MICHIGAN TRADESMAN

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Volume XIV. GRAND RAPIDS, WEDNESDAY, OCTOBER 21, 1896. Number 683

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.

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 t e Valley City Milling Co.'s flours, and it gives me pleasure to say that I have always found them just as represented. They are flours that run very uniform, one barrel being as good as another in its grade. I can say that I consider them the best flours that are being sold in Skowhegan. I want another car load—the last one went quick.

C. W. DAY.

West Pownal, Me., June 20, 1896.

VALLEY CITY MILLING CO., Grand Rapids, Mich.

Gents:—We have been handling your different brands of flour for the last five years with the very best of results. We have never before handled a car of any other mill's make with as little trouble as we have had with all we have sold of the Valley City Milling Co.'s flours. We cannot get along without them now—our customers wi l have them.

Yours truly,
DOW & LIBBY.

Oakland, Me., June 4, 1896.

VALLEY CITY MILLING CO

Gentlemen:—We have sold your flours for the past four years, in several grades, and are glad to say that in all grades we have been more than pleased, and do not hes tate to say that we consider your goods superior to any we have handled. They suit the trade perfectly and are trade winners.

Yours truly,
BLAKE BROS.

TERSELY TOLD

Silver Leaf Flour

Manufactured by MUSKEGON MILLING CO., Muskegon, 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.

ONLY FRESH CRACKERS

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

CHRISTENSON BAKING CO.

GRAND RAPIDS, MICH.

TRY HANSELMAN'S

Fine Chocolates and Bon Bons

Goods which are sure to please. Once used always used. Sold by all dealers. Also fruits, nuts, etc.

HANSELMAN CANDY CO.,

KALAMAZOO, MICH.

LARGEST BROOM FACTORY

in Michigan is

CHAS. MANZELMANN'S, at Detroit.

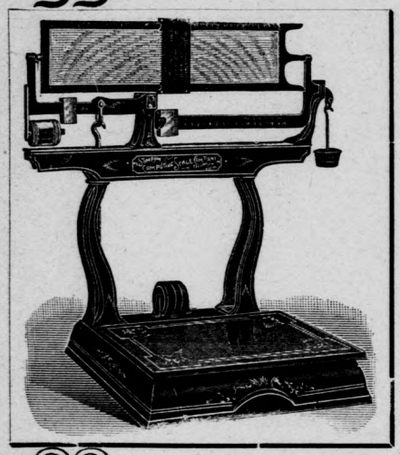
His variety of brooms and whisks commands attention.

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.

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.

Standard Oil Co.

DEALERS IN

Illuminating and Lubricating

OILS

Naptha and Gasolines

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

GRAND RAPIDS, MICH.

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

Highest Price paid for Empty Carbon and Gasoline Barrels

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.

Parisian Flour

Parisian Flour

Lemon & Wheeler Company,

SOLE AGENTS.

Parisian Flour

Parisian Flour

Weatherly & Pulte,

99 Pearl St.,
GRAND RAPIDS.

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

Pumps and Well Supplies.
Hot Air Furnaces.

Best equipped and largest concern in the State.

DON'T INVEST

a dollar in China Dolls or Holiday Goods without seeing our line. We have the best assortment in the State, at the lowest prices. Catalogue free.

FRANK B. TAYLOR & CO.,
JACKSON, 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.

NOT SCRUB BROOMS

but **carpet** brooms are what

A. W. SMITH, of Jackson,

has won his reputation on.

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.

MICHIGAN TRADESMAN

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3 Puzzles and "How to Make Money" sent for six 1 cent stamps, by CLASP CO., Buchanan, Mich.

CINSENG ROOT

Highest price paid by

Write us. **PECK BROS.**

NOTICE TO HOOPMAKERS

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

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

The Michigan Trust Co.,
Grand Rapids, Mich.
Acts as **Executor, Administrator, Guardian, Trustee.**

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

COLUMBIAN TRANSFER COMPANY

CARRIAGES, BAGGAGE AND FREIGHT WAGONS

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

Commercial Credit Co.,
(Limited)
ESTABLISHED 1886.
Reports and Collections.
411-412-413 Widdicomb Bldg, Grand Rapids.

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

Michael Kolb & Son,
Wholesale
Clothing Manufacturers,
ROCHESTER, N. Y.

Mail orders promptly attended to, or write our representative, **WILLIAM CONNOR**, of Marshall, Mich., to call upon you and you will see a replete line for all sizes and ages, or meet him at Sweet's Hotel, Grand Rapids, Thursday and Friday, October 22d and 23d.

The.....
PREFERRED BANKERS LIFE ASSURANCE COMPANY
.....of MICHIGAN

Incorporated by 100 Michigan Bankers. Pays all death claims promptly and in full. This Company sold Two and One-half Millions of Insurance in Michigan in 1895, and is being admitted into seven of the Northwestern States at this time. The most desirable plan before the people. Sound and Cheap.

Home office, **DETROIT, Michigan.**

Save Trouble
Save Losses
Save Dollars **Tradesman Coupons**

THE ADVANCE IN WHEAT.

One of the most interesting commercial developments of the past month or six weeks has been the very rapid advance in the price of wheat. From the lowest point ruling the past summer, the price of this most important of cereals has risen about 30 cents per bushel. What such an advance means to the consumers of bread at large, which includes the whole of the civilized world, and to the producers of wheat in this country in particular, is the theme now being generally discussed by business men.

As to the causes which led up to the advance the most important are connected with diminished wheat production in other countries. The sources from which Europe generally draws her supply of wheat have produced less than usual this season, and either have no surplus for export at all, or can spare but a portion of the amount usually available for shipment. As a result of this short supply elsewhere, Europe is compelled to look to the United States for a larger amount of wheat than she has taken in recent years.

Not only will the exporting countries have less wheat to spare than usual, but the importing countries have smaller crops than usual; hence they will have a greater deficit to make up from outside sources. The American crop will be anything but a large one; in fact, the yield promises to fall somewhat short of last year. Nevertheless, the American surplus will be the largest source of supply for Europe; hence it is not surprising that prices should have advanced very materially in our markets.

Quite recently another strong feature has been developed in the purchase of wheat in California for export to Australia and India. Those countries usually export wheat; but during the present season, instead of having a surplus for export, they are compelled to purchase wheat abroad. The India crop is an entire failure in many districts, and an actual famine is threatened in Northern India. The Indian government is alarmed over the situation, and the wheat already purchased in San Francisco is likely to be followed soon by other and larger purchases.

It will thus be seen that the advance has not been merely speculative, but is based upon solid facts of supply and demand. As a result of the adverse circumstances which have shortened the foreign supply of wheat, American farmers will profit largely. Their gain means a sympathetic improvement in all other farm products. Other foodstuffs will be improved in value by the higher cost of wheat and flour, and the producers of these foodstuffs, by receiving larger returns for their crops, will be enabled to purchase supplies of all sorts more freely and liquidate long-standing debts. The advance in wheat, therefore, means a generally better business in other lines of American industry and trade, a circumstance which is calculated to allay in some degree the discontent which prevailed but recently among the farmers.

Rapid Progress of Business Improvement.

Written for the TRADESMAN.

From week to week the reports as to improvement in financial and commercial conditions steadily increase the evidences of the early return of industrial prosperity. The accumulation of probable factors has become so great that even the incubus of the political campaign, with its uncertainties, has not been sufficient to prevent a positive advance in the price of many staples and commodities, as well as in the volume of business.

Probably the most potent single factor in improving the situation is the continued increase of exports with the relative diminution of imports. This has continued at an increasing ratio until the statistics for September show an increase of exports of over $26,500,000, as compared with the corresponding month last year, while the imports were less by $14,500,000 than for same time. This means, of course, a sufficient increase in the market for American products to materially affect the volume of business, and it also means a material effect on the balance of trade with foreign nations, which reflects greatly increased confidence in the situation here.

One of the results of the favorable foreign trade is the inflow of gold of the past six weeks. The condition of the Treasury reserve had been a source of uneasiness and distrust most of the time for several years, and repeated sales of bonds were necessary to relieve the apprehension. During the month of September the imports of gold amounted to $34,098,080, while for the corresponding month of last year the exports exceeded the imports by $16,674,609. At the beginning of the present month the action of the Bank of England in advancing the money rate operated to check the movement for a few days, but it was based on causes too strong to be so easily counteracted and the imports were soon resumed on the same extensive scale, no less than $7,000,000 having been shipped during last week, and the tide is continuing without diminution.

Then the indications as to the permanence of the favorable conditions of foreign trade are decidedly reassuring. The Old World demands our products on account of the scarcity in the usual sources of supply. Instead of our wheat-growers competing with the pauper labor of India, they are selling that product in the Indian markets, and nearly all the wheat-growing countries report greatly lessened productions. The extent of this demand is sufficient to warrant the statement that all of the American crop will be sold at prices much higher than were hoped for while it was growing.

And this demand for wheat is affecting by sympathy most of the other staple food productions and these are falling into the line of advance with few important exceptions. Taking all this in connection with the fact that the average of productions is considerably larger than usual, the fact will become apparent that there is enough to warrant the improvement which is becoming so manifest.

The advance has been slower in materializing as to manufactures and industrial products, but these are beginning to take their places in a way which indicates permanent improvement. The textile materials, cotton, wool, etc., are all higher and more active and their manufacturers are beginning to feel the revival. In the case of iron, combinations had maintained nominal quotations at prices which were prohibitive as to trade movement, but gradually the recovery is bringing the market and the combination prices nearer together and advances have been made in some items.

The feature which gives most promise as to a prompt revival of activity in domestic trade as soon as the political uncertainty is settled is that a tremendous demand has been accumulating during the past months of depression. The shelves of the merchants are empty, except for what is required from day to day. Purchases have been, and are being, made in the most niggardly manner This is a condition that must change—considerations for quantities must again become a feature in buying.

W. N. FULLER.

How a Blind Shopper Makes Her Selections.

From the Chicago Tribune.

Shoppers in one of the big stores down town last bargain day curiously watched the movements of a blind woman at the dress goods counter. She was about 30 years old, her face showing great intelligence and refinement. She was richly dressed for the street, and a girl about 20 years old accompanied her.

The blind woman examined the fabrics placed before her by passing them through her hands. She depended upon her own sense of touch, apparently, for she seldom spoke to her companion, and then only in answer to questions. She appeared to be quite critical, and before she made her selection the counter was piled high with patterns of all kinds.

After she had examined a large number of pieces, she took up one of the first that had been shown to her and decided to buy it.

When the clerk had measured it she verified the length herself by measuring it with her outstretched arms. Seemingly satisfied that the piece contained as much as she had bargained for, she took a transfer ticket and went to the counter where trimmings are sold. There she selected the materials with which to finish the dress, examining the laces and other delicate fabrics most critically.

After the blind woman had left the store the floor manager said her shopping was not an unusual thing. She was but one of the many blind customers who came into the store regularly. This woman, he said, was not only able to make the nicest discrimination in the matter of trimmings, but so delicate is her touch she could often distinguish colors. He added, however, that she never depended entirely upon her touch in matching shades, but verified her selections with the eyes of the clerk and her companion.

A diamond merchant in Maiden Lane, New York City, has just received three stones found near Phillipsburg, Mont., which upon examination proved to be gems of the first water.

Getting the People

Side Lights on Advertising.

Advertising methods have gone through a series of changes in the last few years, and always for the better. If the merchant has been out of the newspaper columns for any length of time he has probably as much to learn as has the beginner, and perhaps the first lesson is not to overdo the matter. Too much is just as bad as too little. It must not be understood by this, however, that he can advertise too extensively within the limits of his business. But it will not do any harm to learn that extravagance of expression and the spreading of too much taffy on himself and his goods will not find favor with the public. They will most likely see through the thin disguise, or what amounts to that in effect, even when he has not intended it, and will be apt to avoid a merchant who apparently promises more than he can perform.

* * *

One of the most studious and conservative men in the retail ranks of this country, albeit one of the most progressive and successful, gives as his opinion that where a store is doing a really fine grade trade with a high class of people, the sensational window does more harm than good; that is to say, the window which covers the sidewalk, and makes a crowd, often obstructs the doorway, so that the customers who want to spend money, and not to look at a display, cannot get in without annoyance.

* * *

It has often been urged that the female sex is more keenly alive to the blandishments of advertisement than the mere man, and that it should be the duty of every shrewd advertiser to bear the fact always in mind. Certain it is that the housewife is usually the purchaser of most of the necessaries of life, and it is therefore interesting to read what Mr. H. Warington Smyth says in his notes, "On a Journey in Siam:" "The Siamese, if he wants a good bargain driven, always calls his wife or daughter, and in business matters he is generally ruled by them." Which shows plainly that these people of the Far East are not so benighted as many people think they are.

* * *

Writing advertisements is one of the highest of all literary arts. No part of literary work taxes the physical and mental powers as advertisement writing. The advertisement writer should have a room, a foundry, a place where he can be alone to think. Where he will be undisturbed by clerks, by the drummer, beggar, crank, or by a brother writer or literary simpleton or flatterer. A room where he can read, and smoke, and talk, and sing to himself all unseen, where he can leave things and return to them at leisure to find them just as he left them. A place where he can have plenty of pigeon holes, where mental chips and newspaper clippings may be thrust and found at will. A supplementary place he should also have, where half-born ideas might be left to finish out at some future time.

* * *

It should not be a gilded parlor or a frescoed office. A room in the attic or the remote part of some building will do, where a good writing table and plenty of material, in the form of pens, ink, paper and books, may be reached at a moment's notice. Remember that in a room like that you can invent, and what you invent in the shape of advertisements will take form where it is quiet, and where you can be alone.

* * *

An advertisement should not be an intellectual doll, dressed up in high-sounding rhetoric, but something to attract the eye and make the mind thrill and fascinate the attention of the reader. An advertisement writer should read anything and everything that is bright. No matter how good a reputation a man may have at writing advertisements, if he doesn't fill his brain as fast as he empties it there soon will be nothing left.

* * *

Following are a few sample advertisements, clipped from Michigan newspapers, which exhibit excellent taste and possess strong drawing qualities:

SOME PEOPLE'S DINING ROOMS

Have hardwood floors—place for an Art Square. Some people's dining rooms are richly carpeted—place for an Art Square—protect the carpet—keep it clean. Some people's dining room carpets are already badly worn under and around the dining table—place for an Art Square—save buying a new carpet. Two sizes—9x12 and 12x12 feet—made of fine Ingrain carpet, bordered and fringed.

Expect to do Business

For years to come—'twouldn't pay us to ever be undersold — we won't be — we're going to make the price as low, if not lower, than "the other fellow's." We pity the woman who can't keep her feet warm in our felt shoes. 75c—85c —98c and $1.25.

Dislocated Profits

On a line of children's underwear. How dislocated? All of the profit—and more, too—goes to the buyer. 25c and 40c. qualities at 18 and 23c. to close. All sizes except one.

New Moon Tea.

We sell it conditionally
If you keep the tea, we keep the money. Don't keep it, if it isn't just right.

Paints of Everlasting Luster.

Paints of perfection—are Boydell Bros.' These paints cost a trifle more than some others, perhaps, but if they last about twice as long and always look better—you keep away from "cheap" paints.
Color cards cost nothing.

POCKETS LEAK?

Lose money through those little holes? A 10c purse will stop that leak. Carry valuable papers loose in your pockets? Soon wear 'em out, if you don't lose them. We've all sorts of pocket-books, from the tiny little coin carriers up to the "pocket satchels"—or long bill books.

Lend Me Thine Ear

Now, when times are growing brighter and prices are advancing rapidly, owing to the feeling in financial and business circles that the "Advance Agent of Prosperity" will surely be elected President of the United States, we wish to announce to our friends that we have a very heavy stock of goods on hand, purchased previous to the advance, and we will divide the increased profits with them.

We have specially a very full and handsome line in **Teas, Coffees, Spices and Canned Goods.** We do not mention Provisions, as it is well known throughout the State that we are headquarters in this line.

We will quote our best Minnesota Patent Flour at **$4.10** per barrel upon all orders received this week.

Terms as usual, cash with order in current exchange.

The James Stewart Co.

LIMITED.,

Saginaw, E. S., Mich.

$5.00 $5.00

There is Lots of Money

IN OUR

NEW BOSTON GINGER NUTS

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

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

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

TRY A BARREL

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

THE NEW YORK BISCUIT CO.,

GRAND RAPIDS, MICH.

$5.00 $5.00

Water Gone over the Dam.

Water once over a dam is not likely to run uphill or climb back again. Once over the lip of the crest, its departure is final. Before it made a crystal curve into the pool below, it was eligible for a tin cup or a bucket, a watering pot or a garden hose. The thirsty flocks quenched their thirst in the gliding stream, and the rushes and sedges along its brink fattened on the crystal elixir. It was, however, but a passing pilgrim. Had it no perennial source of supply, it would vanish as a mist in the sun or a pebble in the sea. It has, however, its springs that gurgle over tree roots and stones, and its aerial tanks in the clouds that empty on the hills and trickle in the stream. To think that the water gone over a dam is all that can be squeezed out of Nature's sponge would be a delusion and a snare. The river is not dry, the rain has not gone out of business, and the springs are not bottled and corked, and the mill dam never empties Nature's cup. This is a comfort to the man who has boats and cattle, and not a little of the same to the miller who grinds his grist as the waters leap down the dam. It is just so with men who have lived long enough to see much that they would have preferred to keep go over the dam. We find thousands of human creatures who conclude from their losses and failures that their last chances are gone. It is not so. They are neither dead nor desolate, but they act as if they were. They lose heart and courage. They surrender to what they think is inevitable. They practically throw up their hands and consent to drift down the stream as a straw or log glides over a cataract. Such a man, be he rich or poor, educated or ignorant, is one of the most pitiable objects on earth. What he sees of success in others smites him in the face. What in his past life was as fresh as the grass after the rain, and bright as a buttercup in the sun, is but a mocking contrast to the path of cinders or flints on which his weary feet are plodding. Anything and everything that is joyous and bright is now as a stone in his shoe, or as a wasp in his collar. Such men are to be found sitting on empty kegs in back alleys, or riding donkeys in Egypt in search of some relief to a jaded and exhausted soul. Men with money and men without it, in rags or in fine linen, drinking champagne with Dives, or munching crusts with Lazarus, with life without a purpose, existence without an object and the future without a hope are simply waiting to die. With some men reason abdicates its royal seat, and a frenzied spectre haunts the cell of a lunatic asylum. Others look down the barrel of a Smith & Wesson, make neckties of rope, or powder their tongues with arsenic, the victims of hopelessness and despair. Now, while it is true that spilled milk cannot be gathered up with a spoon, it is not conclusive as to the death of the cow. Men who have made mistakes in business and have seen the golden opportunities of a lifetime go over the dam may, if they so choose, be the better and the wiser for their experience. Everything that has life has to survive struggle to reach maturity. The oak that outlives a hundred years has had its share of storms and broken branches, and the eagle that circles above the mountain crags has had its pinions strained in the storm. This is as true of man as of a tree cradled in an acorn, and an eagle hatched in an eyrie. We know that in many cases men have lost gold that will never be found again, houses and lands that are theirs no more forever, and reputations never to be built up again. All those may have gone over the dam. But what is left may be worth more than what is gone. A blown-out candle may be relighted and a benumbed hand made warm again, and no man can draw the line in the life of another over which hope is but a dead leaf and salvation a lost star. There is a door that never shuts and a sun that never sets, and the one is open and the other shining for every man, whether he be a business, social or moral bankrupt. The highest aim in life, after all, is not a span of thoroughbreds, social eminence, nor a wagonload of currency. The meanest excuse for manhood may have all these. To have a heart for every disaster, a courage for every duty, a resolution that never bends, and the faith that sees a silver lining to every cloud is better than wealth or fame, and no matter the water gone over the dam, the stream above it, to such a man, never runs dry.

FRED WOODROW.

Slang Names for Money.

There are great numbers of slang names for money in general without regard to the material or the denomination of the notes or coins. In tough circles it is denominated "stuff," "slush," "balsam," "boodle," "tips," "chips," "dough," "moss," "ochre," "the needful," "open sesame," "pewter," "the ready," "poney," "dust," "scads," "salt," "sand" and "spondulix." Nor does this catalogue exhaust the list, for there are also "the wherewithal," "the world movers," "what we work for," "tin," "sugar," "swag," "spelter," "soap," "slats," "scrip," "rocks," "screeds," "rhino," "quids," "new lights," "lucre" and "filthy lucre," "honey," "jinglers," "jocks," "loaves and fishes," "rot," "greed," "gelter," "fat," "doots" and "dootermus," "daces" and "darby," "cases" and "cans," "bobs," "blunts" and "antes," besides hundreds of others, some quite unfit for the ear polite.

Whether the English or the German is the more flexible or adaptable language is a question about which the philologists will perhaps always differ, but in its capacity for slang the English is certainly not surpassed by the German or any other language spoken on the earth, and this capacity has been tested to the utmost by the people who speak the English tongue when discovering or inventing names for the most desirable article of which they have any knowledge. Various attempts have been made by enthusiastic reformers to better our speech by eliminating all slang terms, and even the dictionary-makers, whose legitimate business is not to reform language, but to record the usage of the day, have lent their assistance in this direction by neglecting or refusing to record slang names, as not being a legitimate part of the language. There are, however, things beyond the control of even so potential an authority as the maker of a dictionary, and slang is among the number. As long as there is money there will be familiar and slang names for it. The people will discover or invent them for themselves, and, though the purists may rage and the dictionarymakers imagine vain things, the torrent of slang will flow on undisturbed.

Owing to the discriminating measures which have been recently enacted in Austria against foreign life assurance companies, the large New York companies which have branches in that country are seriously thinking of withdrawing altogehter. Under the present law, the Austrian Minister of the Interior is given almost autocratic supervision, and all business methods of the foreign associations are placed under government supervision.

Established 1780.

Walter Baker & Co., Ltd.

Dorchester, Mass.,
The Oldest and
Largest Manufacturers of
PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES
on this Continent.
No Chemicals are used in their manufactures.

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

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

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

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

Walter Baker & Co.'s
goods, made at
Dorchester, Mass.

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 hte extra profit.

Our current advertisements brought us a large number of inquries 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.

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.

RUBEROID READY ROOFING....

All Ready to Lay. Needs
NO COATING OR PAINTING

is Odorless, absolutely Water Proof, will resist fire and the action of acids.

Can be used over shingles of steep roofs, or is suitable for flat roofs.

Will OUTLAST tin or iron and is very much cheaper.

Try Our Pure
Asphalt Paint
For coating tin, iron or ready roofs.
Write for Prices.

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

Business men don't need to wait until after the election to make a good thing out of butter. Get a rechurn and get a good price for it this fall. You can make splendid profits if you take our advice. Improves rancid butter and colors beautifully.

REVINGTON, IOWA, Sept. 12, 1896.
Bellefontaine Churn Co., Bellefontaine, Ohio.
GENTLEMEN:
Inclosed find money order for $5.00 to balance on butter worker. Your butter worker is all satisfactory. It does all you claim for it if used according to directions.
Yours truly,
J. H. McMANUS.

Address orders or inquires to

THE CHURN CO.,
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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

Red Star Cough Drops

No better remedy known for Coughs and Colds.

MANUFACTURED BY
A. E. BROOKS & CO.,
WHOLESALE CONFECTIONERS, GRAND RAPIDS, MICH.

Around the State

Movements of Merchants.

Somerset—Wm. F. Morous, general dealer, has removed to Woodstock.

Howell—W. E. Snyder succeeds W. S. Farnsworth in the laundry business.

Benton—A. D. Clary & Co. have sold their grocery stock to Nels Bye, of Wallin.

Woodland—J. C. Haslett has sold his dry goods stock to A. M. Shepard, of Charlotte.

Three Rivers—W. J. Webb has removed his stock of notions from Fulton to this place.

Detroit—W. D. Earnley succeeds W. D. Earnley & Co. in the grocery and meat business.

Sturgis—Abram A. Pope continues the grocery business formerly conducted by Pope & Craig.

Saginaw (S. S.)—Harry Dolson has purchased the drug stock of Mrs. Eleanor P. Hesse.

Sault Ste. Marie—A. C. Lindsay & Co. have sold their hardware stock to Wood & Thoenen.

Carleton—Jaeger & Gainsley, general dealers, have dissolved, T. H. Jaeger continuing the business.

Lyons—W. A. Webber has sold his drug stock to G. H. McGillivray, who will continue the business.

Tecumseh—Anderson & Co., dry goods dealers, have dissolved, Seaton W. Anderson continuing the business.

Norway—Bertha M. Sampson has purchased the general stock belonging to the estate of the late J. D. Sampson.

Detroit—The Thomas Hill Co., engaged in the grain business, has been dissolved and will not again resume business.

Saginaw (E. S.)—Doran & Downs, boot and shoe dealers, have dissolved. The business will be continued by Thos. A. Downs.

South Haven—Geo. H. Myhan & Co., tanners, have merged their business into a corporation under the style of the Myhan Leather Co.

Lenox—C. S. Rice has moved his drug stock to Oxford. The removal leaves an excellent opening for a new drug and grocery stock.

Ludington—Joseph Hoare, who has conducted a bakery at Manistee for the past five years, has returned to this city and embarked in the bakery business.

Greenville—A. H. Johnson retires from the firm of Ludlow & Johnson, flour and feed dealers. M. Ludlow will continue the business in his own name.

Saginaw—Mr. Carver, formerly manager for the drug firm of Loranger & Fournier, Grayling, has taken a partnership interest in the Saginaw store of the same firm.

Breedsville—H. W. Rodenbaugh has purchased the drug stock which he sold to Byron J. Robertson about two years ago and will continue the business at the same location. Mr. Robertson retires from business on account of ill health.

Saginaw—Estella A. Crawford, doing business as the Michigan Wall Paper & Decorating Co., has uttered seven chattel mortgages, aggregating $2,700, to secure creditors. The first mortgage runs to Weadock & Purcell, her attorneys, and the consideration named is $1.

Pontiac—C. Morse Brooks, formerly connected with the Brooks Drug Co., at Jackson, will occupy his new store in the Davis block in a few days. Mr. Brooks is putting in new fixtures and furnishings, and is counting on having the best store in town. He will carry a line of wall paper, books and stationery.

Detroit—The Peninsular State Sanitarium Co., Ltd., has filed partnership articles with the Register of Deeds with $100,000 capital stock. The stockholders are William V. Lindsay, president, $1,500; Maria S. Gardner, treasurer, $1,500; C. Edson Covey, secretary, $1,300; Anna Adams, $1,500; Minnie Conley, $200.

Carson City—The merchants of this place have agreed to close their stores at 8 o'clock, except Saturday nights. A warning bell will be sounded at 7:45 and the closing bell at 8 o'clock. All persons in the stores making purchases when the last bell is rung will be allowed to finish their trading, and no one will be admitted after the last bell is sounded.

