

MICHIGAN TRADESMAN

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Volume XIV.

GRAND RAPIDS, WEDNESDAY, OCTOBER 28, 1896.

Number 684



We can sell you
ANY KIND
QUANTITY PRICE
COAL
LIME OR CEMENT.
S. A. MORMAN & CO.,
19 Lyon St., Grand Rapids, Mich.

LARGEST BROOM FACTORY

in Michigan is

CHAS. MANZELMANN'S, at Detroit.

His variety of brooms and whisks commands attention.

Every Dollar

Invested in Tradesman Company's
COUPON BOOKS will yield hand-
some returns in saving book-keeping,
besides the assurance that no charge
is forgotten. Write

TRADESMAN COMPANY, Grand Rapids

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.

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.

COUGH DROPS

100 PER CENT.
PROFIT TO DEALERS

"RED STAR"

Satisfaction guaranteed to consumer.

OF PURE LOAF SUGAR.

A. E. BROOKS & CO, 5 and 7 S. Ionia St.,
Grand Rapids, Mich.

A. W. SMITH'S PRIDE

is to have his name on everything he makes. His
brooms are not excelled. Send for sample order.

915 E. MAIN ST.,
JACKSON, MICH.

Weatherly & Pulte,

99 Pearl St.,
GRAND RAPIDS.

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

Pumps and Well Supplies.
Hot Air Furnaces.

Best equipped and largest concern in the State.



USE
ATLAS **SOAP**

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

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.

BABY GINGER SNAPS

Something new. Please everybody.

CHRISTENSON BAKING CO.,
GRAND RAPIDS, MICH.

Fine Chocolates and Bon Bons

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

HANSELMAN CANDY CO.,
KALAMAZOO, MICH.

Warren's Liquid ASPHALT ROOF COATING

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

WARREN CHEMICAL AND MANUFACTURING CO.,
81 Fulton street, NEW YORK. 1120 Chamber of Commerce, DETROIT.

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.

Ruberoid Ready Roofing

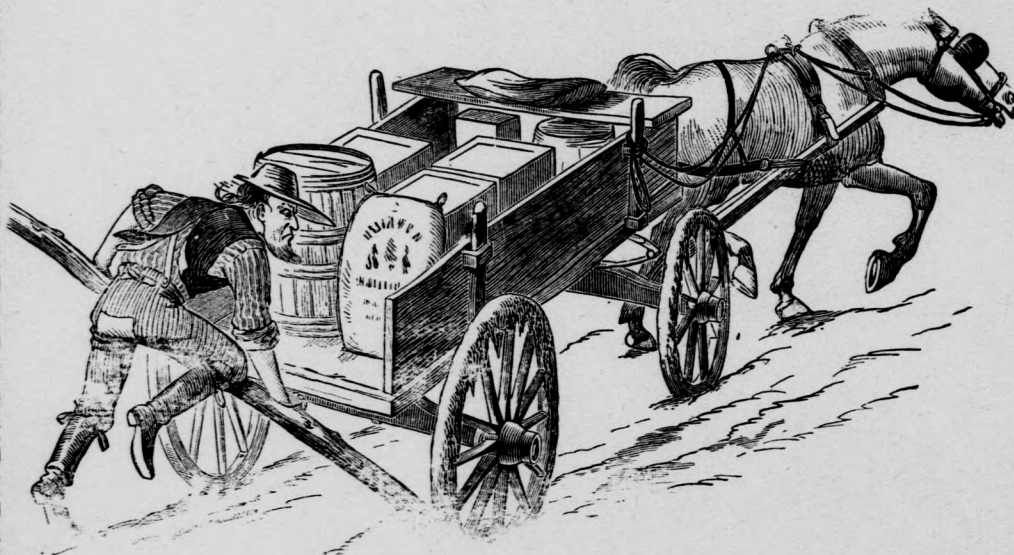
Will last longer than any other roofing now on the market.
We have full faith in its merits. But if you want other
kinds we always have them at reasonable prices. Let us
quote you prices, if you need roofing of any sort.

H. M. REYNOLDS & SON,

Detroit Office, foot of 3d Street.

GRAND RAPIDS, MICH.

Get Out of the Old Rut



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

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

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

TRADESMAN COMPANY,

GRAND RAPIDS, MICH.

Travelers' Time Tables.

CHICAGO Sept. 7, 1896 and West Michigan R'y

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

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

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

Manistee, Traverse City and Petoskey.
Lv. G'd. Rapids 7:20am 5:30pm
Ar. Manistee 12:05pm 10:25pm
Ar. Traverse City 12:40pm 11:10pm
Ar. Charlevoix 3:15pm
Ar. Petoskey 4:55pm
Trains arrive from north at 1:00p.m. and 9:50 p.m.

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

DETROIT June 28, 1896 Lansing & Northern R. R.

Going to Detroit.
Lv. Grand Rapids 7:00am 1:30pm 5:5pm
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. DELLHAVEN, 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 *11:30pm
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 Sept. 27, 1896. Rapids & Indiana Railroad

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.

	Leave	Arrive
Lv. G'd. Rapids	7:35am	1:00pm
Ar. Muskegon	9:00am	2:10pm

GOING EAST.

