of the fertilizer. There has never been a time known when the situation was so depressed as is the case at present. Some of the farmers in the sweet potato districts of New Jersey are debating whether it will not actually pay them in dollars and cents to let the potatoes rot in the ground. Baltimore growers are no more fortunate, excellent stock having been sold in Baltimore at 30c per bbl. in bulk. Locally, genuine Jerseys are held at \$1.75 per bbl., while Baltimore and Illinois stock is freely offered at \$1.25 per bbl.

The Grain Market.

Wheat has been very stubborn during the past week. Prices fluctuated somewhat and we note an advance of 2c per bushel since last Monday. The Government crop report shows the yield

of the United States to be 411,000,000 bushels (measured bushels), from which must be deducted the wheat that is light and also that which was damaged by rain so that it is unfit for milling purposes. The Michigan crop is reported as being 17,000,000 bushels, which is 1,000,000 bushels more than was shown by last month's report. The visible increased 2,300,000 bushels, against 2,600,000 bushels during the corresponding week last year. We now have about 8,000,000 bushels more in sight than at the same time last year. The receipts in the Northwest are very large and will probably remain so for at least a few weeks yet. The general feeling is that these receipts cannot last as in previous years. While some have "hooted" at the idea that the United States should ship wheat to India, we find it is a fact that several cargoes have been sent there from the Western slope, as the wheat crop in that country has been destroyed by the hot winds. A summary of the whole matter shows a very strong situation and an upward tendency.

As regards the corn crop, will say that it is reported that a large interest is booming that cereal, and we may see higher prices for corn—at least every indication points that way.

Oats are somewhat affected by the price of wheat and prices are firm. While politics runs high, the writer believes that the price of wheat is not regulated by the price of silver bullion. We might state further that, while silver has declined 3c or more since last June, the price of wheat has advanced fully 12c per bushel. Right here comes the old, old adage that supply and demand regulate the price for every commodity.

The receipts during the week were: wheat, 66 cars; corn, 4 cars; oats, 10 cars.

Millers are paying 66c for wheat.

C. G. A. VOIGT.

Flour and Feed.

Active buying in flour has characterized the business of the past week. Merchants who have been waiting for a down turn of the market have had to buy to replenish stocks, and others have bought quite freely for future shipment, causing us to believe that the late advance has been legitimate, and that the situation, based upon reliable crop reports, warrants a still higher level of values for breadstuffs in the near future. The Grand Rapids mills are all running full time and have a good many orders booked for scattering shipments in October and November.

The excellent quality of the wheat this year in this section of the country is giving Grand Rapids flour a strong prestige in competing markets, and the demand is likely to be good throughout the year.

Millstuffs are in a trifle better demand, but are not notably higher. Meal and feed are worth from 25@50c per ton more than last week, according to quality and in sympathy with the higher prices of corn and oats.

WM. N. ROWE.

S. A. Sears, Manager of the local branch of the New York Biscuit Co., is spending a couple of days in Pittsburg, inspecting the sales agency of the corporation at that place.

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

Fruits and Produce.

News and Gossip of Interest to Both Shipper and Dealer.

I hope to attend the convention of butter, egg and poultry shippers, which will be held at Chicago Thursday and Friday of this week, as I believe the movement to be a step in the right direction and that the meeting will be productive of many practical measures for the benefit of shippers generally. I have a suggestion to offer in line with other matters coming before the meeting, and that is to frame a resolution requesting railroads to make a uniform weight per package for poultry. For instance, one receiver will get a barrel of poultry for which he is charged with 325 pounds freight; another gets a barrel for which he is charged 350 pounds freight; yet, withal, there is the same relative quantity of poultry, ice and barrel. Now, why not have a barrel of poultry handled by all railroads as a given number of pounds, by striking a fair average? I believe all shippers and receivers of poultry will agree on a given weight of say 250 pounds. Here is a matter for this proposed organization to consider, as it can be equitably arranged between railroad shippers and receivers.

* * *

Egg dealers have had a good deal of trouble with many of the receipts arriving the past week. They say that held eggs have been mixed with fresh ones, causing their buyers to return them when they discovered the condition of their purchases. This has resulted in a loss to the shippers greater than would have been the case had they packed their fresh eggs in separate packages.

* * *

It is very poor policy, when shipping live poultry to market, to send your best with your poorest. If you will grade your poultry, it will bring you the same money, even if the poorer sells at a lower price, because the better grades will bring a much higher price to offset it.

* * *

A correspondent calls my attention to the fact that, in spite of the accumulation of stock and the decrease in consumption, the production of butter is still the most profitable industry on the farm. Although no farmer can make a fortune on the present basis of butter—either dairy or creamery—it is, relatively with other industries on the farm, about the only one which shows a profit at the present time.

* * *

The Florida olive is the name of a fruit which promises to be grown extensively in the future. It is a delicious fruit about the size of a plum, and the seed is much superior to any nut grown.

* * *

The Canadian government levies a duty of 1 cent per pound on peaches imported into Canada, and a number of people who purchased baskets in Detroit for home use, and took them over into Windsor, Canada, have been getting quite indignant at the actions of the customs authorities being so particular in exacting duty on a package or two at a time.

* * *

The tax on flour imposed some time back by the Belgian government, in place of the light dues that were abolished at Belgian ports, is killing the corn trade in that country. The large millers can no longer afford to buy the

American flour, which so greatly improved the quality of the native product when mixed with it, and the smaller millers are utterly ruined, because the bigger men swallow up all of the peasants' harvests, which previously fed the small mills.

Advice to Country Shippers of Butter and Eggs.

Grand Rapids, Oct. 14.—Having had several years' experience as a country merchant, after which I was for two years extensively engaged in the handling and shipping of butter and eggs, and since which time I have been engaged in receiving and handling goods on commission, I am convinced that consigning is the most satisfactory and the only true way for the country shipper or merchant to dispose of his goods. If the commission merchant be industrious and work for the best interests of his shipper—which he must do or lose his business—he can handle goods of different quality in different ways and realize all that it is possible to obtain for them, without any cause for fault finding on either side. I can handle goods in this way on 5 per cent. commission, but no one can buy goods outright on the basis of a 5 per cent. margin. One very important thing to remember is that the shipper should transport his product in the most profitable and economical manner.

All first-class, evenly salted and evenly colored, good grain and freshly-made No. 1 dairy butter, which will grade as good table butter, should be shipped in the original packages. If it is packed in jars, cover first with cloth and then with paper—never use paper next to the butter—and ship in boxes or barrels, with slats nailed over the tops of the boxes and nothing over the barrels. This saves extra freight charges and breakage. Empty jars can be returned in the same boxes or barrels in which they are forwarded. In cool weather roll butter should always be wrapped in butter cloth—not paper—and shipped in clean hardwood boxes, barrels or half-barrels. Butter not strictly No. 1 table can be shipped with less trouble and expense, as it grades as packing stock, being separated into two classes. All sweet, freshly-made butter with grain grades as No. 1 packing stock, and anything poorer as No. 2 packing stock. The latter grade can be dumped into barrels or half-barrels, after they are soaked and cleansed and found to be properly hooped and strong enough to carry their contents. The butter should first be covered with butter cloth, then paper, in order that it may be kept clean during transit. Paper should never be put next to the butter. All packing stock is immediately repacked by my process and put into new tubs of assorted sizes, according to the demands of the various markets, and forwarded to a market where such goods are in demand, and sold for what it is worth. One cent per pound extra is charged for rehandling, furnishing tubs, etc., where stock is repacked.

Very few handlers take pains enough in shipping their eggs to market, although the proper method is very easy and simple. Observe that the bottom of the crate is properly nailed and that there is a little padding in the bottom under the eggs. Use good fillers and be sure to pad on top, so that the cover will hold the eggs firmly. Never pack leaky, cracked or bad eggs, if you know it. One bad egg bursted or a few broken ones spoil the appearance of the whole crate, to say nothing of the loss when recrating. Ship eggs often while fresh. There is no sense in shipping stale eggs. They had better be thrown away before shipment, as it is a useless expense to pay freight on them and then have them rejected by the dealer when candling for first class trade.

Follow the above instructions and let your goods come as fast as you wish. Don't be afraid of clogging the market. Your dealer will put the goods in proper shape and forward to some good market, where they will be sold for all they are worth.

M. R. ALDEN.

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.



Packed the coming season by

Allerton & Haggstrom

127 Louis St., Grand Rapids,

Who have purchased privilege from the
PUTNAM CANDY CO.

Both telephones 1248.

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

H. M. BLIVEN,

WHOLESALE AND RETAIL FISH, POULTRY AND GAME.

OYSTERS

Sole agents for Farren's "F" brand oysters.

106 CANAL STREET, GRAND RAPIDS, MICH

MAYNARD & COON NURSERY AND SEED CO.,

WHOLESALE AND COMMISSION
FRUITS AND PRODUCE.

WHOLESALE OYSTER PACKERS,

Telephone 1348.

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

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.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Oct. 10—Now that the "end" is almost in sight, the tension is not so great and with each day comes a better feeling. In every store we hear a more cheerful tone and the markets are responding. Prices are firmer all around and, on a few lines, advances have taken place.

Coffee is $\frac{1}{8}$ c higher. The demand, however, is not brisk, and would-be purchasers do not seem to be disturbed by the fractional advance. Sales are of the usual volume and no purchases are being made ahead of actual wants. The prospects of large crops are said to be flattering, and this alone is sufficient to prevent much appreciation. The amount now afloat aggregates 338,000 bags. For mild grades there has been a very good demand and prices are strongly held.

Raw sugars are extremely dull and unsettled. Speculators who have been holding onto purchases made some time ago at $\frac{4}{8}$ c are said to be about ready to unload, even at the heavy loss they must sustain, as 96 deg. centrifugal is hardly quotable at 3c to-day. The market for refined is dull and this adds to the general uncertainty. Granulated is held at $\frac{4}{8}$ c. If the entire market was as depressed as is the sugar trade, there would be no cause for rejoicing.

In teas there have been quite a number of orders by mail, and first-rate grades have sold quite freely, although the bulk of transactions has been in "trash."

Continued firmness characterizes rice and prices are very well adhered to. Those who want to lay in stocks for future use will, probably, find no more favorable time to buy than now. Quite a respectable number of orders came by mail and there were also numerous purchasers present in person. The big storms in the South have had a bad effect, but, probably, have not greatly diminished the total output.

Spices are quiet, but quotations are more firmly held and, while there has been no appreciable advance in rates, the demand is likely to grow better and supplies will probably be more quickly disposed of from now on.

Molasses is in good request for the better sorts, while inferior stock is not wanted at any price. Trading is mostly in a jobbing way. Choice centrifugal is worth $\frac{24}{8}$ c. Syrups seem to sympathize with molasses and the request for the better grades has been excellent.

Even canned goods show signs of life and there has actually been an advance that seems to be substantial on the price of 3 lb. tomatoes. It becomes more and more evident that the output this year will fall much below that of last season and before another year the market is quite likely to show a decent profit to all concerned.

There is a better request for lemons, but the demand is not very great and prices can hardly be said to have advanced. Jamaica oranges are coming to hand in increasing quantities and prices are hardly as stiff as last week. Bananas are moving slowly and selling from 6cc@ $\frac{1}{8}$ per bunch for firsts.

The dried fruit market becomes more interesting daily and holders are feeling more confidence than for a long time. Currants will show a shortage of nearly one-third in the output and the market presents a more encouraging aspect than it has worn for two years at least.

Best creamery butter has advanced to 18c and it is hard to find any at less figures. The supply has not been excessive, while the demand is very good and growing better right along.

For full cream cheese 9 $\frac{1}{2}$ c has been paid. The market is steady and likely to advance as supplies become smaller.

In eggs there is not an exciting demand, but prices have gone up to an extent that must curtail consumption. Best near-by stock is selling at $\frac{21}{8}$ c and Western fair to choice at $\frac{17}{8}$ c@18c.

Cranberries are moving slowly and

rates are somewhat demoralized. Cape Cods are worth from \$4.50@5 and, if very fine, slightly more. The supply is too abundant to warrant any immediate advance.

Marrow beans have advanced and some transactions have taken place on a basis as high as \$1.50. Medium and pea beans are worth about \$1.25 and are firm. The demand is better all around and the outlook very encouraging.

Evaporated apples and other domestic dried fruits are selling in an everyday manner and the interest created is very slight.

The all-night drug store that marks probably the northern limit of the Tenderloin's most active section has been patronized during the last two weeks, at certain hours, by a novel and picturesque class of visitors. The proprietor of the establishment has discovered what he believes to be a permanent cure for the opium habit, and when he wanted to put the remedy to a practical test it was not difficult to find in the neighborhood willing and eligible subjects for the experiment. So the drug store has acquired its regular clientele of patients, who are treated gratuitously in consideration of their contribution to the inventor's knowledge of what his nostrum may be able to accomplish. The patients who have come under his care are of both sexes, the number of each being about the same. The time for treatment has been from 11 o'clock until midnight, and after a very few visits the habitués got to know one another well enough to give the nightly gatherings a social atmosphere. The patients have pleasantly declared themselves benefited, and the proprietor announces that he is so well satisfied that, after the present batch of unprofitable patrons has been disposed of, there will be no more received on the same easy terms.

He Understood His Business.

The window dresser for a big retail establishment on State street, Chicago, in arranging a display of mourning goods recently, used as a centerpiece the wax figure of a young widow dressed in the sable habiliments of woe. The proprietor sent for him. "See here," said the latter, "that black-goods window won't do. You've rigged up a dummy in mourning who wears a smile as broad as a French joke and who looks as radiant as the dawn of pay day." "Well," said the artist, "I'm not advertising trouble; I'm bidding for business. When the women pass that window and see how beautiful, how charming, how dangerously alluring our dummy looks, the widows will tumble over each other to buy our goods, and the girls will go right away and get married in order to fall into line for a chance." His wages were raised on the spot.

Self-assurance is like onions in soup. A little of it is a plenty. Too much spoils the flavor of the pot. Self-assurance, overgrown, becomes self-conceit, and the flavor of self-conceit is the flavor of decay. The world follows the man with self-assurance. No one is so poor as to do reverence to the man of self-conceit. Self-assurance looks forward toward development. Self-conceit is satisfied with itself and a full-length mirror.

Constructing advertisements is particular work, and a blunder in an advertisement is just as much worse than a blunder in talking over the counter, as the circulation of the paper is greater than one. A mistake in an advertisement in a paper of ten thousand circulation is equal to ten thousand separate and distinct mistakes. A mis-statement of one item in an advertisement throws doubt and discredit on all the other statements.

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

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.

Sweet Potatoes, Lemons, Cranberries, Apples

We are Headquarters.

BUNTING & CO.,

20 and 22 Ottawa St.,

Grand Rapids, Mich.

WE ARE ONLY THREE YEARS IN BUSINESS

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

LAMB & SCRIMGER,

of Detroit, who guarantee shippers highest market prices.

43-45 WEST WOODBRIDGE ST.

Sweet Potatoes

LEMONS, BANANAS, CRANBERRIES, GRAPES.

STILES & PHILLIPS,

Telephone 10

Wholesale Fruits and Produce, GRAND RAPIDS.

WINTER APPLES

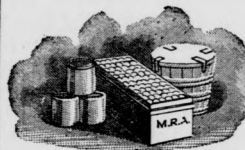
CABBAGE, ONIONS, ETC., in car lots or less. QUINCES, SWEET APPLES, GREEN PEPPERS, GRAPES.

Correspondence with me will save you money.

HENRY J. VINKEMULDER,

GRAND RAPIDS.

Telephone 1091.



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.



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 14, 1896.

THE OBSTINACY OF PREJUDICE.

Prejudice is prejudice, or judgment in advance of knowledge; and the term usually implies also some resentful feeling.

Judgment in advance of practically conclusive knowledge in the realm of science is defined as theory. To this class belong many beliefs that learned men hold with a confidence that approaches certainty. The rationally constructive, scientific imagination is continually striving to co-ordinate and generalize the facts of a limited observation, and to this tendency the human mind owes many of its grandest and most significant discoveries. But in science pure and simple there can be no such thing as prejudice. The man of science understands that it is his business to ascertain the truth as exactly as possible, and, after it has been made clear, philosophy is free to interpret it. Hardly anything tends more to obscure the mind than pride of opinion, which is a kind of prejudice resembling doubt and contradiction. The man who has publicly declared an opinion feels himself committed, and, if he be a very vain man, it is hardly worth while to argue with him. If interest, or some profound consideration of sentiment, be involved, there is something more than sheer vanity to be combated; but how often the eyes flash and the voice is raised in anger merely because a hasty judgment is called in question.

The antidote for prejudice, of course, is knowledge. Certain branches of learning have been styled "the humanities," because they are humanizing, and are supposed to refine and ennoble the mind; but all learning may be called, in the strictest sense, liberal in proportion to its breadth, because the growth of knowledge breaks down the barriers of caste and provincialism, teaching each man to respect his fellow and to suspect his own limitations. A thorough cosmopolitanism is the goal of civilization. In ancient times the shipwrecked stranger escaped the jaws of the sea only to fall into the hands of relentless masters, or, at the best, was kept a prisoner until ransomed by his family or his friends. The old Roman poet who declared that he regarded nothing that was human as foreign to himself was far in advance of his age. Even now, though that grand line—one of the greatest things that was ever said or sung in all antiquity—is still ap-

plauded, there is, perhaps, too little disposition to recognize the rights of those Western and more ignorant nations to which the tide of progress has not yet borne all the blessings of modern civilization. Moreover, even in enlightened Europe and America, there are still lingering international prejudices, seeds of bitterness and possibly of bloody strife. On this subject the first President of the United States said some wise words in his ever-memorable Farewell Address. After urging his people to observe "good faith and justice towards all nations," he added: "In the execution of such a plan nothing is more essential than that permanent, inveterate antipathies against particular nations and passionate attachments for others should be excluded, and that in the place of them just and amicable feelings towards all should be cultivated. The nation which indulges towards another an habitual hatred or an habitual fondness is in some degree a slave. It is a slave to its animosity or to its affection, either of which is sufficient to lead it astray from its duty and interest. Antipathy in one nation against another disposes each more readily to offer insult and injury, to lay hold of slight causes of umbrage, and to be haughty and intractable when accidental or trifling occasions of dispute occur. Hence frequent collisions, obstinate, evenminded contests. The nation prompted by ill-will and resentment sometimes impels to war the government, contrary to the best calculations of policy. The government sometimes participates in the national propensity and adopts through passion what reason would reject; at other times, it makes the animosity of the nation subservient to projects of hostility instigated by pride, ambition, and other sinister and pernicious motives. The peace often, sometimes the liberty, of nations has been the victim."