Detroit—The $100,000 damage suit for malicious prosecution, begun in the Wayne Circuit Court a few days ago by Isadore Jacobs, of Albion, against Louis Kuttnauer, of this city, was settled Monday and discontinued. Kuttnauer caused the arrest of Jacobs and others on the charge of conspiring to defraud creditors, but on the trial Jacobs was acquitted. Then the latter brought the suit for malicious prosecution, which has been settled by Kuttnauer's paying $50 nominal damages and $50 costs.

Kalkaska—Dec. 30, 1895, Palmer & Hobbs sold the Smith Lumber Co. grocery stock and fixtures to Darby & Travis on a contract. The property inventoried $2,169.50, on which a payment of $433.90 was made. April 1 of this year, Mr. Darby sold his interest in the business to Mr. Hecox, when the firm name became Travis & Hecox. The contract stipulated that the title to the property, including any book accounts, should remain in Palmer & Hobbs and specified that the purchaser should discount all bills, in consideration of which Palmer & Hobbs guaranteed the accounts of two jobbing houses, whose claims aggregate $600. Becoming dissatisfied with the manner in which the business was being conducted, Palmer & Hobbs recently took possession of the property on this contract, subsequently selling the stock, which inventoried $1,818, to Cole Bros., on the basis of 90 cents on the dollar. It was found that the book accounts amounted to $1,200, of which $600 are considered good, one-half of which has already been collected. The fixtures can probably be sold for $200, in which event there will be the proceeds from $600 of doubtful accounts to divide among unsecured creditors whose claims aggregate $1,300. Both Messrs. Travis and Hecox are well-meaning young men and their failure to make a success of their first business undertaking is deplored by all who know them.

Manufacturing Matters.

Thompsonville—Delaney & Hyatt are enlarging their mill and handle factory.

Detroit—Daniel Scotten & Co. are going into the extensive manufacture of snuff.

Cambria—Busch & Stambough, who operated a grist and sawmill at this place, have dissolved partnership. Busch & Cooper will continue the business.

Hermansville—The Wisconsin Land & Lumber Co.'s sawmill has been closed for the season. Two logging camps will be started next week on pine and hardwood. The company has a large stock of lumber in the yards here.

Detroit—The Improved Match Co., whose factory was burned recently, has received from Europe six new machines, which will enable it to turn out twice as many matches as formerly.

Cadillac—Lumsden & Ward will operate their factories both at Big Rapids and at this place this winter. The demand for bicycle rims is heavy and they will purchase all the rock elm lumber offered.

Scottville—Schumacher & Goon have formed a co-partnership for the manufacture of woodenware specialties. They will build a mill at once and will operate a planing mill in connection with the factory.

Ishpeming—The Excelsior furnace, at this place, owned by C. H. Schaffer, of Marquette, but operated for the last two years by the local mines, was closed last week. There is a large accumulation of unsold pig iron in the yards and this, with a stagnant market for its product, caused the Lake Superior Iron Co., which has been running the furnace this season, to go out of blast. The suspension is for an indefinite period, but the making of iron will, undoubtedly, be resumed as soon as business allows the working off of a portion of the unsold stock on hand. The stoppage of the Excelsior leaves the new furnace of the Cleveland-Cliffs Co., at Gladstone, the sole active charcoal furnace in the Lake Superior district. The Gladstone furnace will be worked continuously unless conditions grow worse than they now are or promise to be. The Cleveland-Cliffs Co. is practically the only mining company operating in the Lake Superior district which is now employing its full quota of men.

Ishpeming—The season of closing mines seems to have passed. In several instances during the past ten days mines have resumed work in a small way and the outlook is more promising. The Norrie property at Ironwood is now working one shaft and will probably resume work at other shafts soon. The condition at Ironwood is very sad and there has been much suffering. Unless the Norrie resumes with fair forces very soon there will be so much suffering there that the local authorities will be unable to care for the destitute. At Iron Mountain the situation is better than elsewhere—with the exception of this city—as the Chapin, which last spring absorbed the Hamilton and Ludington properties, is being worked with large forces and the men are making excellent wages, as pay now goes in the iron-mining districts. At Norway the Arragon mine is the mainstay of the town and recently added to its force of employes. At Bessemer not much is doing, but the condition of the idle working men and their families averages much better than at Ironwood, seven miles away, while the proportion of idle men is smaller. At Negaunee there is much doubt as to the course to be pursued during the winter by the leading properties. If the Buffalo mines follow the policy of last season and remain idle for the winter the situation will be bad for labor, but there is hope that the mines may be worked continuously after election until the shipping season next spring.

Iron Mountain—The water has been turned into the new channel dredged for the Michigamme River for the purpose of reclaiming the Mansfield mine, which was flooded several years ago, drowning twenty-seven men. The enterprise has proven even a greater success than the projectors anticipated, for a large body of Bessemer ore has now been discovered in the old channel. Six inches below the sand covering of the river bed was a body of ore. A system of trenching was instituted and the body was traced from two to three hundred feet in length. A width of thirty feet has been determined, but long before the exploring work was well under way a sand bar formed at the mouth of the new channel and the water backed up into the old river bed, again submerging the find. A sample of the ore has been analyzed for iron. It is very rich. While the chemist's figures are not available, it is stated that no other mine in this district produces ore that approaches it in volume of iron carried. It is undoubtedly Bessemer ore of the finest quality. The depth of the deposit has not yet been tested. While it is possible that the deposit is in the form of a thin capping, such a condition is not in the least probable. The body has every appearance of a clearly-defined vein and there seems to be little doubt in the minds of those interested that such it is. At the present time everything indicates that the De Soto Iron Co. has secured one of the finest iron properties in the Upper Peninsula.

Marquette—Although many of the ore carriers have tied up for the season and a few others have gone into the grain trade, the volume of ore shipments is still considerable. It is small when placed beside the heavy traffic of a year ago, but, compared with the amount of business being done in October of any year previous to 1891, the tonnage looms up preceptibly. It will be found at the close of the season, when the exact figures are available, that the ore business of 1896 will rank with that of the four largest years' business, and it would not be surprising if it should prove second only to the record-breaking shipments of 1895. The output of the present year, including all rail shipments and the consumption of local furnaces, will be between 9,000,000 and 10,000,000 tons, and will probably be less than 1,000,000 tons short of last season's total. The situation, however, is vastly different from that of a year ago, when there was an apparently unlimited demand for ores of almost any grade toward the close of the shipping season, with prices advancing sharply on all desirable ores. The ore market at present is utterly stagnant, buying being mainly from hand to mouth. Of the 4,000,000 tons of ore now piled upon Lake Erie docks, the greatest portion is unsold. The receiving docks were more nearly clear of unsold ore at the opening of this season than they had been for a number of years, but the close of the season will see the largest amount of unsold ore on hand ever known. The situation is, therefore, far from satisfactory, but there is a very general feeling of hopefulness on the part of producers that the settlement of the financial question at the polls will pave the way for better times. One thing is conceded on all sides, and that is that any general revival of business throughout the country must inevitably cause the greatest activity ever known in the iron and steel trades. There are so many railroads needing new steel, so many projected buildings that will consume enormous quantities of structural iron and so many places where good business will mean heavy consumption of iron that the trade is bound to come in for heavy business when the long-promised good times come.

Grand Rapids Gossip

J. Herstein, formerly of Saginaw, has opened a shoe store at 15 Canal street with a bankrupt stock of goods.

H. Regher, formerly of Kendallville, Ind., has purchased the shoe stock of Michael Ehrman at 69 Canal street and will continue the business in his own name.

The Central Furniture Co. will remove Nov. 1 from 102 Prescott street to the factory building now being fitted up at the corner of Ionia and McConnell streets.

John Rottier has purchased a half interest in the meat market of Christian Katz, at 59 South Division strreet. The new firm will be known as Katz & Rottier.

S. O. Graser has retired from the undertaking firm of Shannon & Graser, at 693 Wealthy avenue. Arthur W. Shannon will continue the business at the same location.

John R. Lowrey, meat dealer at 631 Jefferson avenue, has sold out to Wm. Harris, who will continue business at the same location, dealing in meats, butter, eggs, poultry and game.

The sale of the manufacturing property of H. Rademaker & Sons, at 102 to 116 Prescott street, under the trust mortgage, will occur Thursday morning. It is expected that the property will be bid in by Hendrik Moerman, in behalf of the former owners, in which event the business will be resumed under the same management as before.

F. G. Denham, who opened a shoe store at 95 Canal street April 21, subsequently uttering a bill of sale to a man named Lynch, recently shipped the stock to Chicago, marked "C. S." Before leaving the city, Denham issued checks on the Fifth National Bank in settlement of local bills, but the checks were not honored at the bank, as Denham had no funds there.

E. G. Curtis has sold his dry goods and grocery stock at 200 Watson street to Thomas Thomasma, grocer at Oakdale Park, who will remove his stock to the Watson street location and consolidate it with the stock purchased. Mr. Curtis has decided to take up his residence at Los Angeles and will leave for Southern California, accompanied by his family and Miss Sadie L. Main, his former cashier, immediately after election.

Frank J. Wurzburg is no longer connected with the drug business with which he has been identified for the past thirty-five years, having turned the stock over to the Peninsular Trust Co. on a bill of sale on Oct. 17. By the terms of the transfer five creditors are to participate, pro rata, in the proceeds —L. P. Wurzburg, whose claim is $1,000; Caroline Putman, Executor, $1,000; Noyes L. Avery, $2,200; J. L. Whiting, Son & Co., $171.49; Peck Bros., $90. It is understood that several parties are figuring to secure a lease of the premises, with a view to putting in modern fixtures and conducting an up-to-date drug store.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' Hall on Tuesday evening, Oct. 20, Vice-President Frank J. Dyk presided.

The Committee on Signs reported that it had secured the necessary equipment of printed and painted signs. The report was accepted and the committee discharged.

A. Brink and the Secretary were appointed a committee to secure a chandelier with which to light the hall.

The annual report of Secretary Klap, from Jan. 21 to Oct. 15, showed total receipts of $284.85, during which time he issued forty-three orders on the Treasurer in settlement of bills approved by the Executive Committee, amounting to $195.26.

The annual report of Treasurer Lehman showed total receipts during the year of $660.46 and disbursements of $399.59, leaving a balance on hand of $260.87.

Both reports bore the certificate of the Executive Committee to the effect that they had been audited and compared and found to be correct.

On motion of Mr. Wagner, the reports of the Secretary, Treasurer and Executive Committee were accepted and adopted.

The following letter was read by the Secretary:

London, England, Oct. 1—A proposal has been mooted for the holding of an international conference of grocers at the Paris Exhibition in 1900.

I am writing to ask if you think it likely that the members of your Association would entertain the proposal. I am sending a similar letter to the Secretary of every association in the United States of which I have the address, and shall be glad to receive the favor of your reply when the matter has been discussed, in order that I may put the whole of the replies before the Federation of Grocers' Associations, of which I have the honor to be Secretary.

ARTHUR J. GILES, Sec'y.

Mr. Lehman moved that the project be approved and that the Association send a committee of five to Paris, of which he should be one. This, naturally, provoked considerable merriment, and it was finally decided to lay the matter on the table for the present.

The question of closing earlier on Saturday evenings was discussed at considerable length, culminating in the adoption of a resolution to make the subject the special order of business at the next meeting. It was also proposed to discuss, in the same connection, the advisability of making the arbitrary closing hour on other evenings of the week 6:30, instead of 7 o'clock, as nearly all the grocers of the city are now observing this rule.

On account of the next meeting coming on the night of election, it was decided to postpone the meeting until Tuesday evening, Nov. 17.

There being no further business the meeting adjourned.

Asphalt Flooring.

Floors strong enough to hold locomotives are now being constructed and, after once known, are coming into very general use in Michigan. Ten years ago the G. R. & I. car shops, at Grand Rapids, had a large amount of floor space covered with this extra quality of asphalt by H. M. Reynolds & Son, of Grand Rapids, and it has given very good satisfaction. Falling in line with these experimenters, the D. L. & N. car shops at Ionia and the C. & W. M. car shops at Muskegon have at different times ordered it and positively proven its efficiency. The Grand Rapids No. 9 fire engine house is now complete, with its apparatus room and all approaches paved with this hard, elastic, and durable flooring. Messrs. Reynolds & Son constructed all these floors.

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

The Grocery Market.

Sugar—Raw grades are strong on the other side, an advance of 3d having taken place in the London market. No. 15 was marked up ⅛c last Wednesday and the next day the Trust announced an increase of 1-16c on No. 6 and also on Nos. 9 to 14, inclusive. But for the fact that the consumptive demand has fallen off considerably, the market would undoubtedly have a strong upward tendency. While all indications point to higher values, it is the unexpected which frequently happens, and which way the cat will jump is one of the things no fellow can find out. The wholesale grocers of the country are greatly concerned over the action of the Trust in reducing the rebate from 3-16c to ⅛c, besides abrogating the 1 per cent. trade discount, but there appears to be a general feeling that it is better to accept the reduced margin than suffer the abandonment of the factor plan altogether.

Tea—All grades show an advancing tendency, and some medium grades of Japans are ½c per pound higher than a few days ago. This strength is affecting practically all sorts and qualities, and the probabilities are for much higher prices during the next few weeks. One reason for this is the fact that stocks of all teas have been allowed to dwindle in grocers' hands, and the demand which is now ensuing is being complicated by the much lighter receipts. The disposition to shade prices which pervaded nearly every merchant's dealings a few weeks ago has entirely disappeared, and sellers are now noticeably independent. The present range of tea prices could advance at least 25 per cent. and still not be above last year's figures. The consuming demand has not derived any boom as yet, but is moving along steadily and encouragingly.

Coffee—Actual coffee has ruled very strong and active and a large business has been transacted, both in a jobbing way and afloat, on a higher basis, and a very confident feeling prevails. Maracaibos continue scarce and high. Javas are in very strong position, and a much better market has ruled. Mocha coffee is very strong and advancing.

Provisions—The market of hogs was not enlarged last week. Western packers have killed a total of 305,000, compared with 315,000 the preceding week, and 290,000 for the corresponding time last year. From March 1, the total is 8,940,000, against 7,350,000 a year ago. The increase is 15,000 for the week and 1,590,000 for the season, compared with last year. The quality has been more favorably spoken of the past week in some of the Western packing points. Prices are higher, showing an advance of about 20c per hundred pounds at the close, in comparison with a week ago, in the average for Western markets. So far as the current trade for product is concerned there has been little to complain of, the demand having been large and steady. The speculative interest in the market was enlarged and considerable advance was the result, which had the effect to increase the offerings, and at the close the market shows a reaction, by which a large part of the week's advance has been lost, in values at Chicago. The export clearances of product for the week were large for both lard and meats.

Rice—Advices from along the Atlantic Coast note former free movement and a stronger feeling than at any time since the present season opened. The Carolina crop is of fine quality and, with the scanty and rapidly depleting supplies of high grades in the Southwest, will undoubtedly command full figures. Latest information regarding the domestic crop is fully confirmatory of former reports, indicating plainly that the turnout in Louisiana will be far short of last year. Foreign is more active than for several years past, and must be relied upon to furnish the larger part of the requirements of the current year. Prices are firm, as the percentage of desirable styles, such as are meet for the demand of the United States, is said to be much less than usual.

The Grain Market.

The wheat market has experienced a small cyclone in the way of boosting prices skyward. Cash wheat has advanced 10c per bushel since last writing. The writer has only one recollection of a similar advance, and that was in April, 1877, when prices shot up 50c per bushel in one week. This was caused by a shortage in the crop of 1876. The market is extremely nervous and, while the present advance is hardly what the situation warrants, it seems to be high enough. The rapid advance during the last few days seemed to daze the traders on both sides—the longs as well as the short sellers. The large visible, being 2,374,000 bushels against 1,600,000 bushels the corresponding time last year; an increase on ocean passage; large receipts in Chicago and also in the Northwest—all had no influence in checking the upturn. The traders tumbled over each other to buy wheat. We may naturally expect a setback.

Corn and oats have followed in the wake of wheat, although not quite so sharply. The advance has been about 4c per bushel on each cereal.

The receipts during the week were: wheat, 41 cars; corn, 6 cars; oats, 15 cars.

Local millers are paying 75c for wheat.

C. G. A. VOIGT.

Flour and Feed.

The excited condition of the wheat market during the past week has curtailed the volume of business somewhat. Buyers of flour are hardly prepared to believe that an advance of 7@8c per bu. in one week, on top of an advance of about 15c during the past few weeks, is altogether legitimate and seem inclined to wait for a decline. A careful study of the situation reveals the facts—if figures can be relied upon—that America must be depended upon to supply a large deficiency abroad and that we have harvested a short crop this year. Our own home consumption has increased and, with light reserves and only a small surplus for export, it is reasonable to expect that the price of wheat may advance to 90c per bu. or better on this year's crop and be well maintained. If so, flour bought now would be a good investment.

Millstuffs have advanced about $1 per ton and about the same advance has been made in feed and meal, with an increased demand. WM. N. ROWE.

In the Hands of a Receiver.

The Tradesman recently warned the trade against the Michigan Fruit & Produce Co., at Ft. Wayne, since which time the partners have become involved in a wrangle which has resulted in the appointment of a receiver. Frank E. Purcell has been given the custody of the property, which inventories less than $500, although the debts are in excess of $2,000.

Fruits and Produce.

Higher Grade of Eggs Wanted.

From the New York Produce Review.

Last winter and spring we devoted considerable space and expended a good deal of energy in the discussion of egg grading. Many well-informed shippers took part in the discussion and all sides of the question were pretty fully aired. No material changes in the methods of egg handling have as yet resulted from the agitation; but changes in long-established customs are necessarily slow, and it is only by constant and persistent hammering that the importance of reforms is finally realized and improved methods are carried into effective operation.

The time has now come when the importance of closer grading is especially felt and it is a good time, when the evils of the present system are daily experienced, to bring the matter up again for further consideration.

This is the season of year when egg collectors at primary points receive from their sources of supply eggs of all stages of freshness or age. The receipts at distributing markets are of various average quality, some containing more and some less of the old and stale country holdings, but even the best lines of so-called fresh-gathered eggs received in any quantity contain a very considerable mixture of them.

The best grade of eggs officially recognized by the rules of the New York Mercantile Exchange—fresh gathered firsts—has been fixed to correspond with the average best quality received in quantity, and calls for only 65 per cent. of "fresh, full and sweet eggs." The balance may be held, but must be sweet

Now, as long as this quality of eggs is made the basis for top quotations of value, we believe there will be little hope of raising the standard of quality to the point demanded by our best class of egg dealers. Shippers naturally look upon the top quotation for eggs as the best price they can hope to realize; if they can realize it by leaving in their best goods 35 per cent. of held eggs, and feel that, even by taking these out, they are not likely to get any more, there is certainly no inducement for them to grade any more closely than they now do. The fact that they do not grade more closely makes it difficult to establish a line of quotations for better quality; and so we work around a circle with little chance of reform at either end.

But experience in the wants of dealers at distributing markets clearly shows the advantage of a closer grading. A dealer who is looking for fine full and fresh eggs for his highest trade now has to buy a considerable quantity of stock for which he has no satisfactory outlet, for the sake of getting a supply of the desired quality. These under grade eggs could be placed to much better advantage in other classes of trade were they packed separately.

For an illustration we will say that on our present market the best lines of Western fresh gathered eggs are worth 18c. and that the stock is analyzed as follows when taken out by the dealer: fine, full, fresh, say 65 per cent. (in reality they range from about 50 per cent. to about 80 per cent.), more or less held, stale and shrunken eggs, 35 per cent. Now, to a dealer looking for fancy fresh, these 35 per cent. of held eggs are worth far less than they would be to some one else. The worst of them he is likely to "crack out" and pay for only at half price, and the average value to him would hardly be over about 12@13c net for the 35 per cent. of the whole case. This would make the 65 per cent. of perfect eggs cost about 20c per dozen. Many a dealer would prefer to buy a straight lot of such quality, free from mixture, at 20c rather than pay 18c for the mixed quality he now gets; and the more or less stale eggs, if packed separately, could undoubtedly be sold to cheaper trade for more than they now bring in the highest channels.

We are satisfied that the way to get the high quality demanded is to establish a recognized official grading for it, and to include the value of such in the daily quotations. The presence of such a quotation would tend to produce an effort on the part of the shippers to meet the requirements in order to get the price, and there is no reason why the presence of such a quotation, even though it might for a time represent only exceptional quality, should be at all misleading, now that shippers have so many channels of information as to the meaning of quotations and the requirements of classification.

We hope the Egg Committee of our Mercantile Exchange will consider this matter carefully and give us a grade of "fresh-gathered extras," which shall require say 90 or 95 per cent. of "fresh, full and sweet eggs." The fact that this quality is not now obtainable among the Western receipts is no good reason why the grade should not be instituted. So long as shippers get in their total collections a fair quantity of desired quality, it is certainly perfectly practical that they should be separately packed and find a market among those who are willing to pay full prices for superlative goods. We will venture to say that, if such a grade is established and quoted at its true value, it will very soon be supplied by our progressive egg packers.

Tin Horn Store Keeping.

From the Commercial Bulletin.

We have heard of tin horn gamblers. There are also tin horn merchants. The latter belongs to the class of unreliable business men who believe in flash and glitter in their methods rather than substantiality; they are cute and shrewd.

When we refer to a shrewd business man we refer to methods that are businesslike, but not necessarily dishonest. But when we refer to the merchant with the use of that adjective, we grow suspicious of him. And as a rule the suspicion is not groundless.

The tin horn merchant may not be shrewd, in fact is not shrewd, because his methods are calculated to make his career in any community short lived, and that is not shrewdness. We find one of this species quite frequently. There is a look of thinness about him, and when engaged in conversation, his shallowness becomes apparent and we begin to see him in his accents of insincerity.

Some young merchants fall into this way of conducting business, and it is bad for them. They cannot grow out into strong men so long as they are bound by habits that weigh them down. And yet many do not see the importance of this. They think flash will win, and if one's hair is carefully parted in the middle that half of the battle is won. A little experience will teach them that all is not smooth sailing with this their platform. We all admire sincerity, and we detest its opposite. Once let a community lose faith in a merchant and the end is but a little way off.

It is imperative, in order to be successful, that the confidence of a community shall be gained. We cannot fool people very long. Our real self will crop out in trade relations, and a single false weight may turn the scale against us.

It should be the earnest desire of all merchants to avoid classification with the tin horn species. We should be made of better stuff than that. Ignorance will not serve as a plea in justification for mean acts, for it is not true. We are not ignorant along these lines; we know when a mean act is done; we know the requirements of decency. Let us act on that knowledge.

Birmingham, England, is about to enter on a new departure with regard to the liquor traffic. The suggestion has more than once been made to the trade that it should take in hand its own reformation, and the liquor interest in Birmingham has taken the advice to heart. The brewers and other owners of public house property are combining to meet the wishes of the licensing justices half way by voluntarily diminishing the number of licensed premises.

BEANS

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Chocolate Cooler Co.,

Grand Rapids, Mich.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, Oct. 17—"Taking the market up one side and down the other, there is a steady improvement," says one who is in a position to know what he is talking about. We have had during the week a firm tone all around, and in some leading articles the situation is most encouraging.

The invoice sales of coffee have been larger than for a long time, and the quotation on Rio No. 7 advanced ¼c. The activity in a jobbing way is not quite so marked but there have been quite a good many orders, and the indications are of light stocks in the hands of distributers, and all signs point to a steady market right along. Rio No. 7 is quotable to-day at 11c in an invoice way. East India coffees are meeting with a fair request, and it is becoming difficult to promptly pick up large quantities of the better grades. West Indian grades are doing well, and a good number of orders have come to hand by mail from out of town, while many merchants in town have made personal selections. The amount of Rio coffee afloat is rather larger than last year, being 614,444 bags, against 573,356 bags at the same time in 1895.

The most interesting thing in the sugar situation is the story of a combination of the owners of the "independent" refineries and the Arbuckles to fight the Trust. There is probably a good deal of fog in the story, but it is most persistently insisted upon. The raw sugar market is anything but lively, and as bids are not satisfactory to sellers, it is said that quantities of stock are being placed in storage. Refined, on the other hand, has met with better request, and in fact some delay has been experienced in filling orders promptly. Prices have shown no advance except in the case of some of the softer grades, which are 1-16c higher. Cuba has ceased to be a factor in supplying raw sugar. Its exports have entirely ceased to this country, and, until "something turns up," the Island must be counted out.

Teas are said to be firmer and in better request. It is well to say, "said to be." Greens and Oolongs have been favored, and orders have come by mail in a more satisfactory manner than for a long time.

Rice is being taken more liberally, and on some of the better grades an advance of ⅛@¼c has been made. While the quantities called for heretofore have been of a hand-to-mouth character, there is a tendency to enlarge upon the orders and buying for future wants has been the order of the day in more than one instance. Japan rice is reported as largely sold ahead.

Well-posted spice men say that now is a good time to take supplies for future use. The market is hardening, and reports from abroad all tend in that direction. Quite a good many orders have been placed during the week, and dealers are busier than for some time. Pepper is attracting most attention.

Molasses is steady. Orders, while not large generally, have been sufficiently numerous to keep things quite lively, and, in the aggregate, the amount disposed of must make a very good showing. Syrups are moving in quite a satisfactory manner, and trading has been good, both locally and from a distance. Increasing supplies at the South are reported by a leading broker, and prices there range for syrups from 25@29c.

In canned goods the situation remains comparatively unchanged, but the tone of the market is steadily, if slowly, improving. Tomatoes have grown firmer, and the whole situation is less gloomy than for a long time. A straw showing how the tomato pack has decreased is given in the reports from ten factories in Delaware, which last year put up 127,784 cases, and this year 36,000; five firms packed none at all this year, against 90,000 cases last year; ten factories in New Jersey packed 70,200 cases last year, against 61,240 cases this. If this proportion holds good all through—as it is very likely to do—it certainly seems as though the tomato market would greatly appreciate before next season's goods are available.

Foreign green fruit is in rather light request. Lemons are dull, and buyers are taking only enough for hand-to-mouth use. As supplies are not large, the market may be called steady, and there has been no decline in quotations. Jamaica oranges are in better request and selling at better prices. There is little call for Mediterranean fruit. The demand for the better grades of bananas is good, but not so for the lower grades, which are in plentiful supply and sell at very low figures.

Prunes, raisins and figs are all in better demand, and the firmness becomes more pronounced every day. Best layer figs are held at 20c.

The butter market has remained pretty much unchanged since last week, and 19c still remains the top quotation for best creamery. The supply is not large, and an advance is probable. For the under grades there is less enquiry, and no reasonable offer is refused for much of the stock offering.

Cheese has hardly borne so good a record as last week, and the price of full cream has gone off ⅛c, although a trifle more was paid for one or two lots of exceptionally fine quality.