	Leave	Arrive
Lv. Muskegon	7:10am	11:45am
Ar. G'd. Rapids	9:30am	12:55pm

†Except Sunday. *Daily.
A. ALMQUIST, C. L. LOCKWOOD,
Ticket Agt. Un. Sta. 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

MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, OCTOBER 28, 1896.

Number 684

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

NOTICE TO HOOPMAKERS
CASH PAID for round and raked 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.

Every Dollar
Invested in Tradesman Company's COUPON BOOKS will yield hand-some returns in saving book-keeping, besides the assurance that no charge is forgotten. Write

TRADESMAN COMPANY, Grand Rapids

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

Mail orders promptly attended to, or write our representative, **WILLIAM CONNOR**, of Marshall, Mich., to call upon you and you will see a complete line for all sizes and ages, or meet him at Sweet's Hotel, Grand Rapids, Friday, Nov. 6th.

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.**

LIGHT AHEAD.

Two Possible Sources of Relief for Potato Shippers.

Chas. M. Heald, General Manager of the C. & W. M. and D., L. & N. Railways, is a gentleman of broad vision and wide experience who has not permitted his connection with the railroad business to warp his judgment or deprive him of the ability to see that there are two sides to every vital question mutually affecting the interests of shipper and transportation company.

* * *

"The potato growers and shippers of Michigan have my hearty co-operation and support in their efforts to secure lower freight rates," recently stated Mr. Heald. "I have made something of a study of the question and am frank to state that there should be a sliding scale in potato rates, based on the market value of potatoes. When I was in the railroad business East, I established a sliding scale on the shipment of steel rails from Pittsburg, based on a certain price for the product. In no case was the freight rate to go below a certain point, but in the event of rails advancing in price, the transportation company received a small percentage of the increase. In my opinion there is no sense in a railroad company enacting the same freight rate when potatoes are 10 cents a bushel that is demanded when the grocer gets 60 cents a bushel, and any official who insists on the level rate under such circumstances is unworthy of the position he occupies. I have noted with much interest the efforts of the Tradesman to assist the shippers in their attempt to secure the coveted concession, and I would suggest that you continue the agitation by writing Geo. R. Blanchard, Chairman of the Joint Traffic Association, New York, setting forth valid reasons why a concession should be granted at this time. Request him to verify your statements by communicating with the General Managers or General Freight Agents of the roads which touch the potato districts, and I assure you that the appeal will have respectful attention and careful consideration."

* * *

Mr. Heald's advice has been acted upon and his suggestion carried into effect. The outcome will be awaited with interest by potato shippers in all parts of the State, as on the granting or refusal to grant the concession depends the ability of the shippers to market the product of thousands of growers.

* * *

"Times have changed since Mr. Gill was at the head of the freight department of the G. R. & I.," remarked a local shipper who has handled thousands of cars of fruit and produce. "When shipments slackened up in our line, he was in the habit of coming around and asking the reason for the slackness, which we were usually able to account for. Sometimes it was due to other districts having the advantage of cheaper stock, in which case we were powerless; but if it was due to discriminating freight rates, Mr. Gill immediately

authorized us to resume shipping at once, assuring us that he would see that the rates were made right before the goods got to their destination—and he always did as he agreed. I am familiar with the old adage to the effect that "comparisons are odious;" but after calling on Mr. Leavenworth a half dozen times and begging for relief at the hands of the freight department—only to be told repeatedly that the department is so hemmed in by rules and combinations that it cannot act independently—I can hardly be blamed for yearning that the department could be again in the hands of Mr. Gill long enough to enable him to fasten his methods and his aggressiveness on the gentlemen connected with the department."

* * *

The above comparison is somewhat unfair to the present head of the freight department of the G. R. & I., for the reason that he is now compelled to abide by agreements, both as to rates and classification, which were not in existence during the period Mr. Gill was at the head of that department. The Tradesman has every reason to believe that Mr. Leavenworth is using every leverage at his command to bring about a change in the classification. Within the last week he has written letters to the potato shippers at many points along the line of his road, asking for specific information on the subject of both rates and classification, which communications he proposes to present at the next meeting of the Central Freight Association, which will be held at Chicago on Nov. 10, at which time he hopes that decisive action will be taken in the matter. The Tradesman believes that Mr. Leavenworth is thoroughly imbued with the idea that the transportation lines must grant the desired concession or suffer the loss of a large amount of business during the coming shipping season.

Drew the Line on Maple Syrup.

Salesman—I've joined the church.
Grocer—I am glad to hear it, James. I hope you will stick.
Salesman—Yes, sir, and—and you'll have to let some of the other clerks sell that pure Vermont maple syrup after this.

Her Bargain Craze.

"I saw Mrs. Shopper going into an auction sale last Monday. Isn't her craze for bargains extraordinary?"
"Yes, indeed. I believe she would die happy if she knew she would be laid out on a bargain counter, and be buried as a remnant."

No Excitement.

Doctor—Madam, do not allow your daughter to read anything of an exciting nature, such as—
Mother—I'll shut off her novels.
Doctor—Give her those, but keep all department store advertisements from her.

Gave Him a Chance to Rise.