Washington said these things to his countrymen when, as he remarked, "The period for the election of a citizen to administer the executive Government of the United States" was "not far distant," and when their thoughts should be employed in designating the person who should be "clothed with that important trust."

It is sadly true that there has never ceased a more or less intense feeling of antipathy to Great Britain in the minds of the more ignorant classes in this country, and that this feeling has been either really or feignedly shared by public men and leaders whose higher culture would justify an expectation of better things. Washington saw very clearly how that feeling, so much more natural then than now, might in his time be played upon by designing demagogues; but he must have been very strongly convinced of the obstinacy of prejudice if he suspected that a victorious nation could cherish resentment for more than a hundred years against the foe with whom it had made an honorable and satisfactory peace.

THE BUSINESS SITUATION.

The near approach of election, with the increasing interest in political matters, naturally has a retarding influence on the trade revival; but, in spite of this fact, the gain during the past week has been positive and substantial. Many transactions have been postponed pending the final decision, not so much on account of misgivings as to the results, as that, the time being so near, there is no particular reason for not

waiting for absolute certainty. Among industries thus waiting may be noted particularly building operations in large cities.

The continued large exports of wheat and other products have proved too much for the Bank of England to manage in holding the gold in check by raising the money rate, and the imports have been resumed, promising to continue indefinitely and to be of considerable volume. The renewal of gold imports naturally has had a further reassuring effect on the financial situation, which had suffered somewhat from a bearish reaction caused by the checking of the yellow tide.

The cereals continue to occupy the most favorable position in the business revival. In spite of speculative reactions, wheat continues to hold its advance, and that in the face of the fact that the crop estimates have proved altogether too small. Under present conditions the addition of 100,000,000 bushels to the estimated crop is likely to be of material benefit to the country, which would not be the case if the Russian, Indian and Australian fields were yielding their usual returns. Not only is wheat export unusually active, but there is a large demand for corn as well.

The outlook is improving in the demand for cotton and woolen goods, though prices of the former have declined again in some cases. The revival of woolen manufacture is about the first that has been noted in that line for a long time. Prices show some advance and mills are laying in a supply of raw material to an extent that argues renewed confidence. The price of cotton has declined on account of the heavy receipts from growers.

The iron situation is as favorable as could be expected under the political situation. While there is a general holding back for election on most important projects, there is generally manifested a confidence which keeps prices up in lines controlled by the combinations. Some good contracts have been placed in most of the lines of manufacture. Minor metals continue weak on account of oversupply, except copper, which is stronger.

The continued advance in the hide market is finally having effect in the advance of leather and its manufactures, a considerable advance in boots and shoes being noted this week.

The showing of bank clearings as an index of business transactions is considerably more favorable, the amount again exceeding the billion point—\$1,059,000,000—18 per cent. more than last week. The showing of failures is also favorable, 291 against 325 for preceding week.

UTILIZING VALUABLE FRONTAGE.

The rapid and continued improvement of architecture in the construction of city stores is a subject worthy of comment. When the changes of recent years are considered, it is a matter of wonder that valuable frontage at high rentals should have been wasted so long with the conventional store front, so illy adapted to the display of wares. It would seem that the value of the location consisted entirely in its accessibility.

Gradually, however, the idea has grown that the value of such frontage lies largely in its utilization for the attraction of customers, both by a splendor of display and by giving opportunity for the attractive advertising of particular goods. The time is yet com-

paratively recent that the old front was discarded in new buildings. This may have been owing partly to the cheapening of glass and metal construction, but, probably, more largely to the growing appreciation of the value of the space. Then attention was directed to the improvement of conditions in the old buildings. Adapting the new methods as best he could to the old store, with its obtrusive iron columns, the architect planned new entrances and windows, which made an entire revolution in the appearance of the streets and added vastly to the value for the purposes of retail trade.

A noticeable departure of more recent years is the utilization of the sides of stores on street corners for show windows. The old method of building corner stores with elaborate fronts on the principal street and a dead wall at the side has always served to cut off the side streets by an uninviting space, extending back to the depth of the corner store, where fronts can begin. The idea seems to have been accepted that these dead walls were waste spaces, of no value except, possibly, for signs. It is an illustration of the blindness or lack of ingenuity of all concerned that these dismal spaces should have been daily passed by the many thousands without the thought of a better use being suggested.

This change in the construction of corner stores is of considerable importance in the increased attractiveness of city streets and in the utilization of valuable space which had only been in the way, for its value for signs is comparatively small. The change following and supplementing the improvements in the store fronts is causing a vast enhancement of the gorgeous appearance of city trade centers.

The Bell telephone monopoly is learning wisdom in the days of its decline. When competition first appeared, it sneered at the idea of any one attempting to talk over any instrument except the Bell, insisting that any system which afforded satisfactory service must, necessarily, be an infringement of the Bell patents. As time went on, however, experience demonstrated that the Bell system is a back number, inasmuch as several manufacturers now turn out instruments so much superior to the Bell mechanism that the Bell is not worthy of being classed in the same category. Then the Bell people insisted that it would be ruinous to do business on a lower basis than \$50 to \$75 per year per phone, yet competing companies demonstrated that there was money in the business on the basis of \$25 to \$30 per year. Defeated at every point and knocked out completely in many localities, the Bell people have finally come to their senses by reducing their rates to the basis of the competing companies; but even then they are at a disadvantage in many localities, on account of the inferior and out-of-date character of their equipment.

The trouble is that a great many business men pay too little attention to the writing of their advertisements. They put it off until the last minute, do it in a hurry and are more likely to make mistakes than not. If the business man is writing his own ads., it will pay him to set apart some certain time in each day or each week, as his needs may require, in which to devote his mind wholly to this matter. In that way only can he get the right sort of results.

ECONOMICS OF THE BICYCLE.

This is essentially the age of machinery. Ingenious mechanical contrivance, aided by scientific discovery in the realm of physical forces, has revolutionized the world.

The forces of steam and electricity have been harnessed to machines which have multiplied a thousand-fold the power of man, and have almost eliminated from much of the business of life the once obstructive factors of time and space. The boast of the fanciful Puck that he would put a girdle 'round the earth in forty minutes has been fully realized in the ocean cables and the land wires, while the pictorial representation of the swift-moving Mercury, with wings on his feet, has only to be painted with wheels in the place of the wings and it illustrates an everyday palpable fact.

That fact is the bicycle. This mechanical appliance, with which everybody to-day is familiar, was but a few years ago a toy, a plaything. To-day it has come into such general use that it may be classed with the sewing machine as one of the necessities of life as influenced by modern civilization.

The invention of gunpowder and firearms robbed the soldier of all the advantage which the possession of a metallic breastplate and unusual physical strength once gave him, and placed the small and physically weak man on a level in combat with the giant. The sewing machine conferred on the seamstress the strength and ability to do the work, perhaps, of ten women with the needle.

Not only does science bring to the aid of man the most potential forces of nature, but it has exerted its magic to increase and multiply the physical energies of human muscle. Perhaps there is no more signal example of success in this direction than is realized in the bicycle. By means of this simple machine a man, with the same muscular exertion which would enable him to walk at the rate of one or two miles an hour for a very few hours, can propel himself at a speed of ten or fifteen miles an hour for as long a period as he can walk, and the ability to use this machine is in the reach, without serious difficulty, of any person of either sex who is able to walk in the ordinary manner.

But not only is the bicycle a useful mechanism, as is the sewing machine, but it is vastly more than that. Its use is regarded as a recreation, an exercise delightful in itself, and it is, therefore, practiced by people of every class, from the wealthiest to the work-people who earn wages.

The bicycle has actually created an economic revolution, and it is fast working vast social changes. It has taken the place of the horse for much of pleasure riding, and, in league with the electric street car, it is fast driving horse-drawn vehicles from the thoroughfares of cities. Nothing has done so much as the wheel to compel the construction of good roads in the country and smooth streets in the cities. The wheelmen have become so numerous and are so influential in almost every community that they force the authorities to cater to their demands in the way of roadmaking.

The manufacture of bicycles employs many thousands of men and the use of a vast aggregation of capital. It is estimated that the output in the United States is not less than one million bicycles a year, and as no limit has yet

been found for the demand, it may be taken for granted that they are all sold at not less than \$60 each, or a total sum of \$60,000,000 a year. The use of this machine has not only exerted a most depressing effect on the horse market, but also on the manufacture and sale of all sorts of light pleasure carriages, so that it is actually accomplishing an economic revolution in business.

The physiological effects of the bicycle cannot be authoritatively pronounced upon in the present, or, perhaps, in the next generation. A long period is required to determine the operation of physical changes. For the present, the moderate use of the wheel is declared to be beneficial, and its effects in that direction are marked. The future must be left to reveal its own developments.

The Chicago Board of Health has interdicted the sale of what is called "tasteless quinine," analysis having proved that it was nothing more nor less than pulverized gypsum. In commenting on the fact the Record says: "From the earliest ages plaster of Paris has been used very extensively for interior decoration, but it remains to be proved that stucco work in the stomach, however ornamental it may be, adds either to the longevity or to the real enjoyment of its possessor. There is such a thing as carrying art enthusiasm too far, and when a trusting but misguided public begins to take plaster casts of its interior anatomy, in the fond belief that it is giving malaria the shake with sulphate of quinine, it is high time for the authorities to interfere."

Twenty millions of dollars or more was expended in the vain effort to make the boom town of Middlesboro, Ky., the Sheffield of America. To-day it shows scarcely a sign of life, and many of its business houses are closed, with boards across their windows and doors. Cumberland avenue, where lots once sold at \$500 a front foot, is grass-grown, and weeds four feet high choke the track of the street railway. Iron and steel works which cost over \$1,000,000 are rusting, and predatory rats alone inhabit a big hotel which was crowded with prodigal guests a few years ago.

The Japanese are said to be flooding Formosa with paper money, which is bought by the Chinese at a discount, shipped back to Japan and is there redeemed at par. At "scrapping" the Japs may be away ahead of John Chinaman, but when it comes to financing the Celestial comes out on top every time.

Every package that goes out of a store ought to carry some kind of advertising pamphlet or circular with it. It is a string attached to future business. It goes right into the home of an actual buyer. If it is properly printed, it will get attention every time.

At Fall River, Mass., the Board of Trade has appointed a committee to report details for a trade and textile display, to be prepared as soon as possible, and to be an annual fixture as a municipal exhibit.

The debt-paying power of a dollar is about equal to its purchasing power; but it is a habit of some men to pay no cash when they can get trusted.

There is nothing now to keep business from booming but the bad business of politics.

H. LEONARD & SONS,

134 to 140 E. Fulton Street,
Grand Rapids.

Special Terms on Holiday Goods.

Largest assortment. Lowest prices. Have you received our **Holiday Catalogue**? If not, drop us a postal and we will send to merchants interested. We offer novelties in every department not to be found elsewhere. Correspondence invited. A personal inspection of our sample room solicited. We carry

PROFITABLE GOODS. EASY SELLERS.



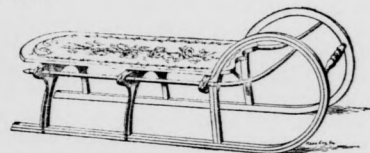
No. 0—Side Lever.

Takes No 0 globe and No. 1 burner. One dozen in case. Per dozen, \$4.25.



No. 8 U. S. Club Skate.

The runners are of the best quality cast steel, polished. The other parts are wrought steel, bright finished. The adjusting screw is very simple and works to perfection, and is guaranteed not to slip. It can be regulated in an instant to fit different size shoes. Each pair wrapped in paper. Net per dozen pair, \$3.00. We carry a complete line of Ladies' and Gentlemen's Club Skates in 9 sizes, from No. 8 to 12. We quote bed-rock prices. See Holiday Catalogue.



Sleighs and Coasters, our own make.

Having unusual facilities for the manufacture of these goods, we are enabled to quote you prices which defy competition. Over 30 beautiful styles from which to select, ranging in prices at retail from 25 cents to \$2.00 each. Send for catalogue.



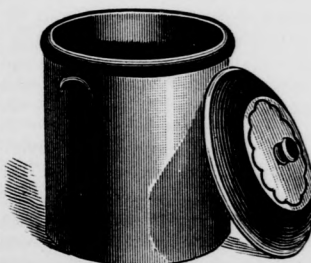
No. 51. 17 inches high

A new shape never seen before. Very tasty decoration in assorted tints, blue, pink and ivory. Complete with 7 in. shade. No. 2 Sun burner and 7 in. ring. Per pkg. of 12 lamps, 55c each. Open stock, any quantity, 6c each.



No. 2501. Ferris Wheel.

Diameter 14 inches, height 17 inches. Will run about 10 minutes at each winding. This toy is clock-work movement fine in quality and mechanical construction. The frame is nickel plated, finished in black japan, vermillion and yellow. Each toy carefully tested, and in perfect working order. Makes an attractive window piece. Price each \$1.67.



Butter Crock and Meat Tubs.

1 to 6 gal. Butters, per gal. .05 1/2
8 to 12 gal. Meat Tubs, per gal. .08 1/2
15 to 20 gal. Meat Tubs, per gal. .08
25 to 30 gal. Meat Tubs, per gal. .10



No. 720, 40c doz. No. 922, \$1.15 doz. No. 645, \$1.00 doz.

Doll Department.

Our assortment of Dolls is unapproachable in variety, quality and price. Year after year our sales increase, owing to our extremely low quotations for first-class goods. This refers not only to our dolls, but to our entire toy line. We have made our selections of the various varieties with great care, so that they can be retailed at popular prices.

FRAUDULENT FAILURES.

Their Prevalence and Their Treatment—Pertinent Suggestions.*

Amid the dignity and honor, the details and perplexities, the delights and disappointments, the rewards and penalties, that serve as striking contrasts in a mercantile experience, there come periods of sadness and dissatisfaction. Sadness at the financial embarrassment of some merchant whose integrity and reputable business career have been so full of indomitable pluck, masterly methods, excellent judgment, and sterling rectitude as to command the respect and honor, not only of his entire community, but of all acquainted with his character and familiar with his business dealings. Sadness and dissatisfaction, commingled, at the failure of a merchant whose embarrassment does not bear the marks of an unfortunate and unforeseen disaster, but which, on the contrary, evinces details of so unsavory and unpleasant a nature as to prompt those interested to regard the transaction as a fraud. The two merchants are entirely dissimilar. The one commands the sympathy and assistance of all his creditors, the other merits the contempt and hostility of all dealing with him, yet demands, and unfortunately too often receives, the assent of his creditors in the making of a successful and profitable adjustment of his affairs. My experience as a merchant teaches me that fraudulent failures are so prevalent, so disastrous to common interest, and so thoroughly debasing in their general tendency as to require the careful thought and earnest co-operation of every merchant, retail as well as wholesale, who is interested in preserving the integrity of our commercial life, and protecting from abuses our mercantile industries, in order that regulations may be established, laws enacted, and penalties provided making it as "hard as possible for a man to do wrong, and as easy as possible to do right."

I protest that it is neither right, equitable, nor good policy that the dishonest merchant finds it as easy, in the case of failure, to adjust his affairs as the honored and respected man of business. There is something wrong, radically wrong, when a man with a record of two failures, each bearing evidence of an unscrupulous disposition, can, in the event of a third disaster bearing equally striking evidence of fraud, effect a compromise with his creditors at 30 or 40 per cent. and continue in business. By the co-operation of merchants generally such a man should be forced from the ranks of mercantile competition. It might here be asked if this association has a license to regulate this feature of our commercial life? Why, what grander or more practical undertaking could it assume? We do not thereby mean to set up our association as a guardian of public virtue. But we do mean that the scope and purpose, that the theory and practice, that the plans and actions of our organization should be to make odious and repugnant any failure having about it the tint of corruption, and make it forever impossible for men whose records show them to have the characteristics of a parasite and the disposition of a swindler to secure one dollar's worth of credit from the merchants of this association.

The records prove that for the year 1895 fraudulent failures amounted to 9

per cent. of the whole and involved liabilities of \$10,529,989. The failures placed under this category comprise only those showing clearly and explicitly a disposition to swindle, while, as business men, we know there are many cases the circumstances of which, to our individual minds, point conclusively to fraudulent intent, but lack sufficient evidence to warrant their being placed under that heading and computed in such statistics. With our knowledge and experience we should feel no surprise if informed that the percentage was 15 to 20 per cent., instead of 9, as given in statistical figures.

Under the existing state of affairs it seems impossible to accurately ascertain the true conditions of any failure. We are compelled to rely upon a man's reputation and character, substantiated by our own familiarity with his disposition, as exemplified by our transactions with him; by the experience and understanding of others; or by the statement of his affairs and the circumstances leading up to his failure, as prepared and formulated by an attorney engaged for that purpose by the debtor, and whose remuneration is frequently regulated by the adjustment consummated. If a merchant's reputation is a most honorable one we are content to accept his statement as accurate and arrange a compromise on that basis. If, on the contrary, we know little or nothing regarding the debtor's character, and there are circumstances connected with the failure which do not seem entirely unworthy of criticism—then, I say, conditions are not as they should be, if we are expected to grant a compromise without a clear and thorough understanding of the facts as prepared by an impartial and judicial authority.

The title of merchant has been hallowed by centuries of sacred associations, and should be synonymous with all that is upright and honorable, which many men in the past and at the present have determined it should represent. Anything which prevents that name from continuing to illustrate what it should is worthy of universal action, in order that the discordant factor may be removed.

Daniel Webster once said: "If there is a stain on the utmost hem of the garment of our country, it is our solemn duty to blot it out." There is not a fraudulent failure in the remotest part of this land, and the most removed from my line of business, in which I am not as morally interested as I am in the one entailing to my firm a severe monetary loss. They both cast a shadow which I am desirous of seeing dispelled; they both illustrate a condition that is worthy of my most solemn regret; they both paralyze trade in their immediate centers, which is universally damaging, and they both present an example and, by their frequent success, foster methods that are degrading and pernicious. It rests upon business men to grapple with these conditions and, by conservative, wise, judicious and efficacious action, to transform them into conditions of honor, of confidence and of prosperity.