Trading in eggs has been rather quiet. Best and Western are still held at about 17@18c, with near-by from 22@23c. The arrivals contain quite a large proportion of stock that is not all that could be desired, and the weather has been rather too warm for goods to come far and arrive in perfect condition.

The rise in wheat has been an encouraging feature. It is 14c higher than on August 1, and 12c higher than a year ago, and the advance is a perfectly legitimate one. It is reflected in the better feeling among the grocery jobbers and in all other lines.

There is a steady market in beans, and, with rather light supplies, the situation is one of encouragement to dealers. Choice marrows, $1.50@$1.60; choice medium, 1.25; choice pea, $1.25. California limas, $1.50.

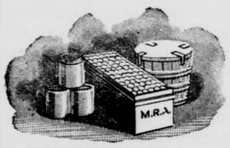
It has been said that the agents of dealers have collected nearly all the old furniture in the United States which possesses any qualities besides antiquity that might be expected to appeal to purchasers. The East was believed to have been entirely cleared out ten or more years ago, when the old furniture craze first became virulent, and after that the agents of dealers in the big cities began to travel through the South collecting whatever they could. After a while the South had evidently given up all that it was likely to, and New Orleans, where only a few years ago the second-hand stores were filled with valuable old French furniture and bric-a-brac, discovered how much these relics were worth and put up prices until these articles are now no cheaper in the South than they are here. There are few of these articles to be had now in that region, despite the frequent announcement of auction sales here which purport to offer furniture that had been for years on some Southern plantation. The scarcity of genuine articles of this kind makes it the more difficult to understand the discovery of two New York women who were spending last summer in the neighborhood of a small Connecticut town. In a second-hand shop there they stumbled accidentally upon a collection of antique furniture of the best American workmanship and in a remarkably fine state of preservation, although its appearance had not been ruined by any of the elaborate methods of restoration which mar so much of the old furniture sold to-day. The stock in this small town had been gradually accumulating for years, and the dealer had evidently escaped entirely the investigations of the New York agents in their searches for furniture of the kind. The place in which these old pieces were sold is an ordinary second-hand country store, piled up with junk and other trash, with which the furniture was indiscriminately mixed. The shopkeeper sold it at amazingly low figures, but, as he knew the value, the women who bought much of it did not feel that they were taking advantage of him. There was too much of a stock for the New York women to buy, but they are jealously guarding the name and address of the dealer from the knowledge of any except their very intimate friends. Both of them are well-known judges of American furniture, and they were not to be deceived by an imitation, and the storekeeper was entirely innocent of any attempt to deceive them. They consoled themselves when their consciences dwelt on the small sum the furniture has cost them by recalling the number of occasions on which the advantage in such transactions lay completely on the dealer's side. This is not an uncommon feature in the majority of such transactions.

Whoso keepeth his mouth and his tongue keepeth his soul from troubles.

It isn't always safe to judge a man's politics by the company he is found in.

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

THE EGG KING OF MICHIGAN IS F. W BROWN, OF ITHACA.



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E. A. STOWE, EDITOR.

WEDNESDAY, - - - OCTOBER 21, 1896.

THE RAILWAY PROBLEM.

A significant indication of the extent to which the building of railroads in this country exceeds the capacity of the country traversed for support is found in the last issue of Poor's Manual, in the statement that the entire interest paid on bonds and other debts, together with the dividends on stock, averaged only 2.94 per cent. for 1895, while dividends on stock alone averaged only 1.59 per cent. The interest on bonds alone averaged 4.2 per cent. That this is not a result of panic conditions is shown by the fact that these averages, for both bonds and stock, have been practically the same for the past six years.

There may have been some watering of stock in a few instances, but these have not been sufficient to materially affect the results. But during that time hundreds of millions of stock has been wiped out of existence by liquidations, foreclosures and reorganization schemes, and in many other cases assessments have been necessary to secure the existence of the stock. Taking it all together, it will be seen that railways are not in the most satisfactory condition as to the interests of the investors.

While it may not be so apparent, the situation as to the cost of public service is not much better. The investors are not by any means the only ones who are bearing the burden resulting from the undue extension of the system. To maintain the roads even in the niggardly way indicated by the returns to the investors requires rates of transportation having no relation to the proper cost of the service. The tariffs are simply arbitrary charges limited only by what the public can be made to pay.

This statement is illustrated by the fact that there has been no change in passenger rates since they were first established in this country. As soon as the building of roads had progressed sufficiently for these rates to be formulated, three cents per mile was agreed upon as the proper tariff—doubtless a fair rate at that time, with the limited patronage this new mode of transit could command. But the maintaining of that rate in the development of the system through all these years is an arbitrary tax without any regard to the proper cost of the service. While the operation of economic laws has reduced prices in all other public enterprises and industries, passenger transportation has been excepted from the control of such laws.

And the same arbitrary principle applies to the fixing of freight tariffs. In the classifications and the assessment of rates the cost of the service is never a factor—the only consideration is what the product can be made to pay. The senseless demand for competition has overdeveloped the systems, until all competition is lost by the combinations of the companies, which are compelled, for self-preservation, to levy the utmost that can be wrung from the passenger and producer.

This is a condition demanding remedy. But that is hard to find. The extension of railways has been practically suspended for many years. The development of the country is helping the matter slowly, but the solution of the problem by this means seems too slow. If there could be consolidation of interests that might result in the lessening of parallel lines and the taking up of those to "competing" points which are not warranted by the demands of traffic, the solution could be hastened. Something is being done, and more soon will be, to help the matter by the movement to secure improved highways.

THE BUSINESS SITUATION.

The general revival of trade continues to progress even more rapidly than could be expected in view of the waiting caused by the near settlement of the political uncertainty. The most marked advance in prices has been in the cereals, wheat especially having advanced beyond anticipation, with the tendency still upward. This advance carries with it corn, oats and other grains.

In the grocery trade nearly everything is on the upward trend and the advances from now on are likely to be sharp and sudden.

In the textile trade progress is slow, the advance in the raw materials and activity in speculation tending to hold the manufacture in check on account of the slow recovery in prices of finished products. Considerable machinery is resuming operation in both woolen and cotton goods; but this is largely in anticipation of future instead of present improvement. There is the same trouble in the boot and shoe trade, the manufacture being checked because the price of finished products does not advance sufficiently to preserve the proper ratio with the raw materials.

The iron trade is still slow, the speculative strengthening of pig and Bessemer anticipating demand so that there is a weakening in the manufactured products. The associations are still maintaining prices, but the actual trade is still largely in the hands of outsiders.

The nearness of the election is having its effect on the stock market, both in New York and the Old World. The inflow of gold has resumed on the same large scale as during October. The arrangement of the Diamond Match and New York Biscuit matters has so far progressed that the Chicago Exchange will probably reopen November 5. In the changes resulting from the Moore speculations, both Pullman and Armour are represented on the board of directors, which will greatly strengthen both properties.

Bank clearings have declined again below the billion mark, being $994,000,000, 6 per cent. less than last week. Failures, which had fallen off considerably last week, are 12 less, being 279.

You cannot in this progressive age do business in the old way.

WAITING FOR ELECTION.

It is conceded by politicians of both parties that the issue of the election is of great significance as to immediate business prospects. While the "goldites" claim that the consequences of a silver victory would mean long-continued demoralization and depression, the "silverites" concede that a silver victory will mean a complete re-adjustment of the finances of the country, necessarily causing temporary disturbance, to result in restored prosperity on the new basis, a result worth the cost in temporary inconvenience. It thus transpires that the only ones who are warranted in business ventures are those who think they see sufficient indication that the first named party will be successful. In the general readjustment of political lines consequent upon the financial issues there was introduced enough of uncertainty to make most business men, even the most sanguine gold partisans, hesitate to venture, at least in directions where it is possible to postpone action without too serious loss. These considerations are sufficient to account for the universal attitude of waiting.

The improvement in natural trade conditions—in the foreign situation, in the generally prosperous condition of the country as to natural products and in the accumulation of demand which has so long been held off by the depression—is so pronounced that trade revival is in progress to a great degree. The natural conditions are so favorable that returning prosperity cannot be stayed entirely by political uncertainty; but the uncertainty is universal, and every traveling man is almost invariably met with the remark, "Wait until after election." In many instances orders for future delivery are given conditional upon the result of election, leaving the manufacturer to decide whether he will venture to prepare for such delivery.

The extent to which this position of waiting obtains is to be noted in all directions. The rapidly increasing confidence in the general improving conditions of the autumn months has led to the projection of industrial undertakings. For instance, the architects of Chicago, whose work has been comparatively small since the World's Fair year, have been called upon quite extensively to prepare plans against the day of financial reassurance. The magnitude of building operations in that city waiting for this decision is reported very considerable.

Not only in these directions, but in all involving the outlay of money, there is unusual conservatism. It even extends to collections—many hesitate to pay their debts, probably from an instinctive reluctance to part with the money before election. Of course, they expect to pay eventually; there is no formulated reason for waiting—it is simply an increase of the natural tendency to withhold the money, caused by the spirit of general financial hesitation.

There is still another manifestation of the general political distrust, which has received less attention than its importance deserves—the increase of the hoarding tendency, especially of gold. This is a natural and logical result of the relief of the "silver" advocates, and the fear of many of their opponents, that their cause will be successful. It is not long since there was a considerable quantity of the yellow metal in general circulation, but it has all disappeared in most localities. The Tradesman believes that the principal explanation of its disappearance is that it has been quietly hoarded in small amounts by those who have feared or hoped that it may become more valuable in the event of a silver victory. Indeed, the demand for gold, evidently for this purpose, has been quite pronounced in the New York markets during the past few weeks; but the hoarding has been going on for several months, and has lessened actual circulation to a degree much greater than is generally realized.

When it is considered to what an extent this waiting affects business in all lines, the fact that there has been a substantial revival of trade before the final decision argues that the causes of the return of confidence and prosperity must be remarkably strong, and it would seem within a reasonable probability to predict that, when the result transpires, and those causes are given a fair field in which to operate, the return to normal conditions will be rapid and complete.

THE GOLD IMPORTS.

The imports of the yellow metal from Europe have now reached $52,000,000, without including several million dollars imported through San Francisco. Large as this movement has been, there is no evidence that it has reached its limit. On the contrary, there is every reason to expect that it will continue, unless money rates in Europe further advance and rates on this side decline. Europe will, within the next few months, purchase large amounts of American cotton and grain, and, as our imports from Europe are comparatively modest, the difference will have to be paid in gold.

There is no longer any unloading of American securities by Europe; hence there is no outflow of money to Europe in payment of our securities. There is every reason to think that, in the event of the triumph of sound money principles in the coming election, there will be a very brisk demand for American securities, as well as a freer investment of foreign capital in this country. This will add to the movement of gold in this direction.

When one reflects that during the last fiscal year this country sold $17,000,000 more of produce to Europe than during the preceding year, and $44,000,000 more of manufactured goods, while actually diminishing importations, the large inflow of gold in payment of balances does not appear extraordinary. The imports promise to continue on a modest scale for some time; but Europe is taking, and will no doubt continue to take for the entire season, an increased quantity of our products. Crop failures in other countries have forced Europe to depend on us to a greater extent than usual; hence, as long as our transatlantic friends purchase more of us than we buy of them, they must pay the balance in gold.

The estimates of the Florida orange crop for the present year vary from 125,000 to 200,000 boxes. Last year the yield was only about 50,000 boxes. A yield of 200,000 boxes this year would indicate a very rapid recovery, as it was not expected the trees which were killed down to the roots would be again in condition to bear under four or five years.

The proper way to live is to try to improve on what is, instead of lamenting about what might have been.

SENSATIONALISM IN POLITICS.

Some years ago literary critics began to describe a certain class of novels as sensational. The plot of these novels turned usually upon murder or some other terrible crime, and they were called sensational because they appealed most effectually to people who like to have their blood "run cold," and who must be startled before they can be interested. The story of Macbeth, realistically told—unillumined by the light of Shakespeare's poetic imagination, uninformed by his philosophy and unrelieved by his humor—might serve as an example of sensational fiction.

That love of excitement which is general in human nature and which, in some minds, amounts to a craving, presents an opportunity for the sensationalist in politics as well as in literature. A socialist or a revolutionist on the stump may easily delight an audience whose leisure is commonly engaged by those journals which make a specialty of blood-curdling narratives. The keen pleasure afforded by the denouement of a tale of horrors is something akin to the thrill occasioned by the suggestion of a dismantled civilization, a social structure torn down that it may be built up on a new and more popular plan, and it is probable that there are thousands of ill-conditioned people, even in the United States, who would welcome the triumph of an aggressive radicalism from sheer love of novelty and excitement.

The extent to which this dangerous disposition prevails ought not to be exaggerated, and, indeed, can be only vaguely conjectured; but it does exist to some extent, and should be taken into account in every estimate of the forces and tendencies with which the cause of order has to contend at this stage in the development of American civilization. It has been evident for a long time now that the social unrest and industrial disquietude of the proletariat in the great centers of population in Europe have awakened a sympathetic response in this country, or, at all events, that like conditions have produced a similar, if less intense, menace of revolt on this side of the ocean. At first these symptoms of agitation were regarded as absurd and grotesque, and it was hard to believe in their reality in a land where the highest offices are within the reach of the children of the poor, and where, so to speak, yesterday's pauper is to-day's millionaire. But many contributing causes—the constant tide of immigration, the massing of population in the larger cities, the displacements made by labor-saving machinery and the organization of business generally on new lines—soon enough taught the patriotic American that his long-favored land was not to remain forever exempt from the perils that beset established institutions in the Old World. Still, until very recently, men could not imagine that the danger was nigh. Just now, however, there is too much disposition to overstate its urgency. The alarmist, proclaiming the impending ruin of the whole mighty fabric of constitutional liberty in the United States, is well-nigh as much to be dreaded as the incendiary orator who reminds the people that it is their right to secure the execution of their will, if need be, by the force of arms. The alarmist is, in his way, also a political sensationalist. What is needed most of all at a time like this is a constant, calm and intelligent study of the situation, and a judicious direction of all the elements of conservatism. It is a time to think well and to act deliberately, not a time for excited speech and hasty action. There are too many who are in love with the sound of their own voices, and who are reckless of all consequences beyond the applause of the moment. The doctrine to be inculcated now and always is that civilization in the United States can only prosper as its development takes form in the mold provided by the constitution and laws of the land, and that otherwise there is no safety for the rich and no hope for the poor.

IRON GATES OF THE DANUBE.

The recent opening of the canal around the cataracts of the Danube, known as the "Iron Gates," marks the completion of an important engineering feat which will not only prove of great consequence to trade, but have also international results of a very interesting character. The Iron Gates of the Danube shut off the upper reaches of the river from communication with the lower river and the sea, and were, therefore, a serious obstruction to commerce. As early as the days of the Roman Emperor Trajan, a canal around this formidable obstruction was projected, but the work was never completed.

The regulation of the navigation of the Danube was placed by the Berlin Congress under the control of an international commission, and the building of a canal around the Iron Gates was intrusted to Hungary, as the country most interested. This canal has finally been built, after much labor and expense, by blasting a passage through the rock five miles long and twelve feet deep. This canal was formally opened recently in the presence of Emperor Francis Joseph, in his capacity of King of Hungary, King Charles of Roumania and King Alexander of Servia.

It is generally believed that the meeting of the three sovereigns of the States interested in the navigation of the Danube had more in it than the mere formal opening of the great engineering work. The maintenance of the navigation of the great river untrammeled to the sea is of vital importance to Austria and the Balkan States, and the only menace to the river would be the possession of Constantinople by Russia. The Balkan States and Austria bar the path of Russia to Constantinople, and very naturally they have a common interest in protecting themselves against a possible foe whose success in securing the present Turkish capital would work them great injury, if it did not imperil their very existence.

It is generally understood that Roumania will shortly join the Triple Alliance, and add her splendid army of 150,000 men to the armed strength of the central powers. Greece is also counted on to eventually join the Alliance. The addition of Roumania to the Triple Alliance would be very welcome to Austria, as the latter power would be compelled to bear the first shock of battle with Russia in the event that the Czar's armies should essay to reach Constantinople through Europe. Such being the case, it is not surprising to see Emperor Francis Joseph visiting the Roumanian King and making a great display of the completion of the canal which has opened the Iron Gates of the Danube.

It is not easy for a man to turn a deaf ear on good advice, unless he happens to have a deaf ear to turn.

LIVELY COMMERCIAL WAR.

It is a matter for general regret that Germany continues to exhibit such hostility, commercially, toward this country, and particularly in leveling its tariff regulations so directly against the introduction of American meats into the German empire.

Germany is not a beef-raising country and it is rare that the poorer classes in that part of Europe enjoy a regular meat diet, certainly not as the Americans of all classes enjoy it. What is used with safety in America is good enough for Europe, and in excluding our meats the German government is taking wholesome food out of its subjects' mouths which the people would be only too glad to get. The secret of the prohibition, in all likelihood, is a lingering resentment against the United States for discrimination against German bounty sugars. In order to protect the beet sugar interest, or retaliate in its behalf, the German officials are abandoning the interest of the masses of its citizens in the towns. They are compelling the body of the nation to pay high prices for a small supply of meat products, in order to punish Americans for daring to provide that sugar imported into America shall pay an additional duty when raised under a bounty elsewhere.

The order which has just been promulgated in Germany against the introduction of canned meat from America will certainly provoke indignation and retaliatory measures here so soon as the elections are out of the way, if not sooner, and so the merry commercial war will wax warm. The beet sugar industry is one of the largest in the German empire and the United States is the Germans' best customer for the product. To shut out the German sugar wholly would be the severest blow, commercially, we could inflict upon the German people, and it begins to look as if that course will have to be adopted. It is an ill wind, however, that blows nobody any good. The most dangerous competitor the Texas and Louisiana growers have is the German beet sugar manufacturer, and the exclusion of his product would be followed by increased production and by increased profits for American cane growers.

POSTAL IMPROVEMENTS.

The experiment of free rural delivery, now being conducted by the Post office Department, illustrates, as no other department of the Government, the vast progress of the past half century in this country. Even middle aged men can remember when there was no postal order service, when there were no carriers outside of the great cities, when mails were days behind and the Department itself was crude and costly in its management. Then the Government seemed to act upon the idea that the people ought to be thankful for what they got, however tardy it came. Now the principle prevails that too much cannot be done for the general public. The Department is managed now upon the theory that it is one of the most important business agencies of the Nation and that the greater the perfection to which it is brought the greater the business utility of the establishment.

In spite of the tremendous expense to which the Government has gone in distributing mails and money from one end of the country to the other, in every city, town, hamlet and crossroads of the land, bringing the precious freight to the citizen's door and at lightning-like speed and for steadily decreasing rates, the business and correspondence of the Nation are such that the Department is almost self-sustaining. It is not, however, paying its way fully yet, and until then it is not likely that rural free delivery or 1 cent postage will cap the climax of development. But these things will come in time, with postal savings banks and postal telegraph. In the meanwhile, however, this tremendous machine, even in its present state of perfection, is one of the chiefest of our Governmental blessings and a standing tribute to the business and political genius of the American people. No other government has a similar arm of service so vast, so complete and so useful in all its details.

PUSHING AMERICAN TRADE.

The committee of business men who went to South America, some time ago, to study the trade possibilities of that part of the world, with a view to increasing the sale of American products there, have returned home, after having made a very thorough examination of the leading South American markets.

It appears that the committee were royally treated everywhere and afforded every opportunity to thoroughly investigate matters which were directly connected with the purpose of their visit. It is reported that they have amassed very important information, which will shortly be prepared for publication by the representative of the State Department at Washington who accompanied the committee.

The results of the labors of this committee will be awaited with interest, as there is no doubt but that a very decided development of our trade with South America is much to be desired. At present the United States enjoys but a very meager portion of the South American trade, although the leading consumer of the products of that part of the world. It has long been realized that, in order to secure the trade, some radical changes in our methods of doing business are essential. It was to discover just what such changes were that the committee visited South America.

AN INCOMPETENT OFFICIAL.

It is a matter of congratulation to all concerned that Mr. Storrs has only a few more months to serve the people of Michigan in the capacity of State Dairy and Food Commissioner. Entering upon the office with no preliminary knowledge and no special fitness for the work undertaken, he has stumbled along through his official career like a blind man walking in the dark, meeting many pitfalls and managing to find temporary lodgment in every one of them.

When the food laws were enacted and the office of Food Commissioner was created, the Tradesman argued that the position should be given to someone who possessed special fitness for the office, but Governor Rich regarded political expediency as of more importance than special fitness and bestowed the office on a man who had never given food topics any particular consideration, and whose career since he took the office leads to the belief that he knows less about his duties now than he did at the inception of his official career.

Mr. Storrs' incompetency is nowhere more clearly shown than in his dealings with the grocery trade of the State, and, now that his days are numbered, the Tradesman confidently expects to see the trade unite as a class for the purpose of insisting that the next appointee to that office shall possess the necessary requirements to render the administration of the food laws a credit, instead of a disgrace, to the State.

BERLIN MARKETS.

Peculiarities in Both Buying and Selling.

If you want to put yourself back a couple of hundred years, just visit the market places of the Old Country while you are abroad. Berlin is especially blessed in this particular, as she has at least six.

They are open squares paved with cobblestones, and generally under the shadow of one or more churches. Here, twice a week, the peasants gather, winter and summer, sunshine and rain, from seven in the morning until one in the afternoon, and eke out a scanty living selling their produce or small wares.

The well-to-do have roughly-constructed stalls; but there is many a dilapidated old hag whose teeth have gone on a strike and got the worst of the encounter, the sum of whose property consists of a lone stool and a few dry looking lemons in a decrepit basket, or a bunch of gaudy paper flowers.

In summer all goes merry with the hungriest and illest clad; but, when the cold damp autumn rains set in, the women draw their faded shawls about their shoulders, and the men raise their coat collars and talk twice as briskly, to keep up their spirits. Even on the coldest days in winter everyone is at his post. Sailcloth canopies are stuck in place, old white cotton umbrellas are opened and all goes on as usual.

By eight o'clock in the morning, on market days, the adjacent streets are thronged with hurrying people—master or mistress, accompanied by a maid carrying a basket scarcely smaller than herself; the honest working woman, who always wears an apron but never a hat or wrap except on the very freezingest days in winter, and the poor forlorn creature trying to make a living without working. No matter. Each is eager to secure the freshest fruit and vegetables and choicest cuts of meat, but especially to get them at a bargain. The substantial citizen goes at once to his favorite market people and is soon through with the business; but the bargain hunter with money or the hungry wretch without loiters about and wanders throughout the market hunting for the impossible.

Early in the morning there is little interest shown in selling; but, as the day advances, more and more eagerness is shown, especially to get rid of the perishable goods. One hears every moment:

"What will you have, my lady?"

"Here are some fine lemons, American Miss. Just buy some here. They are very cheap," etc., etc.

By one o'clock one can give his own price and the stuff is wrapped up before it is ordered.

Meanwhile, the people have been snatching their dinner as most convenient. The decaying fruit, the goose feet, the dry bread—all is greedily swallowed and washed down with a "Schluck" of beer or cup of barley coffee. In the twinkling of an eye, after one o'clock, the baskets are packed, and then strapped on the person's back where there is but one basket, or arranged in a cart, which is dragged by woman or man and dog together, and lo! at fifteen minutes after one, the square is as bare as—well, as bare as St. Peter's toe.

But the largest amount of marketing is done at the market halls, which are distributed all over the city. Besides the great Central Market at Alexander Platz, which has excellent railroad communication, there are thirteen smaller halls. In them you hear no haggling. No cheap felt slippers and coarse knit stockings, no common paper flowers or other cheap trumpery, no stoneware dishes or coarse cooking utensils are on sale—all is plain legitimate business.

These markets are opened at seven in the morning, closed from one to five, and again opened for a couple of hours. In one part of the building are all the meat stalls. Not far off are the fish, also the cheese, butter and eggs, while the vegetables, fruit and flowers each have their separate location. One is thus enabled to go from stall to stall, make his choice and still lose little time.

It seems impossible to imagine sausage a luxury where it seems so common, yet the various kinds and qualities bring from 20 to 40 cents a pound. Even for ordinary beef, mutton and veal one must pay at least 20 cents. In winter great numbers of deer and hare are to be seen, while countless geese hang by wisps of straw along wires.

This monarch of German fowls makes himself indispensable. His feathers go for the beds. His feet, boiled slowly, make a stew, on the plan of pigs' feet. Wings, legs, neck, etc., are served separately. The breast is dried and sold as a great delicacy. When roasted, the fat is tried out and afterwards eaten on bread, instead of butter.

Great quantities of fresh and salt water fish are always on sale. The fresh water fish are kept alive in great tanks of water. Furnish a silver bait, and there is no trouble to catch the right fish. During the winter months, but a limited quantity of oysters is sold. As small ones cost 50 cents a dozen, they are not a common article of diet among the poor people, and there are some people in Berlin who have never even tasted them But there is always salt and pickled herring, which takes a place second only to sausage. When the American refuses sausage and herring, the following dialogue is sure to follow:

"You don't eat sausage in America!"

"No."

"And you don't eat herring!"

"No."

Then, in a sympathetic tone of voice, "Well, what do you eat, anyway?"

Butter is to be had either fresh or salt. The cheeses are so strong that they could easily beat the best bicycle rider on a century run. Eggs are graded according to their age, being cheaper after they have reached their majority. They are sold by the "Mandel" or fifteen.

Most vegetables, including potatoes, are measured by the pound, while radishes and carrots go by the bunch. When cucumbers, turnips and cabbages are too large, they are cut and the desired amount is sold. The German celery has no value except in its root, which is boiled and made into a salad. There are at least eleven different kinds of cabbage in general consumption.

There is plenty of fruit to be had, but it does not stand a show against Michigan, or even England. The cantaloupes are hardly food fit for the gods—due, no doubt, to too strong a flavor of gold and silver. The watermelons—poor things!—look as though they had had some disease, when young, which prevented them from growing. Cherries and plums are excellent, and plentiful

GREAT VALUE

SANCAIBO COFFEE

I. M. Clark Grocery Co.

SHALL WE HAVE

The Gold Standard?

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

MANITOWOC PEAS

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

THE ALBERT LANDRETH CO.,
MANITOWOC, WIS.

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

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

as well. Berrries are not such a sure crop, but the currants are generally fine. Most of the apples, in winter, come from Italy and America. The latter kind are preferred and bring, for ordinary stock, 10 to 15 cents a pound. The best grapes must be always used for wine, for only poor stuff is seen in the markets.

But the flowers! Certainly some magic is used in raising them, for they grow faster than weeds in a cornfield in July. There are always gorgeous displays of them in the different markets, and no one seems too poor to take home, each week, a thrifty plant or a bunch of flowers.