Grocer—I need a boy about your size, and will give you \$3 a week.
Applicant—Will I have a chance to rise?
Grocer—Yes. I want you to be here at 4 o'clock every morning!

GENERAL TRADE CONDITIONS.

All the favorable features of the financial, industrial and trade situation continue, though still held in check by the political situation. The nearness of the deciding day operates to defer many transactions which can be put off, capital, with its proverbial timidity, preferring to wait unless considerable interests are likely to be sacrificed. In addition to this the all-absorbing interest in political matters engages the attention to the exclusion of business.

Prices in nearly all lines have either strengthened or advanced since the last issue of the Tradesman. The principal activity has been in wheat, which still continues its upward movement, though during the week it has had some considerable speculative reactions. Other cereals and provisions have strengthened or advanced in sympathy. Exports of wheat and other grain continue with increasing volume; and the movement on Western roads is so great as to cause a car famine, as well as a decided strengthening of tariff rates. Exports of corn increased 50 per cent. for the week and were double the exports of the corresponding week last year.

Cotton and wool both show advance in price, while their products are stronger, with increase in some lines.

The iron situation shows more encouragement, though there is still a manifest waiting for election, especially as to finished products. Advance is begun on both Bessemer and pig at Pittsburg and there is an increase in orders for structural work and for plates for lake ship-building. Most other lines continue dull and unsatisfactory. Copper has been active and the price has advanced slightly, as has also that of tin.

Hides continue their slow advance, while there is a decided strengthening in the demand for leather, with an increase in price of 1½ per cent.

A notable feature of the gold situation is the large quantities which have been taken for hoarding purposes on account, evidently, of the political situation. Imports since Sept. 1, with those in transit, amount to \$67,000,000, but there has been quite a reduction of the Treasury reserve during the past week or so. Of course, this is sufficiently accounted for by the popular interest in the silver question, with the speculative instinct roused by the possibility of gold going to a premium. This is natural, as the investment is sufficiently safe in any case. Silver made a slight rally last week, but has resumed its downward course.

The stock market shows increased activity, with a general strengthening of prices, or advances, all along the line, especially this week. Among those showing most activity and increase are the sugar, the railway list, with industrials closely following.

Bank clearings have increased 5 per cent., to \$1,047,000,000. Failures, 292, an increase of 13 over preceding week.

A widower must expect to reap a harvest when he is after a grass widow with a bicycle.

Fruits and Produce.

News and Gossip of Interest to Both Shipper and Dealer.

"I have gone over the ground very carefully," remarked a local potato shipper, "and cannot help feeling that we shall have a fairly stiff potato market at lucrative prices to all concerned later on in the season. I base my belief on the knowledge that the Southern States are practically bare of potatoes and that they must have Northern stock, not only for seed in the spring but to eat during the winter. Of course, Michigan and Wisconsin are at a disadvantage in Texas, as shippers in those States are compelled to submit to a 71 cent rate, while Colorado has a 54 cent rate; but there are half a hundred distributing markets between here and Texas which we can reach on a little more favorable terms. I don't look for any boom in prices, because the country is averse to booms just now, but I confidently look forward to a steady market on the basis of about 25 cents a bushel."

"The vigorous manner in which you recently exposed the Lamb gang," observed a Northern shipper, "recalls a circumstance which came to my attention in connection with the operations of the gang several years ago. D. S. Dibble came to our town in the interest of F. J. Lamb & Co., looking after potatoes. I had nearly completed the season's shipping and had about a carload of cull stock which I offered to him at 25 cents a bushel. He accepted the offer and I put the stock in the car. Then he asked me to sell him fifty bushels of choice stock, which was worth 65 cents a bushel, and lay them over the top of the car of culls. I told him I would sell him the potatoes, but would not be a party to any such fraud as he proposed, so he took the stock from my man and dumped it in the car to suit himself. When the car was ready for shipment, he asked me to accept a draft on F. J. Lamb & Co. for the amount of my account, which I declined to do, telling him plainly that anyone who would attempt to perpetrate a fraud in such a way couldn't deal with me except on a spot cash basis, as I had no confidence in the promises or drafts of a man who would resort to such chicanery for the sake of making a few dollars over a legitimate profit—and there was a good margin in potatoes that season for anyone who could handle the stock advantageously. Dibble handed me the money before I permitted the car to go out of my possession, but I learned afterward that it involved Lamb in a lawsuit somewhere in Indiana which cost him much more than any possible profit on the transaction."

The proportion of bad eggs which comes into market, mixed with good stock, would be amusing if it were not so nauseating and the source of so much annoyance to the dealer and so much loss to the shipper. Judging by the proportion of rotten and stale eggs which forms a part of nearly every shipment, the farmers have been carefully cherishing all the old nest eggs and all the setting hen's eggs which failed to hatch for the purpose of mixing them with the fresh eggs which are laid in October, when the price is usually better than it is in midsummer. Of course, the retailer has to stand the loss—not only on the bad eggs, but on their

freight to market as well, and the Tradesman would like to see every retail dealer rig up a little room where he can candle every egg which comes to him in exchange for cash or merchandise and return those ancient specimens of hen fruit which have no possible use in the economy of nature and are fit only for the companionship of the manure pile.