One of the best things to do in advertising is to make the advertisement just as plain as possible. Don't make it at all troublesome for people to find out exactly what you are going to do. You can afford to sacrifice anything else rather than plainness. Make people understand just exactly what kind of goods you have and how much they are going to cost.

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 flour and it gives me pleasure to say that I have always found them just as represented. They are flour that run very uniform, one barrel being as good as another in its grade. I can say that I consider them the best flour that are being sold in Skowhegan. I want another car load—the 1st one went quick.
C. W. DAY.

West Portland, Me., June 20, 1896.
VALLEY CITY MILLING CO., Grand Rapids, Mich.

Gentlemen:—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 flour. 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 flour for the past four years, in several grades, and are glad to say that in all grades we have seen 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 ROS.

TERSELY TOLD

DO YOU WANT
A PERFECT FLOUR?

One that you can depend on giving your trade the best possible satisfaction?

It's a strictly high grade Minnesota Patent Flour and we guarantee every sack or barrel to be unsurpassed. Drop us a line for delivered prices.

We will make high grade goods and low prices an inducement to buy your flour and millstuffs here.

JOHN H. EBELING,

GREEN BAY, WIS.

*Address by F. R. Boocock at annual convention Credit Men of America.

FASHIONS IN CIGARS.

Popularity of the Dark Brands—Small Sizes the Favorites.

From the New York Tribune.

As in everything else that can be bought and sold there are fashions in cigars, cigarettes and tobacco, and the tastes and likings of men for particular flavors and bouquets change with the lapse of years. Only, in the case of anything in the form of tobacco the fashions change slowly and are hard to trace, or the reason that the lower class, consuming by far the greater bulk, will take anything cigar-shaped, and the common phrase, "a good see-gar," means simply whatever will "draw" and waste itself away in smoke. Nevertheless there is ample evidence that within the last ten years a change in the popular taste has been slowly coming over American smokers. The dealers notice it, and each year now they lay in altogether different stocks from what they used to.

Gradually yet surely the discriminating smokers are coming back to the dark cigars of fifteen years ago. A dealer now sells three dark cigars where he sold two several years back, or in 1893 and 1894. This is popular prejudice in favor of the cigar approaching blackness more than it is anything else, due to the idea that a higher flavor is found in them. As a matter of fact, color has really little to do with the strength of a cigar. In ninety-nine out of every hundred that are made the "filler," or the major part of the cigar, is of precisely the same tobacco, without reference to the hue of the "wrapper." Experts say that averaging up all grades the effect of the light cigar with greenish spots is more pronounced on the system than that of the darker and supposedly stronger. However this may be, the "spotted" cigar is yielding in popularity to the Colorado maduro, or even the maduro.

Another change that has been noticed is the increase in consumption of Tampa and Key West cigars and the reduced call for cigars of Havana make. This began to be marked before the Cuban war set in with all its force, so it cannot be due to the present difficulty in getting Havana brands. The truth is that the famous old days of the "mild Havannah," celebrated in song and story, have gone by, it is feared never to return. Nevertheless, Havana tobacco has not lost its vogue, the cigars mentioned as most popular being all of Havana stock. Domestic tobacco has never come largely into use for the good grades, and the supply is mainly utilized in the production of "fives," "two for five" and "three for five."

In size the small cigar is supplanting the larger ones for general smoking. When business in New York was a leisure affair men had time to appreciate the flavor of a good-sized, fat cigar, of both bulk and body. But nowadays, in the rush of trade in the hurry and scurry of morning and afternoon, the "quick smoke," a little cigar that is usually puffed hardly three-quarters through and then thrown away, is the fashion. In his home at night, or in his club, the man who knows "smokes" in nine cases out of ten takes up a perfecto or a regalia especial that seems something like those of the old times, but for use in the day the concha is the cigar of the moment, and more of these are sold than of all the others.

If you know where to go you can buy a cigar for a cent in New York. Millions of the "three for five" are sold over on the East Side. From this point the prices range up to \$2.50 for a single "smoke." Cigars are actually sold at this figure in this city, though they do not show their value in the smoking, despite their aroma. Fifty cents buys just about as good a cigar as can be purchased. Recently there has come about a change in the prices men are willing to pay for these luxuries. The "three for a quarter" has taken the place of the "two for" and the men who used to think nothing of spending 25 cents for each cigar now get two for that amount of money. Where \$12 a

hundred used to be paid, \$7, \$8 or \$9 is now the figure.

In cigarettes the fashion is for the mildest and lightest Virginia leaf, and nothing else is popular. Smoking tobaccos are lighter mixtures than they used to be, and getting lighter each year. Perique is used more and more, and in larger proportions. The favorite mixtures have perique as their foundation, then Virginia and Havana, and finally a very little Turkish. Seventy-five cents for a quarter of a pound is about as high as the average man will pay for these. There is a very delicious and aromatic Turkish tobacco on sale in several places in New York costing \$4 a quarter-pound, but it is seldom bought except by foreigners.

Commercial Value of a Smile.

Dracon in Furniture News

A certain scientist has defined man as the animal that smiles. There are so-called scientists who cannot see a basic difference between a baboon and a man. But even these will admit that they never saw a baboon smile. I suppose races of men may be found in the wilds of Australia, Papua or the Australasian isles whose smile is on an intellectual level with the wag of a dog's tail or the grin of a monkey. But the generic difference in these smiles can be readily demonstrated. The wild Australian child, taken when young, can be made into a more intelligent citizen than some of the present day descendants of Roman senators and kings. While a monkey may live his life long in the bosom of an Italian musician's family, and a high-bred pug dog may loll for years in the lap of a princess, the one would continue to grin and grimace and the other to wag his tail. Smile for years in the face of the dog or the monkey—you will never get a smile in return. A smile is the outward sign of a soul within.

Travelers in Turkey tell us that, though a smile is rarely seen on the face of an adult Musselman, the Turkish children laugh and crow like babies of better birth. Smiles on children's faces mean good stomachs and awakening souls. Something has gone out of gear with the child that never smiles. Some idiots have been known to smile steadily for years. Smiles, like speech, are as meaningful or as meaningless as the souls that produce them. They may mean nothing or they may express things too tender for words.

One may lose the power to smile with his soul. Drink will degenerate the smile to a leer, lust to a sneer, greed to a grin. Habitual hatred will wipe it off the face forever. Men who have lost the power to smile can laugh; so can hyenas. A soulless laugh is an ill-disguised lie. Though uttered with intent to deceive, it rarely deceives; like a certain kind of snake, its rattle betrays it.

There is a commercial value to a smile. It is a good thing to carry into the business world. The business man who has a soul recognizes in it the sign of a soul and responds with a smile. The man who has lost his soul is reminded by the smile of the better days when he, too, had a soul and could smile. The man who is sinning his soul away may be won by a smile to better things, even to the work of winning back his lost self.

A smile may do much. It may help your fellow toward righteousness, or it may turn trade your way. This latter fact is so generally known that many a tradesman keeps the smile on his face after it has died out in his heart. I have heard the man who talks with his tongue, and the woman who sings with her throat, and the minister who preaches with his lungs, but I prefer them all to the man who smiles with his mouth.

Munich papers announce that the Bavarian government has sold to the Chinese government a stock of 40,000 rifles of the old Mauser pattern. Li Hung Chang is credited with having carried out the negotiations, and it is said that the rifles are already at Hamburg for shipment to China.

LARGEST BROOM FACTORY

in Michigan is

CHAS. MANZELMANN'S, at Detroit.

His variety of brooms and whisks commands attention.

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.

Silver Leaf Flour

Manufactured by MUSKEGON MILLING CO., Muskegon, Mich.

Parisian Flour

Lemon & Wheeler Company,

SOLE AGENTS.

Parisian Flour

Parisian Flour

Parisian Flour

Did You Ever

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

GRAND REPUBLIC

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

BALL-BARNHART-PUTMAN CO.

GRAND RAPIDS.

THE OLD MAN'S MONEY.

How It Came Back into the Family Again.

Hickory Sam needed but one quality to be perfect. He should have been an arrant coward. He was a blustering braggart, always boasting of the men he had slain and the odds he had contended against, filled with stories of his own valor; but alas! he shot straight, and rarely missed, unless he was drunker than usual. It would have been delightful to tell how this unmitigated ruffian had been held up by some innocent tenderfoot from the East and made to dance at the muzzle of some quite new and daintily ornamented revolver, for this loud-mouthed blowhard seemed just the man to flinch when real danger confronted him; but, sad to say, there was nothing of the white feather about Hickory Sam, for he feared neither man nor gun nor any combination of them. He was as ready to fight a dozen as one and once had actually held up the United States army at Fort Concho, beating a masterly retreat backward with his face to the foe, holding a troop in check with his two seven-shooters that seemed to point in every direction at once, making every man in the company feel, with a shiver up his back, that he individually was "covered" and would be the first to drop if firing actually began.

Hickory Sam appeared suddenly in Salt Lick and speedily made good his claim to be the bad man of the district. Some oldtimers disputed this arrogant contention of Sam's, but they did not live long enough to maintain their own well-earned reputations as objectionable citizens. And so Hickory Sam reigned supreme in Salt Lick, and every one in the place was willing and eager to stand treat to Sam, or to drink with him when invited.

Sam's chief place of resort in Salt Lick was the Hades saloon, kept by Mike Davlin. Mike had not originally intended this to be the title of his bar, but had at first named it after a little liquor cellar he kept in his early days in Philadelphia, called "The Shades," but some cowboy humorist particular about the eternal fitness of things had scraped out the letter "S," and so the sign over the door had been allowed to remain. Mike did not grumble. He had in Philadelphia taken a keen interest in politics, but, an expected spasm of civic virtue having overtaken the city some years before, Davlin had been made a victim, and was forced to leave suddenly for the West, where there were no politics, and where a man handy at mixing drinks was looked upon as a boon by the rest of the community. Mike did not grumble when even the name "Hades" failed to satisfy the boys in their thirst for appropriate nomenclature and, when they took to calling the place by a shorter and terser synonym beginning with the same letter, he made no objection. Mike was an adaptive man, who mixed drinks but did not mix in rows. He protected himself by not keeping a revolver and by admitting that he could not hit his own saloon at twenty yards distance. A residence in the quiet city of Philadelphia is not conducive to the nimbling of the trigger finger. When the boys, in the exuberance of their spirits, began to shoot, Mike promptly ducked under his counter and waited till the clouds of smoke rolled by. He sent in a bill for broken glass, bottles, and the damage generally, when his guests were sober again, and his accounts were never disputed and always paid. Mike was a deservedly popular citizen in Salt Lick, and might easily have been elected to the United States Congress, if he had dared to go East again. But, as he himself said, he was out of politics.

It was the pleasant custom of the cowboys of Buller's ranch to come into Salt Lick on pay days and close up the town. These periodical visits did little harm to any one, and seemed to be productive of much amusement for the boys. They rode at full gallop through the one street of the place like a troop of cavalry, yelling at the top of their

voices and brandishing their weapons. The first raid through Salt Lick was merely a warning, and all peaceably inclined inhabitants took it as such, retiring forthwith to the seclusion of their homes. On their return trip the boys winged or lamed with unerring aim any one found on the street. They seldom killed a wayfarer; if a fatality ensued it was usually the result of accident, and much to the regret of the boys, who always apologized handsomely to the surviving relatives, which expression of regret was generally received in the amicable spirit with which it was tendered. There was none of the rancor of the vendetta in these little encounters; if a man happened to be blotted out, it was his ill luck, that was all, and there was rarely any thought of reprisal. This, perhaps, was largely due to the fact that the community was a shifting one, and few had any near relatives about them, for, although the victim might have friends, they seldom held him in such esteem as to be willing to take up his quarrel when there was a bullet hole through him. Relatives, however, are often more difficult to deal with than are friends in cases of sudden death, and this fact was recognized by Hickory Sam, who, when he was compelled to shoot the young Holt brother in Mike's saloon, at once went, at some personal inconvenience, and assassinated the elder before John Holt heard the news. As Sam explained to Mike when he returned, he had no quarrel with John Holt, but merely killed him in the interests of peace, for he would have been certain to draw and probably shoot several citizens when he heard of his brother's death, because, for some unexplained reason, the brothers were fond of each other.

When Hickory Sam was comparatively new to Salt Lick he allowed the Buller's ranch gang to close up the town without opposition. It was their custom, when the capital of Coyote county had been closed up to their satisfaction, to adjourn to Hades and there blow in their hard-earned gains on the liquor Mike furnished. They also added to the decorations of the saloon ceiling. Several cowboys had a gift of twirling their Winchester repeating rifle around the forefinger and firing it as the flying muzzle momentarily pointed upward. The man who could put the most bullets within the smallest space in the roof was the expert of the occasion, and didn't have to pay for his drinks.

This exhibition might have made many a man quail, but it had no effect on Hickory Sam, who leaned against the bar and sneered at the show as child's play.

"Perhaps you think you can do it," cried the champion. "I bet you the drinks you can't."

"I don't have to," said Hickory Sam, with the calm dignity of a dead shot. "I don't have to, but I'll tell you what I can do. I can nip the heart of a man with this here gun," showing his seven-shooter, "me a-standing in h-l here and he a-coming out of the bank." For Salt Lick, being a progressive town, had the Coyote County Bank some distance down the street on the opposite side from the saloon. "You're a liar," roared the champion, whereupon all the boys grasped their guns and were on the lookout for trouble.

Hickory Sam merely laughed, strode to the door, threw it open, and walked out to the middle of the deserted thoroughfare. "I'm a bad man from Way Back," he yelled at the top of his voice. "I'm the toughest cuss in Coyote county, and no d-d greasers from Buller's can close up this town when I'm in it. You hear me? Salt Lick's wide open, and I'm standing in the street to prove it."

It was bad enough to have the town declared open when fifteen of them in a body had proclaimed it closed, but in addition to this to be called greasers was an insult not to be borne. A cowboy despises a Mexican almost as much as he does an Indian. With a soul-terrifying yell the fifteen were out of the saloon and on their horses like a cyclone. They went down the street like a tornado, wheeling about some dis-

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.

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LUMBERMEN'S SUPPLIES

LARGEST STOCK AND LOWEST PRICES.

WHOLESALE
GROCERIES AND
PROVISIONS

F. C. Larsen,

61 Filer Street,
Manistee, Mich.

Telephone No. 91.

GREAT VALUE
SANCAIBO
COFFEEI. M. Clark
Grocery
Co.

tance below the temporarily closed bank, and charging up again at full gallop, firing in the direction of Hickory Sam, who was crouching behind an empty whisky barrel in front of the saloon with a "gun" in either hand.

Sam made good his contention by nipping the heart of the champion when opposite the bank, who plunged forward on his face and threw the cavalcade into confusion. Then Sam stood up, and, regardless of the scattering shots, fired with both revolvers, killing the foremost man of the troop and slaughtering three horses, which instantly changed the charge into a rout. He then retired to Hades and barricaded the door. Mike was nowhere to be seen.

But the boys knew when they had enough. They made no attack on the saloon, but picked up their dead, and, thoroughly sobered, made their way, much more slowly than they came, back to Buller's ranch.

When it was evident that they had gone, Mike cautiously emerged from his place of retirement, as Sam was vigorously pounding on the bar, threatening that if a drink were not forthcoming he would go around behind and help himself.

"I'm a law and order man, by—," he explained to Davlin, "and I won't have no toughs from Buller's ranch close up this town and interfere with commerce. Every man has got to respect the Constitution of the United States as long as my gun can bark, you bet your life."

Mike hurriedly admitted that he was perfectly right, and asked him what he would have, forgetting in his agitation that Sam took one thing only and that one thing straight.

Next day old Buller himself came in from his ranch to see if anything could be done about this latest affray. It was bad enough to lose two of his best herdsman in a foolish contest of this kind, but to have three trained horses killed as well was disgusting. Buller had been one of the boys himself in his younger days, but now, having grown wealthy in the cattle business, he was anxious to see civilization move westward with strides a little more rapid than it was taking. He made the mistake of appealing to the Sheriff, as if that worthy man could be expected, for the small salary he received, to attempt to arrest so dead a shot as Hickory Sam. Besides, as the Sheriff quite correctly pointed out, the boys themselves had been the aggressors in the first place, and if fifteen of them could not take care of one man behind an empty whisky barrel they had better remain peaceably at home in the future, and do their pistol practice in the quiet, innocuous retirement of a shooting gallery. They surely could not expect the strong arm of the law, in the person of a peaceably-minded Sheriff, to reach out and pull their chestnuts from the fire, when several of them had already burned their fingers, and when the chestnuts shot and drank as straight as Hickory Sam.

Buller, finding the executive portion of the law slow and reluctant to move, sought advice from his own lawyer, the one disciple of Coke-upon-Littleton in the place. The lawyer doubted if there was any legal remedy for the sad condition of society around Salt Lick. The safest plan perhaps would be—mind, he did not advise, but merely suggested—to surround Hickory Sam and wipe him off the face of the earth. This might not be strictly according to law, but it would be effective if carried out without an error.

The particulars of Buller's interview with the Sheriff spread rapidly in Salt Lick and caused great indignation among the residents thereof, especially those who frequented Hades. It was a reproach to the place that the law should be invoked, all on account of a trivial incident like that of the day before. Sam, who had been celebrating his victory at Mike's, heard the news with bitter, if somewhat silent, resentment, for he had advanced so far in his cups that he was all but speechless. Being a magnanimous man, he would have been quite content to let bygones be bygones

but this unjustifiable action of Buller's required prompt and effectual chastisement. He would send the wealthy ranchman to keep company with his slaughtered herdsman. Thus it was that, when Buller mounted his horse after his futile visit to the lawyer, he found Hickory Sam holding the street with his guns. The fusillade that followed was without result, which disappointing termination is accounted for by the fact that Sam was exceedingly drunk at the time, and the ranchman was out of practice. Seldom had Salt Lick seen so much powder burned with no damage except to the window glass in the vicinity. Buller went back to the lawyer's office, and afterward had an interview with the bank manager. Then he got out of town unmolested, for Sam, weeping over the inaccuracy of his aim, on Mike's shoulder, gradually sank to sleep in a corner of the saloon.