Saturday evenings are especially lively, when the working people are out in full force hunting for extra treats at low figures. The Sunday morning rest is disturbed for an hour, from eight to nine, to allow the chance buyers to secure the all-essential. Then silence reigns once more until Monday morning.

ZAIDA E. UDELL.

A Cheerful Failure.

Stroller in Grocery World.

I found a grocer the other day who, as a reformer of his own methods, was confessedly a failure, and yet he was the most cheerful man I ever saw. He even chuckled as he recounted his efforts to adopt some of the innovations of the grocery trade.

"No, sir," he said, "I'm simply a plain, everyday grocer. There's no fringes on me. I tried to get some on once, but I didn't do it and I've stopped trying now."

"You don't look as if you needed any fringes," I said, for his store was prosperous in appearance.

"Oh, well," he said, "I thought I did once, but I don't any longer."

"What changed your ideas?" I asked.

"I didn't have any luck with my attempts," he said. "Fell flat on 'em every time. Then I stopped makin' 'em and settled down.

"Never told you how I got slumped when I tried to stop delivering goods, did I?"

He never had.

"Well, it was about three years ago now. I had a pretty good delivery man, and I paid him $12 a week. Then my horse cost me a good deal, and, all told, I don't believe my delivery service stood me in much less than $15 or $16 every week. Well, I got to thinkin' one day, and decided that it was money wasted. So, to make a long story short, I issued a statement that no more goods would be delivered, and as an inducement to balance against this I reduced all my goods 5 per cent. I could afford to do so, you see.

"Well, the scheme didn't work. I lost some trade by it the very first day, and the second day some of the sisters at the hospital about a mile out here, where I've always served groceries, came and ordered about $15 worth of groceries. I told them I didn't deliver any more, and one of them said, 'Well, we'll have to go somewhere, then, where they do deliver, for we can't carry the goods home, that's certain.' Well, what did I do? Why, I give up, that's what I done, and I've delivered goods like a little man ever since.

"That's reform Number 1. Then I used to be overrun with bums—loaters that used to come in this store and spend the whole evening. I knew it was a hurtin' me, but I didn't know how to get rid of 'em, so I made up my mind to take a firm stand. I come out one night and made a regular little speech. I told 'em, while I liked 'em personally, and would be glad to have 'em come to my house any time, they were hurtin' my business, and would have to clear out, or words to that effect. They got out, but they was madder 'n wet hens, and I knew they'd be up to some foolishness or other; and what did they do? Why, my daughter was sick in bed with the mumps, and those fellows started the report that she had the smallpox. Why, the first day after that got about the town I didn't have but two customers, and they sent the goods back when they found out. Why, it hurt me awful; but I couldn't stop it. As fast as I'd deny it, these fellows would tell around that I didn't want to have to close my store because I'd lose so much business. I'd a had 'em arrested if I'd known who was a doin' it."

"What did you do?" I asked.

"I'll tell you what I done, and you'd a done the same thing if you'd a be'n me. I went to those fellows and asked 'em back in my store again. It was a crawfishin' thing to do, but I had to do it because I was losin' my trade. There was so many of 'em that I couldn't get the report out of the way. But when they come back it all died out in a few days; and if you're in here to-night you'll see 'em a sittin' right around this stove. That's how I got stuck on reform Number 2.

"I believe that's all the things I ever tried—no, wait! I read a piece in some paper once that women clerks was the best sort to draw trade, and I put in one. She was a likely sort of girl, about thirty-five years old—Mandy Smith. Know what Mandy done? Before I'd had her two months she told all around town that me and her was engaged. I'm a bachelor, you know. Why, every man I'd see on the street would run me about it, until I was afraid to go out. The papers all had it in, and I was miserable. That woman would just sit and grin when she was asked about it—I saw her one night. Well, I had to discharge her, and then she started a report that she'd jilted me. Never even asked her to marry me! You bet your boots no woman comes in here to pester me again. They've got no business in a grocery store, anyhow. Let 'em stay at home and mend stockin's."

(Those grocers who wish to may show this to their wives.)

"No, sir," he went on, "the old-fashioned grocery business is good enough for me. I don't want no fringes on it, either. I've made a livin' out of it for nearly twenty years, and I calc'late to make a livin' out of it for that many more if I'm spared, and that without any hifalutin' nonsense, too."

Verily, I said to myself as I left, this man's experience has indeed been hard. But how many have suffered in inverse ratio for not progressively branching out into these new and money-saving fields?

He Had Them.

"Have you got low shoes?" inquired the customer of the new clerk.

"Yes, sir," replied the clerk, "we marked the entire stock down yesterday."

The public is not as familiar with its privileges about postal matters as might be supposed. Many times people would like to recall a letter after it has been mailed. This can be done, even if the letter has reached the postoffice at its destination. At every postoffice there are what are called "withdrawal blanks." On application they will be furnished, and, when a deposit is made to cover the expense, the postmaster will telegraph to the postmaster at the letter's destination asking that it be promptly returned. The applicant first signs this agreement: "It is hereby agreed that, if the letter is returned to me, I will protect you from any and all claims made against you for such return and will fully indemnify you for any loss you may sustain by reason of such action. And I herewith deposit $ — to cover all expenses incurred and will deliver to you the envelope of the letter returned." In many cases persons have made remittances to fraudulent parties or irresponsible firms, not learning their true character until after the letter had gone, and have succeeded in recalling them. There is an instance where a Kansas City merchant had remitted a dishonest traveling man a draft for $175 and by means of a withdrawal rescued the draft just in time.

THE CELEBRATED

W TRADE G MARK J

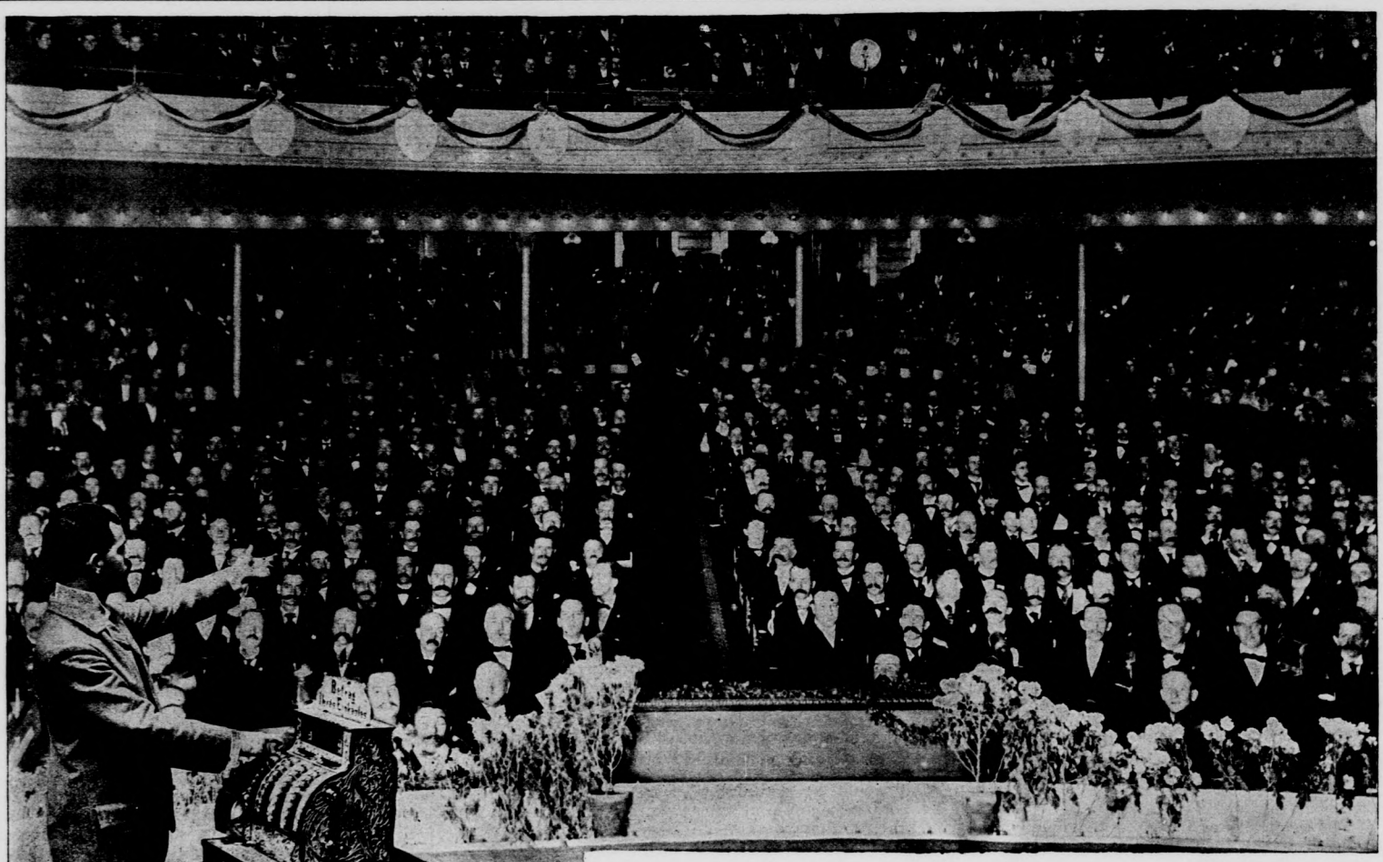
JAPAN TEA

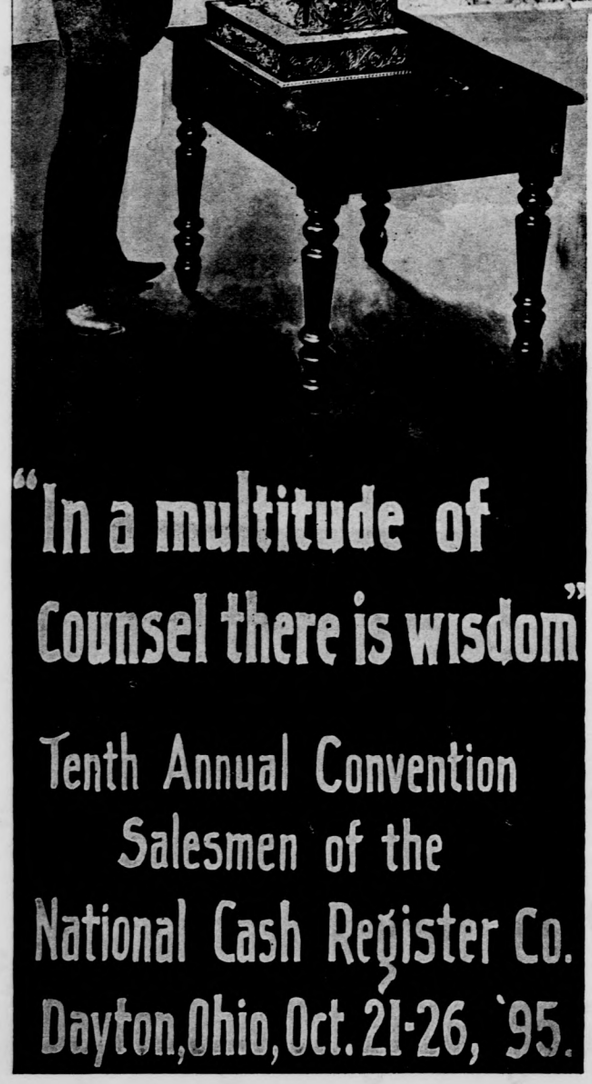
IS THE STANDARD

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

W. J. GOULD & CO.,

TEA IMPORTERS, DETROIT, MICH.





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

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

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

Name .....

City .....

Street .....

Business .....

Difficulty .....

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JANE CRAGIN.

A Vacation and What Came of It.

Written for the TRADESMAN.

That very afternoon, Cy told Jim to get out the new top-buggy and dust it; to brighten up the new silver-mounted harness, and to "curry down the black mare until she fairly shines."

"Looks as if 'twould be a good afternoon for driving and I might 's well make the most of it."

Then there was a lot of lead pencil chewing and walking up and down in the office; and about four o'clock Cy came over for the team.

The boys didn't know him. That new suit from the city was what did the business; and, from the crown of his hat to the tip of his patent leather shoes, "made for him in town," there was nothing to be improved upon.

"I was going to write to Jane about—about matters and things, but I guess you'd better do it to-day, Sid," remarked Cy, as he proceeded to draw on a pair of new driving gloves. "She'll be wanting to know how things are agoing, and you are handier than I am with a pen, you know."

"I can't write the kind of letter, Cy, that you want written," answererd Sid, curving his lip in a comical way; "I'm not that kind of corrrespondent. There's no need, though, of your getting uneasy or worrying. It'll be taken good care of. All you have to do is to keep right along with your hoeing, now you've started in, and not see or hear anything—the rest'll take care of itself. Here comes Jim with the team. Good luck to you."

A minute later there was a flashing of wheels in the sunlight and then a stopping at the hitching-post in front of Mrs. Walker's cottage.

"Ain't that a little the darndest of anything yit?" was Jim's remark, as the buggy rattled over the gravel. "This morning is the first time he sets eyes on her, and this afternoon everything new comes out, and off they go buggy-riding! Thunder!"

"See here, Jim, you don't want to make a fool of yourself just because you have a chance. If Cy wants to sample his new suit that way it's none o' your funeral nor mine. I know what you are thinking of, but don't say it. Above all, don't help the thing along by saying a single word, or writing a word about it to anybody. I'm not going to. I'll tell ye right here and now the old man's bit off a piece a great deal bigger'n he can chew, and the less you see and say now the more fun you'll have when he finds it out. Let him write his own letters; but, if you have to write, say all there is to say about the store and then stop. That's my program."

While that plan was settled on at the store, it wasn't the one that found favor in the neighborhood. There hadn't been so much "jes' droppin' in of an afternoon" in years in Milltown as there was the week after that first buggy-ride. Of course, the village was "all stirred up over it;" and when "Cy Huxley come amarchin' into church with Mis' Walker and that niece o' hern the very next Sunday," Milltown couldn't have been more shaken up if a cyclone had struck it.

"Did ye ever see anything quite ekal to that in all yer born days?" asked Mrs. Bettis of Mrs. Pelsey the minute they got into the aisle after the benediction. "One'd think a couple o' kittens was atryin' to see what they could do 'stead of a widder what ought to know better and a nole bach with his head ez gray ez a badger, and poor ole Mis' Walker apurrin' raound ez ef she thought 'twas something to be proud on."

But all unconscious, apparently, of the dust he was raising, the proprietor of the Milltown estabishment kept on in the even tenor of his way, and the neighborhood watched and commented.

"I noticed, Mis' Neely, that Cy had a shirt on the line, in yer las' week's wash, f'r every single day in the week an' no end o' collars an' cuffs. If this thing keeps on, soap's agoin' to go up," an evil which was averted from Milltown by a greater one.

Next week, when the watchers of the weekly wash found the Neely clothesline bare, and careful inquiry discovered the fact that Cy was sending his "starch clothes" to the Mill River laundry, outraged justice and propriety asserted themselves; and it was believed that the time had come for something to be done. "Things had come to a pretty pass when a poor widder woman's work was taken right aout of her hands because she couldn't gloss linen ekal to a laundry, and all to help a poor objick of pity make a gawkin' Nancy Ann of hisself! If he hadn't waited until Jane had gone, 'twould a been diff'rent; but, the very minit she put her foot out o' Milltown, to go to caperin'! What fools men folks be!"

There seemed to be three points of attack in the righting of this stupendous wrong. Mrs. Huxley, old lady Walker and Cy himself. Of these the first was the easiest to approach, and three good friends of Jane went over to free their minds. It took them a long time to get around to the object of their errand; and, when they got through, "that little woman jes' tipped her head up one side, an' says she, 'Cy's getting on towards forty and knows what he wants if he's ever going to, and I guess we'd better let him change his shirt as often as he thinks best;' an' we jest marched off home. How's that for ye?"

Calling on Mrs. Walker was a different thing. "She belonged to the Evanses over in Smithfield—smart family an' always held their heads high. Then she's well to do, you know, an' knows how things ought to be done. Waal, we rigged out in our best bib an' tucker an' went over. We talked abaout ev'rything under the sun, an' it seemed harder an' harder to git raound to it; but at last I out with it, hit er miss. She jes' set there aplayin' with her watch chain, with no more expression to her face than to so much dough; an', when I got all through, what does she do but git up an' teeter across the settin'-room to the parlor door, which she opens, an' says she: 'Mr. Huxley, here's some women that think you ought to let Mrs. Neely do your washing. I don't know anything about it and, if you'll come out here and tell them, I think you'll be doing them a favor.' If I hadn't had my bes' black silk on, I b'lieve, my soul, I should have dropped into a heap right onto the floor; but I remembered the tussle I had with them there wrinkles after the big party las' winter. Then I got up to go, an' says I, alookin' straight into her eyes, 'When we want Mr. Huxley, we'll know where to find him now, an' so won't bother you—or the other woman either,' says I. At that we come away, and I heard the young folks alaughin' ez we shet the outside door."

There was now but one thing to be done. It was done promptly, and, with a delight which the schemer is supposed to feel at the success of his well-laid plans, Cyrus Huxley, before the week was out, in putting up the mail, counted no less than ten letters with this address:

Miss Jane Cragin,
Colorado Springs,
The Alta Vista. *Colo.*

RICHARD MALCOLM STRONG.

English Capitalists After Our Plug Tobacco Factories.

From the New York Sun.

An effort is being made again by the representatives of English capitalists to acquire the properties of all the manufacturers of plug tobacco in this country. All that prevents the consummation of the deal, so it is said, is the refusal of one of the largest manufacturers to set a price on his property.

When a syndicate of English capitalists bought up American breweries, five or six years ago, an American promoter conceived the idea of forming a tobacco trust with English capital behind it. Some of the same capitalists who had interested themselves in the brewery enterprise were approached, along with other Britishers with money not yet interested in American enterprises. Many of the Englishmen looked with favor upon the scheme and enough capital was pledged to acquire a controlling interest in all the plug tobacco manufactories in the country. Having got the capital pledged, the promoter turned his attention to acquiring the properties. He got options from some of the manufacturers of plug tobacco, but the largest two concerns, the Drummond Tobacco Co. and the Liggett & Myers Tobacco Co., both of St. Louis, flatly refused even to consider any offer whatever for their properties. It was believed that it would be unprofitable to investors to form a plug tobacco trust with these two companies on the outside, and so the scheme was abandoned.

Discussion of it was not given up, however, by either the manufacturers here or the capitalists on the other side of the water. About a year ago, or a little more, the manufacturers of plug tobacco began fighting among themselves, and everybody was ready to knife everybody else, commercially speaking. The trouble originated when the American Tobacco Co., made up of the leading cigarette manufacturers, began the manufacture of plug tobacco. This made some of the old makers of plug tobacco very angry. They proposed to the manufacturers who were less excited about the matter that the plug tobacco men should retaliate upon the American Tobacco Co. by going into the cigarette business. This was strenuously opposed by the more conservative of the plug tobacco manufacturers, and the meeting last August, at which the matter was discussed, was one of the liveliest that even the oldest of the plug tobacco men had ever attended. The result of the agitation was that the Drummond Co. and the Liggett & Myers Co. declared that they would manufacture cigarettes anyway, and they did and are doing so now.

The report went abroad after that meeting that some of the plug tobacco manufacturers were so disgusted that they would like to dispose of their properties. This report had no foundation in fact, but it got to the ears of one of the best-known law firms in this city, a firm that has done the legal work necessary in the formation of several trusts, and the old scheme of forming a plug tobacco trust with English capital behind it was revived.

The situation was gone over quietly to find out if the properties could be acquired. All inquiries were made in the most guarded manner and through persons who had no connection with the law firm. What was learned was considered to be encouraging enough for one of the firm to pack off to Europe to see what chance there was of securing the necessary capital. It was found, at first, that English capitalists would not look at American investments through a telescope. They feared that Bryan would be elected, and were taking no chances. More recently, however, the feeling that McKinley will be elected has gone abroad in London, and now, it is said, on the authority of one of the manufacturers interested in the deal, enough money has been subscribed to float the enterprise.

The story comes from Cincinnati that Charles M. Lindley, of that city, and Col. Joseph B. Hughes, of Hamilton, are the men who have been intrusted with the work of securing the options on the properties. Neither of these men is known to plug tobacco manufacturers in this city, but it was learned yesterday from a man connected with the law firm mentioned—the real promoters of the deal—that two Western men have been engaged to secure options on the Drummond and Liggett & Myers properties. It was said yesterday that Liggett & Myers had practically named a figure at which they would sell, but that the Drummond Co. had declined an offer of $7,500,000.

Aside from these two plants, the one that it was difficult to get an option on was that of the Pierre Lorillard Tobacco Co. It was not possible, until recently, for anyone to acquire this property, even if the owners cared to sell. When the preferred stock of the company was put on the market a few years ago, the agreement was that the Lorillards should retain the common stock for at least three years. That time has now expired, so that should the owners care to sell there is nothing to prevent them. It was said yesterday that an option on the Lorillard plant had been obtained. This was denied, however, at the factory in Jersey City.

A reporter learned yesterday from one of the parties to the transaction, should it go through, that the whole deal hinges on the ability of those interested in acquiring the properties to get an option on the Drummond property. It is understood that the representatives of the capitalists will offer the Drummonds $8,000,000 for their plant, and not a cent more. Should this offer be accepted the deal will go through. If not, Englishmen stand little show of being able to embark in the tobacco business in the United States.

There are two classes of business men: members of the one class look the situation over carefully, and, as soon as they decide that the indications point strongly toward an improvement in trade within a reasonable length of time, they set out bravely and take advantage of the situation by discounting the future; the members of the other class are so deep in the dumps over what they have lost by reason of the depression or past drawbacks that they never get done grieving and fail to put themselves into shape to profit from better times until their wiser competitors have completely distanced them. When they do finally arouse themselves it is just as hard, quite likely, for them to do business as it was during the panic. In reality, therefore, business conditions are always depressed with them.

In 1895 the Russian government, as a trial, and with a view of diminishing drunkenness, established a monopoly in the supply of spirits in the governments of Perm, Orenburg, Ufa and Samara. The English consul at Kieff says that the friends of temperance can scarcely congratulate themselves on the result. A considerable increase of drunkenness has been observable.

A cargo of oranges from New South Wales was landed in England the other day. The fruit is said to have been in first-class condition, notwithstanding the long passage.

A NEW SCIENCE.

Kneipp's Barefoot Fad Opens Up an Interesting Study.

If Kneipp walking—and in the proper pronunciation the "K" is sounded—becomes a popular mania, as it bids fair to do, feet will be paramount for several years to come. Arms and shoulders will have had their day.

It is not pleasant to Kneipp with unsightly feet. If the Bavarian priest's theory of health-making attains the vogue that it has reached in Europe, the maidens of New York will forsake finger rings and take to the old Mother Goose adornment of "rings on her fingers and bells on her toes."

They will follow the Hindoo fashion of adorning the feet, and jewels, as well as fashionable toes, will twinkle in the matutinal shadows of Central Park.

In many parts of India, especially among the Hindoos of certain castes, the women wear neither shoes nor sandals. Around the ankles silver, gold, brass and bronze circlets are hung. They are all of beautiful workmanship. Even the poorest peasant woman can boast a pair of artistic anklets with quaint beads hanging from them. Toe rings are worn, too, and are made of metal befitting the wearer's rank.

Only the rich wear ornamental chains and instep pieces, which make the foot look pretty. Over the great toe is slipped a slender ring, with a long marquise setting, made of gold or silver filagree, and tipped with perhaps a turquoise, jasper or ornamental ball of the same metal from which the ring is made.

The second toe is adorned with a similar ring, with a setting of beautiful workmanship. The top of the ring is made to cover the entire top of the toe.

The third and fourth toes are covered likewise with oddly fashioned rings. The little toe is graced with one which resembles the back of a turtle and fleur de lis combined.

Each ring is held in place by a chain of unique design, which passes up over the instep and is attached to a handsomely shaped piece of metal. This is, in turn, fastened to a massive anklet, which hangs loosely about the ankle, almost concealing the joint. Above this are sometimes worn two, three and even four anklets.

Costumes are to be constructed hereafter with a view to proper and attractive exposure of the feet. Kneipp footwear will be more studied than dancing slippers, street shoes, golf, tennis and bicycle shoes. Struggles will be made to corceal foot blemishes. People will be judged by feet instead of by palms, ears or noses.

Pedistry is the latest and perhaps the coming science.

The sole of the foot is marked with a myriad of fine lines. Conspicuous among these are the strong middle lines. These, like the lines in the palm, are almost creases and appear in a photograph of the hand and foot. Pedistry reads these lines.

Starting from the base of the big toe there is a distinct line. That is the life line. In one foot it will curve along until it terminates under the instep far toward the lower base of the little toe. This means long life. If broken in the hollow of the foot, it denotes a sickness at middle age, and if it termintes in the hollow of the foot it means a short life. This line is the most interesting one on the foot. The experiments that have been conducted lately have proven this to be an almost unfailing reading of longevity.

There is this to be said for pedistry which cannot be said of palmistry—it is a natural reading. The hand goes through all vicissitudes and is scarred and worked down. It is trained to this art and that, and it becomes curved and molded by one's work. If you do not believe this notice the peculiar fingers of a burnisher's hand, with the forefinger the longest of the whole hand, and note the flat palms of the shoemaker, who presses his last and his irons with great strength.

Pedistry has not this objection. Tight shoes may deform the foot in a way, producing corns and joints. But no tight shoe can line a foot. The sole remains the same. Even very narrow soles produce only creases, and a dipping in water and rubbing removes them, as the marks of gloves are removed from the hand by swelling the hand a second.

Even tight shoes, with their disordered effects, cannot affect pedistry, for the shape of the foot remains the same. The character of the toes can no more be altered by shoe leather than the brain can by the hair. There may be a different look, but a test brings out the true markings.

Next to the line of life are the diagonal lines, running from one side to another at what is known as the hollow of the foot, below the "ball" of the foot. These are the lines of love. All the home and moral sentiments are here found. A pronounced cross-line means that a good domestic woman or a good family man is here. And if the line is broken it means domestic estrangement. The originator of pedistry, seeking to bring the occult into his science, has tried to show that there will be as many transverse lines as there are to be husbands or wives. But this is not followed by the true pedists, who refuse to see more than character traits in the lines.

Mentality is marked on the heel. Only those with pronounced brain ability have these lines sharply seen. Others have them as mere markings. If there is a network of small lines upon the heel it means great versatility. People who draw, paint, play and dabble in the languages have many heel lines. A smooth surface of heel denotes a placid, non-working brain.

These three characteristics are much amplified in the science. But the few here told serve as a guide to the whole scheme of foot reading. The modifications thereof are very interesting. There is a tiny line right in the center of the sole that means a great ability to love. The deeper this is the more intense the passion can be shown. Those who fall in love, once and forever, irrevocably, have a tiny dent that looks like a line here.