"I noticed you mentioned something about the uses of parchment paper in a recent issue," said a dealer one day last week. "I am glad," he continued, "that you are agitating this matter, as the use of parchment paper is becoming more general."

"One thing, however, I would like to have you tell the shippers, and that is not to use the paper on the top of tubs. The sides and bottoms should have the parchment paper, but a cloth should be used on the top of the butter."

"The reason for this is that, when the weather is warm, the butter on top often becomes soft and the paper sinks down into the butter, causing a bad appearance, while on the other hand, tubs that have cloth are much more presentable."

"About the only trouble I have now with my butter," said another dealer, "is from mottles. I know that the dairy journals have taken up the mottle question and very thoroughly discussed it, but I still receive mottled butter."

"Just what causes mottles, I am unable to say. I have been handling butter a good many years and I have never been able to find out the cause for mottles, nor have I ever met anyone who really did know what causes them, or rather just how to prevent them."

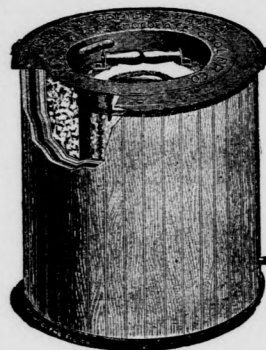
"Another thing that shippers should be cautious about is the use of hooks on tubs. They are not only dangerous, but not wanted by the trade, and if they are used we remove them and place tins in their place. My men seem to have as much fear of hooks as they have of rattlesnakes. I have known instances of men handling tubs with these hooks having been severely scratched, or having their hands badly lacerated by them, which resulted in blood poisoning, causing severe pain and the disuse of the hand for a long time."

"What do you think of the use of parchment paper," was asked of another dealer. "I believe," he replied, "that its use is fast becoming more general and I am heartily in favor of it. We have some complaints, even when parchment paper is used, of sidy flavor. Just why this is I am unable to say. I have often thought that it is produced by the acid in the paper, as I am unable to figure out how the butter, wrapped in this paper, can be contaminated with the woody or sidy flavor, unless it comes from the acid used in preparing this parchment paper. I would like someone familiar with the subject to explain, if possible, through the columns of your paper, just where I am off."

Prices Demonetized.

As the season advances oysters have taken a decided drop in price and the qualities of stock are also better and more reliable. F. J. Dettenthaler, the Grand Rapids oyster king, guarantees the finest qualities and pays prompt attention to mail and wire orders.

The Oyster Season Is Here



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

Chocolate Cooler Co.,
Grand Rapids, Mich.

ANCHOR BRAND

OYSTERS

Prompt attention given telegraph and mail orders. See quotations in price current.

F. J. DETTENTHALER, Grand Rapids, Mich.

Maynard & Coon,

Wholesale Fruits and Produce.
Fancy Creamery Butter.

SHIELD Brand Oyster Packers

Telephone 1348. 54 South Ionia St., Grand Rapids.



Allerton & Haggstrom,

127 Louis St., Grand Rapids.

OLDEST BRAND IN MICHIGAN.

LOWEST MARKET PRICE FOR MAIL OR WIRE ORDERS.
OYSTERS RECEIVED DAILY DIRECT FROM BALTIMORE.

Wholesale Fruits, Vegetables, Produce, Poultry and Game.

H. M. BLIVEN,

WHOLESALE AND RETAIL FISH, POULTRY AND GAME.

OYSTERS

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

106 CANAL STREET,

GRAND RAPIDS, MICH

WE ARE ONLY THREE YEARS IN BUSINESS

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

LAMB & SCRIMGER,

of Detroit, who guarantee shippers highest market prices.

43-45 WEST WOODBRIDGE ST.

HEN FRUIT

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

Write me

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

Use Tradesman Coupon Books and Avoid Loss

Some Facts Concerning Our Butter Exports.

Geo. A. Cochrane in the New York Produce Review.

While the amount of our exports since the first of June has assumed a very respectable figure, it has to be regretted that double the amount had not gone out of the country, the more so when it has to be admitted this could quite easily have been done had exporters been enabled to obtain goods more suitable to their wants in the matter of salt, color and package.

I am quite sure all exporters have had the same experience that I have had and that they could have used twice to three times what they have, could they have found the goods they wanted. More especially has this been the case in the matter of boxes. I have been obliged to send hundreds where I could have sent thousands. Every day I see lots of butter that I could readily pay from 1/2 cent to 1 cent per pound more money for than the owners ask, were the goods not so highly colored or so heavily salted, or in some cases were they in boxes. This is especially so in the matter of refrigerator stocks of June and July goods.

Such a condition of things doesn't speak well for the enterprise of producers or of the middlemen engaged in the industry, especially from the experience of last season and the knowledge that we were producing such immense quantities that an export demand was our only relief, to keep prices above cost of production for at least 10 to 15 per cent. of the output.

What is to become of the large stocks in refrigerators is the question that should be uppermost in the minds of those holding them. Those that hold high colored or high salted goods of any grade may as well make up their minds there will not be an export demand for them at anything like prices that can be made for them in this country the next three months, no matter how low they may be or how much the loss. It will be less than if they attempt marketing them in Europe, as butterine and more especially mixtures are decidedly preferred in all the markets of Europe.