Next morning when Sam woke to temporary sobriety he sent word to the ranch that he would shoot old Buller on sight, and at the same time apologized for the previous eccentricities of his fire, promising that such an annoying exhibition should not occur again. He signed himself "The Terror of Salt Lick and the Champion of Law and Order."

It was rumored that old Buller, when he returned to the lawyer's office, had made his will, and that the bank manager had witnessed it. This supposed action of Buller was taken as a most delicate compliment to Hickory Sam's determination and marksmanship, and he was justly proud of the work he had thrown into the lawyer's hands.

A week passed before old Buller came to Salt Lick, but when he came Hickory Sam was waiting for him, and this time the desperado was not drunk; that is to say, he had not had more than half a dozen glasses of forty-rod that morning.

When the rumor came to Hades that old Buller was approaching the town on horseback and alone, Sam at once bet the drinks that he would fire but one shot and so, in a measure, atone for the ineffectual racket he had made on the occasion of the previous encounter. The crowd stood by, in safe places, to see the result of the deal.

Sam, with one revolver in his right hand, stood square in the center of the street, with the sturdy bearing of one who has his quarrel just, and besides can pierce the ace spot on a card ten yards farther away than any other man in the county.

Old Buller came riding up the street as calmly as if he were on his own ranch. When almost within range of Sam's pistol, the old man raised both hands above his head, letting the reins fall on the horse's neck. In this extraordinary attitude he rode forward, to the amazement of the crowd and the evident embarrassment of Sam.

"I am not armed," the old man shouted. "I've come to talk this thing over and settle it."

"It's too late for talk," yelled Sam, infuriated at the prospect of missing his victim after all. "Pull your gun, old man, and shoot."

"I haven't got a gun on me," said Buller, still advancing and still holding up his hands.

"That trick's played out," shouted Sam, flinging up his right hand and firing.

The old man, with hands above his head, leaned slowly forward like a falling tower, then pitched head foremost from his horse to the ground, where he lay without a struggle, face down and arms spread out.

Great as was the fear of the desperado, an involuntary cry of horror went up from the crowd. Killing is all right and proper in its way, but the shooting of an unarmed man who voluntarily held up his hands and kept them up was murder, even on the plains.

Sam looked savagely around him, glaring at the crowd that shrank away from him, the smoking pistol hanging muzzle downward from his hands.

"It's all a trick. He had a shootin'-iron in his boot. I see the butt of it sticking out. That's why I fired."

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"I'm not saying nothin'," said Mike, as the fierce glance of Hickory rested on him. "Tain't no affair of mine."

"Yes it is," cried Hickory.

"Why, I didn't have nothin' to do with it," protested the saloon-keeper.

"No. But you've got somethin' to do with it now. What did we elect you Coroner for, I'd like to know? You've got to hustle around and panel your jury an' bring in a verdict of accidental death, or something of that sort. Bring any sort of verdict that'll save trouble in future. I believe in law and order, I do, an' I like to see things done regular."

"But we didn't have no jury for them cowboys," said Mike.

"Well, cowboys is different. It didn't so much matter about them. Still it'd oughter been done even with cowboys if we were more'n half civilized. Nothin' like havin' things down on the record straight and shipshape. Now some o' you fellers help me in with the body, and Mike'll panel his jury in three shakes."

There is nothing like an energetic, public-spirited man for reducing chaos to order. Things began to assume their normal attitude, and the crowd began to look to Sam for instructions as to the proper thing to do. He seemed to understand the etiquette of these occasions, and those present felt that they were ignorant compared with him.

The body was laid out on a bench in the room at the back of the saloon, while the jury and the spectators were accommodated with such seats as the place afforded, Hickory Sam himself taking an elevated position on the top of a barrel, where he could, as it were, preside over the arrangements. It was vaguely felt by those present that Sam bore no malice toward the deceased, and this was put down rather to his credit.

"I think," said the Coroner, looking hesitatingly up at Sam, with an expression which showed he was quite prepared to withdraw his proposal if it should prove inappropriate, "I think we might have the lawyer over here. He knows how these things should be done and he's the only man in Salt Lick that's got a Bible to swear the jury on. I think they ought to be sworn."

"That's a good idee," concurred Sam. "One of you run across for him and tell him to bring the Book. Nothin' like havin' these things reg'lar and proper and accordin' to law."

The lawyer had heard of the catastrophe, and he came promptly over to the saloon, bringing the Book with him and some papers in his hand. There was now no doubt about Sam's knowledge of the proper thing to do, when it was found that the lawyer quite agreed with him that an inquest, under the circumstances, was justifiable and according to precedent. The jury found that the late Mr. Buller had "died through misadventure," which phrase, sarcastically suggested by the lawyer when he found that the verdict was going to be "accidental death," pleased the jury, who adopted it.

When the proceedings were so pleasantly terminated by a verdict acceptable to all parties, the lawyer cleared his throat and said that his late client, having perhaps a premonition of his fate, had recently made a will and he had desired the lawyer to make the will public as soon as possible after his death. As the occasion seemed in every way suitable, the lawyer proposed, with the permission of the Coroner, to read that portion which Mr. Buller desired should receive the widest possible publicity.

Mike glanced with indecision at the lawyer and at Sam, sitting high above the crowd.

"Certainly," said Hickory. "We'd all like to hear the will, although I suppose it's none of our business."

The lawyer made no comment on this remark, but, bowing to the assemblage, unfolded a paper and read it.

Mr. Buller left all his property to his nephew in the East with the exception of \$50,000 in greenbacks then deposited in the Coyote County Bank at Salt Lick. The testator had reason to suspect that

a desperado named Hickory Sam (real name or designation unknown) had designs on the testator's life. In case these designs were successful, the whole of this money was to go to the person or persons who succeeded in removing this scoundrel from the face of the earth. In case the Sheriff arrested the said Hickory Sam and he was tried and executed, the money was to be divided between the Sheriff and those who assisted in the capture. If any man on his own responsibility shot and killed the said Hickory Sam, the \$50,000 became his sole property, and would be handed over to him by the bank manager, in whom Mr. Buller expressed every confidence, as soon as the slayer of Hickory Sam proved the deed to the satisfaction of the manager. In every case the bank manager had full control of the fund, and could pay it in bulk, or divide it among those who had succeeded in eliminating from a contentious world one of its most contentious members.

The amazed silence which followed the reading of this document was broken by a loud jeering and defiant laugh from the man on the barrel. He laughed long, but no one joined him, and, as he noticed this, his hilarity died down, becoming in a measure forced and mechanical. The lawyer methodically folded up his paper. As some of the jury glanced down at the face of the dead man who had originated this financial scheme of post-mortem vengeance, they almost fancied they saw a malicious leer about the half-open eyes and lips. An awed whisper ran around the assemblage; each man said to the other under his breath, "Fif—ty—thousand—dollars!" as if the dwelling on each syllable made the total seem larger. The same thought was in every man's mind, a clean, cool little fortune merely for the crooking of a forefinger and the correct levelling of a pistol barrel.

The lawyer had silently taken his departure. Sam, sadder than he had been for many days, slid down from the barrel and, with his hand on the butt of his gun, sidled, his back against the wall, toward the door. No one raised a finger to stop him; all sat there watching him as if they were hypnotized. He was no longer a man in their eyes, but the embodiment of a sum to be earned in a moment for which thousands worked hard all their lives, and in vain, to accumulate.

Sam's brain on a problem was not so quick as his finger on a trigger, but it began to filter slowly into his mind that he was now face to face with a danger against which his pistol was powerless. Heretofore, roughly speaking, nearly everybody had been his friend; now the hand of the world was against him, with a most powerful motive for being against him, a motive which he himself could understand. For a mere fraction of \$50,000 he would kill anybody, so long as the deed could be done with reasonable safety to himself. Why, then, should any man stay his hand against him with such a reward hanging over his head? As Sam retreated backward from among his former friends, they saw in his eyes what they had never seen there before, something that was not exactly fear, but a look of furtive suspicion against the whole human race.

Out in the open air once again, Sam breathed more freely. He must get away from Salt Lick, and that quickly. Once on the prairie, he could make up his mind what the next move was to be. He kept his revolver in his hand, not daring to put it into its holster. Every sound made him jump, and he was afraid to stand in the open, yet he could not remain constantly with his back to the wall. Poor Buller's horse, fully accoutered, cropped the grass by the side of the road. To be a horse thief was, of course, worse than to be a murderer, but there was no help for it; without the horse escape was impossible. He secured the animal with but little trouble, and sprang upon its back. As he did so a shot rang out from the saloon. Sam whirled around in the saddle, but no one was to be seen—nothing but a thin film of pistol smoke melting

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in the air above the open door. The rider fired twice into the empty doorway, then, with a curse, turned toward the open country and galloped away, and Salt Lick was far behind him when night fell. He tethered his horse and threw himself down on the grass, but dared not sleep. For all he knew, his pursuers might be within a few rods of where he lay, for he was certain they would be on his trail as soon as they knew he had left Salt Lick. The prize was too great for no efforts to be made to secure it.

There is an enemy before whom the strongest and bravest must succumb. That enemy is sleeplessness. When daylight found the desperado he had not closed an eye all night. His nerve was gone, and perhaps for the first time in his life he felt a thrill of fear. The emptiness of the prairie, which should have encouraged him, struck a chill of loneliness into him, and he longed for the sight of a man, even though he might have to fight him when he approached. He must have a comrade, he said to himself, if he could find any human being in straits so terrible as his own; some one who would keep watch and watch with him through the night. But the comrade must either be ignorant of the weight of money that hung over the desperado's head, or there must be a price on his own. An innocent man would not see the use of keeping such strict watch; a guilty man, on learning the circumstances of the case, would sell Sam's life to purchase his own freedom. Fifty thousand dollars, in the desperado's mind, would do anything, and yet he himself, of all the 60,000,000 people in the land, was the only one who could not earn it. A comrade, then, innocent or guilty, was impossible, and yet was absolutely necessary if the wanderer was to have sleep.

The horse was in distress through lack of water, and Sam himself was both hungry and thirsty. His next halting place must be near a stream; yet, perhaps his safety during the first night was due to the fact that his pursuers would naturally have looked for him near some water course and not on the open prairie.

Ten days later Mike Davlin was awakened at 3 in the morning, to find standing by his bed a gaunt, haggard living skeleton holding a candle in one hand and pointing a cocked revolver at his head with the other.

"Get up," said the apparition hoarsely, "and get me something to eat and drink. Drink first, and be quick about it. Make no noise. Is there anybody else in the house?"

"No," said Mike, shivering. "You wait here, Sam, and I'll bring you something. I thought you was among the Indians, or in Mexico, or in the Bad Lands long ago."

"I'm in Bad Lands enough here. I'll go with you. I'm not going to let you out of my sight, and no tricks, mind, or you know what will happen."

"Surely you trust me, Sam," whined Mike, getting up.

"I don't trust any living man. Who fired that shot at me when I was leaving?"

"So help me," protested Mike, "I dunno. I wasn't in the bar at the time. I can prove I wasn't. Yer not lookin' well, Sam."

"Curse you for a slow dawdler, you'd not look well either if you'd had no sleep for a week and was starved into the bargain. Get a move on you."

Sam ate like a wild beast what was set before him, and, although he took a stiff glass of whisky and water at the beginning, he now drank sparingly. He laid the revolver on the table at his elbow, and made Mike sit opposite him. When the ravenous meal was finished he pushed the plate from him and looked across at Davlin.

"When I said I didn't trust you, Mike, I lied. I do, and I'll prove it. When it's your interest to befriend a man, you'll do it every time."

"I will that," said Mike, not quite comprehending what the other had said.

"Now, listen to me, Mike, and be sure you do exactly as I tell you. Go to

where the bank manager lives and rouse him up as I roused you. He'll not be afraid when he sees it's you. Tell him you've got me over in the saloon, and that I've come to rob the bank of that d—d \$50,000. Say that I'm desperate, and can't be taken short of a dozen lives, and there is no lie in that, as you know. Tell him you've fallen in with my plans, and that we'll go over there and hold him up. Tell him the only chance of catching me is by a trick. He's to open the door of the place where the money is and you're to shove me in and lock me up. But when he opens the door I'll send a bullet through him, and you and me will divide the money. Nobody will suspect you, for nobody'll know you were there but the bank man, and he'll be dead. But if you make one move except as I tell you, the first bullet goes through you. See?"

Mike's eyes opened wider and wider at the scheme. "Lord, what a head you got, Sam!" he said. "Why didn't you think of that before? The bank manager is in Austin."

"What the devil is he doing there?" "He took the money with him to put it in the Austin Bank. He left the day after you did, for he said the only chance you had was to get that money. You might have done this the night you left, but not since."

"That's straight, is it?" said Sam. "It's God's truth I'm speaking," asserted Mike earnestly. "You can find that out for yourself in the morning. Nobody'll molest you. Yer just dead beat for want o' sleep. I can see that. Go upstairs and go to bed. I'll keep watch, and not a soul'll know you're here."

Hickory Sam's shoulders sank when he heard the money was gone, and a look of almost despair came into his eyes. He sat thus for a few moments unheeding the other's advice, then with an effort shook off his lethargy.

"No," he said, "I won't go to bed. I'd like to enrich you, Mike, but that would be too easy. Cut me off some slices of cold meat and put them between chunks of bread. I want a three days' supply and a bottle of whisky."

Mike did as requested, and at Sam's orders attended him to his horse. It was still dark, but there was a suggestion of the coming day in the eastern sky. Buller's horse was as jaded and as fagged out as its rider. As Sam, stooping like an old man, rode away Mike hurried to his bedroom, noiselessly opened the window, and pointed at the back of the dim retreating man a shotgun loaded with slugs. He could hardly have missed killing both horse and man if he had had the courage to fire, but his hand trembled and the drops of perspiration stood on his brow. He knew that, if he missed this time, there would be no question in Sam's mind about who fired the shot. Resting the gun on the ledge and keeping his eye along the barrel, he had not the nerve to pull the trigger. At last the retreating figure disappeared, and with it Mike's chance of a fortune. He drew in the gun and closed the window with a long, quivering sigh of regret.

Sidney Buller went West from Detroit when he received the telegram that announced his uncle's death and told him he was heir to the ranch. He was thirty years younger than his uncle had been at the time of his tragic death, and he bore a remarkable likeness to the old man; that is, a likeness more than striking, when it was remembered that one had lived all his life in a city while the other had spent most of his days on the plains. The young man had seen the Sheriff on his arrival, expecting to find that active steps had been taken toward the arrest of the murderer. The Sheriff assured him that nothing more effective could be done than what had been done by the dead man himself in leaving \$50,000 to the killer of Hickory Sam. The Sheriff had made no move himself, for he had been confidently expecting every day to hear that Sam was shot. Meanwhile nothing had been heard or seen of the desperado since he left Salt Lick on the back of the murdered man's horse.

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Pratt 213.

New Clippers New Clippers New Clippers New Clippers

Sidney thought this was rather a slipshod way of administering justice, but he said nothing, and went back to his ranch. But, if the Sheriff had been indifferent, his own cowboys had been embarrassingly active. They had deserted the ranch in a body and were scouring the plains searching for the murderer, making the mistake of going too far afield. They, like Mike, had expected that Sam would strike for the Bad Lands, and they rode far and fast to intercept him. Whether they were actuated by a desire to share the money, a liking for their old "boss," or hatred of Hickory Sam himself, they themselves would have found it difficult to tell. Anyhow it was a man hunt, and their hunting instincts were keen.

In the early morning Sidney Buller walked forth from the buildings of the ranch and struck for the open prairie. The sun was up, but the morning was still cool. Before he had gone far he saw approaching the ranch a single riderless horse. As the animal came nearer and nearer, it whinnied on seeing him, and finally changed its course and came directly toward him. Then he saw that there was a man on its back, a man either dead or asleep. His hand hung down nerveless by the horse's side and swung helplessly to and fro as the animal walked on; the man's head rested on the horse's mane. The horse came up to Sidney, thrusting its nose out to him and whinnying gently, as if it knew him.

"Hallo," cried Sidney, shaking the man. "What's the matter? Are you hurt?"

Instantly the desperado was wide awake, sitting bolt upright and staring at Sidney with terrified recognition in his eyes. He raised his right hand, but the pistol had evidently dropped from it when he, overcome by fatigue and drowsy after his enormous meal, had fallen asleep. He flung himself off, keeping the animal between himself and his supposed enemy, pulled the other revolver, and fired at Sidney across the plunging horse. Before he could fire again Sidney, who was an athlete, brought down the loaded head of his cane on the pistol wrist of the ruffian, crying:

"Don't fire, you fool! I'll not hurt you."

As the revolver fell to the ground, Sam sprang savagely at the throat of the young man, who, stepping back, struck his assailant a much heavier blow than he intended. The leaden knob of the stick fell on Sam's temple and he dropped as if shot. Alarmed at the effect of his blow, Sidney tore open the unconscious man's shirt, and tried to get him to swallow some of the whisky from the bottle he found in his pocket. Appalled to find all his efforts unavailing, he sprang on the horse and rode to the stables for help.

The foreman, coming out, cried:

"Good heavens, Mr. Buller, that's the old man's horse! Where did you get him? Well, Jerry, old fellow," he continued, patting the horse, who whinnied affectionately, "they've been using you badly, and you've come home to be taken care of. Where did you find him, Mr. Buller?"

"Out on the prairie, and I'm afraid I've killed the man who was riding him. God knows I didn't intend to, but he fired at me, and I hit harder than I thought."

Sidney and the foreman ran out together to where Jerry's late rider lay on the grass.

"He's done for," said the foreman, bending over the prostrate figure, but taking the precaution to have a revolver in his hand. "He's got his dose, thank God. This is the man who murdered your uncle. Think of his being knocked over with a city cane, and think of the old man's money back in the family again!"

Local Store Advertising.

Henry Romaine in Printers' Ink.

I once advertised a large local store successfully without the aid of the ordinary newspaper, and as my plan may be of practical service to others who, like myself, have found the metropoli-

tan dailies too high priced for the purpose of publicity, and too wide-spread for concentrated local trade, I herewith give a detailed account of my modus operandi.