Line-reading is one part of pedistry. The other is in the shape of the foot. Beautiful women of marvelous talent have the Greek foot. You should hear Grece, the Paris photographer, rave about Bernhardt's foot. "The toes separate," he says, "and there is a tiny space between the first and second."

That space means great talent. You never saw a talented woman with the first two toes hugging each other. The toes are square at the ends and the owner cannot wear pointed shoes, because of that square second toe. But you'll forgive this foot its square shoe, because it is such a talented one!

The flat foot is the emotional one. Most of the Kneippists have these feet. Devout believers of any faith have them. There is little instep, because instep means capriciousness, but there is a fine, sensible, flat foot. If you have a chance to visit Central Park at 5 o'clock any morning you will see these flat feet treading the grass; and some of them are upon very stylish persons.

The ideal foot for a woman is ugly to look at, but very charming to know—the foot that is irregular. This foot can wear the pointed shoe, because the big toe is half an inch longer than the other toes. The foot is high in instep, denoting capriciousness to a certain extent, and it has the incurve at the hollow of the foot that denotes aristocratic tastes. A foot like that belongs to a person easy to get along with and good to know. A curve at the ankle means a love of fun. Those slender, curving ankles that cross the street, giving you peeps of prettiness, belongs to just such feet as the "ideal," and they mean a good, nice little woman above them.

The solid foot boasts of its instep. It is the step of the worker. The so-called instep is no instep at all. It is a thickening of the ball of the foot without the beautiful curve. Women with these feet are industrious. Notice the next thick-footed woman you see. She will wear

When you are Looking for Reliable

BOOTS AND SHOES

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

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

THE HEROLD-BERTSCH SHOE CO.,

State Agents for Wales-Goodyear Rubbers,

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L. CANDEE & CO.,
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Ask for price list.

Now is the time to get in stock of

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Our Factory Lines are the Best Wearing Shoes on Earth.

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We are agents for the best and most perfect line of rubbers made—the Boston Rubber Shoe Co.'s goods. They are stars in fit and finish. You should see their New Century Toe—it is a beauty.

If you want the best goods of all kinds—best service and best treatment, place your orders with us. Our references are our customers of the last thirty years.

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GLOVE RUBBERS

We carry a complete stock of all their specialties in Century, Razor, Round and Regular Toes, in S, N, M and F widths, also their Lumberman's Rubbers and Boots.

Either Gold or Silver will suit us—what we want is your fall order for Rubbers.

HIRTH, KRAUSE & CO.,

GRAND RAPIDS, MICH.

a shoe that fairly looms upon the instep and her heel will come down as straight as can be. This means a truth-telling instinct and all good moral qualities. The foot is that of the woman who has done pioneer work for the sex, and who will do it again. Seen in a man, this foot brings respect and dignity.

The short-toed woman has a foot as short as her temper. The short-toed man is the man who swears easily. It is the abominable temper that goes with short toes. The toes are to blame, not the man. People with short toes get through life easily. They never borrow trouble. They literally "let Brown do the walking." Their lot is cast in a pleasant place, for they go through life getting what they want and enjoying it.

The quick temper serves to discipline the world and keep it in order.

The long-toed foot belongs to the society woman, the woman of many accomplishments and great tact. Long toes belong to orators. They mean ability to talk, to argue, to bring out a nice point. All the diplomats of the world have these long-toed feet. Beauty and talent are shown by the instep and the hollow. The compact shape of the foot means mental balance, and you can be sure of finding the owner of that foot here when you come back. The evenness of one's way cannot be disturbed, that foot is sure to say.

Pointed toes are the toes of an artist. Du Maurier would have liked to place these pointed toes upon his Trilby, but Greek models demand the square toes. Nevertheless, Trilby had these pointed toes, you may be sure. Toes that come down to little sharp points mean a talent for looking into minutiae, but the slight points denote the artist. The foot is beautiful always, and the Trilby foot might be claimed for the whole world of art, so universal is it where strong talent of this kind is found.

The shape of the foot has a volume in it. Broad feet mean common sense, narrow ones reserve and curved feet denote an erratic disposition.

The lines in the sole are the most interesting of the later studies of this kind. Foot reading will form part of the coming winter's entertainments.

How the Material in Old Shoes Is Utilized.

From the St. Louis Globe-Democrat.

Old shoes are not waste from the standpoint of modern industry. After they have done their service and are discarded by the first wearers, a second-hand dealer restores the worn shoes to something like their former appearance and they are sold again, to be worn a little longer by poorer people. When the shoes are finally discarded by them they are still good for various purposes. In France such shoes are bought up in quantities by rag dealers and sold to factories, where the shoes are taken apart and submitted to long manipulations which turn them into paste, from which the material is transformed into an imitation of leather, appearing very much like the finest morocco.

Upon this material stylish designs are stamped, and wall papers, trunk covers, and similar articles are manufactured from it. Another French industry is using old dilapidated shoes in the transforming of old into new footwear. This is the principal occupation of the military convicts imprisoned in the fortress of Montpelier. There the shoes are taken apart, all the nails are taken out, and then the leather is soaked in water some time to soften it. From those pieces that can be used are cut the uppers for children's shoes and parts of the soles are similarly used. The smallest pieces of leather are applied in high Louis IV. heels, which were in style a few years ago. Even the nails of the old shoes are used again. They are separated by a magnet, which attracts the steel nails, while the copper and brass nails are carried on further.

The price received for the old copper nails alone almost pays for the first cost of the old shoes. Clippings and cuttings of the leather are also used, being turned into a paste, from which artificial leather is made, and what is not good enough to serve for this purpose is sold with the sweepings to agriculturists in the neighborhood, who use this paste with great success as a fertilizer.

Shades in Colored Footwear.

From Shoe and Leather Facts.

One of our exchanges has been devoting considerable space recently to the views of retailers on the subject of colored shoes. Most of the writers agree that the introduction of colors has greatly complicated the matter of doing a successful business, and some advocate concerted action to get back to former conditions when black was the prevalent color.

That the introduction of colored shoes has necessitated the carrying of much larger stocks goes without saying. There are a good many retailers, however, who claim the increased sales brought about by the change fully compensate for the additional outlay. As practically everybody has come to wear tan shoes during at least a portion of the summer months, and as goods of this kind have never gained much of a hold for winter wear, it seems fortunate that the amount of goods placed in consumption has been increased by the innovation. Since the perfection of shoe-dressings it is also possible to change the color or shade of shoes in accordance with the changed requirements of the purchasing public, and the loss formerly suffered by reason of unsalable colors is thus practically eradicated.

The important question, however, is not how to change the demand back to black goods, but what methods can be pursued to the best advantage under existing circumstances. There is very little probability of the public taste disregarding colors in the near future, especially since the vast improvement has been made in colored stock. There is a likelihood, however, that manufacturers will ultimately see the advantage, not only to themselves but to the trade in general, of arriving at some definite understanding as to what particular shades are to prevail during a given season. There is an inherent disposition on the part of most members of the human race to be "in style," if possible, and it would therefore be easier to effect the reform referred to than many might imagine. Certain it is that the prevalence from season to season of seven to ten shades of colored shoes, with half as many styles of toes, has complicated the business to an extent which requires all the average retailer's best effort to meet the requirements of his customers without swamping himself with an overstock. The smaller retailer of course suffers most in this connection.

Letter boxes have been established on the French steamers plying between New York and Havre, in which passengers, in the course of the voyage, may deposit letters and mailable articles. The boxes will be securely locked. At the end of the voyage the boxes will be delivered at New York or Havre post-office, where they will be unlocked and the contents distributed. It is hoped by the New York postal officials that this convenient arrangement is only preliminary to the establishment of a regular sea postal service between France and the United States, such as has for some years been in operation on the German and American steamship lines.

The management of the French state railways has obtained a permission to construct and reconstruct a number of passenger cars in which all the parts formerly manufactured from brass, copper and iron, with the exception of axles, wheels, bearings and springs, brake-beams and couplings, are to be made of aluminum. It is stated that by this change the cars will weigh one and one-half tons less, and be the means of considerable saving in operating expenses.

A farmer near Sacramento says his crop of asparagus this season will bring him $12,000, of which $9,000 will be profit. He has twelve acres of it.

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

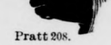
TARTARINE
The new substitute for Cream of Tartar,
Is, in fact, better than Cream of Tartar for all culinary purposes and is a very wholesome product. Cheaper to consumer and more profitable to dealer.
Manufactured by
WOLVERINE SPICE CO.,
Grand Rapids, Mich.
For Sale by all Wholesale Grocers.

Pingree "NEVERSLIP" PATENTED FEB 2ND 1892
This stamp appears on the Rubber of all our "Neverslip" Bicycle and Winter Shoes.
DO YOUR FEET SLIP?
The "Neverslip" gives elasticity and ease to every step taken by the wearer. It breaks the shock or jarring of the body when walking, and is particularly adapted to all who are obliged to be on their feet. None but the best of material used in their makeup. Every walking man should have at least a pair.

PINGREE & SMITH, Manufacturers.

"HOW TO MAKE MONEY"
Sell "Old Country Soap"
It is a big, pure, full weight, solid one pound bar (16 oz.) which retails for only 5 cents. Get the price you can buy it at from your Wholesale Grocer or his Agent. One trial and you will always keep it in stock.
DOLL SOAP
100 Bars in Box, $2.50. This is a Cracker Jack to make a run on, and it will be a winner for you both ways.
Manufactured only by
ALLEN B. WRISLEY CO.,
CHICAGO.

New Clippers New Clippers New Clippers New Clippers

PURCHASERS of the medium grade bicycles this year meet with such peculiar experiences that they hesitate about recommending their own mounts. A man who purchased a bicycle at $60 several weeks ago told a SUN reporter the following story: "Some weeks ago I looked around for a good medium-grade bicycle, and finally selected a $60 wheel that was recommended as a good all-round bicycle. It has given me eminent satisfaction, but yesterday in looking over some wheels in a bicycle store on Broadway I noticed a wheel identical in model and fixings to my own with a different name plate at its head, listed at $39. I was somewhat surprised at this and questioned the salesman. He admitted to me that the wheel in question was the same make as I owned, and in explanation of its lower price and different name, said; 'The firm that manufactures this wheel received an order for 10,000 bicycles early in the spring from some people who wished to handle bicycles, but were without a plant to manufacture. The wheels were made and delivered but 3,000 were rejected. On this account they have come into my hands, and, with a different name plate, I am selling them for $39.'"—N. Y. SUN.
A Pointer for you, Mr. Buyer, New Clippers are not marketed in this way. They are worth the price we ask. The Spiral name plate tells you what wheel to buy.

Pratt 208.
MAKERS OF BUSINESS BICYCLES
GRAND RAPIDS CYCLE CO.
New Clippers New Clippers New Clippers New Clippers

DETROIT BRUSH WORKS,

DETROIT, MICH.
L. CRABB & SON, PROPRIETORS.

Clerks' Corner

Pointed Questions, Plainly Asked.

From the Shoe and Leather Gazette.

Are you dishonest? That is a blunt question, perhaps impertinent, but can you answer it? It doesn't mean "Do you steal?" or "Do you tell a customer that sheepskin is kid?" nor does it mean to question your honesty in any way whatsoever. It merely asks, "Are you honest?" When the "boss" is out, do you work the same as when he is around? When a particularly hard customer comes in do you busy yourself in some way wholly unnecessary so as to get out of your real work and let the task go to some other clerk? In short, do you "soger?" Is it honest? Is it right? Is it fair? Is it advisable?

* * *

Will a clerk win success who is dishonest with himself and his employer? Honesty is not only the best policy—it is the only policy. Few men ever succeed who are not honest in little things as well as in big ones. Few men succeed who cannot be trusted to do what they are paid for doing as well without the eye of their employer on them as with it. The sogering employe remains an employe as a rule. He doesn't win success because he doesn't deserve success. His is the wrong policy. Success means hustle. It doesn't mean the evasion of hard work. It means the digging into it with a will and doing it thoroughly not because somebody is overseeing the job, but because the successful man knows only one way of doing it—and that is, thoroughly.

* * *

Are you lazy? Do you keep your eye peeled for things that should be done but are undone, and then do you go at it and do them? Or do you do what work you are obliged to do in the easiest possible way so it will stay done for the minute? Did you ever know of a lazy man being successful? Many clerks are absolutely shiftless. They are too lazy to wait on customers properly and politely. They are too lazy to even keep themselves clean. Will they succeed? Not on your life, unless they mend their ways materially.

* * *

When a man is too lazy or dishonest or both to do the best he can, he is in a very fair way to be classed with the great army of the unsuccessful. He doesn't deserve success. No man deserves success who isn't willing to earn it by hard work, and few reach success who don't earn it. Few are successful anyhow. The vast majority are unsuccessful, financially. Most men go out of the world with little or no more than they had when they came into it. The man, therefore, who does his level best is far better fitted for success than he who gets through by short cuts at the expense of his work.

* * *

The thoroughly honest worker wins respect. If he possesses brains he wins confidence and esteem. The slipshod worker gains neither. He brands himself a failure from the start. He seldom fools any one, but is known by his works and judged accordingly. If by any means he secures backing and embarks in business for himself he doesn't last long. His ways are not the ways of successful business men and they won't bring success. It pays to be honest. It pays to be alive and active. This is the age of energy and life. It takes hustle and stick-to-itiveness to bring success and it's pretty hard to get even then Don't handicap yourself in the race by laziness or dishonesty in small things. Your best endeavors are needed. Every stone in the edifice of success must be laid well and firmly. Mud and water won't do. Only the best mortar, thoroughly mixed, will serve the purpose.

* * *

Brains says, "Do your clerks make a five-cent sale in precisely the same manner they do a fifty-dollar sale? Do they treat the two customers in the same manner and try to please one as conscientiously as they do the other? If not, your clerks are not good clerks and you'd better teach them to mend their ways, or else get some good clerks to take their places."

Don't Get Rattled.

From Shoe and Leather Facts.

The soldier they tell about who bravely fought and without an apparent tremor during the heat and din of the battle, and who fell down in a dead faint from fright as soon as he learned that the enemy were retreating, was not a bit more inconsistent than are some business men at present. During the past two or three years of almost continuous trade depression they have not only kept a bold front in the face of the most adverse conditions but in some cases actually snatched, as it were, success out of the jaws of what would have been sure defeat had they not maintained such stout hearts and level heads as they did. With the national sky at times overcast with clouds as dark as Erebus, they marched forward bravely and until quite recently looked at the bright side of a picture which perhaps was almost entirely painted in dark colors.

The din of the fiercely waged political contest, when daily papers subsidized on both sides have talked of the dire disasters certain to occur if the result of the election is not as they desire, and when the candidates on the hustings talk about the country going to the eternal bowwows, as though they had been gifted with prophecy, seems, however, to have completely upset the equilibrium some were able to maintain up to this time.

Without entering into a discussion of the political question, we simply want to ask if any member of the trade remembers when there was a Presidential election which did not, for the time being, bring about partial business stagnation and depression? Does anyone remember when, in a measure at least, there was not a revival as soon as people stopped talking politics and began giving the usual amount of attention again to their chosen avocation? This year will not be an exception. The probability is that all the effort that might be put forth, added to the greatest amount of worry anyone is capable of enduring, would not brighten up things very materially until after the election. The only thing to do, therefore, it would seem, is to look at the matter philosophically, taking good care to make the necessary arrangements to profit by the reaction certain to come in the fullness of time. If you have been able to keep your nerve up to the present, therefore, there is every reason why you should hold out for the three remaining weeks before there will be an end to all this shouting and calamity howling.

Get ready for a brisk business in November and December.

A plan which gives promise of a much needed reform in tenement methods is that undertaken by the Improved Housing Company of New York City. It proposes to supply improved dwellings for the unfortunate people who have been turned out of condemned tenements. This is to be a strictly business enterprise, and at the same time is designed to help wage-earners who are willing to help themselves. Model tenements in the city and cottages in the suburbs are to be erected and sold to workingmen on the installment plan, and while the company will receive fair returns on its investments, the payments required will entail no heavier burden than the rent usually paid by tenement dwellers. And one of the most commendable features of the plan is that an insurance is to be added, whereby, in case of the purchaser's death, the home will be turned over to his family free from incumbrance.

In certain towns in Germany the telephone has been introduced by tobacconists into their stores as an additional attraction to customers. Anyone who buys a cigar may, if he desire, have a talk over the wires.

We have an immense line of

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

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

Our Fall Lines of

Dry Goods, Notions and Men's Furnishings

Are now in, complete and ready for inspection.

STEKETEE & SONS.

LUMBERMEN'S SUPPLIES

LARGEST STOCK AND LOWEST PRICES.

WHOLESALE GROCERIES AND PROVISIONS

F. C. Larsen,
61 Filer Street,
Manistee, Mich.
Telephone No. 91.

JESS JESS

PLUG AND FINE CUT

TOBACCO

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

MUSSELMAN GROCER CO.,
GRAND RAPIDS, MICH.

JESS JESS

Commercial Travelers

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

Michigan Commercial Travelers' Association.

President, J. F. Cooper, Detroit; Secretary and Treasurer, D. Morris, Detroit.

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Lake Superior Traveling Men's Club.

President, W. C. Brown, Marquette; Secretary and Treasurer, A. F. Wixson, Marquette.

Gripsack Brigade.

The best pays the best and that is why the best business policy pays the best.

Business does not grow because a man complains; it grows because he doesn't complain.

The faculty of making himself 'solid'' with his trade, socially, is one of the most valuable features of a commercial traveler's equipment.

The traveling representative who stands firm on prices and will not give away his goods earns the approbation of the firm which hires him. Traveling salesman are hired to make money for their employers and not to lose it.

This is an age of ''spondulicks'' and one-half of the world fattens on the other or leaner half. In no one part of this delightful process of absorption is the art of squeezing the lemon so perfect and popular as it is in the loaning of money to such as must have the cash or else go to the wall.

The success of a traveling man is not merely to ''fire'' in orders to the house at a profit. Real success on the road is to win the respect and confidence of one's trade. To sell goods to a man once, and to sell him again and again, with increasing confidence and respect on both sides—that is business success.

There are some men who seem to think they know all about the business of selling goods from sample, either from having been born commercial travelers, as they imagine, or on account of long years of experience which they may have had on the road. This class of commercial travelers should remember that there are none of us that cannot learn something every day and that it pays to investigate and find out what your trade thinks of you and your house.

Every traveling man knows that there are many very pleasant features connected with his vocation. It is pleasant, when getting to a town on his next trip, to find that the goods sold on his previous visit haven't been delivered yet. It is pleasant when a customer breaks his appointment and comes along about an hour later and spoils a sale to another one. It is nice to find your baggage about twenty-five pounds overweight, which the gentleman in charge compels you to take out, and, while you are hard at it, to see your train slowly but surely sliding out of the station. It is pleasant to get out of funds and be compelled to either waste your employer's time waiting for checks or to try to induce an unwilling customer to lend you some expense money.

The 1897 Bicycle.

Written for the Tradesman.

From year to year the wheel has approached an ideal in form, with gradually diminishing changes. A few years ago, the change from one season to the next was so great that the wheelman with a mount of the previous year was decidedly out of style. More recently the changes are so slight as affecting the general appearance that it takes an expert to note the difference. And yet material changes are being made every season.

The changes in the pattern for the '97 will be very slight, many manufacturers making none which are noticeable. Considerable attention will be paid to improvements in the construction of the frame, especially in the way of re-enforcing the joints. These improvements will be largely in the line of cheapening the construction by the use of improved patterns of stamped work for this purpose. The angle re-enforcements will probably give way to tubular ones, on which the outside tubing will closely fit. Such a joint presents practically as much strength with as little addition to the weight as any of the more costly machine re-enforcements or joints that have been devised, and where stamped work can be employed, there is no cheaper mode of construction. The Lozier Manufacturing Company of Toledo have introduced a change which it contends will be an improvement in both appearance and strength—the use of D shaped tubing both from the seat post and crank hanger to the rear hub.

Changes in the ladies' wheel will be in the way of improved construction of the chain and wheel guards. In the effort to get as narrow tread as possible in the '96 patterns, too little allowance was made for clearance between the crank and chain guard. The latter was generally constructed so that it was liable to changes in position sufficient to come into contact with the crank, and the most careful readjustment would not prevent the recurrence of the trouble. A considerable part of the annoyance of keeping the wheels in order, on the part of the dealer, was caused by this defect. Indeed, the method of construction of the guard work is all too slight and unreliable, and the manufacturers promise improvement in this direction.

In the general construction of the wheels there will be the usual improvement. Mechanical perfection will be more closely approached in the lower grades, and the high grades will be marvels of accuracy and finish, insuring the utmost ease of running without de terioration by use. The high grade of to-day would have been a mechanical impossibility a short time ago. Then in the outside finish and decoration the progress is fully maintained, the finish of the low grades being equal to that of the highest a few years ago, while the high grades mark the utmost of advance in enameling and decorative finish.

Those of the manufacturers who have agreed upon prices have made but little change from last year. The leading concerns will make a ''high grade,'' as described, which will be listed at $100. The prices of lower grades will probably vary, but most seem inclined to set the figures at $75 and $60. It is thought that the clearing out of small concerns through the financial depression, which has caused widespread failures or consolidation among them, will make it easier to maintain prices the coming season.

While the general type of wheel will continue the same, there will be some departures tried by different manufacturers which may have significance. One such may be in the way of making a chainless wheel. During the entire period of the ''safety'' there have been repeated attempts to supersede the unreliable chain and sprocket, as it is sometimes considered, but these attempts have generally been in the direction of using levers, upon which the feet operate with an up and down motion, instead of the crank. All such schemes have been failures, for the reason that the crank motion is the most natural and least fatiguing. Early in the history of the safety, experiments were made in the way of superseding the chain with a shaft carrying bevel gearing. For various reasons these were not successful, and were abandoned. But it is said that the idea is being taken up again, and that the chainless wheel seems likely to become a success. NATE.

Lively Times About the Home of the Apple Picker.

From the Cleveland Recorder.

From Glenville Corners comes a tale of woe with an apple at the top of it. Sunday morning, while walking about his farm, John Schneider espied a tempting morsel at the top of his apple tree, and straightway went about procuring it, to his own misfortune and grief.

It so did happen that John was attired in his choicest raiment, and while climbing the tree his nether garment was destroyed. Undaunted, however, he reached for the apple. Something broke and he fell. Immediately beneath the tree the festive honey bee made honey, and the farmer involuntarily found himself forcibly deposited upon a beehive. Thereupon the bees sat themselves upon the unfortunate for a period, and, then yet unrevenged for the destruction of their home, made war against the family horse, grazing near by. The horse rushed to the housewife for protection and invaded her kitchen.

Mrs. Schneider was cooking the midday meal. The stove was overturned, and in preventing a conflagration she narrowly escaped being burned. Schneider hurried to her rescue and was kicked in the pit of the stomach by the once docile horse, which then set itself about demolishing the contents of the whole house, but was frustrated in his design by the narrowness of the doors. Mrs. Schneider then turned upon the horse. She rushed at him with a broom. Instead of hitting the horse the broom came in contact with a clock, which was thrown from its shelf and practically demolished.

The horse ran out of his own accord and in the yard met the family cow. The cow received a kick in the side and, terrified, ran at the pet dog and tossed him in the air. She repeated the performance until the dog was dead, when she started down the road scattering all who were out for a Sunday walk. And over all the apple innocently hung, and still hangs.

Every man imagines that all he needs is a chance.

Adding Insult to Injury.

The Senior Partner—I guess we will have to give up trying to get that money from Sharpe.

The Junior Partner—Really?

''It looks that way. His office is in the second story of his place, you know, and he threw our last collector out of his window, where the man fell through an awning, you remember.''

''Yes.''

''Now he sends in a claim for the damage to the awning.''

Loss or Gain?

The young men and women attain greatest financial gain by taking a course in the business, Shorthand, English, or Mechanical Drawing Departments, of the Detroit Business University, 11-19 Wilcox St., Detroit, Mich Send for catalogue. W. F. Jewell, P. R. Spencer.

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 BEST 10 CENTS GREEN SEAL
SELL THESE
CIGARS
and give customers good satisfaction.

We Want Your Holiday Orders

And will mail free to any Dealer in the State a copy of our NEW HOLIDAY CATALOGUE. Don't place your Holiday orders until you have seen it or our Agent.

H. LEONARD & SONS.
GRAND RAPIDS, MICH.

Drugs--Chemicals

STATE BOARD OF PHARMACY.

One Year— - - C. A. Bugbee, Traverse City
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President, C. A. Bugbee, Traverse City.
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Coming Meetings—Lansing, November 4 and 5.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President, G. C. Phillips, Armada.
Secretary, B. Schrouder, Grand Rapids.
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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.

Acids—No change to note in prices of any descriptions, the only interesting feature being a firmer feeling in oxalic.

Arsenic—Powdered white is meeting with a moderate enquiry, and dealers report values steady.

Balsams — Copaiba, good demand from consuming sections and quotations are firm. Prices for tolu are strong, as the stock is closely concentrated and there is none coming forward. Peru is a trifle firmer. Canada fir is quiet.

Barium, Nitrate—Small lots are moving moderately and prices are ruling steady.

Beans—Market is strong for all varieties of vanilla and the trade demand is still active.

Bismuth Preparations—Continue very quiet, with no change in prices.

Cacao Butter—Firmness is still the rule, and the light spot stock of bulk is being firmly held.

Cantharides—Market is quiet but steady.

Cassia Buds—A fair jobbing trade is reported, and a firm feeling prevails.

Cocaine—The demand is of the jobbing order, and is light, but prices are firm.

Colocynth Apples—The market is firm for all kinds, the tendency is upwards, and holders are not anxious sellers.

Cream Tartar—Steady at the late decline.

Cubeb Berries—Still slow of sale, and nominal.

Essential Oils—Jobbing demand is somewhat more active, and some varieties have experienced a change in prices. Sweet almonds, the better grades have been reduced. Cassia is firm. Copaiba, market has strengthened, in sympathy with the balsam, and quotations are higher. Orange is lower. Natural sassafras, supply is scarce and prices have advanced.

Flowers—Chamomile are still firm. Insect, market is strong with tone upward, as similar conditions exist across the water. American saffron continues quiet.

Glycerine—Markets abroad are strong for crude and the feeling there is quiet but firm.

Gums—Asafoetida remains firm, and active. Camphor, fair seasonable demand, and values are firm. Request is still good for kino, which is firm.

Leaves—There is a fair jobbing demand to note concerning short buchu, but prices are somewhat irregular. Cocoa are quiet, and nominal. New crop Tinnevelly senna are attracting attention. Digitalis are scarce and quotations have gone up.

Menthol—Demand light and prices are barely steady.

Opium—Market is still dull and hardly steady.