So great is the hold of these mixtures on the market, for something within the range of 15 to 20 cents cut of table butter, that they are taken in preference to any of our American butters, no matter how fine, if highly colored and salted highly.

There is probably another month of a fairly good demand for our butter, of a suitable color and saltiness, in the largest markets of Great Britain, but after that we will have to compete with the butter from the antipodes, which is always in matters of color and saltiness just what is wanted, and very little of it is unsuitable for the higher grade of table butter, owing to the espionage of the Australian and New Zealand officials to prevent poor butter leaving the country.

It must be borne in mind that the Danish and Swedish butters hold the English markets by the neck, so to speak, for highest grades, and at certain periods dictates to English consumers the prices they must use it at. So completely have the markets of Great Britain been under the control of the Danes and Swedes at times that there is not a dealer in butter in England but welcomes a relief from any quarter of the globe. The last two or three years the product of the antipodes has, from the first of December to April 30, been a great factor and forced a position in the London market that compelled the committee on prices of Danish and Swedish goods to respect the same. And they have had to regulate prices according to the supply of the Australasian goods from week to week.

For the first time in the history of the trade have American and Canadian butters been a factor in the premises. In consequence of the drought in Europe this summer prices were rapidly advancing and Danish goods were as usual making the pace of the advance in prices. In consequence of the very low values in America and Canada these

two countries were enabled to send liberal quantities and a much higher standard of quality, so far as America was concerned, than for many years.

At the moment, English markets are in a very healthy condition and while prospects are not at all favorable for a further advance, as prices of all English and continental butters are above the popular shilling cut (same as our 25 cent cut in America) for finest, the consumption falls off greatly. Neither can I see that there is likely to be any material decline in American or Canadian goods, as present prices make it possible for their use for the shilling cut, but at little profit to all handling them on a basis of cost, this side, of 19 cents for finest fresh Western creamery.

The course of English markets after December is doubtful and depends almost entirely on the arrivals from the antipodes. If they are as large as is now probable I cannot see but that we are at about high water mark on finest fresh creamery and certainly so as to refrigerator stocks.

I think everything should be done possible to keep open the foreign outlet, and the make after this should be more in conformity with foreign requirements, and holders of refrigerator stocks should work off to home buyers all they can. They must bear in mind the tastes of consumers in this country are fast changing towards milder salting and a natural color.

Meeting the Changing Conditions.

From the New York Produce Review.

In a recent issue of the Prairie Farmer there was a very sensible article on the general agricultural situation of the country, in which the writer says: "The most encouraging factor in the agricultural situation is that farmers are readily adapting themselves to the existing conditions of the markets and are planning their operations accordingly. There has been too much blind belief that markets would adjust themselves and that a demand would be forthcoming to absorb all surplus of meat, corn and wheat products. Closer and farther reaching calculations are exacted by business men, and we see no good reason why the same thing should not apply to all farming operations."

What is true of the grain crops of the country is equally true of the dairy. For some years past butter has sold at relatively higher prices than almost anything else that a farmer could produce. His sheep and hogs and cattle went at such extremely low figures that he felt that it was unprofitable to raise them, and yet there was no market for his grain that would give any better net results, and so he fed stock and took what returns he could get. Those who engaged largely in dairying found that while values were low there was some profit to him who studied closely the most economic methods of making the article, and it is our belief that to-day the most prosperous farming communities are those in which dairying is the chief pursuit.

This season the output of butter is so enormous, a very heavy increase over any previous year in the history of this country, that a much lower range of prices is necessary to move the product, and there are frequent complaints that the business is on the downward road. The prevailing sentiment, however, seems to be one of confidence in the ability of our dairy farmers to meet successfully the changing conditions that confront them. It is not by abandoning the industry that has proved so profitable in the past, but by a prompt response to the needs of the moment, and a readiness to adopt new methods, to grasp new ideas and to apply them to the manufacture of their product. These are not times when men can go along in a careless, haphazard way; they must think, plan and act. From the selection of the dairy herd, the proper feeding and care of the cows, the delivery of the milk to the creamery, working it up into butter, and so on up to the marketing of the article the best of judgment is needed; and when all these points are looked after carefully and with the constant thought of economy, it

is surprising how much more cheaply the goods can be produced than they could a few years ago. Under the present separator system the farmer gets a good deal more butter from the same amount of milk than by the old process of skimming the pans of milk in varying temperatures. That in itself is a very material advantage. Then the co-operation of interests in working up the cream and the tendency toward concentration into larger plants with the best of equipments are all on right lines. That which will lessen the cost of production and improve the quality should receive every attention.

The butter industry of this country is still growing, and the limits of the business will be measured only by the possible inability to widen the outlets sufficiently to consume the goods. It takes more stock each year to supply home markets, but this demand will be largely increased if so low and even a range of values is maintained as to practically stop the sale of oleomargarine for

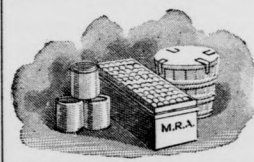
table use. But still beyond this is the thought of establishing a regular and permanent demand for American butter in the British and possibly the Continental markets. We are aware of what that means, of the competition that must be met with in countries that have long held the trade, but with our vast resources, the skill and genius of the American farmers, and the unmistakable evidences that every condition will be met at once, we believe that no land upon which the sun shines can do better than the United States.