One day an idea occurred to me, and I immediately resolved to test its worth. As I couldn't advertise in the newspapers I would do the next best thing—run a newspaper of my own! I went and interviewed a cheap printer, got his estimate for a four-page 12x9 inch paper once a week for a year; concluded to use 10,000 copies, and started work.

The first thing I did was to purchase from a discharged employe of one of my rivals a complete list of the occupants of all houses, flats and stores in my district. These comprised over 11,000 names. I paid \$5 for the privilege of copying them, and had one of my clerks do the work. Having had a little journalistic experience, I began preparing my "copy" nights, after the store was closed. With me the scissors was mightier and handier than the pen. From the dailies I clipped such items of news as concerned our locality. On the front page I had a love story, which I clipped from a prominent weekly. (Love stories fetch the women every time.) I "scissored" a column of "Household Hints" and another of "Jokes and Jingles." Then a couple of columns of "Fashion Notes" and the various news items I had clipped, with an odd poem or two, filled the two inside pages. The last page I filled with my own advertising—a list and description of bargains, with prices, set as attractively as my printer could do it. I called my little journal the West Side Weekly, and was considerably proud of my first number, which I had distributed by four boys, on as many different routes, on a Friday afternoon. I paid them fifty cents each for their work, and my paper, presswork and printing cost me \$33.

The second week it was easier to get out, the third week easier still, and I soon became so accustomed to the clipping and editing that it cost me no trouble whatever. Three nights a week used to suffice to make up the paper. As an advertisement it was a distinct success. I very soon noticed a rapid increase in trade, and there was such a demand for my little paper that I increased the edition to 12,000, and used to have a copy of the current issue put in every parcel that left the store. I paid the most particular attention to the selection of my weekly story, knowing full well that the "tale of love," as said, always pleases the women.

For \$35 weekly I got my 12x9 ad in ten to twelve thousand places, where it would do me the most good. That sum would buy but a small space in one daily, and its effects would have been scattered over the city—not concentrated in my locality. The scheme paid me handsomely, and it would, I think, pay any other storekeeper similarly situated, whether he be in the grocery, dry goods, drug or clothing business. One advantage of the scheme is that your advertising alone reaches the people—not a crowd of them, as in a newspaper.

Business Revival Expected.

From the Pharmaceutical Era.

The last two or three weeks have seen an improvement in the drug business. Several of the largest and most conservative houses in this city testify that there is a general fall revival. Some think it is not up to the improvement experienced a year ago at this time, and others say it is better than a year ago, but on one point all agree: September has been better than August, and August was better than July. Confidence is a plant of slow growth, but it seems to be growing all right.

As was to be expected, the resuscitation began with the roots and worked up through the trunk into the branches. First the retail druggist, who had been trying the experiment of living on his sales and neglecting to replenish his stock, discovered that that policy could not be kept up forever. With the beginning of the fall season, his sales improved slightly and he was able to begin cautiously to order those things he

needed most—not sundries and patent medicines so much as straight goods for his prescription department. The result has been that those wholesale houses that handle a full line of drugs for the retailer have first felt the improvement. As for millers and manufacturers of chemicals, they have not yet received much benefit from the improvement, but they testify to a more hopeful feeling and confidently predict better business in October. The glass and other trades more or less closely related to pharmacy have also been slow to experience the improvement, but they believe it is on the way. The perfumers are a class by themselves. They are always busy after the summer vacation, and keep on being busy right up to the Christmas holidays. They testify that they are not being disappointed this year. The orders are coming in as usual.

One peculiar feature of business methods, nowadays, is the tendency to order in the smallest possible quanti-

ties. It takes a salesman just as long to get a little order as a large one. It takes as much effort on the part of clerks and book-keepers and packers and drivers to fill such an order. It costs about as much expressage to send a small package as a large one, and it is just as difficult to collect a small account as a large one—something more difficult. But the retail druggists prefer to do business that way. It causes them no inconvenience, whatever inconvenience it causes others, because their orders are filled so promptly that they are not likely to be left without the goods at any time, and competition is so intense that small favors are thankfully received. It is interesting for the retailer to speculate where this subservience to his convenience will carry the trade ultimately.

Politics is likely to degenerate into distilled selfishness when money and not morals is the question at stake.

Our Fall Lines of

Dry Goods, Notions and Men's Furnishings

Are now in, complete and ready for inspection.

STEKETEE & SONS.

We have an immense line of

DUCK, MACKINAW AND KERSEY
COATS, KERSEY PANTS, LUM-
BERMAN'S SOCKS, MITTENS,
BLANKETS AND COMFORTABLES.

VOIGT, HERPOLSHEIMER & CO.,
WHOLESALE DRY GOODS,
GRAND RAPIDS, MICH.

Trimmed Fedora Walking Hats

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

Trimmed Sailors

in cloth, \$2.00 per dozen.

Satin Crown Sailors

\$3.00 per dozen and upwards.

Try sample order.

CORL, KNOTT & CO.,

WHOLESALE,

GRAND RAPIDS.

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. MCINNIS, Grand Rapids.

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Traveling Men's Club.

President, W. C. BROWN, Marquette; Secretary and Treasurer, A. F. WIXSON, Marquette.

Gripsack Brigade.

The hustler "gets there." The whiner "gets left." The commercial interests in the United States are all right.

Never for a moment imagine that your house can't do without your services. There are others. If you don't believe it, die. Some one will fill your shoes and maybe bust them all around on the first trial.

The commercial traveler plays a much more important part in the country's affairs than most men imagine. It is he, more than any other citizen, who feels the pulse of trade, and it is he who more or less directs the condition of trade.

A. E. McGuire, Western Michigan representative for Hulman & Beggs, has removed from the Warwick and taken up his residence at 232 South College avenue, where "Mack" and his better half have everything arranged in apple pie order, even to a McKinley banner in the front window.

Taken as a whole, no more refined, polite, courtly, civil, genteel set of men exist than the commercial travelers of this country. They have the push, drive, snap of the Yankee, the frank and large hearted way of doing things that is a part of the belongings of the Westerner, and the quiet, generous, hospitable characteristics of the Southerner.

There are men on the road who haven't time to read a paper which devotes considerable of its space to the interests of commercial travelers, and even some who have no use for a traveling man who takes time to peruse such a publication. Well, there are some men who still use a flintlock gun, who fail to note the changes in business methods, who, in short, belong to the past, and will soon become a part of it. They can cling to old fashions if they will, but they must pay the price, for the world will still move on and forget them.

The successful traveling man is he who knows what he wants to sell and what his customers desire to buy. This information can only be gained by keeping a close watch on the trade while on the road and by thorough knowledge of the line carried by the salesman. Retailers depend to a great extent upon salesmen to advise them as to what styles and kinds of goods are best to purchase. No salesman can give this information intelligently unless he knows how the goods are manufactured, and keeps posted on all the new ideas and details in their "get-up."

"Did you ever hear of such a thing as a fellow losing his nerve?" asked one of the fraternity in the corridor of the Morton House the other evening. Several knights of the grip looked serious, as if such a thing was really possible, while the others of the group smiled significantly. "I believe I am losing mine, and that's a fact," went on the first speaker. "It used to be that, if I went on the road and was out a week and never secured an order, I would bob up in the next town smiling as serenely as though business was away up in G; but now if I can't make a sale right away, why, I get disheartened and feel like—well, like taking a layoff and going hunting. If one merchant refuses to buy, I hardly know how to tackle the next, and they get out of it as easy as though they were dealing with a man who was attempting to run a bluff on them instead of sell them a bill of goods. That's a fact." And the fellow looked around him, while the others of the craft agreed there was such a thing as a traveling man losing his nerve, as impossible as it appeared at first glance.

Profit by Mistakes in Buying.

Correspondence by Goods Chronicle.

We are just upon the threshold of the fall season now and will shortly be in the thick of fall buying.

Before rushing pellmell into the scrimmage it would be a well-judged plan to take the back track a little way and look over the results of our work a year ago; see where we missed the mark then and where we hit it; find out if possible where we made mistakes and why; count the scars and try to avoid those hot spots that burned our fingers before.

It is wise to consider these things. They say "a burned child dreads the fire." He may so long as he remembers it, but there is no warning in that old scar so long as it is forgotten.

If you got an overdose of anything the last time, now is the time to avoid a repetition of the catastrophe. If you were taken in then by any person or thing, you should recall the incident and dodge the occasion. Any misfits of a year ago should be trimmed to the line now; if not, of what use is experience? If you got hold of the wrong line, drop it and try again. If you got the worst of it from any cause, remedy the evil this time.

I remember when I was a lad a cranky little black and tan terrier used to annoy me by barking and snarling and snapping at me as I passed the doorway where he lived. When I stooped for a stone to shy at him, as I usually did, he ran and always managed to get at a safe distance before I could attempt to punish him.

On one occasion, however, I provided myself with a pebble before I reached the usual point of attack, and when doggie came rushing out I was ready for him and gave him a crack in the ribs that sent him howling behind the house. I never got another crack at that dog. He disappeared with a yelp every time I hove into view after that; once was enough for him. He was wiser in his generation than a good many human beings.

If a man tricks you once, that is his fault; but if he tricks you a second time, the fault is your own.

A pretty safe plan to follow when in the market is to get what regular goods you want first. You can consider jobs afterward to better advantage. It is a very easy matter to handicap yourself with a load of irregular goods that will not fill the bill and at the same time stand in the way of goods you really should buy.

When it comes to a particular thing that my memorandum specifically calls for, I should buy that thing and not something "just as good." These "just as good" things seldom prove up.

Work your notebook now; it is as necessary a companion in the market as is your memorandum. When you see a

good thing that you are not prepared to buy that you choose to put off until tomorrow or next day, make a note of it, pin a sample to the page; do this systematically and continually, and in this way post yourself.

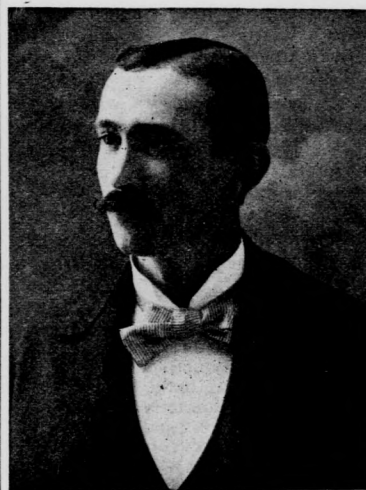
What good does it do you to shop in New York unless you keep tab on what you find? What benefit is it to compare qualities a half dozen blocks apart when you can't carry qualities in your eye? Your own stock argument.

If you have a doubt settle it by getting samples together in your room at night. Don't mind what the salesmen think; that doesn't cut any ice, or won't when you are cutting up the goods over your own counter. Make notes of everything that interests you, where you see it, terms, all about it. You are blazing a back track for yourself when you do this that may be of use to you.

REPRESENTATIVE RETAILERS.

S. J. Hufford, the West Bridge Street Meat Dealer.

Solomon J. Hufford was born in Seneca county, Ohio, April 5, 1862, his antecedents being German on both sides. At the age of five years his parents removed to Centerville, Mich., where his father opened a meat market, which he continued until his removal to Grand Rapids in 1871. Mr. Hufford, after attending school several years, spent two years on the farm of his uncle in Walker township. Concluding that he would prefer to live in town, he removed to the city, attended school a year, and



then entered the employment of his father, who was conducting a market at 168 West Bridge street. After eight or nine years' experience as a meat cutter, Mr. Hufford purchased a half interest in the business, when the firm name became Hufford & Son. Albert Stein subsequently purchased the father's interest, when the firm name became Hufford & Stein. In 1889, Mr. Hufford formed a co-partnership with his brother, Wm. M. Hufford, and opened a meat market at 148 West Bridge street under the style of Hufford Bros. A few months later he purchased the interest of his brother, since which time he has conducted the business in his own name, having in the meantime erected a two-story and basement brick store building, excellently adapted in every way for the purpose for which it was constructed. Mr. Hufford was married about twelve years ago to Miss Minnie A. Schindler. He is an honored member of the Arbitrator Society and a firm believer in the tenets of the organization. He also joined Grand Rapids Lodge, No. 11, I. O. O. F., thirteen years ago, and is still an active member.

Mr. Hufford attributes his success to the neatness and cleanliness of his establishment, to the prompt delivery of goods, to his refusal to use adulterations and to his policy of giving the people what they want at reasonable prices. Although he avers that he is not a good collector, the Tradesman insists that his ratio of losses plainly demonstrates that he is mistaken in this statement and that he is one of the most successful collectors in the city.

Echoes of the Commercial Travelers' Ball.

Marquette, Oct. 12—Our organization now numbers thirty members. All Lake Superior travelers are expected to join us in this movement.

W. R. Smith (Hibbard, Spencer, Bartlett & Co.) did not have a trunk with him, as he did at the Shriners' ball in June.

F. G. Horton (Penberthy, Cook & Co.) borrowed a friend's girl to lead the grand march. He was unable to find one himself. His friend took the chaperon.

Harry Work (Woodward & Stone) has changed his politics. He and his chum are obliged to be Republicans. They have attractions at Republic.

One traveler is expected to locate at L'Anse. More anon.

The drummers' dance was put on near the head of the list to break up any chilly feelings that might exist. It worked to perfection.

The offices of the President and Secretary and Treasurer are at the Lake Superior Knitting Co.'s.

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. BUEBEE, 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. BUEBEE, 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, Grand Rapids.
 Secretary, B. SCHROUDER, Grand Rapids.
 Treasurer, CHAS. MANS, 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 are firmly holding quotations, but the demand is slow.

Acids—Salicylic, no further change. Tartaric has declined, but on the part of manufacturers there is exhibited a steadier feeling. No mentionable change as to other varieties.

Alcohol—No new features as regards the general situation. Wood, fairly good demand.

Balsams—Copaiba has continued to meet with a fair consuming demand, prices are maintained and the market is firm. Principal holders of tolu have marked up quotations. Peru is still nominal. Canada fir, request light and values are unchanged.

Barium, Nitrate—Prices continue steady under the moderate enquiry.

Beans—Vanilla, demand from jobbing quarters is active and tone of the market indicates strength. Angostura tonka continue quiet as to first hands but firm.

Bismuth Preparations—Quiet, with no particular change.

Burgundy Pitch—The old range of prices prevails, and business in jobbing quantities continues so-so.

Cacao Butter—Supply light and market firmer.

Castor Oil—Competition has resulted in an unsettled condition of the market and quotations are lower.

Cinchonidia—Market still strong.

Cod Liver Oil—Values show no change, although the tone of the market is stronger, owing to the steady improvement in the demand.

Colocynth Apples—Holders exhibit an increasing firm feeling, and a fair business is going forward.

Cream Tartar—Declined.

Essential Oils—Anise is still hardening. Bergamot shows weakness and has met with a reduction. Garden lavender has declined.

Flowers—All varieties of chamomile are firm. American saffron continues quiet but the market is steady. The demand for powdered insect has improved and the feeling is firm. The Trieste market for flowers is strong, with a hardening tendency.

Glycerine—Tame, with no change in values.

Gums—Market for asafetida is firm and active, and the tendency is still upward. Camphor, good seasonable demand and prices for all varieties are steady. Gamboge, still lifeless, while kino is lively and firm.

Juniper Berries—Demand is moderate from consumers at prices within the former range.

Leaves—The fair jobbing demand for short buchu still continues. More business is going forward as to the new crop of Tinnevely senna but prices are unchanged.

Lycopodium—Moderately active consuming demand but no change in values.

Lupulin—Nominally steady prices, with light, unimportant demand.

Menthol—Market quiet and scarcely steady.

Naphthaline—Quotations fairly steady, although the demand is seasonably slow.

Opium—Market is dull and the tendency easy, influenced by absence of cables from across the water, which is supposed to be an indication of weakness in primary sections.

Quicksilver—Only small sales have come to notice, but holders continue to manifest firm views.

Quinine—The market tendency is firm, with a continued satisfactory demand.

Rochelle Salts—Market is reported as moderately active and quotations are steady.

Roots—Ipecac, firmer and demand more active. Jalap, free arrivals have resulted in a dull market. Jamaica ginger, scarce supply, strong, tendency upward. Senega has again been advanced. Florentine orris is firmer, in sympathy with higher foreign markets, and spot values have gone up.

Seeds—A better feeling is manifested as to Smyrna canary. Notwithstanding the fact that primary markets for Dutch caraway have shown improvement recently, spot quotations have declined. California brown mustard is firm, owing to the very scarce supply. Yellow, also, is firm. Same is true of poppy. Russian hemp is steady and German rape is said to be firm.

Sugar of Milk—The supply of powdered does not keep up with the demand and orders are slow in being filled.

Strontia, Nitrate—Prices are ruling steady, with a reported far jobbing business.

Why Quinine Has Declined.

The enormous decline in the price of quinine, which, since 1873, has fallen from \$1.50 per ounce to less than 25 cents per ounce, is due to the stimulus given to its production by the British government. The bark from which it is extracted was formerly brought down in small quantities and at great expense, on the backs of men, from the mountains of Peru, whereas now it is stripped from immense plantations of the shrub in Ceylon, situated near the coast.

These same Peruvian bark plantations occupy the sites of coffee plantations which had to be abandoned because of a disease which destroyed the plants. From this cause, coupled with the increased consumption of the berry, the price of coffee, which in 1879 was 12½ cents per pound, rose to 14 cents in 1888 and to 16½ cents in 1894. It is now about 10 cents, but the decline, if it were caused by a rise in the value of gold, should have taken place earlier. Nor has coffee kept company in price even remotely with silver. Its fluctuations have been due to fluctuations in supply and demand, and its decline since 1894 is attributable partly to a decrease in the consumption of it in this country and in Europe, our imports alone having fallen from 646,000,000 pounds in 1895 to 580,000,000 pounds this last fiscal year, and partly to a larger production.

The Inventory of Business Knowledge. From the Pharmaceutical Era.