Orange Peel—Light consuming demand but prices are steady.

Quicksilver—Firm.

Quinine—Satisfactory consuming demand. Values firm.

Roots—Prices for ipecac are ruling firm and demand continues good. Jamaica ginger, supply is scarce and values are firm. Senega is still hardening, and there has been another advance. Golden Seal is meeting with some demand from abroad and values are firm. Serpentaria, market is quiet but steady. Mandrake is in small supply and is higher. Gentian has gone up higher and offerings are limited. Florentine Orris, also, is higher.

Salicin—No change and nominal.

Seeds—Dutch caraway is selling fairly satisfactorily. A good business seems to be doing in celery, which is moving more freely. Poppy is still advancing. Coriander, active but prices are unchanged.

Education of the People.

Much has been written in regard to the necessity of the pharmaceutical apprentice having a good education, both in the common English branches and in pharmacy. The profession of pharmacy, the pharmaceutical colleges, the pharmaceutical journals, and the books of pharmacy all over the country have been demanding it, and will continue to demand it, and the result will be for good. But I think that it is now time to talk about educating the people. They should be taught to realize the need of having educated dispensers. When the people have learned to require this, their influence on the welfare of pharmacy will be greater than all other influences combined. While we can perhaps keep the standard of pharmacy above that recognized and appreciated by the public, we cannot bring it to the perfection which we all desire, and for which we all are working. A man may have in himself a desire to do his best, and will serve the public faithfully, but when greater things are required of him, he will rise to meet them.

That the people need to be educated no one will deny. It sometimes seems as though there is no other subject upon which they are so ignorant, and I might add indifferent, as that of drugs, and, until they do know more of it, they will continue to be satisfied with men who are not qualified to act as pharmacists. We must teach the people pharmacy and materia medica, not in detail, but in general.

The question then comes up, How can we educate the public? a question more easily asked than answered. Perhaps, with the better education of the masses in other subjects, they will imbibe some knowledge of medicine. The prospect of relief from this source, however, is not very flattering when we remember our numerous acquaintances who possess a good degree of intelligence in other lines, but allow themselves to be duped and doped by quacks and charlatans. That the people are ignorant of the activity of many medicinal agents can easily be believed, for nearly every daily paper contains an account of a death caused by one of these agents. It would seem as though these accounts, if anything could, would bring them to a realizing sense of the danger and the necessity of care in the dispensing of medicines.

Another way by which the public can be taught is through the doctors. They come in contact with the people at a time when they will usually be most heedful of what is told them. By a few well-chosen remarks, the physician could perhaps do more towards educating his patient than anyone else. Let him tell the patient that he should look out for quality of drugs and efficiency in compounding rather than for low prices. Many physicians seem to think that they should cover up the drugs they dispense with a great mystery. In the majority of cases this is wrong. The day of mysticism is passed. The people have a right to know all they can understand about the medicines they are taking. I believe that they would then have a greater respect for the physician, for the pharmacist, and for the medicine. The pharmacist himself should be an instructor of the people. By the appearance of his store and by the general deportment of himself and his employes, he can inspire the public with confidence that he knows his business. In conversation with his patron he can impart such information as will make the customer more fully appreciate the responsiblities connected with dispensing drugs, and impress upon him the undesirability of employing a person not educated. Let the pharmacist do all in his power to instill into the public a higher regard for his profession.

It would seem as though there is no one way by which we can educate the people. The so-called popular lectures or articles in newspapers will reach but few of the persons for whom they are meant. Our methods of teaching must, necessarily, be rather indirect, putting in a word here and a word there, wherever we can make it felt.

Other and better ways may suggest themselves to you, and if so you owe it to the others of the fraternity to make them known. This certainly is a question deserving attention, for by raising the opinion which the public has of our profession, we are ourselves elevated, and better qualified men will come into our ranks. E. A. Ruddiman.

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
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ahead of you and far ahead of anything on the market in nickel Cigars. $35. Ask your jobber, or send $1.75 for sample box of 50, postpaid, to
G. J. JOHNSON CIGAR CO., Grand Rapids, Mich.

WHOLESALE PRICE CURRENT.

Advanced—Castor Oil, Balsam Copaiba, Capsicum Pod. **Declined**—Gum Opium.

Acidum

Aceticum	$ 8@$ 10
Benzoicum, German	75@ 80
Boracic	@ 15
Carbolicum	29@ 40
Citricum	44@ 46
Hydrochlor	3@ 5
Nitrocum	8@ 10
Oxalicum	10@ 12
Phosphorium, dil	@ 15
Salicylicum	45@ 50
Sulphuricum	1¾@ 5
Tannicum	1 40@ 1 60
Tartaricum	34@ 36

Ammonia

Aqua, 16 deg	4@ 6
Aqua, 20 deg	6@ 8
Carbonas	12@ 14
Chloridum	12@ 14

Aniline

Black	2 00@ 2 25
Brown	80@ 1 00
Red	45@ 50
Yellow	2 50@ 3 00

Baccæ.

Cubeæe...po. 18	13@ 15
Juniperus	6@ 8
Xanthoxylum	25@ 30

Balsamum

Copaiba	50@ 55
Peru	@ 2 60
Terabin, Canada	40@ 45
Tolutan	1 10@ 1 20

Cortex

Abies, Canadian	18
Cassiæ	12
Cinchona Flava	18
Euonymus atropurp	30
Myrica Cerifera, po.	20
Prunus Virgini	12
Quillaia, gr'd	10
Sassafras	12
Ulmus...po. 15, gr'd	15

Extractum

Glycyrrhiza Glabra	24@ 25
Glycyrrhiza, po	28@ 30
Hæmatox, 15 lb box	11@ 12
Hæmatox, 1s	13@ 14
Hæmatox, ½s	14@ 15
Hæmatox, ¼s	16@ 17

Ferru

Carbonate Precip	15
Citrate and Quinia	2 25
Citrate Soluble	80
Ferrocyanidum Sol.	50
Solut. Chloride	15
Sulphate, com'l	2
Sulphate, com'l, by bbl, per cwt	35
Sulphate, pure	7

Flora

Arnica	12@ 14
Anthemis	18@ 25
Matricaria	25@ 30

Folia

Barosma	15@ 20
Cassia Acutifol, Tinnevelly	18@ 25
Cassia Acutifol, Alx.	25@ 30
Salvia officinalis, ¼s and ½s	12@ 20
Ura Ursi	8@ 10

Gummi

Acacia, 1st picked	@ 65
Acacia, 2d picked	@ 45
Acacia, 3d picked	@ 35
Acacia, sifted sorts	@ 28
Acacia, po	60@ 80
Aloe, Barb. po. 20@28	14@ 18
Aloe, Cape ....po. 15	@ 12
Aloe, Socotri..po. 40	@ 30
Ammoniac	55@ 60
Assafœtida....po. 30	22@ 25
Benzoinum	50@ 55
Catechu, 1s	@ 13
Catechu, ½s	@ 14
Catechu, ¼s	@ 16
Camphoræ	50@ 55
Euphorbium..po. 35	@ 10
Galbanum	@ 1 00
Gamboge po	65@ 70
Guaiacum.....po. 35	@ 35
Kino.....po. $4.00	@ 4 00
Mastic	@ 65
Myrrh.....po. 45	@ 40
Opii...po. $3.50@3.70	2 30@ 2 35
Shellac	40@ 60
Shellac, bleached	40@ 45
Tragacanth	50@ 80

Herba

Absinthium..oz. pkg	25
Eupatorium .oz. pkg	20
Lobelia.....oz. pkg	25
Majorum ....oz. pkg	28
Mentha Pip..oz. pkg	23
Mentha Vir..oz. pkg	25
Rue.....oz. pkg	39
TanacetumV oz. pkg	22
Thymus, V..oz. pkg	25

Magnesia.

Calcined, Pat.	55@ 60
Carbonate, Pat.	20@ 22
Carbonate, K. & M.	20@ 25
Carbonate, Jennings	35@ 36

Oleum

Absinthium	3 25@ 3 50
Amygdalæ, Dulc	30@ 50
Amygdalæ, Amaræ	8 00@ 8 25
Anisi	2 80@ 2 90
Auranti Cortex	2 30@ 2 40
Bergamii	2 40@ 2 60
Cajiputi	70@ 75
Caryophylli	53@ 58
Cedar	35@ 65
Chenopadii	@ 2 50
Cinnamonii	2 25@ 2 30
Citronella	40@ 45
Conium Mac	35@ 65
Copaiba	90@ 1 00
Cubebæ	1 50@ 1 60
Exechthitos	1 20@ 1 30
Erigeron	1 20@ 1 30
Gaultheria	1 50@ 1 60
Geranium, ounce	@ 75
Gossippii, Sem. gal	50@ 60
Hedeoma	1 10@ 1 15
Junipera	1 50@ 2 00
Lavendula	90@ 2 00
Limonis	1 30@ 1 50
Mentha Piper	1 60@ 2 20
Mentha Verid	2 65@ 2 75
Morrhuæ, gal	2 00@ 2 10
Myrcia, ounce	@ 50
Olive	75@ 3 00
Picis Liquida	10@ 12
Picis Liquida, gal	@ 35
Ricina	79@ 84
Rosmarini	@ 1 00
Rosæ, ounce	6 50@ 8 50
Succini	40@ 45
Sabina	90@ 1 00
Santal	2 50@ 7 00
Sassafras	50@ 55
Sinapis, ess., ounce	@ 65
Tiglii	1 20@ 1 25
Thyme	40@ 50
Thyme, opt	@ 1 60
Theobromas	15@ 20

Potassium

Bi-Barb	15@ 18
Bichromate	13@ 15
Bromide	48@ 51
Carb	12@ 15
Chlorate..po. 17@19c	16@ 18
Cyanide	50@ 55
Iodide	2 90@ 3 00
Potassa, Bitart, pure	27@ 30
Potassa, Bitart, com	@ 15
Potass Nitras, opt	8@ 10
Potass Nitras	7@ 9
Prussiate	25@ 28
Sulphate po	15@ 18

Radix

Aconitvm	20@ 25
Althæ	22@ 25
Anchusa	12@ 15
Arum po	@ 25
Calamus	20@ 40
Gentiana.....po 15	12@ 15
Glychrrhiza...pv. 15	16@ 18
Hydrastis Canaden	@ 30
Hydrastis Can., po	@ 35
Hellebore, Alba, po	15@ 20
Inula, po	15@ 20
Ipecac, po	1 65@ 1 75
Iris plox....po35@38	35@ 40
Jalapa, pr	40@ 45
Maranta, ¼s	@ 35
Podophyllum, po	15@ 18
Rhei	75@ 1 00
Rhei, cut	@ 1 25
Rhei, pv	75@ 1 35
Spigelia	35@ 38
Sanguinaria...po. 15	@ 15
Serpentaria	30@ 35
Senega	40@ 45
Similax, officinalis H	@ 40
Smilax, M	@ 25
Scillæ.....po.35	10@ 12
Symplocarpus, Fœtidus, po	@ 25
Valeriana, Eng. po. 30	@ 25
Valeriana, German	15@ 20
Zingibera	12@ 16
Zingiber j	25@ 27

Semen

Anisum.....po. 15	@ 12
Apium (graveleons)	13@ 15
Bird, 1s	4@ 6
Carui.....po. 18	10@ 12
Cardamon	1 00@ 1 25
Coriandrum	8@ 10
Cannabis Sativa	3½@ 4
Cydonium	75@ 1 00
Chenopodium	10@ 12
Dipterix Odorate	2 90@ 3 00
Fœniculum	@ 10
Fœnugreek, po	6@ 8
Lini	2¼@ 4
Lini, grd....bbl. 2½	3½@ 4
Lobelia	35@ 40
Pharlaris Canarian	3½@ 4
Rapa	4½@ 5
Sinapis Albu	7@ 8
Sinapis Nigra	11@ 12

Spiritus

Frumenti, W. D. Co.	2 00@ 2 50
Frumenti, D. F. R.	2 00@ 2 25
Frumenti	1 25@ 1 50
Juniperis Co. O. T.	1 65@ 2 00
Juniperis Co	1 75@ 3 50
Saacharum N. E.	1 90@ 2 10
Spt. Vini Galli	1 75@ 6 50
Vini Oporto	1 25@ 2 00
Vini Alba	1 25@ 2 00

Sponges

Florida sheeps' wool carriage	2 50@ 2 75
Nassau sheeps wool carriage	@ 2 00
Velvet extra sheeps' wool, carriage	@ 1 10
Extra yellow sheeps' wool, carriage	@ 85
Grass sheeps' wool, carriage	@ 65
Hard, for slate use	@ 75
Yellow Reef, for slate use	@ 1 40

Syrups

Acacia	@ 50
Auranti Cortes	@ 50
Zingiber	@ 50
Ipecac	@ 60
Ferri Iod	@ 50
Rhei Arom	@ 50
Smilax Officinalis	50@ 60
Senega	@ 50
Scillæ	@ 50
Scillæ Co	@ 50
Tolutan	@ 50
Prunus virg	@ 50

Tinctures

Aconitum Napellis R	60
Aconitum Napellis F	50
Aloes	60
Aloes and Myrrh	60
Arnica	50
Assafœtida	50
Atrope Belladonna	60
Auranti Cortex	50
Benzoin	60
Benzoin Co	50
Barosma	50
Cantharides	75
Capsicum	50
Cardamon	75
Cardamon Co	75
Castor	1 00
Catechu	50
Cinchona	50
Cinchona Co	60
Columba	50
Cubeba	50
Cassia Acutifol	50
Cassia Acutifol Co	50
Digitalis	50
Ergot	50
Ferri Chloridum	35
Gentian	50
Gentian Co	60
Gulaca	50
Gulaca ammon	60
Hyoscyamus	50
Iodine	75
Iodine, colorless	75
Kino	50
Lobelia	50
Myrrh	50
Nux Vomica	50
Opii	75
Opii, camphorated	50
Opii, deodorized	1 50
Quassia	50
Rhatany	50
Rhei	50
Sanguinaria	50
Serpentaria	50
Stromonium	60
Tolutan	60
Valerian	50
Veratrum Veride	50
Zingiber	20

Miscellaneous

Æther, Spts. Nit. 3 F	30@ 35
Æther, Spts. Nit. 4 F	34@ 38
Alumen	2¼@ 3
Alumen, gro'd..po. 7	3@ 4
Annatto	40@ 50
Antimoni, po	4@ 5
Antimoni et PotassT	55@ 60
Antipyrin	@ 1 40
Antifebrin	@ 15
Argenti Nitras, oz	@ 55
Arsenicum	10@ 12
Balm Gilead Bud	38@ 40
Bismuth S. N.	1 00@ 1 10
Calcium Chlor., 1s	@ 9
Calcium Chlor., ½s	@ 10
Calcium Chlor., ¼s	@ 12
Cantharides, Rus. po	@ 75
Capsici Fructus, af	@ 18
Capsici Fructus, po	@ 15
Capsici FructusB, po	@ 15
Caryophyllus..po. 15	10@ 12
Carmine, No. 40	@ 3 75
Cera Alba, S. & F	50@ 55
Cera Flava	40@ 42
Coccus	@ 40
Cassia Fructus	@ 27
Centraria	@ 10
Cetaceum	@ 45
Chloroform	60@ 63
Chloroform, squibbs	@ 1 35
Chloral Hyd Crst	1 15@ 1 30
Chondrus	20@ 25
Cinchonidine, P. & W	20@ 25
Cinchonidine, Germ	15@ 22
Cocaine	5 55@ 5 75
Corks, list, dis. pr. ct.	65
Creosotum	@ 35
Creta.....bbl. 75	@ 2
Creta, prep	@ 5
Creta, precip	9@ 11
Creta, Rubra	@ 8
Crocus	50@ 55
Cudbear	@ 24
Cupri Sulph	5@ 6
Dextrine	10@ 12
Ether Sulph	75@ 90
Emery, all numbers	@ 8
Emery, po	@ 6
Ergota.....po. 40	30@ 35
Flake White	12@ 15
Galla	@ 23
Gambier	8@ 9
Gelatin, Cooper	@ 60
Gelatin, French	30@ 50
Glassware, flint, box	60, 10&10
Less than box	60
Glue, brown	9@ 12
Glue, white	13@ 25
Glycerina	19@ 26
Grana Paradisi	@ 15
Humulus	25@ 55
Hydraag Chlor Mite	@ 75
Hydraag Chlor Cor	@ 65
Hydraag Ox Rub'm	@ 85
Hydraag Ammoniati	@ 95
HydraagUnguentum	45@ 55
Hydrargyrum	@ 60
Ichthyobolla, Am	1 25@ 1 50
Indigo	75@ 1 00
Iodine, Resubi	3 80@ 3 90
Iodoform	@ 4 70
Lupulin	@ 2 25
Lycopodium	60@ 65
Macis	65@ 75
Liquor Arsen et Hydrarg Iod	@ 27
LiquorPotassArsinit	10@ 12
Magnesia, Sulph	2@ 3
Magnesia, Sulph, bbl	@ 1½
Mannia, S. F	50@ 60
Menthol	@ 5 50
Morphia, S.P.& W	1 75@ 2 00
Morphia, S.N.Y.Q.& C. Co	1 65@ 1 90
Moschus Canton	@ 40
Myristica, No. 1	65@ 80
Nux Vomica...po.20	@ 10
Os Sepia	15@ 18
Pepsin Saac, H. & P. D. Co	@ 1 00
Picis Liq. N.N.½ gal. doz	@ 2 00
Picis Liq., quarts	@ 1 00
Picis Liq., pints	@ 85
Pil Hydrarg...po. 80	@ 50
Piper Nigra...po. 22	@ 18
Piper Alba....po. 35	@ 30
Pilx Burgun	@ 7
Plumbi Acet	10@ 12
Pulvis Ipecac et Opii	1 10@ 1 20
Pyrethrum, boxes H. & P. D. Co., doz	@ 1 25
Pyrethrum, pv	30@ 33
Quassiæ	8@ 10
Quinia, S. P. & W	31@ 36
Quinia, S. German	25@ 30
Quinia, N.Y	29@ 34
Rubia Tinctorum	12@ 14
SaccharumLactis pv	24@ 26
Salacin	3 00@ 3 10
Sanguis Draconis	40@ 50
Sapo, W	12@ 14
Sapo, M	10@ 12
Sapo, G	@ 15
Siedlitz Mixture	20 @ 22
Sinapis	@ 18
Sinapis, opt	@ 30
Snuff, Maccaboy, De Voes	@ 34
Snuff, Scotch, DeVo's	@ 34
Soda Boras	7 @ 10
Soda Boras, po	7 @ 10
Soda et Potass Tart	26@ 28
Soda, Carb	1½@ 2
Soda, Bi-Carb	3@ 5
Soda, Ash	3½@ 4
Soda, Sulphas	@ 2
Spts. Cologne	@ 2 60
Spts. Ether Co	50@ 55
Spts. Myrcia Dom	@ 2 00
Spts. Vini Rect. bbl	@ 2 37
Spts. Vini Rect. ½bbl	@ 2 42
Spts. Vini Rect. 10gal	@ 2 45
Spts. Vini Rect. 5gal	@ 2 47
Less 5c gal. cash 10 days.	
Strychnia, Crystal	1 40@ 1 45
Sulphur, Subl	2½@ 3
Sulphur, Roll	2@ 2½
Tamarinds	8@ 10
Terebenth Venice	28@ 30
Theobromæ	42@ 45
Vanilla	9 00@16 00
Zinci Sulph	7@ 8

Oils

	BBL.	GAL.
Whale, winter	70	70
Lard, extra	40	45
Lard, No. 1	35	40
Linseed, pure raw	32	35
Linseed, boiled	34	37
Neatsfoot, winter strn	65	70
Spirits Turpentine	34	39

Paints

	BBL.	LB.
Red Venetian	1¾ 2	@8
Ochre, yellow Mars.	1¾ 2	@4
Ochre, yellow Ber.	1¾ 2	@3
Putty, commercial	2½	2½@3
Putty, strictly pure	2½	2¾@3
Vermilion, Prime American	13@	15
Vermilion, English	70@	75
Green, Paris	15 @	24
Green, Peninsular	13@	16
Lead, Red	5¼@	5¾
Lead, white	5¼@	5¾
Whiting, white Span	@	70
Whiting, gilders'	@	90
White, Paris Amer	@	1 00
Whiting, Paris Eng. cliff	@	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

Full line of staple druggists' sundries.

We are sole proprietors of Weatherly's Michigan Catarrh Remedy.

We have in stock and offer a full line of **WHISKIES, BRANDIES, GINS, WINES AND RUMS.**

We sell liquors for medicinal purposes only.

We give our personal attention to mail orders and guarantee satisfaction.

All orders shipped and invoiced the same day we receive them. Send a trial order.

Hazeltine & Perkins Drug Co.,

Grand Rapids.

GROCERY PRICE CURRENT.

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

AXLE GREASE.

	doz.	gross
Aurora	.55	6 00
Castor Oil	.60	7 00
Diamond	.50	5 50
Frazer's	.75	9 00
IXL Golden, tin boxes	75	9 00
Mica	.70	8 00
Paragon	.55	6 00

BAKING POWDER.

Absolute.

¼ lb cans doz	45
½ lb cans doz	85
1 lb cans doz	1 50

Acme.

¼ lb cans 3 doz	45
½ lb cans 3 doz	75
1 lb cans 1 doz	1 00
Bulk	10

Dwight's.

1 lb cans per doz	1 50

JaXon

¼ lb cans 4 doz case	45
½ lb cans 4 doz case	85
1 lb cans 2 doz case	1 60

Home.

¼ lb cans 4 doz case	35
½ lb cans 4 doz case	55
1 lb cans 2 doz case	90

Our Leader.

¼ lb cans	45
½ lb cans	75
1 lb cans	1 50

BATH BRICK.

American	70
English	80

BLUING.

CONDENSED PEARL BLUING

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

BROOMS.

No. 1 Carpet	1 90
No. 2 Carpet	1 75
No. 3 Carpet	1 50
No. 4 Carpet	1 15
Parlor Gem	2 00
Common Whisk	70
Fancy Whisk	80
Warehouse	2 25

CANDLES.

Hotel 40 lb boxes	9½
Star 40 lb boxes	8½
Paraffine	9

CANNED GOODS.

Manitowoc Peas.

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

CATSUP.

Columbia, pints	4 25
Columbia, ½ pints	2 50

CHEESE.

Acme	9 @	9½
Amboy	9¾ @	10¼
Byron	@	9
Carson City	@	9
Elsie	@	10½
Gold Medal		9
Ideal	@	10
Jersey	@	9½
Lenawee	@	9½
Riverside	@	10½
Sparta	@	9½
Oakland County	9 @	9½
Brick	@	9
Edam	@	75
Leiden	@	19
Limburger	@	15
Pineapple	60 @	95
Sap Sago	@	20

Chicory.

Bulk	5
Red	7

CHOCOLATE.

Walter Baker & Co.'s.

German Sweet	22
Premium	31
Breakfast Cocoa	42

CLOTHES LINES.

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

CLOTHES PINS.

5 gross boxes	45

COCOA SHELLS.

20 lb bags	2½
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 Guatamala.

Fair	21
Good	22
Fancy	24

Maracaibo.

Prime	23
Milled	24

Java.

Interior	25
Private Growth	27
Mandehling	28

Mocha.

Imitation	25
Arabian	28

Roasted.

Quaker Mocha and Java	29
Toko Mocha and Java	28
State House Blend	23

Package.

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

Arbuckle	17 50
Jersey	17 50
McLaughlin's XXXX	17 50

Extract.

Valley City ½ gross	75
Felix ½ gross	1 15
Hummel's foil ½ gross	85
Hummel's tin ½ gross	1 43

Nneipp Malt Coffee.

1 lb. packages, 50 lb. cases	9
1 lb. packages, 100 lb. cases	9

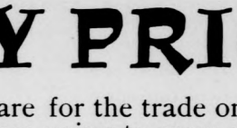
CONDENSED MILK.

4 doz. in case.

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

Peerless evaporated cream	5 75

COUPON BOOKS.



Tradesman Grade.

50 books, any denom	1 50
100 books, any denom	2 50
500 books, any denom	11 50
1,000 books, any denom	20 00

Economic Grade.

50 books, any denom	1 50
100 books, any denom	2 50
500 books, any denom	11 50
1,000 books, any denom	20 00

Universal Grade.

50 books, any denom	1 50
100 books, any denom	2 50
500 books, any denom	11 50
1,000 books, any denom	20 00

Superior Grade.

50 books, any denom	1 50
100 books, any denom	2 50
500 books, any denom	11 50
1,000 books, any denom	20 00

Coupon Pass Books,

Can be made to represent any denomination from $10 down.

20 books	1 00
50 books	2 00
100 books	3 00
250 books	6 25
500 books	10 00
1000 books	17 50

Credit Checks.

500, any one denom'n	3 00
1000, any one denom'n	5 00
2000, any one denom'n	8 00
Steel punch	75

DRIED FRUITS—DOMESTIC

Apples.

Sundried	@ 3½
Evaporated 50 lb boxes	@ 4¼

California Fruits.

Apricots	9
Blackberries	
Nectarines	5½@
Peaches	5 @14
Pears	8½@
Pitted Cherries	
Prunnelles	
Raspberries	

California Prunes.

100-120 25 lb boxes	@
90-100 25 lb boxes	@ 5½
80-90 25 lb boxes	@ 6
70-80 25 lb boxes	@ 6½
60-70 25 lb boxes	@ 7
50-60 25 lb boxes	@ 7¾
40-50 25 lb boxes	@ 8½
30-40 25 lb boxes	@

¼ cent less in bags

Raisins.

London Layers	1 35
Loose Muscatels 2 Crown	5
Loose Muscatels 3 Crown	5¼
Loose Muscatels 4 Crown	6

FOREIGN.

Currants.

Patras bbls	@ 5¼
Vostizzas 50 lb cases	@ 5½
Cleaned, bulk	@ 6
Cleaned, packages	@ 7

Peel.

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

Raisins.

Ondura 29 lb boxes	@7¾
Sultana 1 Crown	@6½
Sultana, 4 Crown	@9½
Sultana 5 Crown	@10
Valencia 30 lb boxes	@

EGG PRESERVER.

Knox's, small size	4 80
Knox's, large size	9 00

FARINACEOUS GOODS.

Biscuitine.

3 doz. in case, per doz	1 00

Farina.

Bulk	3

Grits.

Walsh-DeRoo Co.'s	2 00

Hominy.

Barrels	3 25
Flake, 50 lb. drums	1 50

Lima Beans.

Dried	4

Maccaroni and Vermicelli.

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

Pearl Barley.

Common	1¾
Chester	2
Empire	2½

Peas.

Green, bu	90
Split, per lb	2½

Rolled Oats.