Drudgery is as necessary to call out the treasure of the mind as harrowing and planting those of the earth.

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

THE EGG KING OF MICHIGAN IS

F. W. BROWN,
OF ITHACA.



M. R. ALDEN
COMMISSION **BUTTER and EGGS** EXCLUSIVELY
98 S. DIVISION ST., GRAND RAPIDS.

BARNETT BROS., 159 South Water St., CHICAGO,

Will make a specialty in handling Fruits of all kinds, and

APPLES

in particular. Those having large orchards will do well to correspond with them. Information will be cheerfully furnished. Deposits at principal points. Stencils furnished on application.

APPLES, ONIONS

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

Correspondence with me will save you money.

HENRY J. VINKEMULDER,
GRAND RAPIDS.

No Politics ...

Our Hobby is

Sweet Potatoes

We handle as many as all other Grand Rapids dealers together.
For Freshness and Prices you should try us.

Cranberries, Grapes, Spanish Onions.

STILES & PHILLIPS, Wholesalers of all Fruits, Grand Rapids.

NEW YORK CONCORD GRAPES

Fresh arrivals in Carlots.

Sweet Potatoes, Lemons, Oranges, Cape Cod Cranberries, Spanish Onions.

BUNTING & CO.,

20 AND 22 OTTAWA STREET, GRAND RAPIDS.

BEANS

We are in the market daily for Beans, carlots or less. Send large sample with quantity and best price f. o. b. or delivered Grand Rapids.

MOSELEY BROS.,

26-28-30-32 OTTAWA ST.,

GRAND RAPIDS, MICH.

Around the State

Movements of Merchants.

Marshall—H. A. Snyder & Co. have opened a general store.

Portland—Higgs & Co. have sold their drug stock to F. Chadwick.

Chesaning—E. J. Dornberg has opened a new boot and shoe store.

Saginaw—Jos. A. Partridge succeeds Brueck & Partridge in the grocery business.

Adrian—Moses B. Aaronson has purchased the dry goods stock of Samuel T. Lyon.

Jackson—Chas. S. Kellogg & Co., clothiers, have removed from Vassar to this place.

Sparta—S. H. Ballard has added a line of shoes to his dry goods and grocery stock.

Hubbardston—Milo Bolender, the veteran druggist, has added a line of boots and shoes.

Tecumseh—Miss Emma Nedder succeeds Wm. B. Darling in the confectionery business.

Fennville—Hutchins & Hutchins, furniture dealers, have dissolved, W. W. Hutchins succeeding.

Bay City—W. C. Houghton succeeds Perkins & Houghton in the produce and commission business.

Detroit—Crouch & Laskey, dealers in hats and men's furnishing goods, have dissolved, Mr. Crouch retiring.

Alpena—M. O'Brien has sold his shoe stock to George Masters & Son, who will consolidate the stock with their own.

Rochester—I. S. Lomason, an old shoe dealer of Ithaca, has removed his stock to this place, which is his old home.

Newaygo—The Hazeltine & Perkins Drug Co. has foreclosed its \$200 mortgage on the drug stock of M. A. (Mrs. S. S.) Watrous.

Ontonagon—C. H. Emmons has plenty of grit. He was burned out twice within two years and now is again established in the hardware business.

Benton Harbor—W. M. Rush has removed his grocery stock from Pipestone to this place and embarked in the grocery business with Mr. Hoogebant, whom he has admitted to partnership, under the style of Rush & Hoogebant.

Lowell—S. B. Avery, of the Lowell Laundry, has formed a copartnership with Ross Kinyon and purchased the Banner Laundry of Geo. Severy. They will put in a complete new steam outfit and conduct the business on a much larger scale than before.

Holland—M. Notier has purchased the grocery stock of Wm. Deur and will continue the business at the same location as a branch of his Eighth street store. Mr. Deur has formed a copartnership with J. Nyhof for the purpose of embarking in the wood business.

St. Ignace—McArthur Bros. & Co. have sold their stock of hardware to A. L. Ferguson & Co., who will move it to Sault Ste. Marie. Mr. Ferguson is a hustling hardware man of long experience. He and his brother, R. G., comprised the Ferguson Hardware Co., which sold its hardware stock at the Soo last winter.

Detroit—This market is scandalized by the publication, in the September Bulletin of the State Food Commissioner, of an alleged analysis of New Orleans molasses sold by C. W. Inslee & Co., showing the presence of but 11½ per cent. of genuine molasses and 35 per cent. of adulteration in the shape

of corn syrup. The disclosure is a serious one and reflects severely on the house which would handle goods of such a doubtful character as the analysis would seem to indicate.

Manufacturing Matters.

Standish—The Star woodenware factory has resumed operations, after a shutdown of several months, with a force of 125 men, and expects to keep running through the winter.

Grayling—Salling, Hanson & Co. have started a camp on a 40,000,000 tract of timber south of East Twin Lake. The Michigan Central has built a spur into the timber and the logs will be railed out.