There are perhaps quite a few druggists who look forward with a little dread to the ending of the year, which brings with it the duty of making an inventory and closing the profit and loss account. There is one feature of this summing-up business which might be given a little attention now. The druggist can certainly make some sort of an

estimate upon the increase or decrease of his knowledge for properly conducting a drug business. We know of some druggists who are going to show a decided increase. They have volunteered this information themselves, and have been sending it in ever since the subject of druggists' advertising assumed an importance which demanded a separate department of the Era for its consideration. Advertising is simply a means or a method for getting business. It is needed at all times, for no one ever has enough business, but it is needed most particularly when business is hard to get. An increased knowledge of how to advertise, therefore, means an increased capacity for getting business. The many druggists who have studied advertising are best prepared to make a favorable showing in their inventory. We believe they have done better with their soda water this season than they would have done had they never thought or heard of advertising. They have done better than was expected under adverse trade conditions. They will do better than many expect with their holiday trade. They shrewdly argue that people want things as badly as ever and, while they may have but little money to spend, that little is the reward of the enterprising tradesman who is a little bit the cleverest in attracting them or, in other words, in advertising himself and goods to them. This class of druggists are looking for a particular class of goods. They want novelties or staple articles of which many glowing and attractive things may be said. They want these things as trade drawers. If manufacturers have added a new twist or crook to their commodities which is likely to attract attention, they want to know it. If there is any new thing under the sun, they are interested, because they can interest their customers in it. Those people who make such things should embrace the opportunity to come out and down toward the trade footlights. They should indulge in a little judicious publicity for the retail druggist has admit-

ed that he knows more about doing a drug business than he did even one short year ago.

Better bother yourself about your own business than continually think about the nation's business. Citizenship does not allow political indifference, but citizenship need not interfere with home necessity.

CINSENG ROOT

Highest price paid by
Write us.

PECK BROS.

The Etiquette of Gum Chewing.

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



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

are made of the best imported stock.

SMOKE THE HAZEL

5 CENT CIGAR.

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

WM. TEGGE, DETROIT, MICH.

THE ELECTRIC PILE CURE

WE REFUND THE PRICE IF NOT SATISFACTORY.

ASK YOUR DRUGGIST FOR IT. TAKE NO OTHER. IF HE DOES 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.

Use Tradesman Coupon Books and Avoid Loss

WHOLESALE PRICE CURRENT.

Advanced Balsam Tolu, Turpentine, Insect Powder.
Declined—Oil Bergamot, Castor Oil.

[illegible]

Morphia, S.P. & W.	1 75	2 00	Sinapis	②	18	Linseed, pure raw	32	35
Morphia, S.N.Y.Q. & C. Co.	1 65	② 40	Sinapis, Opt.	②	30	Linseed, boiled	34	37
Moschus Canton.	②	1 90	Snuff, Macaboy, De Voës	②	34	Neatsfoot, winter str	65	70
Myristica, No. 1.	65	80	Snuff, Scotch, De Voës	②	34	Spirits Turpentine.	34	39
Nux Vomica. .po.20 ..	②	10	Soda Boras	7	10			
Os Sepia	15	18	Soda Boras, po.	7	10			
Pepsin Saac, H. & P. Co.	②	1 00	Soda et Potass Tart.	20	28			
Picis Liq. N.N. ¼ gal.	②	1 00	Soda, Carb.	1½	2	Red Venetian.	1½	2 8
doz.	②	2 00	Soda, Bi-Carb.	3	5	Ochre, yellow Mars.	1½	2 4
Picis Liq., quarts.	②	1 00	Soda, Ash.	3½	4	Ochre, yellow Ber.	1½	2 3
Picis Liq., plints.	②	85	Soda, Sulph.	②	4	Putty, commercial.	2½	2½ 2 3
Pil Hydrarg. .po. 80 ..	②	10	Spts. Cologne.	②	2 60	Putty, strictly pure.	2½	2½ 2 3
Piper Nigra. .po. 22 ..	②	18	Spts. Ether Co.	50	55	Vermilion, Prime American.	13	15
Piper Alba. .po. 35 ..	②	30	Spts. Myrcia Dom.	②	2 00	Vermilion, English.	70	75
Pilx Burgun.	②	7	Spts. Vini Rect. ¼ bl.	②	2 37	Green. Pennsular.	15	24
Plumbi Acet.	10	12	Spts. Vini Rect. ½ bl.	②	2 42	Lead, Red	5½	5½
Pulvis Ipecac et Opil.	10	12	Spts. Vini Rect. 10gal.	②	2 45	Lead, white	5½	5½
Pyrethrum, boxes H. & P. D. Co. doz.	②	1 25	Spts. Vini Rect. 5gal.	②	2 47	Whiting, white Span	②	70
Pyrethrum, po.	30	33	Less 5c gal. cash 10 days.	1	40	Whiting, gliders	②	90
Quassia.	8	10	Sulphur, Crystal.	1	40	White, Paris Amer.	②	1 00
Quinia, S. P. & W.	31	36	Sulphur, Subl.	2½	2 3	Whiting, Paris Eng. cliff	②	1 40
Quinia, S. German.	25	30	Tamarinds	8	10	Universal Prepared.	1 00	1 15
Quinia, N.Y.	29	34	Terethont Venice.	2	30			
Rubia Tinctorum	12	14	Theobroma.	4	45			
Saccharum Lactis pv ..	24	26	Vanilla	9	00			
Salacin.	3	00	Zinci Sulph.	7	00			
Sanguis Draconis.	40	50						
Sapo. W.	12	14						
Sapo. M.	10	12						
Sapo. G.	②	15						
Siedltz Mixture.	20	②						

Whale, winter.	70	70
Lard, extra.	40	45
Lard, No. 1.	35	40

Oils

BBL. GAL.

Linseed, pure raw	32	35
Linseed, boiled	34	37
Neatsfoot, winter str	65	70
Spirits Turpentine.	34	39

Paints

BBL.	LB.
Red Venetian.	1½ 2 8
Ochre, yellow Mars.	1½ 2 4
Ochre, yellow Ber.	1½ 2 3
Putty, commercial.	2½ 2½ 2 3
Putty, strictly pure.	2½ 2½ 2 3
Vermilion, Prime American.	13 15
Vermilion, English.	70 75
Green. Pennsular.	15 24
Lead, Red	5½ 5½
Lead, white	5½ 5½
Whiting, white Span	② 70
Whiting, gliders	② 90
White, Paris Amer.	② 1 00
Whiting, Paris Eng. cliff	② 1 40
Universal Prepared.	1 00 1 15

Varnishes

No. 1 Turp Coach.	1 10	1 20
Extra Turp.	1 60	1 70
Coach Body.	2 75	3 00
No. 1 Turp Furn.	1 00	1 10
Extra Turk Damar.	1 55	1 60
Jap. Dryer, No. 1 Turp	70	75

Hazeltine & Perkins Drug Co.

Importers and Jobbers of

DRUGS

Patent Medicines Chemicals and Dealers in

PAINTS, OILS AND VARNISHES

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Send a trial order.

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Grand Rapids.

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 5 50 Frazer's.....75 9 00 IXL Golden, tin boxes 75 9 00 Mica.....70 8 00 Paragon.....55 6 00	CLOTHES LINES. Cotton, 40 ft. per doz.....1 00 Cotton, 50 ft. per doz.....1 20 Cotton, 60 ft. per doz.....1 40 Cotton, 70 ft. per doz.....1 60 Cotton, 80 ft. per doz.....1 80 Jute, 60 ft. per doz.....1 80 Jute, 72 ft. per doz.....95	COUPON BOOKS.   Trademan Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Economic Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00  Universal Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Superior Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1,000 books.....17 50 Credit Checks. 500, any one denom'n.....3 00 1,000, any one denom'n.....5 00 2,000, any one denom'n.....8 00 Steel punch.....75	FARINACEOUS GOODS. Biscuitine. 3 doz. in case, per doz.....1 00 Farina. Bulk.....3 Grits. Walsh-DeRoo Co.'s.....2 00 Hominy. Barrels.....3 25 Flake, 50 lb. drums.....1 50 Lima Beans. Dried.....4 Maccaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley. Common.....1 1/2 Chester.....2 Empire.....2 1/2 Peas. Green, bu.....90 Split, per lb.....2 1/2 Rolled Oats. Rolled Avena, bbl.....4 00 Monarch, bbl.....3 75 Monarch, 1/2 bbl.....2 00 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	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 Vanilla. doz.....20 2 oz.....1 20 4 oz.....2 40 XX Grade Lemon. 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla. 2 oz.....1 75 4 oz.....3 50	New Orleans. Fair.....18 Good.....22 Extra good.....24 Choice.....27 Fancy.....30 Half-barrels 3c extra. PICKLES. Medium. Barrels, 1,200 count.....3 50 Half bbls, 600 count.....2 25 Small. Barrels, 2,400 count.....4 50 Half bbls, 1,200 count.....2 75 PIPES. Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....1 POTASH. 48 cans in case. Babbitt's.....4 00 Penna Salt Co.'s.....3 00 RICE. Domestic. Carolina head.....6 1/4 Carolina No. 1.....5 Carolina No. 2.....4 1/2 Broken.....3 Imported. Japan, No. 1.....5 Japan, No. 2.....4 1/2 Java, No. 1.....4 1/2 Java, No. 2.....4 1/2 Patna.....4
BAKING POWDER. Absolute. 1/4 lb cans doz.....45 1 lb cans doz.....85 Acme. 1/4 lb cans 3 doz.....45 1/4 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 Bulk.....10 Dwight's. 1 lb cans per doz.....1 50 JaXon. 1/4 lb cans 4 doz case.....45 1/4 lb cans 4 doz case.....85 1 lb cans 2 doz case.....1 60 Home. 1/4 lb cans 4 doz case.....35 1/4 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90 Our Leader. 1/4 lb cans.....45 1 lb cans.....75 1 lb cans.....1 50	COCOA SHELLS. 20 lb bags.....2 1/4 Less quantity.....3 Pound packages.....4 CREAM TARTAR. Strictly Pure, wooden boxes. 35 Strictly Pure, tin boxes.....37 Tartarine.....25 COFFEE. Green. Rio. Fair.....17 Good.....18 Prime.....19 Golden.....20 Peaberry.....22 Santos. Fair.....19 Good.....20 Prime.....22 Peaberry.....23 Mexican and Guatemala. Fair.....21 Good.....22 Prime.....24 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 80 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 foil 1/4 gross.....85 Hummel's tin 1/4 gross.....1 43	CONDENSED MILK. 4 doz. in case.  N. Y. Condensed Milk Co.'s brand Gall Borden Eagle.....7 40 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Dime.....3 35  Peerless evaporated cream. 5 75	Fish. Cod. Georges cured.....@ 3 1/2 Georges genuine.....@ 4 1/2 Georges selected.....@ 5 Strips or bricks.....5 @ 8 Halibut. Chunks..... Strips..... Herring. Holland white hoops keg.....8 00 Holland white hoops bbl.....8 00 Norwegian.....2 30 Round 100 lbs.....2 30 Round 40 lbs.....1 10 Scaled.....11 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 Stockfish. No. 1, 100 lb. bales.....10 1/2 No. 2, 100 lb. bales.....8 1/2 Traut. 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 40 lbs.....2 80 10 lbs.....2 60 8 lbs.....67 61 31	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	SALERATUS. Packed 60 lbs. in box. Church's.....3 30 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 00 SAL SODA. Granulated, bbls.....1 10 Granulated, 100 lb cases.....1 50 Lump, bbls.....1 Lump, 145 lb kegs.....1 10 SEEDS. Anise.....13 Canary, Smyrna.....6 Caraway.....10 Cardamon, Malabar.....80 Hemp, Russian.....4 Mixed Bird.....4 1/2 Mustard, white.....6 1/2 Poppy.....8 Rape.....4 Cuttle Bone.....20 SNUFF. Scotch, in bladders.....37 Maccaboy, in jars.....35 French Rappee, in jars.....43 SVRUPS. Corn. Barrels.....15 Half bbls.....17 Pure Cane. Fair.....16 Good.....20 Choice.....25
BATH BRICK. American.....70 English.....80 BLUING.  1 doz. Counter Boxes.....40 12 doz. Cases, per gro.....4 50 BROOMS. No. 1 Carpet.....2 00 No. 2 Carpet.....1 65 No. 3 Carpet.....1 50 No. 4 Carpet.....1 20 Parlor Gem.....2 00 Common Whisk.....85 Fancy Whisk.....1 00 Warehouse.....2 25 CANDLES. Hotel 40 lb boxes.....9 1/2 Star 40 lb boxes.....8 1/2 Paraffine.....9	CANNED GOODS. Planitowoc Peas. Lakeside Marrowfat.....1 00 Lakeside E. J.....1 30 Lakeside, Cham. of Eng.....1 40 Lakeside, Gem, Ex. Sifted.....1 65 CATSUP. Columbia, pints.....4 25 Columbia, 1/2 pints.....2 50 CHEESE. Acme.....9 @ 9 1/2 Amboy.....@ 9 1/2 Byron.....@ 9 Carson City.....@ 9 Elsie.....@ 9 1/2 Gold Medal.....8 1/2 Ideal.....@ 10 Jersey.....@ 9 Lenawee.....@ 9 Riverside.....9 @ 9 1/2 Sparta.....@ 9 1/2 Oakland County.....9 @ 9 Brick.....@ 9 Edam.....@ 7 1/2 Leiden.....@ 19 Limburger.....@ 15 Pineapple.....60 @ 95 Sap Sago.....@ 20 Chicory. Bulk.....5 Red.....7	DRIED FRUITS-DOMESTIC Apples. Sundried.....@ 3 1/2 Evaporated 50 lb boxes.....@ 4 1/2 California Fruits. Apricots.....9 Blackberries.....5 1/2 @ Nectarines.....5 1/2 @ Peaches.....5 @ 14 Pears.....8 1/2 @ Pitted Cherries..... Prunelles..... Raspberries..... California Prunes. 100-120 25 lb boxes.....@ 80-100 25 lb boxes.....@ 60-80 25 lb boxes.....@ 40-60 25 lb boxes.....@ 30-40 25 lb boxes.....@ 1/2 cent less in bags Raisins. London Layers.....1 35 Loose Muscatels 2 Crown.....5 Loose Muscatels 3 Crown.....5 1/2 Loose Muscatels 4 Crown.....6 FOREIGN. Currents. Patras bbls.....@ 5 Vostizas 50 lb cases.....@ 5 1/2 Cleaned, bulk.....@ 5 1/2 Cleaned, packages.....@ 6 1/2 Peel. Citron Leghorn 25 lb bx @ 13 Lemon Leghorn 25 lb bx @ 11 Orange Leghorn 25 lb bx @ 12 Raisins. Ondura 29 lb boxes.....@ Sultana 1 Crown.....@ 6 1/2 Sultana 5 Crown.....@ 8 Valencia 30 lb boxes.....@ EGG PRESERVER. Knox's, small size.....4 80 Knox's, large size.....9 00	FLAVORING EXTRACTS. Jennings'. D. C. Vanilla.....2 00 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 00 2 oz.....75 3 oz.....1 00 4 oz.....1 40 6 oz.....2 00 No. 8.....2 40 No. 10.....4 00 No. 2 T. 80 No. 3 T. 1 35 No. 4 T. 1 50	HERBS. Sage.....15 Hops.....15 INDIGO. Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50 JELLY. 15 lb pails.....33 17 lb pails.....43 30 lb pails.....65 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 LICORICE. Pure.....30 Calabria.....25 Sicily.....14 Root.....10 MINCE MEAT. Ideal, 3 doz. in case.....2 25	SPICES. Whole Sifted. Allspice.....9 1/2 Cassia, China in mats.....10 Cassia, Batavia in bund.....15 Cassia, Saigon in rolls.....32 Cloves, Amboyna.....15 Cloves, Zanzibar.....10 Mace, Batavia.....70 Mustard, Eng. and Trieste.....20 Mustard, Trieste.....25 Nutmegs.....40 @ 60 Pepper, Singapore, black.....12 @ 15 Pepper, Singapore, white.....15 @ 20 Pepper, Cayenne.....17 @ 20 Sage.....18 "Absolute" in 1/2 lb. Packages. Allspice.....65 Cassia.....75 Cinnamon.....75 Cloves.....70 Ginger, Cochin.....70 Mace.....2 10 Mustard.....75 Nutmegs.....2 10 Pepper, cayenne.....2 10 Pepper, white.....75 Pepper, black shot.....60 Saigon.....1 50 "Absolute" Butchers' Spices. Wiener and Frankfurter.....16 Pork Sausage.....16 Bologna and Smoked S'ge.....16 Liver S'ge and H'd Cheese.....16

SALT.

Diamond Crystal.

Cases, 24 3-lb boxes.....	1 60
Barrels, 10 3-lb bags.....	2 75
Barrels, 40 7-lb bags.....	2 50
Butter, 56 lb bags.....	45
Butter, 20 14 lb bags.....	3 00
Butter, 280 lb bbls.....	2 50

Common Grades.

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

Worcester.

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

Warsaw.

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

Ashton.

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

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

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

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

SODA.

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

STARCH.

Diamond.

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

Kingsford's Corn.

20 1-lb packages.....	6 1/2
40 1-lb packages.....	6 1/2

Kingsford's Silver Gloss.

40 1-lb packages.....	6 1/2
6-lb boxes.....	7

Common Corn.

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

Common Gloss.

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

SOAP.

Laundry.

Gowans & Sons' Brands.

Crow.....	3 10
German Family.....	2 15
American Grocer 100s.....	3 30
American Grocer 60s.....	2 75
Mystic White.....	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 80
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.	
Acme.....	2 85
Cotton Oil.....	5 75
Marselles.....	4 00
Master.....	3 70

Henry Passolt's brand.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Allen B. Wrisley's brands.

Old Country, 80 1-lb. bars.....	3 00
Good Cheer, 60 1-lb. bars.....	3 00
Uno, 100 1/2-lb. bars.....	2 80
Well, 100 1/2-lb. 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 75
Dominio.....	4 62
Cubes.....	4 37
Powdered.....	4 37
XXXX Powdered.....	4 50
Mould A.....	4 37
Granulated in bags.....	4 12
Fine Granulated.....	4 12
Extra Fine Granulated.....	4 25
Extra Coarse Granulated.....	4 25
Diamond Confection A.....	4 12
Confection Standard A.....	4 00
No. 1.....	3 87
No. 2.....	3 87
No. 3.....	3 87
No. 4.....	3 81
No. 5.....	3 75
No. 6.....	3 62
No. 7.....	3 56
No. 8.....	3 50
No. 9.....	3 44
No. 10.....	3 37
No. 11.....	3 31
No. 12.....	3 25
No. 13.....	3 18
No. 14.....	3 12
No. 15.....	3 00

TABLE SAUCES.