Rolled Avena, bbl	4 50
Monarch, bbl	4 00
Monarch, ½ bbl	2 10
Private brands, bbl	3 95
Private brands, ½ bbl	2 10
Quaker, cases	3 20
Oven Baked	3 25

Sago.

German	4
East India	3½

Wheat.

Cracked, bulk	3
24 2 lb packages	2 40

Fish.

Cod.

Georges cured	@ 3¾
Georges genuine	@ 4½
Georges selected	@ 5
Strips or bricks	5 @ 8

Halibut.

Chunks	12
Strips	10

Herring.

Holland white hoops keg	60
Holland white hoops bbl	8 00
Norwegian	
Round 100 lbs	2 50
Round 40 lbs	1 30
Scaled	11

Mackerel.

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	10½
No. 2, 100 lb. bales	8½

Trout.

No. 1 100 lbs	4 75
No. 1 40 lbs	2 20
No. 1 10 lbs	63
No. 1 8 lbs	53

Whitefish.

	No. 1	No. 2	Fam
100 lbs	6 50	5 75	2 00
40 lbs	2 90	2 60	1 10
10 lbs	80	73	35
8 lbs	67	61	31

FLAVORING EXTRACTS.

Jennings'.

D.C. Vanilla

2 oz	1 20
3 oz	1 50
4 oz	2 00
6 oz	3 00
No. 8	4 00
No. 10	6 00
No. 2 T.	1 25
No. 3 T.	2 00
No. 4 T.	2 40

D. C. Lemon

2 oz	75
3 oz	1 00
4 oz	1 40
6 oz	2 00
No. 8	2 40
No. 10	4 00
No. 2 T.	80
No. 3 T.	1 35
No. 4 T.	1 50

Souders'.

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

	doz
Regular Grade Lemon.	
2 oz	75
4 oz	1 50
Regular Vanilla.	
2 oz	1 20
4 oz	2 40
XX Grade Lemon.	
2 oz	1 50
4 oz	3 00
XX Grade Vanilla.	
2 oz	1 75
4 oz	3 50

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
½ lb cans	18

Choke Bore—Dupont's.

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

Eagle Duck—Dupont's.

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

HERBS.

Sage	15
Hops	15

INDIGO.

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

JELLY.

15 lb pails	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

Mince meat, 3 doz in case	2 75
Pie Prep. 3 doz in case	2 75

MATCHES.

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

MOLASSES.

Blackstrap.

Sugar house	10@12

Cuba Baking.

Ordinary	12@14

Porto Rico.

Prime	20
Fancy	30

New Orleans.

Fair	18
Good	22
Extra good	24
Choice	27
Fancy	30

Half-barrels 3c extra.

PICKLES.

Medium.

Barrels, 1,200 count	3 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	6¼
Carolina No. 1	5
Carolina No. 2	4½
Broken	3

Imported.

Japan, No. 1	5
Japan, No. 2	4½
Java, No. 1	4¾
Java, No. 2	4¼
Patna	4

SALERATUS.

Packed 60 lbs. in box.

Church's	3 30
Deland's	3 15
Dwight's	3 30
Taylor's	3 00

SAL SODA.

Granulated, bbls	1 10
Granulated, 100 lb cases	1 50
Lump, bbls	1
Lump, 145lb kegs	1 10

SEEDS.

Anise	13
Canary, Smyrna	6
Caraway	10
Cardamon, Malabar	80
Hemp, Russian	4
Mixed Bird	4½
Mustard, white	6½
Poppy	8
Rape	4
Cuttle Bone	20

SNUFF.

Scotch, in bladders	37
Maccaboy, in jars	35
French Rappee, in jars	43

SYRUPS.

Corn.

Barrels	15
Half bbls	17

Pure Cane.

Fair	16
Good	20
Choice	25

SPICES.

Whole Sifted.

Allspice	9½
Cassia, China in mats	10
Cassia, Batavia in bund	15
Cassia, Saigon in rolls	32
Cloves, Amboyna	15
Cloves, Zanzibar	10
Mace, Batavia	70
Nutmegs, fancy	65
Nutmegs, No. 1	60
Nutmegs, No. 2	55
Pepper, Singapore, black	10
Pepper, Singapore, white	20
Pepper, shot	16

Pure Ground in Bulk.

Allspice	10@15
Cassia, Batavia	17
Cassia, Saigon	35
Cloves, Amboyna	15
Cloves, Zanzibar	10
Ginger, African	15
Ginger, Cochin	20
Ginger, Jamaica	22
Mace, Batavia	60@65
Mustard, Eng. and Trieste	20
Mustard, Trieste	25
Nutmegs	40@60
Pepper, Singapore, black	9@12
Pepper, Singapore, white	15@18
Pepper, Cayenne	17@20
Sage	18

"Absolute" in ¼lb. Packages.

Allspice	55
Cinnamon	75
Cloves	70
Ginger, Cochin	75
Mace	2 10
Mustard	75
Nutmegs	2 10
Pepper, cayenne	75
Pepper, white	75
Pepper, black shot	60
Saigon	1 50

"Absolute "Butchers' Spices.

Wiener and Frankfurter	16
Pork Sausage	16
Bologna and Smoked S'ge	16
Liver S'ge and H'd Cheese	16

SALT.

Diamond Crystal.

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

Common Grades.

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

Worcester.

50 4 lb. cartons.....3 25
115 2½lb. sacks..... .....4 00
60 5 lb. sacks.....3 75
22 14 lb. sacks..... .....3 50
30 10 lb. sacks.....3 50
28 lb. linen sacks..... 32
56 lb. linen sacks..... 60
Bulk in barrels.....2 50

Warsaw.

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

Ashton.

56-lb dairy in linen sacks... 60

Higgins.

56-lb dairy in linen sacks . 60

Solar Rock.

56-lb sacks..... 21

Common Fine.

Saginaw 60
Manistee 60

SODA.

Boxes 5½
Kegs, English..... 4¾

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..... 6½
40 1 lb packages..... 6¼

Kingsford's Silver Gloss.

40 1-lb packages..... 6½
6-lb boxes 7

Common Corn.

20-lb boxes..... 5
40-lb boxes..... 4¾

Common Gloss.

1-lb packages..... 4½
3-lb packages..... 4½
6-lb packages 5¼
40 and 50 lb boxes..... 2¾
Barrels 2¾

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
Marseilles.....4 00
Master 3 70

Henry Passolt's brand.

Single box.....2 85
5 box lots, delivered.....2 80
10 box lots, delivered.....2 75
25 box lots, delivered..... 2 65

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

Allen B. Wrisley's brands.

Old Country, 80 1-lb. bars...3 00
Good Cheer, 60 1-lb. bars....3 90
Uno, 100 ¾-lb. bars.....2 80
Doll, 100 10-oz. bars.....2 25

Scouring.

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

SUGAR.

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

Cut Loaf.....4 75
Domino 4 62
Cubes 4 37
Powdered 4 37
XXXX Powdered.....4 50
Mould A.....4 37
Granulated in bbls.....4 12
Granulated in bags.....4 12
Fine Granulated 4 12
Extra Fine Granulated.....4 25
Extra Coarse Granulated..4 25
Diamond Confec. A.....4 12
Confec. 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 69
No. 7 .....3 56
No. 8 .....3 50
No. 9.....3 50
No. 10.....3 44
No. 11.....3 37
No. 12.....3 31
No. 13.....3 25
No. 14.....3 18
No. 15.....3 12

TABLE SAUCES.

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

TOBACCOS.

Cigars.

G. J. Johnson's brand

S. C. W.....35 00

H. & P. Drug Co.'s brand.

Quintette 35 00

Clark Grocery Co.'s brand.

New Brick.....35 00

Michigan Spice Co.'s brand.

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 150-176-200 @3 75
Jamaicas bbls. ..... @6 00

Lemons.

Strictly choice 360s.. @3 25
Strictly choice 300s.. @3 75
Fancy 360s..... @
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 10 lb..... @
Figs, New Smyrna 10 lb..... @13
Figs, Naturals in bags,..... @ 5
Dates, Fards in 10 lb boxes .... @ 7
Dates, Fards in 60 lb cases .... @ 6
Dates, Persians, G. M. K., 60 lb cases.. @ 5
Dates, Sairs 60 lb cases ..... @

Candies.

Stick Candy.

	bbls.	pails
Standard.....		5¾@ 7
Standard H. H.....		5¾@ 7
Standard Twist.....		6 @ 7
Cut Loaf.....		7½@ 8½

Mixed Candy.

cases

Extra H. H.....	@ 8½
Boston Cream.....	@ 8½
Competition.....	@ 6
Standard.....	@ 6½
Leader	@ 7
Conserve.....	@ 7
Royal	@ 7½
Ribbon	@
Broken	@ 8
Cut Loaf	@ 8
English Rock	@ 8
Kindergarten.....	@ 8
French Cream.....	@ 8½
Dandy Pan.....	@10
Valley Cream.....	@13

Fancy—In Bulk.

Lozenges, plain.....	@ 8½
Lozenges, printed..	@ 8½
Choc. Drops.....	11 @14
Choc. Monumentals	@12½
Gum Drops.....	@ 5
Moss Drops.....	@ 7½
Sour Drops.....	@ 8½
Imperials	@ 8½

Fancy—In 5 lb. Boxes.

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

Caramels.

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

Fresh Meats.

Beef.

Carcass	5 @ 7
Fore quarters.....	4 @ 6
Hind quarters.....	6 @ 7½
Loins No. 3.....	9 @12
Ribs.....	7 @ 9
Rounds	5½@ 6½
Chucks.....	4½@ 5½
Plates	@ 4

Pork.

Dressed	4 @ 4½
Loins	@ 7
Shoulders.....	@ 5
Leaf Lard.....	@ 7

Mutton.

Carcass	5 @ 6
Spring Lambs.....	6½@ 7½

Veal.

Carcass	5½@ 7

Crackers.

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

Butter.

Seymour XXX	5¼
Seymour XXX, 3 lb. carton	5¾
Family XXX.....	5¼
Family XXX, 3 lb carton..	5¾
Salted XXX.....	5¼
Salted XXX, 3 lb carton...	5¾

Soda.

Soda XXX	6
Soda XXX, 3 lb carton....	6½
Soda, City.....	7
Zephyrette.....	10
Long Island Wafers.....	11
L. I. Wafers, 1 lb carton ..	12

Oyster.

Square Oyster, XXX.	5¼
Sq. Oys. XXX, 1 lb carton.	6¼
Farina Oyster, XXX.....	5¼

SWEET GOODS—Boxes.

Animals	10½
Bent's Cold Water.....	12
Belle Rose	8
Cocoanut Taffy.....	8
Coffee Cakes.....	8
Frosted Honey.....	11
Graham Crackers	8
Ginger Snaps, XXX round.	6½
Ginger Snaps, XXX city...	6½
Gin. Snps, XXX home made	6½
Gin. Snps, XXX scalloped..	6½
Ginger Vanilla	8
Imperials	8
Jumbles, Honey.....	11
Molasses Cakes.....	8
Marshmallow	15
Marshmallow Creams.....	16
Pretzels, hand made	8½
Pretzelettes, Little German	6½
Sugar Cake.....	8
Sultanas	12
Sears' Lunch.....	7½
Sears' Zephyrette.....	10
Vanilla Square.....	8
Vanilla Wafers	14
Pecan Wafers.....	15½
Fruit Coffee.....	10
Mixed Picnic	10½
Cream Jumbles	11
Boston Ginger Nuts.....	8
Chimmie Fadden	10
Pineapple Glace.....	15½

Grains and Feedstuffs

Wheat.

Wheat..... 77

Winter Wheat Flour.

Local Brands.

Patents	4 75
Second Patent.....	4 25
Straight.....	4 05
Clear.....	3 55
Graham	4 00
Buckwheat	4 00
Rye	3 00

Subject to usual cash discount.

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

Worden Grocer Co.'s Brand.

Quaker, ⅛s.....	4 35
Quaker, ¼s.....	4 35
Quaker, ½s.....	4 35

Spring Wheat Flour.

Olney & Judson's Brand.

Ceresota, ⅛s.....	4 75
Ceresota, ¼s.....	4 65
Ceresota, ½s.....	4 60

Ball-Barnhart-Putman's Brand.

Grand Republic, ⅛s.....	4 75
Grand Republic, ¼s.....	4 65
Grand Republic, ½s.....	4 60

Worden Grocer Co.'s Brand.

Laurel, ⅛s.....	4 75
Laurel, ¼s.....	4 65
Laurel, ½s.....	4 60
Lemon & Wheeler Co.'s Brand.	
Parisian, ⅛s.....	4 75
Parisian, ¼s.....	4 65
Parisian, ½s.....	4 60

Meal.

Bolted	1 75
Granulated	2 00

Feed and Millstuffs.

St. Car Feed, screened	13 00
No. 1 Corn and Oats.....	12 50
No. 2 Feed.....	12 00
Unbolted Corn Meal.....	12 00
Winter Wheat Bran...	9 00
Winter Wheat Middlings..	10 00
Screenings.....	8 00

The O. E. Brown Mill Co. quotes as follows:

Corn.

Car lots.....	30½
Less than car lots.....	32½

Oats.

Car lots.	22
Less than car lots.....	25
Clipped oats, carlots.	24

Hay.

No. 1 Timothy carlots.....	10 00
No. 1 Timothy, ton lots ...	11 00

Fish and Oysters

Fresh Fish.

	Per lb.
Whitefish	@ 9
Trout	@ 8
Black Bass.....	@ 10
Halibut	@ 15
Ciscoes or Herring..	@ 4
Bluefish.....	@ 11
Live Lobster.....	@ 18
Boiled Lobster.....	@ 20
Cod	@ 10
Haddock.....	@ 8
No. 1 Pickerel.....	@ 8
Pike.....	@ 6
Smoked White.....	@ 8
Red Snapper.....	@ 13
Col River Salmon..	@ 12½
Mackerel	@ 20

Oysters in Cans.

F. H. Counts.....	@ 35
F. J. D. Selects.....	@ 28
Selects	@ 25
F. J. D. Standards..	@ 23
Anchors.....	@ 21
Standards...	@ 19

Oysters in Bulk.

Counts.....	2 00
Extra Selects.....	1 75
Selects.....	1 50
Anchor Standards...	1 15
Standards.....	1 10
Clams	1 25

Shell Goods.

Oysters, per 100.....1 25	@1 50
Clams, per 100..... 90	@1 00

Oils.

Barrels.

Eocene	@10¾
XXX W.W.Mich.Hdlt	@ 9
W W Michigan.....	@ 8½
High Test Headlight..	@ 7½
D., S. Gas.....	@ 9½
Deo. Naptha	@ 8¼
Cylinder 30	@38
Engine... 11	@21
Black, winter.....	@ 9

Scofield, Shurmer & Teagle quote as follows:

Barrels.

Palacine	@11½
Daisy White.....	@10¾
Red Cross, W. W.....	@ 9
Water White Hdlt....	@ 8½
Family Headlight....	@ 7½
Red Cross S. Gasoline	@10½
Stove Gasoline.....	@ 9½
Naphtha	@ 8¼

From Tank Wagon.

Palacine	@ 9½
Red Cross W. W.....	@ 5¾
Gasoline.....	@ 7

Provisions.

The Grand Rapids Packing and Provision Co. quotes as follows:

Barreled Pork.

Mess	
Back	
Clear back.....	9 00
Short cut..	8 00
Pig.....	9 50
Bean	
Family	

Dry Salt Meats.

Bellies	5¼
Briskets	5¼
Extra shorts.....	5¼

Smoked Meats.

Hams, 12 lb average	11
Hams, 14 lb average ...	10¼
Hams, 16 lb average.....	10¼
Hams, 20 lb average.....	10
Ham dried beef	10
Shoulders (N. Y. cut)..	5½
Bacon, clear.....	7
California hams.....	5¾
Boneless hams.....	7
Cooked ham.....	10½

Lards. In Tierces.

Compound.....	4¾
Family.....	5
Kettle.....	6
55 lb Tubs.....advance	⅛
80 lb Tubs.....advance	¼
50 lb Tins .....advance	¼
20 lb Pails.....advance	½
10 lb Pails.....advance	¾
5 lb Pails.....advance	⅞
3 lb Pails.....advance	1

Sausages.

Bologna	5
Liver.....	6
Frankfort.....	7
Pork	6
Blood	
Tongue	
Head cheese.....	6

Beef.

Extra Mess.....	7 00
Boneless	10 00

Pigs' Feet.

Kits, 15 lbs.....	80
¼ bbls, 40 lbs.....	1 65
½ bbls, 80 lbs.....	3 00

Tripe.

Kits, 15 lbs...	75
¼ bbls, 40 lbs.....	1 50
½ bbls, 80 lbs.....	2 75

Casings.

Pork	18
Beef rounds.....	5
Beef middles.....	7

Butterine.

Rolls, dairy.....	
Solid, dairy.....	
Rolls, creamery	
Solid, creamery	

Canned Meats.

Corned beef, 2 lb.....	2 00
Corned beef, 15 lb.....	14 00
Roast beef, 2 lb.....	2 00
Potted ham, ¼s.....	75
Potted ham, ½s.....	1 25
Deviled ham, ¼s.....	75
Deviled ham, ½s.....	1 25
Potted tongue ¼s	75
Potted tongue ½s.....	1 25

Hides and Pelts.

Perkins & Hess pay as follows:

Hides.

Green	4½@ 5½
Part cured.....	@ 6
Full Cured.....	6 @ 7
Dry	5 @ 7
Kips, green.....	4½@ 5½
Kips, cured.....	6 @ 7
Calfskins, green.....	5 @ 6
Calfskins, cured.....	6½@ 8
Deaconskins 25	@30

Pelts.

Shearlings	5 @ 10
Lambs	15 @ 25
Old Wool.....	40 @ 75

Wool.

Washed ... .10	@13
Unwashed	5 @10

Miscellaneous.

Tallow	2 @ 3
Grease Butter.....	1 @ 2
Switches	1½@ 2
Ginseng.....2 50	@2 75

Nuts.

Almonds, Tarragona..	@13
Almonds, Ivaca.....	@
Almonds, California, soft shelled.....	@12½
Brazils new.....	@ 7
Filberts	@10
Walnuts, Naples,..	@12
Walnuts, Calif No. 1..	@11
Walnuts, soft shelled Calif	@
Table Nuts, fancy....	@11
Table Nuts, choice...	@ 9
Pecans, Small..... ...	@ 5½
Pecans, Ex. Large....	@10
Pecans, Jumbos.....	@12
Hickory Nuts per bu., Ohio, new.....	@1 25
Cocoanuts, full sacks	@3 75
Butternuts per bu....	@ 50
Black Walnuts per bu	@ 50

Peanuts.

Fancy, H. P., Game Cocks	@ 4¾
Fancy, H. P., Flags Roasted.....	@ 6½
Choice, H. P., Extras.	@ 4
Choice, H. P., Extras, Roasted	@ 5½

Crockery and Glassware.

AKRON STONEWARE.

Butters.

½ gal , per doz.....	50
1 to 6 gal., per gal.....	5½
8 gal., per gal	6½
10 gal., per gal.....	6½
12 gal., per gal	6½
15 gal. meat-tubs, per gal..	8
20 gal. meat-tubs, per gal..	8
25 gal. meat-tubs, per gal..	10
30 gal. meat-tubs, per gal..	10

Churns.

2 to 6 gal., per gal.....	5½
Churn Dashers, per doz...	85

Milkpans.

½ gal. flat or rd. bot., doz.	60
1 gal. flat or rd. bot., each	5½

Fine Glazed Milkpans.

½ gal. flat or rd. bot., doz.	65
1 gal. flat or rd. bot., each	5½

Stewpans.

½ gal. fireproof, bail, doz.	85
1 gal. fireproof, bail, doz.1	10

Jugs.

¼ gal., per doz.....	40
½ gal.. per doz....	50
1 to 5 gal., per gal.....	6½

Tomato Jugs.

½ gal., per doz.....	70
1 gal., each.....	7
Corks for ½ gal., per doz..	20
Corks for 1 gal., per doz..	30

Preserve Jars and Covers.

½ gal., stone cover, doz...	75
1 gal., stone cover, doz...1	00

Sealing Wax.

5 lbs. in package, per lb...	2

LAMP BURNERS.

No. 0 Sun..... .	45
No. 1 Sun.....	50
No. 2 Sun.....	75
Tubular.....	50
Security, No. 1.....	65
Security, No. 2.....	85
Nutmeg	50
Arctic.....	1 15

LAMP CHIMNEYS—Common.

Per box of 6 doz.

No. 0 Sun.....	1 75
No. 1 Sun.....	1 88
No. 2 Sun.....	2 70

First Quality.

No. 0 Sun, crimp top, wrapped and labeled....	2 10
No. 1 Sun, crimp top, wrapped and labeled....	2 25
No. 2 Sun, crimp top, wrapped and labeled....	3 25

XXX Flint.

No. 0 Sun, crimp top, wrapped and labeled....	2 55
No. 1 Sun, crimp top, wrapped and labeled. ..	2 75
No. 2 Sun, crimp top, wrapped and labeled....	3 75

CHIMNEYS—Pearl Top.

No. 1 Sun, wrapped and labeled.....	3 70
No. 2 Sun, wrapped and labeled.....	4 70
No. 2 Hinge, wrapped and labeled.....	4 88
No. 2 Sun, "Small Bulb," for Globe Lamps.....	80

La Bastie.

No. 1 Sun. plain bulb, per doz	1 25
No. 2 Sun, plain bulb, per doz	1 50
No. 1 Crimp, per doz.....	1 35
No. 2 Crimp, per doz.. ...	1 60

Rochester.

No. 1, Lime (65c doz).....	3 50
No. 2, Lime (70c doz).. ..	4 00
No. 2, Flint (80c doz).....	4 70

Electric.

No. 2, Lime (70c doz)	4 00
No. 2, Flint (80c doz).....	4 40

OIL CANS. Doz.

1 gal tin cans with spout..	1 60
1 gal galv iron with spout.	1 75
2 gal galv iron with spout.	3 00
3 gal galv iron with spout.	4 00
5 gal galv iron with spout.	5 00
5 gal galv iron with faucet	6 00
5 gal Tilting cans.....	9 00
5 gal galv iron Nacefas ...	9 00

Pump Cans.

5 gal Rapid steady stream.	9 00
5 gal Eureka non-overflow	10 50
3 gal Home Rule.... 10	50
5 gal Home Rule.... 12	00
5 gal Pirate King..... ..	9 50

LANTERNS.

No. 0 Tubular.....	4 25
No. 1 B Tubular..	6 50
No. 13 Tubular Dash..	6 30
No. 1 Tub., glass fount....	7 00
No. 12 Tubular, side lamp.	14 00
No. 3 Street Lamp	3 75

LANTERN GLOBES.

No. 0 Tubular, cases 1 doz. each, box 10 cents.....	45
No. 0 Tubular, cases 2 doz. each, box 15 cents.....	45
No. 0 Tubular, bbls 5 doz. each, bbl 35.....	40
No. 0 Tubular, bull's eye, cases 1 doz. each....	1 25

LAMP WICKS.

No. 0 per gross.....	20
No. 1 per gross.....	25
No. 2 per gross.....	38
No. 3 per gross.....	58
Mammoth per doz.....	70

Hardware

The Hardware Market.

General trade shows but little change from our report of last week. The volume of business is keeping up fairly well in all departments. Changes in prices are but few. Manufacturers in all lines of goods are feeling more confidence in the future market, and are not disposed to make any further concessions in prices. In many lines there is a disposition to advance prices and jobbers find much difficulty in placing orders at the extreme figures that were made some days ago. This condition is followed along into the jobbing trade and there is but very little incentive at the present time for them to make cut prices in order to entice business. In some sections, where the prices received from the products of the soil have been fairly remunerative, business has been very good.

Wire Nails—Owing to the adjustment of the troubles that existed among the large jobbing concerns of the West, the price on nails is held firmly in all jobbing sections. It is not believed that there will be any change in the prices before December 1. The dealers are feeling quite safe in keeping their stocks well assorted. We quote $2.65 at mill and $2.85 from stock.

Barbed Wire—Prices at which manufacturers were willing to take orders for future shipments on barbed wire and staples have been withdrawn, and they are declining to quote prices for future delivery. Jobbers prices, however, have not changed any and the prices named in our price current are those quoted by the trade generally.

Sheet Iron—Trade in sheet iron, not having been of as large a volume as usual, the prices have not been firmly held and concessions can be obtained for good sized orders.

Window Glass—There is no indication of a resumption of work at the glass factories until after election, and, while stocks of glass are very low in all dealers and manufacturers' hands, the prices do not remain as firm as they should under the circumstances. Quotations remain as quoted last week.

Rope—Another advance in sisal rope has taken place, making at the present time a net advance of 1c per lb. within the last four weeks. Quotations at present are 4¾c at mill and 5½c from stock.

Ammunition—The demand for loaded shells and ammunition of all kinds keeps up remarkably well. Loaded shells in most markets are now sold at about cost, with no indications of a change for the better. The advance to $4 a keg for rifle powder is firmly held, and indications lead to the belief that all powder men are working in complete harmony and that the severe competition which has existed in the past is at an end.

How Postage Stamps Are Made.

Shortly after the stamp business had been taken out of the hands of private companies and handed over to the Bureau of Engraving and Printing, the whole country was complaining of the poor quality of the work done. A lot of stamps had been sent out which refused to stick, having been improperly or insufficiently gummed. Little did the people know the difficulty Uncle Sam was laboring under then in creating a stamp plant from A to Z with inexperienced workers. But soon the Bureau of Engraving and Printing was able to invite the postmasters to return the imperfect stamps, and get a new and better supply, for that first mistake had only resulted in a deeper study of the problem, and not only were ways found to correct the error, but new and improved methods were discovered and applied.

To have a clear notion of the complex processes employed for the production of so simple an article of public use as a postage stamp, it is necessary first to examine the paper. Unlike that used for money, there is little distinctively characteristic about the paper on which stamps are printed. It is merely first-class wood-fiber paper, with the Government's water mark, "U. S. P. S.," repeated again and again on its face to render difficult its counterfeiting. The counterfeiting of stamps is a rare crime, probably because the game is scarcely worth the candle. The offering of postage stamps at reduced rates, or even at regular rates, in large numbers, by individuals, would be pretty sure to arouse suspicion, which would end in trouble for the counterfeiters. The theft of a few hundred dollars' worth of stamps printed at the Bureau of Engraving and Printing soon after the Government began to make stamps resulted in the prompt capture and conviction of the thieves, who are now serving long sentences.

Even the precaution of the water mark was not employed in the production of stamp paper before the Government took the matter in hand last year. In any stamps produced since April 29, 1895, you will find, if you hold them before a strong light, some portion of the water-lined letters, "U. S. P. S." This water mark is made at intervals of an inch or less all over the big sheets on which the stamps are printed. The date of the introduction of the water mark is already a matter of interest to stamp collectors.