Manistee—The R. G. Peters Salt & Lumber Co. has purchased about 400,000,000 feet of timber east of Cadillac and is extending its railroad in that direction. This will give the mills of the company about ten years' stock.

Ishpeming—It is still uncertain when the Lake Angeline mine will resume and what proportion of its former force of nearly 600 men will be re-engaged. The length of time which the Excelsior furnace will remain out of blast is also conjectural. Work is being actively pushed on the extension of the Lake Superior & Ishpeming Railway, which, with the opening of another season, will no longer be compelled to depend upon another railroad to do its switching, a peaceful understanding having been reached with the Lake Superior Iron-Mining Co., by which a right of way is secured through the location of the company, it being necessary to remove twenty-four dwellings. This work is now actively prosecuted.

Marquette—The annual report of the mine inspector of Marquette county gives some interesting figures. During the year 4,650 men were employed at the mines, this number including both underground and surface employes, as well as office forces and all who were carried on the payrolls of the mines, but not including logging contractors and their workmen, amounting to several hundred more. The total number of employes is about 1,000 more than it was in the previous year, but it is still about 2,500 less than it was in the prosperous years of 1891 and 1892. The number of iron mines actively operated was nineteen, although there are about seventy-five mines of all grades in the county. Five explorations for new mines are in progress, where, in former years, there were frequently fifty or more exploring parties working in the district at one time. The difficulty in disposing of new mines, added to the difficulty in finding them, has chilled the ardor of all but the most enthusiastic prospectors.

Iron Mountain—This district is at present the liveliest mining camp in any of the iron ranges. The present management of the Chapin mine is composed of men who are not only wealthy, but who have sufficient confidence in the future of the property and of the country to expend vast sums of money in betterment of their properties and in preparations for a big output in the near future. With the addition of the Hamilton and Ludington mines to the Chapin, already a very large property, the consolidated mine becomes a dangerous competitor to the Norrie for the leadership of the Lake Superior district. It is purely conjectural to estimate the size of the 1897 output of the Chapin property, but under average

conditions it should reach very close to 1,000,000 gross tons. All this new work keeps labor busy, and as wages are fair—the best paid by any property in the Menominee district—the people of Iron Mountain are enjoying a period of prosperity for the first time since the panic of 1893 closed down their principal producers in the spring and summer of that year.

Ironwood—There have been no important changes in the mining situation during the last half of October, either in the way of further suspensions or resummptions. The Norrie mine is now employing about 160 men, or 10 per cent. of its normal force, and has in stock at the shafts nearly 400,000 tons of ore. This is the first season in its history that the Norrie has been unable to rid itself during the summer of the ore mined in winter. The Norrie, which produces about 1,000,000 tons per annum of very high grade ore, has always been noted as a price-cutter, but, owing to its being a member of the Bessemer ore pool this season, it has been unable to dispose of its surplus in the usual manner. The great amount of unsold ore at the mine will necessarily operate to keep a small force employed at the mine during the winter, simply because there is little room in which to store the ore to be mined. And, even though the market should show a vast improvement, the Norrie would be unable to find a place to put the ore after bringing it to the surface. The other Ironwood mines are doing but little more than is the Norrie, the Newport now employing only thirty men, and others in proportion. There is already severe suffering and the city and county authorities are practically without funds, and unable to borrow more money, so that an appeal to the general public for assistance for the starving seems to be inevitable. Ironwood has been most sorely distressed within the last four years by repeated epidemics and famines and it seems destined to undergo yet one more experience of the sort.

Purely Personal.

Mark C. Bostwick, formerly engaged in the shoe business at Alpena, has removed to Ashland, Wis., where he has opened a shoe store.

Charles D. O'Conner, late manager of the Chicago Shoe Store at Ann Arbor, was married last week to Miss Lizzie M. Doyle, of Ypsilanti.

Herbert Lamphere, proprietor of the Clark House at Bronson, and Miss Lulu Bloss were married last week. They will reside at the hotel.

Chas. E. Olney, President of the Olney & Judson Grocer Co., has returned from Thompson, Conn., where he spent the summer, and has leased the Bulkley mansion for the winter.

Jackson Jottings.

Lynch & Co., of Chicago, have reopened the store formerly known as the Fruit House, at 190 West Main street, with a new stock of groceries, purchased of Sprague, Warner & Co.

Jacob Dawson, formerly of A. F. Parmeter & Co., has opened a new grocery store at 108 Railroad street, W. J. Gould & Co. furnishing the stock.

A. E. Riggs, formerly of Riggs & Winslow, is erecting a new store building at the corner of Mitchell and Milwaukee streets and will put in a line of groceries as soon as the building is completed.

A Boston woman who has failed in business wants to pay one mill on the dollar, and call it square. A little mill like that is bound to grind slowly.

Indiana Items.

Middlebury—E. I. Lantge succeeds F. A. Pickell in the grocery business.

Elkhart—The grocery stock of Lohrman & Watson, who recently made an assignment, was purchased by Mr. Lohrman's father, who will continue the business.

Crawfordsville—Voriss & Cox succeed J. E. Fisher in the hardware and agricultural implement business.