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

TOBACCO.

Cigars.

G. J. Johnson's brand

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

VINEGAR.

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

WICKING.

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

Fruits.

Oranges.

Fancy Seedlings.....	
Mexicans 1-0-178-200.....	@3 75
Jamaicas bbls.....	@6 00

Lemons.

Strictly choice 300s.....	@3 25
Strictly choice 300s.....	@3 75
Fancy 300s.....	@3 75
Fancy 300s.....	@4 00

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, Choice Layers.....	@
Figs, New Smyrna.....	@14
Figs, Natural in bags.....	@5
Dates, Fards in 10 lb boxes.....	@7
Dates, Fards in 60 lb cases.....	@6
Mexicans, Persians, G.....	@5
M. K., 60 lb cases.....	@5
Dates, Sairs 60 lb cases.....	@

Candies.

Stick Candy.

Standard.....	5 1/2 @ 7
Standard H. H.....	5 1/2 @ 7
Standard Twist.....	6 @ 7
Cut Leaf.....	7 1/2 @ 8 1/2

Mixed Candv.

Competiti.....	@6
Standard.....	@6 1/2
Leader.....	@7
Conserv.....	@7
Royal.....	@7 1/2
Ribbon.....	@8
Broken.....	@8
Cut Leaf.....	@8
English Rock.....	@8
Kinders rten.....	@8
French Cream.....	@9
Handy Pan.....	@10
Valley Cream.....	@13

Fancy In Bulk.

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

Lemon In 5 lb. Boxes.

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

Caramels.

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

Fresh Meats.

Beef.

Carcass.....	5 @ 7
Fore quarters.....	4 @ 6
Hind quarters.....	6 @ 7 1/2
Loins No. 3.....	9 @12
Ribs.....	7 @ 9
Rounds.....	5 1/2 @ 6 1/2
Chucks.....	4 1/2 @ 5 1/2
Plates.....	@4

Pork.

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

Mutton.

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

Veal.

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

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

Butter.

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

Soda.

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

Oyster.

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

SWEET GOODS—Boxes.

Animals.....	10 1/2
Bent's Cold Water.....	12
Belle Rose.....	8
Cocoanut Taffy.....	8
Coffee Cakes.....	8
Frosted Honey.....	11
Graham Crackers.....	8
Ginger Snaps, XXX round.....	6 1/2
Ginger Snaps, XXX city.....	6 1/2
Gin. Snaps, XXX home made.....	6 1/2
Gin. Snaps, XXX scallped.....	6 1/2
Ginger Vanilla.....	8
Imperial.....	8
Jumbles, Honey.....	11
Molasses Cakes.....	8
Marshmallow.....	15
Marshmallow Creams.....	16
Pretzels, hand made.....	8 1/2
Pretzettes, Little German.....	8 1/2
Sugar Cake.....	12
Sultanas.....	12
Sears' Lunch.....	7 1/2
Sears' Zephyrette.....	10
Vanilla Square.....	8
Vanilla Wafers.....	14
Pecan Wafers.....	15 1/2
Fruit Coffee.....	10
Mixed Picnic.....	10 1/2
Cream Jumbles.....	11
Boston Ginger Nuts.....	8
Chimmie Fadden.....	10
Pineapple Glace.....	15 1/2

Grains and Feedstuffs

Wheat.

Wheat.....	66
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Winter Wheat Flour.

Local Brands.....	
Patents.....	4 25
Second Patent.....	3 75
Straight.....	3 55
Clear.....	3 15
Graham.....	3 35
Buckwheat.....	3 75
Rye.....	2 65

Subject to usual cash discount.

Flour in bbls., 25c per bbl. additional.

Worden Grocer Co.'s Brand.

Quaker, 1/2s.....	3 60
Quaker, 1/4s.....	3 60
Quaker, 1/8s.....	3 60

Spring Wheat Flour.

Olney & Judson's Brand.

Ceresota, 1/2s.....	4 45
Ceresota, 1/4s.....	4 35
Ceresota, 1/8s.....	4 30

Ball-Barnhart-Putman's Brand.

Grand Republic, 1/2s.....	4 45
Grand Republic, 1/4s.....	4 35
Grand Republic, 1/8s.....	4 30

Worden Grocer Co.'s Brand.

Laurel, 1/2s.....

The Hardware Market.

The general trade features at this time continue to show increasing confidence, which gives a better tone to the market but does not have the effect of stimulating trade that we might expect, and the policy which has been prevailing in the past, with both the retailer and jobber, of buying only as their wants compelled them to, is still prevalent, and it is not expected that any change will take place with them until after election excitement is over. The result of this conservative buying on the part of the retailer and jobber has resulted in small stocks in all branches of trade and, when the revival does start in, there no doubt will be some delay in getting goods as fast as wanted. Some lines in which there has been a good deal of competition are unquestionably too low, so far as the manufacturers' profit is concerned, and probably would be a safe purchase, with more likelihood of an advance than a decline. There is a much more hopeful feeling prevailing among the trade, in anticipation of good business after the pending questions are rightly settled.

Wire Nails—The wire nail market continues in about the same condition as last week, and we are glad to say, at the present time, that the Western jobbers who had been dissatisfied with the Association's terms and were cutting and demoralizing prices have seen the error of their ways and have advanced prices to the Association basis. It is now hoped and believed that there will be no further cutting and that quotations will be held firm in all jobbing centers until it is decided by the Nail Association to make a general reduction all along the line. It is the opinion that this reduction will come by January 1 and possibly a month earlier. Quotations remain as last week—\$2.85 from stock and \$2.65 from mill.

Barbed Wire—There is very little doing in barbed wire. The tone of the market is not over strong, notwithstanding which, the demand being of such a limited nature, there is no incentive to cut price in the hope of inducing orders, as it would be impossible to get any one to buy what they did not need. Quotations remain as per last week's market report.

Cordage—The advance in cordage, as spoken of in our report of a week or two ago, is still held firmly, and a further advance of a quarter cent per pound has taken place. It is claimed by the cordage men that, owing to the price of raw material, prices are bound to go higher.

Stone Hammers, Sledges, Etc.—An advance by the manufacturers on this line has been made, which averages about 15 per cent.

Glass—No agreement has yet been reached between the manufacturers and their employes, and there is no indication of any early resumption of the factories. We have no change to note in prices.

Skates—The advance from 2 to 5 cents per pair on skates has evidently come to stay, as all of the manufacturers seem to be of one mind on the subject. Jobbers have fallen in line and made the advance general on the patterns which they handle. This brings the cheap skates at 25c per pair.

"Lame Ducks" and "Bad Eggs."
Traveler in Hide and Leather.

Business is more or less a barnyard. All kinds of animals in it. Foxes, wolves, hawks, tigers, opossums, prairie dogs, and lame ducks. Also, superior

things. The lame ducks deserve attention. Were not always crippled. If honest, should be helped kindly. Some creditors, however, are too selfishly kind. They incline to allow competitors to believe the bird is well, hoping thereby to get their dues from the undesirable customer, and then abandon him.

A reporter for a mercantile agency told me last week that a certain manufacturer refused to give a statement of his financial condition. The reporter applied elsewhere. I saw him whispering to a leather merchant. There was a lame duck somewhere. The merchant afterwards talked with me. "The party in question," said he, "is in hard luck, but has been fair and candid with us. Ratings or reports are overvalued. A glib man can, and often does, fool reporters. Fairy tales followed by a failure have been blamed to an alleged careless book-keeper. You can get some idea of a man's assets, but his full liabilities are easily hidden. A man's character is the chief guide to trusting him."

This hits the mark. But you say: Good men, honest fellows, workers with wire nerves, fail! Of course they do. Nothing is certain but death, taxes, and requests to advertise or subscribe. But what of it? Perspiration is part of the primeval curse. A leg or \$1,000 is liable to be lost by any one in business. It is a penalty of the fight for existence.

Most of us are liable to go lame when least expected. And the forbearance we hope for should not be withheld towards others. But "lame ducks" make a fatal error by forgetting that creditors are human and hungry. Ignoring bills, letting drafts go to protest, and acting with indifference are bad business manners. Men with power over others should not be inclined to use that power. Many careful and exacting creditors are to-day taking care of slow customers, largely because the debtors very prudently prevented any suspicion that they were riding for a fall.

Misfortune is a common heritage. Noble and honorable men are often victims of circumstances. The man who can't pay his way, but wobbles along entirely neglectful of just claims against him, commits the mistake of his life in assuming such dangerous indifference.

From "lame ducks" to "bad eggs." This is another story. "Bad eggs" in business should be smashed wherever found. Persons swindled by thieves, no matter how well dressed, should advertise their undoing. It would check the evil. There is room for an Anti-bad-egg Association in the wholesale shoe and leather trade. It would be an excellent idea if there were headquarters, with a black-list, to which malodorous names and addresses were forwarded from time to time. Commerce and industry are conducted so largely on mutual confidence and honor that it is not impossible for renegades and traitors to get fat, for a period, in nefarious ways.

Fortunately, credit is less easily obtainable than it was. Merchants and manufacturers are less gullible. No bones is made of asking for references, and then making strict inquiry about the character and responsibility of new customers. Good salesmen possess much of the detective instinct. They soon smell "bad eggs." It is the duty of those who fall foul of the highwaymen of business to spare neither time nor money in bringing them to justice and bounding them to the bitter end.

I would suggest that "bad-egg" experiences be sent to the trade papers. Not always necessary to mention names, but the exposure of a new roguery or method of cheating, etc., might put merchants and manufacturers on guard.

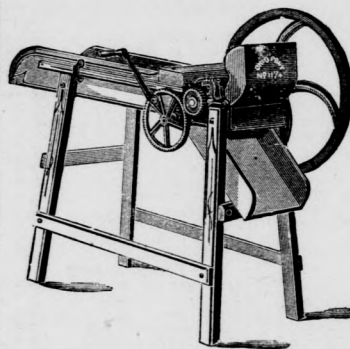
Every Merchant

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

TRADESMAN COMPANY, Grand Rapids

A large number of hardware dealers handle

THE OHIO LINE FEED CUTTERS



OHIO PONY CUTTER

Fig. 783. No. 11 1/4.

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

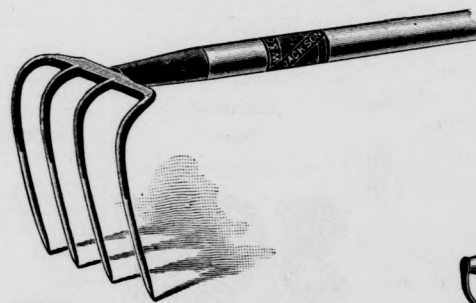
This cutter is for hand use only, and is a strong, light-running machine. It is adapted to cutting Hay, Straw and Corn-fodder, and is suitable for parties keeping from one to four or five animals.

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 11 1/4 inch knife, and by very simple changes makes four lengths of cut.

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

ADAMS & HART, General Agents, Grand Rapids.

HEADQUARTERS FOR POTATO TOOLS



POTATO DIGGING FORKS.
POTATO SHOVELS.
POTATO FORKS.

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

Importance of the Metric Question.

Written for the TRADESMAN.

England and the United States have long arrogated to themselves a position of leadership of the world in most that is progressive in enterprise, and there is foundation for the claim that the coming language for universal man is to be the English tongue. This leadership has been possible on account of an unflinching confidence in the superior intelligence of the English race, which has carried undertakings of conquest, by sword and by trade, into all quarters of the globe, to successful issue. The value of this confidence, this supreme self-sufficiency, is unquestionably great; but there may be a degree of confidence which is not entirely progressive in that an unquestioning faith in the correctness of one's own way of doing things may be an obstacle to changes affecting traditional methods. An instance illustrating this proposition may be found in the persistence with which these nations cling to the illogical, absurd but traditional methods of weighing and measuring.

The English systems (?) of weights and measures are the inheritance of a far distant past. The task of finding the origin of the independent nomenclatures and divisions—not only a different kind for money, for weighing and for measuring, but different for many things to be weighed or measured—among the traditions and records of almost savage tribes in England and the various homes of the Normans is a task too great for the ordinary student, even if any useful purpose would be served by the investigation. It is, perhaps, enough to say that, as civilization advanced and the ownership of property became a subject requiring definition, either accident or independent design invented a method for each kind of property in question. Thus there was devised a measure for land, another for grain, still another for wine and another for beer, another for tea and coffee and another for drugs, etc., etc. The result of these independent inventions made necessary by the defining of ownership in the advance into civilization is the curious hodgepodge familiar, by inheritance and education, to the English-speaking races, but Greek to everyone else. That these methods of defining property should be in vogue in the present stage of English civilization is an anomaly which can only be explained on the theory that self-sufficiency and regard for tradition are too strong to succumb to the ordinary influences of modern progress. But there are, finally, elements coming into the problem which bid fair, eventually, to overcome this egotistic conservatism. When the fact becomes sufficiently patent that trade supremacy is threatened by this idiotic adherence to old methods which the newer civilizations in other lands have not the patience to learn, they will be quickly cast aside.

The question of the adoption of the Metric System has recently received new impetus in Great Britain. The hindrance to trade occasioned by the old methods is being made manifest by consular reports and otherwise until the movement for reform is assuming considerable magnitude. Perhaps the most potent impetus is that given by the encroachments of Germany into the fields of trade long monopolized by England.

German method and practicality bid fair to enforce some useful lessons on the minds of the self-styled leading nations. In her own quiet, careful way she has long been preparing to enter

the competition with England for supremacy in manufacture and trade. Preparation has been made in the most thorough manner and every means tending to that result has been thoroughly canvassed, and, if found desirable, has been adopted regardless of the traditional ways. It did not take German practicality long to decide that the adoption of the Metric System was essential to free access to the markets she was seeking, and its prompt and full adoption was the result.

It transpires that, in the revival of trade following the depression of the past five years, Germany has come to the front in a manner which begins to alarm "the mistress of the seas," and the latter is looking about to see if she can discover by what means her unexpected competitor is able to take such advantage. She is coming to learn that one means, as intimated, is that Germany is offering her goods in a language the world can understand. There is little question that she will take prompt and effective measures to remedy the situation, as far as possible, by the adoption of the same system.

It is a curious fact that not only has the United States adopted the absurdities of the English "systems," excepting money, but has added many more elements of incongruity and confusion by the variations introduced in different localities and by the enactments of many state legislatures. Thus the inheritance of absurdity from England has become "confusion worse confounded" until the American methods are the laughing stock of the world; and they would prove, and are proving, an effectual hindrance to the introduction of American products into the Metric-using nations.

The matter of the adoption of this system has been before the American people more or less prominently for many years. During the last session of Congress there was a bill providing for its immediate authorization and eventual adoption, which seemed likely at one time to receive favorable consideration. But in a body like the American Congress such causes are liable to many dangers. A "self-made" member from one of the Southern States found in this bill his opportunity to distinguish himself in a speech, by attacking it with the weapons of ignorance—sarcasm and ridicule. It is not probable that he really had anything against the movement, except that it was something, as he stated, that he did not understand; but his speech sounded the death-knell of the bill for that session, no member having the courage to allude to it favorably thereafter.

But the season of legislatures is again approaching. Nominations and elections are now progressing and the subject should again be made prominent. The press, especially the trade press, should take it up and, by making its importance prominent, educate the people until it assumes a position where it will not be so susceptible to the shafts of ridicule. The impetus recently given to the export trade of this country gives encouragement that access may yet be obtained to the markets so long monopolized by England, and now disputed by Germany. Certainly, we cannot afford to give England the advantage she would have in the first adoption of the Metric System—it is bad enough that we have let Germany get ahead of us.

That it was defeated by ignorance in the last Congress suggests that education should be the weapon to use in the contest for its adoption. Its need in our intercourse with other nations must be made apparent, as well as the narrower advantage of its better adaptation to domestic trade. To accomplish results there must be spontaneous effort, and, if necessary, memorials must be laid before the legislatures urging the importance of early and prompt action.

W. N. F.

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. Steel.....	5 50
First Quality, D. B. Steel.....	10 50

BARROWS

Railroad.....	\$12 00 14 00
Garden.....	net 30 00

BOLTS

Stove.....	60
Carriage new list.....	65 to 65-10
Flow.....	40&10

BUCKETS

Well, plain.....	\$ 3 25
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BUTTS, CAST

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

BLOCKS

Ordinary Tackle.....	70
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CROW BARS

Cast Steel.....	per lb 4
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CAPS

Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60

CARTRIDGES

Rim Fire.....	50& 5
Central Fire.....	25& 5

CHISELS

Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80

DRILLS

Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5

ELBOWS

Com. 4 piece, 6 in.....	doz. net 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
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KNOBS—New List

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

MATTOCKS

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

MILLS

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

MOLASSES GATES

Stebbin's Pattern.....	60&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
Fine 3.....	1 60
Case 10.....	65
Case 8.....	75
Case 6.....	90
Finish 10.....	75
Finish 8.....	90
Finish 6.....	10
Clinch 10.....	10
Clinch 8.....	80
Clinch 6.....	90
Barrel 7/8.....	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 Burs.....	60

PATENT PLANISHED IRON

"A" Wood's patent planished, Nos. 24 to 27 10 20
"B" Wood's patent planished, Nos. 25 to 27 9 20
Broken packages 1/4c per pound extra.