After the paper is started in the actual process of stamp-making, it has countings galore. When it finally is ready to issue in the form of red and blue and brown and green stamps, it has had no less than fifty-two separate and distinct countings. When the Bureau of Engraving and Printing makes a requisition on the loan division of the Treasury Department for stamp paper, it must state specifically what is to be printed on the paper. If the bureau gets 10,000 sheets of paper to print two-cent stamps, it must account to the Treasury Department for the 10,000 sheets of two-cent stamps, less, of course, the number actually spoiled in the different processes, and these spoiled sheets must also be in evidence, and no eloquence that has yet been invented can otherwise explain any discrepancy. The moment paper for stamps of a designated denomination leaves the Treasury Department it becomes worth, on the books of the department, just the amount of the stamps of the given denomination that can be printed on it. The transfer of the paper from the Treasury to the Bureau of Engraving and Printing is made in iron-bound chests, which are placed in a great van lined with chilled steel and guarded. At closing time at the bureau no employe is allowed to leave the building until the last particle of paper, printed or unprinted, and the last plate and die are accounted for; nor is any employe permitted to depart before closing time without a pass from the chief of his or her room, approved by the chief of the bureau.

Stamps are printed in sheets of 400 stamps, or "heads," as they are called at the bureau; and as each press carries four plates, one revolution of the press means 1,600 stamps. The dies from which these stamp plates are made are cut out of soft steel by the Bureau of Engravers. They are then hardened and an impression of them is taken on a roll of soft steel, which, so far as lines go, is just the reverse of the die. The sunken lines on the die become the raised lines on the rolls, just as if you were to take a piece of chewing gum and impress a penny into it. After the reverse impression has been made on the roll, it in turn is hardened and rolled back and forth over a big plate of fine soft steel until it cuts its impression clear and sharp as many times as it is desired that the plate shall con-

HEADQUARTERS FOR

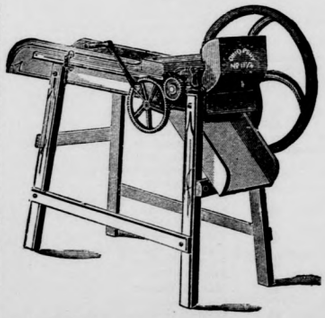
POTATO TOOLS

POTATO DIGGING FORKS.
POTATO SHOVELS.
POTATO FORKS.

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

A large number of hardware dealers handle

THE OHIO LINE FEED CUTTERS



OHIO PONY CUTTER
Fig. 783. No. 11¼.

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

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

There is only one size, and is made so it can be **knocked down** and packed for shipment, thus securing lower freight rate. Has one 11¼ inch knife, and by very simple changes makes four lengths of cut.

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

ADAMS & HART, General Agents, Grand Rapids.

tain stamp-dies. Then the big plate is hardened and is ready for the printing process. The impression on the stamps is made from depressed lines filled with ink.

A plate containing 400 stamps is about two by two and one-half feet in size, and will last a great while. If you have ever bought a full sheet of stamps and wondered what was meant by the mystical numbers on the lower margin, you will be interested to know that this is the printer's plate number. By this number, the printer and his assitants are charged with every sheet of damp paper they handle, and the number is credited with every sheet of stamps, perfect or imperfect, that they return. One total must always agree with the other. As the sheets come damp from the press, they are packed up in stacks, a sheet of tissue paper between each two sheets of stamps. After more counting and passing of receipts, they are taken to another division, where they are placed in small batches in wire-bottomed trays. The room is filled from floor to ceiling with these trays, and a series of electrically propelled fans keep the air continually in motion. In about twelve hours the sheets are dry of ink and moisture. Then girls take them in large bundles, and, laying one hand in the middle of the sheets, turn with incredible rapidity sheet after sheet. The impression made upon the visitor is that they are counting them, and counting at a furious rate, too. And so they are, but they are keenly and critically examining the sheets at the same time for all sorts of imperfections. When a sheet is found imperfect in any way, the rustling of the sheets ceases long enough for the girl to withdraw the sheet and mark it with a hasty scrawl, which to the uninitiated means nothing on earth, but to the stamp people is quite a full critique of the sheet's shortcomings. Then the rustle proceeds as before.

Probably the most interesting of all the details of stamp-making is the process of applying the gum. It has been reduced to such perfection that the bureau people may be pardoned for the pride they have in it. Right here, indeed, lies the great secret of successful stamp manufacture. The process of gumming was always carefully guarded by the former makers of the stamps—how well it was guarded was told by the Government's first output of stamps. There is no longer any mystery about the clean and adequate process the Bureau of Engraving and Printing was forced to invent.

The gumming division is a big apartment in the basement of the building. The greatest care is taken to keep the temperature of this room evenly at eighty degrees, summer and winter. The temperature correspond to the temperature of the gum as it is applied to the stamps. Even greater care is taken to keep the average humidity at about fifty, which is just midway between the humidity of a damp, drizzly day and a crisp, bright one. So much importance is attached to this atmospheric condition in the gumming of stamps, that six humidity tests are made during the seven hours which constitute the working day of the bureau—at 9, 10 and 11:30 in the forenoon, and at 1, 2 and 3 in the afternoon. A careful record of these readings is kept, so that it would be possible for the chief of the division, by referring to it months and years afterward, to tell just what weather conditions he had in gumming a particular output of stamps. Apparatus is provided to correct any tendency to undue dryness brought about by the weather conditions outside the building.

Every particle of the gum is weighed, the allowance being made of twenty-five pounds of gum for every 400,000 stamps. The gumming machines are marvels of ingenuity. From a fountain which receives gum after it has been tested and weighed, a brown stream of gum flows evenly into a rectangular resevoir, which rests against a fas-trevolving roller accurately made of ground glass; the slightly rough surface of this roller takes up the gum and applies it to the backs of the stamp sheets as they pass under it on an endless carriage provided with gripers and fingers that operate in the most life-like way. As sheet after sheet passes, face down, under this gumming roller, it throws a parting shimmer of its newly gummed surface in a mirror placed just above the entrance to a long chest which reminds one of an incubator on a big scale. This parting shimmer is not altogether a poetical incident of the process, nor is the mirrror intended exclusively for the gratification of the young woman operator. With her back to the light, she catches the reflection of the shimmer in the mirror as the sheet recedes from her, and by this means can tell whether the gum is being applied evenly.

So, after throwing its farewell gleam to the pretty girl gummer, the sheet of stamps passes into the incubator-like chest, which is kept full of hot, dry air. When it emerges it is dumped on the tables of other girl operatives at the other end, after a journey of fifty feet in a temperature of 132 degrees. It is now quite dry and ready to be smoothed of its slight crinkles and packed for delivery to the perforators. The latter separate by machinery each original sheet into four such sheets as are delivered to the post offices, cutting at the same time the perforations which enable the individual stamps to be easily separated. Finally hydraulic presses remove the burring left by the perforating machines.

The bureau keeps on hand a store of stamps equal to almost any emergency. There are now in its vaults more than 250,000,000, and the manufactory is running on full time. Last year there were produced nearly 2,500,000,000: yet with the constantly-increasing demand, no cessation in the creation of supply is possible. It is estimated that stamps cost the Government something like 5 cents a thousand. Receipts from the sale of them last year were, on an average more than $1,000,000 a month. More than 90 per cent. of all those sold were of the 2-cent denomination.

A Deserved Rebuke.

From the San Francisco Grocer.

A wealthy merchant of a mining town in Nevada comes to this city once a year to do a little trading and see the men from whom he buys. A few months ago he was partially paralyzed, and on his last trip had to use an invalid's chair. He wheeled into one of the largest cigar houses in town, and, with a stock of memorandums in his hand, asked for, well, we'll call him Mr. Blank, the senior partner. As the account was a comparatively new one, the firm thought their visitor was a beggar, and in a frigid manner Mr. Blank informed him that Mr. Blank was out of town.

"When will he be back?"

"Oh, I don't know."

"Can I see his partner?"

"He's out of town, too."

"Any member of the firm in?"

"No'p."

"When can I see someone?"

"Don't know, I'm sure," was the answer, as Mr. Blank coolly walked away, leaving his insulted customer paralyzed with astonishment and wrath. He wheeled out, but in an hour or so came back.

"Is any member of the firm in now?" he asked.

"Didn't I tell you they were out of town?"

"Well, then, have somebody sent to me that I can talk business to. Here's a check for $645.70 that will settle my account. You can tell your salesman that Mr. ——, of ——, says that, while he likes him very much, he needn't call any more, and you may add that I placed an order for $500 worth of cigars a few minutes ago with the firm across the street, where the proprietor attends to business and the clerks are polite to customers. Good day."

The moral is obvious.

This would be a lively world if every man had the courage of his convictions and spoke them out on all occasions.

Hardware Price Current.

AUGURS AND BITS

Snell's	70
Jennings', genuine	25&10
Jennings', imitation	60&10

AXES

First Quality, S. B. Bronze	5 00
First Quality, D. B. Bronze	9 50
First Quality, S. B. S. Steel	5 50
First Quality, D. B. Steel	10 50

BARROWS

Railroad	$12 00 14 00
Garden	net 30 00

BOLTS

Stove	60
Carriage new list	65 to 65-10
Plow	40&10

BUCKETS

Well, plain	$ 3 25

BUTTS, CAST

Cast Loose Pin, figured	70
Wrought Narrow	75&10

BLOCKS

Ordinary Tackle	70

CROW BARS

Cast Steel	per lb 4

CAPS

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

CARTRIDGES

Rim Fire	50& 5
Central Fire	25& 5

CHISELS

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

DRILLS

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

ELBOWS

Com. 4 piece, 6 in	doz. net 55
Corrugated	1 25
Adjustable	dis 40&10

EXPANSIVE BITS

Clark's small, $18; large, $26	30&10
Ives', 1, $18; 2, $24; 3, $30	25

FILES—New List

New American	70&10
Nicholson's	70
Heller's Horse Rasps	60&10

GALVANIZED IRON

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

GAUGES

Stanley Rule and Level Co.'s	60&16

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	70
Clinch 8	80
Clinch 6	90
Barrel ⅞	1 75

PLANES

Ohio Tool Co.'s, fancy	@50
Sciota Bench	60
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 ½c per pound extra.	

HAMMERS

Maydole & Co.'s, new list	dis 33⅓
Kip's	dis 25
Yerkes & Plumb's	dis 40&10
Mason's Solid Cast Steel	30c list 70
Blacksmith's Solid Cast Steel Hand	30c list 40&10

HOUSE FURNISHING GOODS

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

HOLLOW WARE

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

HINGES

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

WIRE GOODS

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

LEVELS

Stanley Rule and Level Co.'s	dis 70

ROPES

Sisal, ½ inch and larger	5½
Manilla	8½

SQUARES

Steel and Iron	80
Try and Bevels	
Mitre	

SHEET IRON

	com. smooth.	com.
Nos. 10 to 14	$3 30	$2 40
Nos. 15 to 17	3 30	2 40
Nos. 18 to 21	3 45	2 60
Nos. 22 to 24	3 55	2 70
Nos. 25 to 26	3 70	2 80
No. 27	3 80	2 90

All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.

SAND PAPER

List acct. 19, '86	dis 50

SASH WEIGHTS

Solid Eyes	per ton 20 00

TRAPS

Steel, Game	60&10
Oneida Community, Newhouse's	50
Oneida Community, Hawley & Norton's	70&10&10
Mouse, choker	per doz 15
Mouse, delusion	per doz 1 25

WIRE

Bright Market	75
Annealed Market	75
Coppered Market	70&10
Tinned Market	62½
Coppered Spring Steel	50
Barbed Fence, galvanized	2 10
Barbed Fence, painted	1 75

HORSE NAILS

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

WRENCHES

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

MISCELLANEOUS

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

METALS—Zinc

600 pound casks	6¼
Per pound	6¾

SOLDER

½@½	12½

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

TRADESMAN ITEMIZED LEDGERS

Size 8 1-2x14—Three Columns.

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

Invoice Record or Bill Book.

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

TRADESMAN COMPANY
GRAND RAPIDS.

Method in Advertising.

Written for the TRADESMAN.

There are yet many who venture into the great sea of advertising without a sufficient recognition of the fact that the bringing of customers has become a science. The desirability, the necessity, of employing this auxiliary of successful business is so widely advertised itself that its claims are generally recognized and the getting of advertising patronage is comparatively an easy task. In fact, it has become so very easy that the country is being flooded with "fake" and fraudulent schemes, made possible by the widespread belief in the efficacy of advertising, which seems in danger of bringing the science into disrepute. Now the fact should be made prominent that advertising is a science and that every investment in it should be a part of a systematic plan to sell goods.

It is a sufficiently conclusive proposition that advertising will not sell goods unless there are goods to sell. I recall the experience of a manufacturer of special remedies who invested $2,000 in a single issue of a city daily with the result of not securing a cent in net returns. He was getting his goods into the trade, but this part of his enterprise had not progressed sufficiently before the advertisement appeared but that the advertisement was all lost. He has since become successful, but he sees to it that he has the goods to sell before he informs the public of the fact. This is an extreme instance; but there are many cases where the publicity is scattered over localities where it is not made apparent that the goods are easily obtainable in the natural channels of trade. To effect sales the goods and the customers must be brought together.

Advertising is a science based on common sense. To be the most successful it must be placed in such media and arranged in such a manner as to gain the attention just when to do so is most likely to influence a purchase. Thus the media should be such as the prospective customer would be apt to have in hand, and in mind, when he is thinking of that particular subject. To secure results the advertiser of investment bonds, for instance, would be most apt to employ the financial journals; and so with all special periodicals of highest standing and prestige. And while the suitableness of the media may not be so fully apparent in the use of the ordinary magazines and periodicals, there is still sufficient character to make careful selection an essential to success.

Careful method will sometimes bring success from what are generally considered the most unpromising means. For instance, the handbill is justly considered one of the poorest commonly employed, and yet in proper locations and with a complete system the despised handbill may be made effective. An instance of effective handbill advertising is given in the case of a local city store situated several miles from the business center. Realizing that newspapers to cover the limited area of the local trade would involve wasted circulation elsewhere, it was decided to employ handbills. The number of houses in the district to be reached was estimated at 4,000. This number of handbills were issued twice a week and means taken to have them put into the back doors of all the houses. Special sales were made the inducements to gain attention, and these were made just as advertised. It was some time before results became manifest, but after a time the handbills, which were kept a distinctive color, began to be looked for, and in a couple of years the trade had increased beyond all competitors. This is a good illustration of the need of complete system in all advertising operations.

F.

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 17c. Dairy butter continues to come in freely and many shipments include packages of held goods, which grade is not in active demand. Fancy dairy commands about 12c.

Cabbage—$2 per hundred.

Carrots—15c per bu.

Celery—10@12c per bunch.

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

Eggs—Have taken a decided jump during the past week, fancy candled stock readily commanding 17c. Receipts are very liberal, but too many shippers are careless about shipping old and new eggs together, thus necessitating careful inspection.

Grapes—New York Concords are now in market, commanding 12c for 8 lb. baskets.

Honey—Receipts are largely in excess of the demand, due to the large crop. White clover is held at 12@13c, while buckwheat is neglected at 10c.

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

Potatoes—The price has sustained a serious slump during the past week, due to the fact that growers have dumped their diggings on the buyers faster than the latter can find an outlet for the crop. Local handlers now pay 15c, but at most of the out-of-town buying points the ruling price is 12c. The statistical position still favors a higher range of values, providing the railroads make such concessions as will enable the handlers to move the crop advantageously. So far they stubbornly resent any suggestion looking toward a reduction of rates, but when they come to realize that the failure to move the crop is due to their own shortsightedness, they will probably make such concessions as will enable the grower and buyer to unload their stocks at living prices.

Squash—Hubbard bring 75c per 100 or $12 per ton.

Sweet Potatoes—Genuine Jerseys are held at $1.75 per bbl., while Baltimore and Illinois stock is freely offered at $1.25 per bbl.

They Know What They Want.

From the Boston Globe.

The man who palms off on a customer what he neither asks for nor desires is practically a bunco steerer. He not only discredits the intelligence and judgment of his patrons, but to all intents and purposes is guilty of obtaining money under false pretenses.

The field is wide. There is nothing to prevent any dealer who so desires from bringing before the public any proprietary preparation of his own in which he has faith. Indeed, a man who really believes he has a "good thing" owes it to the public, as well as to himself, to give the fact the greatest attainable publicity. But the penny-wise, pound-foolish dealer who tries to palm off "something else" when a customer wants a certain well-known and widely-advertised preparation ought to be sent to Conventry in double-quick time. The people know what they want and they are entitled to it.

Advertising brings business. Luck sometimes does the same thing, but can't be depended upon.

Correct Standard of Success.

From Shoe and Leather Facts.

By what standard is success measured? This is not as easy a question to answer satisfactorily as some might imagine. Most people are so in the habit of estimating everything by the yardstick of accumulated wealth that they, as a matter of course, accept this standard as the only correct one. That a business career is either a success or a failure, without any middle ground to stand on, is undoubtedly true in the main. It must not be forgotten, however, that one man who in a series of years was only able to lay aside $10,000 may have, in its accumulation, brought into play better judgment and more skill than some fellow-member in the same industry whose profit aggregated a million dollars. The former was, perhaps, surrounded by such adverse conditions, in the matter of location, possible customers, etc., that it was only by exercising his most thorough business skill and judgment he was able to prosper at all; while the latter, by the mere chance of location in a section of the city which grew very rapidly, thus raised himself from obscurity to a position which enabled him to accumulate wealth. Probably the location of a railway terminus, or the peculiar arrangement of extensive street railway lines in proximity to his place of business, was far more instrumental in achieving the results referred to than any individual effort on his part.

We are well aware that the world, in making up its estimate of various individuals, does not usually pause and go into these niceties which, nevertheless, contribute the important part we have assigned them. To some extent "luck," pure and simple, assists one to affluence, while its absence seems to predestine another to continued failure. The Rothschilds never employ an unlucky man.

The point we desire to emphasize in this connection is that, while from the nature of things all cannot be manufacturing or merchant kings, it is within the power of all to attain the full measure of success possible in the sphere in which they move; and, if they have been surrounded by such natural obstacles as we have referred to, making it impossible for them to rise beyond a certain point, still in having reached that point they have accomplished their God-given work and have occasion to feel satisfied with the result. There is no reason why there should not be as good system displayed in arranging a $5,000 stock as in one costing twenty times that amount. Indeed, the former should be better arranged than the latter. Neither is it any reason why a room 20x30 feet in size should not be made as pleasing to the eye of the customer as one covering a whole square. Have you not often paused before a small display window which had been arranged by some obscure genius so artistically that your attention was riveted to it, while you passed by a large plate-glass front on the same square scarcely noticing it? Do not think that because you are not a millionaire merchant, or engaged in his establishment, your abilities are being dwarfed. The mighty river finds its source in the mountain spring. If by ability and the will of fortune you are destined to be a leader in your line, you will be all the more apt to find your proper pedestal in the gallery of the great by reason of having properly dusted the furniture when you held your first humble position in some obscure store.

The worst calamity that can befall any one is to become listless and lapse into the habit of doing merely that amount of work necessary to prevent a failure if in business, or a discharge if working as an employe. The difference between a machine and a human being is that the former, while it may do with the utmost exactness a certain task for which it was designated, cannot think; the one who employs its mechanism receives no new suggestion and expects none. If an employe is more than a machine, and ever hopes to fill a higher position, it will be by reason of exceeding the capacity of mere mechanism—by thinking and giving those who employ his or her services the benefit of such thought.

While Kaiser Wilhelm was celebrating the birthday of his little daughter, Victoria, recently by a children's party at Potsdam, the children wanted to dance. It being inconvenient to call in a military band, the kaiser sent out into the street for an Italian organ grinder, and after the dancing was over he gave him 150 marks.

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.

M. E. Christenson (Christenson Baking Co.) put in a couple of days at South Haven this week, calling on his trade at that place.

WANTS COLUMN.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

FOR SALE—BABY SIEGLE & COOPER stock. We sell most everything; good business; rent $20 per month; size of store, 27 x 10; two floors; main part of city; stock new; sickness, reason for selling. Address J. Clark, care Michigan Tradesman. 119

ALTO AFFORDS AN EXCELLENT OPENing for a grain buyer who has sufficient capital to erect and conduct an elevator; also a hardware dealer who is able to carry a stock of $1,500 to $2,500. The town is surrounded by well to-do farmers and is tributary to an excellent trade. Address No. 118, care Michigan Tradesman. 118

FOR SALE—DRUG STOCK AND FIXTURES with double soda fountain. Doing good business in good city. Good reasons for selling. Address No. 120, care Michigan Tradesman. 120

FOR SALE—STOCK OF GENERAL MERchandise—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 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, 46 South University Avenue. 111

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

FOR SALE—IMPROVED 80 ACRE FARM IN Oceana county; or would exchange for merchandise. Address 380 Jefferson Avenue, Muskegon. 110

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

FOR SALE—STOCK OF TINWARE, INCLUDing tools and patterns. Excellent location for good workman. Rent low. Reason for selling, other business. Noggle & 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—POSITION BY REGISTERED pharmacist of fifteen years' practical experience; best of references. Address Lock Box 24, Newaygo, Mich. 117

WANTED—SITUATION AS DRUG OR GENeral clerk. Address No. 121, care Michigan Tradesman. 121

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. Prefer situation as companion to lady, but will take any honorable employment offered me. Address No. 116, care Michigan Tradesman. 116

WANTED—BAKER FOR GENERAL BAKing business. Address Lock Box 836, Eaton Rapids, Mich. 115

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

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

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

ARMOUR'S SOAP

ARMOUR'S WHITE:
Absolutely pure snow white Floating Soap, 10 oz. and 6 oz. cakes. Nothing finer made.

ARMOUR'S LAUNDRY:
A guaranteed pure neutral Laundry Soap, 12 oz. oval cake, fits the hand.

ARMOUR'S FAMILY:
Best Soap made for all Family purposes, 16 oz. solid cake of Pure Soap.

ARMOUR'S COMFORT:
12 oz. square cake pure Laundry Soap. There is comfort in its use.

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

ARMOUR'S KITCHEN BROWN:
A pound bar of good Scouring Soap.

ARMOUR'S MOTTLED GERMAN:
A Soap of wonderful cleansing and lasting properties. Cut in pound bars.

ARMOUR'S WASHING POWDER:
Superior to all washing compounds, elixirs, etc. It is the perfection of quick acting, labor saving "cleansers."

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

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.

USE ATLAS SOAP

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

BARLOW BROTHERS

BOOK BINDERS BLANK BOOKS

5 AND 7 PEARL STREET.

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.

They all say

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

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

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	6:25pm
Ar. G'd. Rapids	10:15am	.....	10:30pm

Manistee, Traverse City and Petoskey.

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

Trains arrive from north at 1:00p.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 4:20pm Ar. G R 11:55am 9:15pm

To and from Lowell.

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

THROUGH CAR SERVICE.

Parlor cars on all trains between Grand Rapids and Detroit and between Grand Rapids and Saginaw. Trains run week days only.

GEO. DEHAVEN, General Pass. Agent.

GRAND Trunk Railway System — Detroit and Milwaukee Div.

Eastward.

	†No. 14	†No. 16	†No. 18	*No. 82
Lv. G'd Rapids	6:45am	10:20am	3:25pm	11:00pm
Ar. Ionia	7:40am	11:25am	4:27pm	12:35am
Ar. St. Johns	8:25am	12:17pm	5:20pm	1:25am
Ar. Owosso	9:00am	1:20pm	6:05pm	3:10am
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., 4:48p.m. 10:00 p.m. Trains arrive from the west, 6:40a.m., 10:10a.m., 3:15p.m., 9:55p.m.

Eastward—No. 14 has Wagner Parlor Buffet car. No. 8 Parlor car No. 82 Wagner sleeper.

Westward—No. 11 Parlor car. No. 15 Wagner Parlor Buffet car. No. 81 Wagner sleeper.

JAS. CAMPBELL, City Pass. Agent.

GRAND Rapids & Indiana Railroad — Sept. 27, 1896.

Northern Div.

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

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

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

Southern Div.

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

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

Muskegon Trains.

GOING WEST.

Lv G'd Rapids	†7:35am	†1:00pm	†5:40pm
Ar Muskegon	9:00am	2:10pm	7:05pm

GOING EAST.

Lv Muskegon	†8:10am	†11:45am	†4:00pm
Ar G'd Rapids	9:30am	12:55pm	5:20pm

†Except Sunday. *Daily.

A. ALMQUIST, Ticket Agt. Un. Sta.
C. L. LOCKWOOD, Gen. Pass. & Tkt. Agt.

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

Your Customers . . .

IT HAS NO EQUAL.

insist upon having the brands of

Condensed Milk

prepared by the

New York Condensed Milk Company.

WHY? Because the reliability of them is unquestioned and the purchase of same results satisfactorily.

It isn't easy nor profitable to substitute inferior or unknown brands for

STAPLE GOODS. *Don't Try It.*

See Price Columns.

Also manufacturers of the

Crown, Daisy, Champion, Magnolia, Challenge and Dime

. . . Brands of

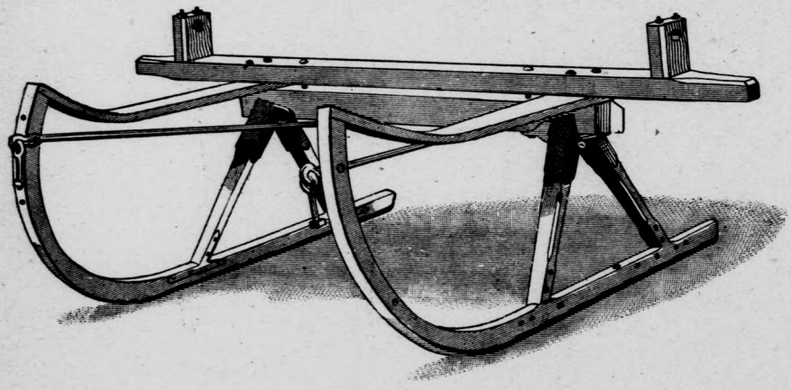
CONDENSED MILK,

. . . AND . . .

Borden's Peerless and . . . Columbian

. . . Brands of

EVAPORATED CREAM.



Our New Hub Runner.

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.

AUSTRALIAN BALLOT.

◯ YES. ◯ NO.	Do you use the DAYTON COMPUTING SCALE?
◯ YES. ◯ NO.	Have you examined it and had its marvelous profit-saving system fully explained to you?
◯ YES. ◯ NO.	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?
◯ YES. ◯ NO.	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?

Name _____ *City* _____ *State* _____ *Business* _____ *Date* _____

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

THE DAYTON COMPUTING SCALE CO.,

DAYTON, OHIO.