HAMMERS

Maydole & Co.'s, new list.....	dis 33 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 40&10	

HOUSE FURNISHING GOODS

Stamped Tin Ware.....	new list 75&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10

HOLLOW WARE

Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10

HINGES

Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50

WIRE GOODS

Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80

LEVELS

Stanley Rule and Level Co.'s.....	dis 70
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ROPES

Sisal, 1/4 inch and larger.....	5
Manilla.....	8 1/2

SQUARES

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

SHEET IRON

Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	\$3 30 \$2 40
Nos. 18 to 21.....	3 30 2 40
Nos. 22 to 24.....	3 45 2 60
Nos. 25 to 26.....	3 55 2 70
No. 27.....	3 70 2 80
No. 28.....	3 80 2 90
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	

SAND PAPER

List acct. 19, '86.....	dis 50
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SASH WEIGHTS

Solid Eyes.....	per ton 20 00
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TRAPS

Steel, Game.....	60&10
Oneida Community, Newhouse's.....	60
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, nickelled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80

MISCELLANEOUS

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

METALS—Zinc

600 pound casks.....	6 1/4
Per pound.....	6 1/4

SOLDER

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

TIN—Melyn Grade

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

TIN—Allaway Grade

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

ROOFING PLATES

14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00

BOILER SIZE TIN PLATE

14x56 IX, for No. 8 Boilers, } per pound... 9	
14x56 IX, for No. 9 Boilers, }	

Office Stationery

LETTER, NOTE AND BILL HEADS

STATEMENTS, TRADESMAN
ENVELOPES, COMPANY,
COUNTER BILLS. GRAND RAPIDS.

OTTO C. J. BERNTHAL

JOHN T. F. HORNBERG

New York Electro Plating & Mfg Co.

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

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

Citizens Phone, 1517.
GRAND RAPIDS, MICH.

AMERICAN BANDITTI.

The robbery of the bank of Sherburne, Minn., with the murder of the two men who happened to be in the building, attracts attention from the circumstance that the murders were committed in the most wanton manner—it was a little less trouble and risk to shoot the men than to keep them "covered" until they could get away with the plunder in the conventional style. It is fair to presume that the new departure in the manner of conducting such enterprises will find many imitators, as the variations in the mode of procedure in this class of crimes usually do, and that it will become the custom to kill all who may be in the way rather than take the trouble to keep up their hands.

The operations of American banditti have developed distinctive characteristics in robbery—have evolved what may be called a new science embracing three distinct types, varying as to the objects of attack: the railway trains, the country banks and the offices of city stores. The Old World bandits long laid wait for the chance traveler, the "diligence" or stagecoach, or made their descents on such defenseless noblemen or men of wealth as they had opportunity of surprising. In the early days in this country, particularly in the West, the stagecoach banditti became quite common; but they were eventually superseded by the more enterprising assailants of the express messenger on defenseless railways.

All of these typical kinds of robbery in vogue here are quite new. It is not many years since the country was horrified by the news of the stopping of a railway train by robbers somewhere in the wild Southwest, which act startled the country by its temerity—the unheard-of bravado of stopping a train and plundering it—and was heralded in flaring head-lines and created a tremendous sensation. But this was only the invention of a new kind of robbery, which immediately became popular, and it was not long before the announcement of such incidents was glanced over with little more of interest than attached to an account of a fire or the result of a distant ball game. The style of robbery thus inaugurated has had, and is still having, a great run. It is not superseded by other styles, but keeps right along with them with undiminished popularity.

Not far from the same time the practice of bank robbery was inaugurated by the notorious Jesse James and his colleagues, the Younger brothers. Many remember the excitement caused by that incident, the robbery of the bank of Northfield and the killing of the cashier, which occurred in the same neighborhood as the one referred to at the beginning of this article. This was a new invention and it quickly became common. The circumstance of killing the cashier was not so entirely wanton as in the recent instance. During the whole history of both train and bank robbery, the killing of those who might cause trouble has been common, but the murderers have generally thought that they had excuse in the danger incurred.

The last style of robbery to be invented was the attacking of the cashier's desk in city stores. The first incident of this kind occurred last winter in the robbing of the Golden Rule, a dry goods store in Chicago, which was accompanied by the murder of the proprietor. This also caused a decided

sensation, but the example was followed so frequently during the next few weeks that it soon became an old story. The custom has spread to other cities and it has taken its place with the other distinctively American types of robbery.

There has been a good deal of discussion as to means of defense against these banditti, but nothing effectual has ever yet been devised. The arming of train men and bank officials has been of little use, as the surprise is generally sufficient to prevent defense and the attempt results in murder. No substantial progress has yet been made in the way of active means. Probably the most effective defense that can be devised for all these modes of robbery is the removal of temptation by the discontinuance of the practice of carrying money in express cars and by lessening the amount kept in the banks of small towns and by care to keep the desks of retail stores well cleared out. The progress of the science of exchange is constantly lessening, relatively, the need of handling and transferring money; but there is much of it still done unnecessarily through carelessness. It ought not to be necessary for express companies to be constantly carrying large sums in every direction; exchange should effect most transfers, and when large ones are necessary they can be made, as now, with special means of defense.

Greater care should be exercised in stores and banks not to have large sums quickly accessible. More can be done in lessening such robberies in the direction of keeping cash, and the appearance of cash, out of the way than by any other method. As illustrating this, the Tradesman recalls an incident which occurred some years ago at the village of Cascade near this city. Driving up to the store of Geo. P. Stark & Son, there was noticed rather an unique carriage block in front of the residence of one of the proprietors, next door—a good sized handsome safe. In reply to the inquiry as to how it happened to be applied to such a use the explanation was made that, years ago, it was ruined by being blown open by burglars. Asked if they had another in its place, the answer given was an emphatic No. When that safe was robbed it contained nothing but valuable papers, such as notes, mortgages and other securities, entirely worthless to the robbers; but the loss of them gave serious trouble for years afterward. The safe was the occasion of the robbery and "we would not put in another if we had it as a gift." There is a suggestion in this incident that the surest defense is the having as little money on hand, and as little of the appearance of keeping it, as possible.

To Paradise and Back.

It is generally conceded by most people who have grown their wisdom teeth that Paradise is as yet an undiscovered country. It was never sighted by Captain Cook or Christopher Columbus, nor has any explorer in the higher or lower latitudes of this planet pitched his tent inside the Edenic fence. If there is any paradise at all in reach of telegrams or railway tickets, it is to be found under the hat of the socialistic or political visionary. Of private paradises of which one person carries the key, there are probably as many as of human noses in the world. We have our fads, ambitions, conceits and vanities, that are full of angels and glory, but, like the lurid terminus of a firefly,

they are only bright specks among the myrtles. It is said that some of the daughters of Eve can see an acre of paradise in the limits of a modern hat, a plate of ice cream, or an escort of mustachios and necktie. Aspirants for social distinctions see the promised land in a stone front on the boulevard, a new buggy, the chair at a banquet, and a eulogy in the country paper. The man who loves a greenback better than he does himself or his wife has a paradise in his eye, where apples are the secrets of happiness. Some see it in brandy and seltzer, some in pudding and chops, and others in a dicebox, a lottery, or a pack of cards. And so it goes from the bottom of the ladder to the top and from the top to the bottom, from dungaree to broadcloth, from the beggar to the prince, and from one extreme of conceits to another. As a rule, the discontented man is always scanning the horizon for the turrets and towers of the promised land. One finds his farm too wet or too dry, timber too hard for his axe, and flies too many for his comfort. He sells out, and seeks the country where the sun is never in the cooking business, and the north wind never blows, where life is a banquet and rheumatics never get inside a pair of socks. He hasn't located yet. Canaan is always in the next county. Another man, a mechanic or an artisan, finds his trade a monotony. If he becomes a haberdasher, a seller of bacon and coffee, an insurance agent, a justice of the peace or a carver of corns, he will find the happiness he has been missing all his life, and secure a place in the elevator that always goes up but never comes down. In many cases he may better his condition, but he finds out that a new cage cannot make a canary of a sparrow, and the usual attachments of barbed wire still cling to his person. He learns that, when a man has no paradise to take with him, he can never find it anywhere he goes.

In some of our social reforms we lay out many paradises that never get beyond the scenic artist, and never know the touch of shoe-leather. If this were done and the other undone, no face would be furrowed by the plow of care; no man would be on the top of the ladder and another at the bottom; the cream of life would not be in one spoon and the blue water left in another. Every home would have a piano, and every man a bank account. Lawyers would be off the list of citizens and police unknown. Human nature would be transformed, the leopard would change his spots, and the lion lay down with the lamb. Alas for the vision born in a nightcap! We may improve the conditions of life, sweep out some of its old cobwebs, and make it in a general way more desirable of continuance to its eightieth birthday. Sanitation may annihilate microbes and smother bacteria, or roads may be level as billiard tables, electricity may make noon of night, and the bicycle stampede the horse and the mule, but the devil in old Adam never dies, the man with a scheme will outwit his neighbors, and he with a hollow tooth will lose his temper and disturb the serenity of a three-story villa.

The political prophet engaged in paradisemaking finds the well of living water where Hagar can give Ishmael a drink, and at the sound of his horn the walls of Jericho fall into wheelbarrows. On the blackboard the chalk paradise has its fascinations. No idle man will need a bed in a corner, nor will he

ask for the dry section of a pie at a back door. No capitalist will squeeze the lemon of labor, nor will he oppress the man who digs coal, nor will he buy a sealskin for his daughter, nor a steam yacht for himself out of the labor of a starving seamstress. Prices, in spite of early frosts and overproduction, chinch bugs and spells of drought, will be stable as Gibraltar and steady as Jupiter. Wages will always go up and never come down. For such a golden apple the mouth waters, and men go from political meetings to bed wondering what fools their grandfathers were. Somehow or other the apple never ripens. The old law, that an equivalent of labor is needed for bacon, boots and cash, refuses to be annulled. Men still perspire at the woodpile and still have to hunt for three meals a day unless they earn them. Dollars refuse to come on the invitation of a postal card. Houses cannot be had for the asking, nor even a pair of socks without the cash. As it is it was, and as it was it ever will be, that every man must make his own paradise, and no man yet born of woman can make it for him. If this great verity were better understood there would be fewer trips made to an imaginary paradise and fewer long faces on the way back. FRED WOODROW.

WANTS COLUMN.

BUSINESS CHANCES.

FOR SALE—STOCK OF GENERAL MER-chandise—dry goods, groceries, boots and shoes and gentlemen's furnishing goods, in small town with very little competition, and splendid surrounding country; or will sell half interest to right man. Address No. 115, care Michigan Tradesman. 115

FOR SALE—IN ONE OF THE BEST LOCATIONS in Michigan, grocery stock involving from \$2,000 to \$25,000 including fixtures; mostly cash trade, averaging from \$2,000 to \$7,000 per year; book accounts, only \$500; rent, \$50 per month. Will sell at a sacrifice. Have been engaged in grocery business here for eight years and have cleared \$2,500 per year aside from all expenses. Reason for selling, other large business interests. Address No. 114, care Michigan Tradesman. 114

FOR SALE OR RENT—A FINE NEW GROCERY store, with dwelling attached for rooming and boarding students and others, in the best locality in city of Ann Arbor for doing an exclusive cash grocery business. Meat business may be combined; better than any other place in the State for that business. For terms address Hudson T. Morton, 45 South University Avenue. 111

FOR SALE—AT CONSTANTINE, MICHIGAN, clean, paying drug stock and fixtures, involving about \$1,800. Good location. John J. Prouffit, Assignee. 113

FOR SALE—IMPROVED 8-ACRE FARM IN Oceana county; or would exchange for merchandise. Address 380 Jefferson Avenue, Waukegon. 110

WANTED TO SELL—SMALL STOCK GROCERIES: best location in Muskegon for cash trade. Address 213 West Western Avenue, Muskegon. 109

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

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

MISCELLANEOUS.

WANTED—EMPLOYMENT OF ANY KIND except washing and heavy work too severe for my strength. Believe myself capable of taking a clerkship or position as cashier, billing clerk or assistant book-keeper. Pre-employment situation as companion to lady, but will take any honorable employment offered me. Address No. 114, care Michigan Tradesman. 116

WANTED—BAKER FOR GENERAL BAKING business. Address Lock Box 236, Eaton Rapids, Mich. 118

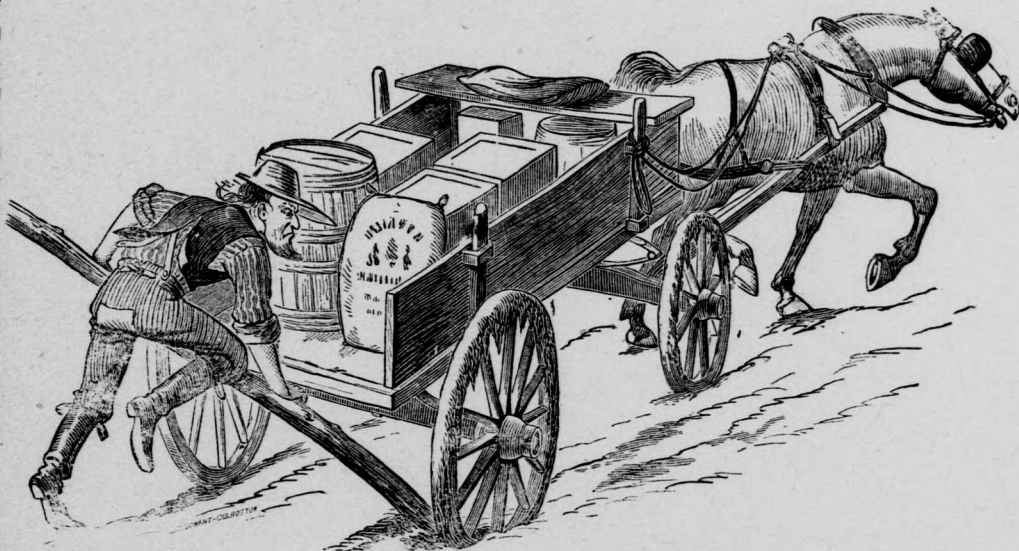
FOR EXCHANGE—TWO FINE IMPROVED farms for stock of merchandise; splendid location. Address No. 73, care Michigan Tradesman. 73

BUTTER, EGGS, POULTRY AND VEAL Shippers should write Coughle Brothers, 178 South Water Street, Chicago, for daily market reports. 96

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

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

Get Out of the Old Rut



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

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

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

TRADESMAN COMPANY,

GRAND RAPIDS, MICH.

Travelers' Time Tables.

CHICAGO and West Michigan R'y

Sept. 7, 1896

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
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 1:00p.m. and 9:50 p.m.
PARLOR AND SLEEPING CARS.
 Chicago. Parlor cars on afternoon trains and sleepers on night trains.
 North. Parlor car for Traverse City leaves Grand Rapids 7:30am.
 †Every day. Others week days only.

DETROIT, Lansing & Northern R. R.

June 28, 1896

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 4:30pm	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. 16	+No. 18
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. *1:30pm
 For G'd Haven and Intermediate Pts. *5:05pm
 For G'd Haven and Milwaukee. *10:05pm
 †Daily except Sunday. *Daily. Trains arrive from the east, 6:35a.m., 12:50p.m., 4:45p.m., 10:00p.m. Trains arrive from the west, 6:40a.m., 10:10a.m., 3:15p.m., 9:55p.m.
 Eastward—No. 14 has Wagner Parlor Buffet car. No. 8 Parlor car. No. 82 Wagner sleeper.
 Westward—No. 11 Parlor car. No. 15 Wagner Parlor Buffet car. No. 81 Wagner sleeper.
 JAS. CAMPBELL, City Pass. Agent.

GRAND Rapids & Indiana Railroad

Sept. 27, 1896.

Northern Div.		
	Leave	Arrive
Trav. C'y, Petoskey & Mack	7:45am	5:15pm
Trav. C'y, Petoskey & Mack	2:15pm	6:30am
Cadillac	5:25pm	11:10am
Train leaving at 7:45 a.m. has parlor car to Petoskey and Mackinaw.		
Train leaving at 2:15 p.m. has sleeping car to Petoskey and Mackinaw.		

Southern Div.		
	Leave	Arrive
Cincinnati	7:10am	8:25pm
Ft. Wayne	2:00pm	1:55pm
Cincinnati	7:00pm	7:25am
7:10a.m. train has parlor car to Cincinnati.		
7:00p.m. train has sleeping car to Cincinnati.		

Muskegon Trains.		
GOING WEST.		
Lv G'd Rapids	7:35am	1:00pm +5:40pm
Ar Muskegon	9:00am	2:10pm 7:05pm
GOING EAST.		
Lv Muskegon	7:10am	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.		

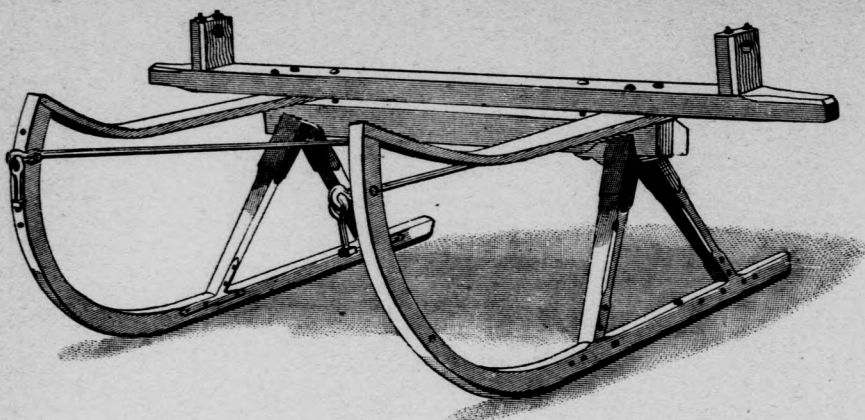
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 Save Losses
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TRADESMAN COUPONS



In Time of Peace Prepare for War

Winter is coming and sleighs will be needed.
We make a full line of

Patent Delivery and Pleasure Sleighs.

WRITE FOR PRICE LIST.

The Belknap Wagon Co.,

GRAND RAPIDS, MICH.

Our New Hub Runner.

AUSTRALIAN BALLOT.

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☐ NO.	
☐ YES.	Have you examined it and had its marvelous profit-saving system fully explained to you?
☐ NO.	
☐ YES.	Do you know that it required 2,890 years of improvement in weighing devices to produce that marvel of accuracy and rapidity, THE DAYTON COMPUTING SCALE SYSTEM?
☐ NO.	
☐ YES.	Would you like to investigate a system of measuring your profits that can be shown to your satisfaction to save and make you more than its cost every few months?
☐ NO.	

Name _____
City _____
State _____
Date _____
Business _____

Vote by placing an **X** in the proper circles, place business address in blank, cut this card out, then mail it to

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DAYTON, OHIO.

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