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—WELL-SELECTED STOCK OF groceries, with fine cash trade, established in the best city in Michigan. Will accept small cash payment down and the purchaser's own time for the balance, with approved security. Address J. L., care Carrier No. 27, Grand Rapids. 126

WANTED—STOCK GENERAL MERCHANTS for cash and real estate. Prefer location near Grand Rapids. Address C, care Michigan Tradesman. 124

EXCELLENT OPPORTUNITY FOR DRY goods in Cadillac. Best location in the city to rent. Possession by December 1. Address immediately Lock Box 188, Cadillac, Mich. 125

FOR SALE—BABY SIEGLE & COOPER stock. We sell most everything; good business; rent, \$20 per month; size of store, 27 x 100; two floors; main part of city; stock new; sickness, reason for selling. Address J. Clark, care Michigan Tradesman. 119

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

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—AT CONSTANTINE, MICHIGAN, clean, paying drug stock and fixtures, involving about \$1,800. Good location. John J. Prouditt, 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—REGISTERED PHARMACIST (single man preferred). Wages nominal. Address No. 122, care Michigan Tradesman. 122

AGENTS WANTED TO TAKE ORDERS FOR pure sweet cider in Northern Michigan cities. Address W. M. Watson Co., St. Joseph, Mich. 123

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. 114

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

BUTTER, EGGS, POULTRY AND VEAL Shippers should write Coughle Brothers, 178 South Water Street, Chicago, for daily market reports. 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. 959

Grand Rapids Gossip

The Grocery Market.

Sugar—The market is strong, due to the strengthening of raw goods on the other side of the water, and, although an advance has been rather expected for several days, the general impression is that it will be the policy of the refiners to hold the price down until they have been able to secure the bulk of the Louisiana product. The consumptive demand is keeping up very well, considering the season of the year.

Coffee—The stock in New York has been much depleted and the arrivals due will come to a market that has been looking forward to an improved assortment, and an active trade may be anticipated. Maracaibos rule high and desirable lots are finding buyers at current rates. There has been a great improvement in Javas, the market for spots being about 2c higher, and feeling is strong. Mocha is firm and advancing.

Dried Fruits—Prunes are very strong and the market is advancing. There is an exceptionally good demand, with exceedingly light stocks. Three steamers carrying case currants reached this country last week and the prices brought embodied an advance on previous quotations. This will not be permanent, however, as it was occasioned by a scarcity which will soon pass. Nearly all these three shipments were sold to arrive. California raisins are in very light supply, and all stocks are snapped up quickly. Higher prices are probable, and on the coast $\frac{1}{4}$ @ $\frac{1}{2}$ c advance is already asked. The competition from foreign raisins will this year amount to but little, as the foreign fruit has also advanced its price.

Provisions—A more liberal marketing of hogs occurred last week, the Western killings reaching a total of 375,000, compared with 305,000 for the preceding week, and 340,000 for the corresponding time last year. The total from March 1 is 9,315,000, against 7,590,000 a year ago. The increase for the week is 35,000, and for the season 1,625,000, the latter representing 21 per cent. gain. Some of the Western markets report more or less of unsatisfactory conditioned animals coming in, probably due to the hastened marketing in some localities, under fear of plague, which is prevailing to a very considerable extent in portions of Iowa, and here and there elsewhere. The casual reader of reports of losses of hogs might readily reach the conclusion that supplies were being greatly depleted from such causes, but the experiences of the past are suggestive of the fact that great losses are usually coincident with large supplies, and that, with the inducements now prevailing, and which have existed during the current year, to enlarge the production of hogs, there is not likely to be any lack of offerings during the coming year. The striking advances made in wheat appear to have imparted something of speculative strength in hog products, although there is no definable relationship between the two interests.

The Grain Market.

The decline in the price of wheat took everyone by surprise, as cash wheat dropped fully 7c per bushel in this market in two days, while active futures declined about 10c per bushel in the leading grain markets. The wheat market is very unsteady and we may expect to see fluctuations of 5c per bushel

either way. Our exports are very large again, being nearly 4,000,000 bushels. Since commencing the crop year we have exported about 48,000,000 bushels and, should these large exports continue, the exports will be more than they have been for the last three years. However, it is the writer's opinion that we have already exported nearly one-half of our surplus. Opinions differ on this point. One thing is certain, and that is, if our exports are only 3,000,000 bushels weekly from now on, it will not take a long time before the scarcity of wheat is felt. Ohio and Indiana are already drawing wheat from Chicago and the supply of winter wheat there is only about 800,000 bushels, while it was nearly 12,000,000 last year. The visible increased 2,477,000 bushels, against 4,329,000 bushels last year. We have now a trifle over 7,000,000 bushels more in sight than at the corresponding time last year. The foreign demand for wheat is good and it is reported that vessel room is contracted for until Jan. 1. As soon as election is over people will be paying more attention to business than to politics. We may then expect to see the channel of trade open and times improve.

Corn, in sympathy with wheat, has sagged fully 2c, owing to the large amount on hand, the large receipts, and with the visible 12,243,000 bushels, against 4,805,000 bushels at the corresponding time last year. Oats also fell off about 2c per bushel, as we have about 12,000,000 bushels, against 6,000,000 bushels last year at this time. We see nothing that will advance either corn or oats.

There is a good show for wheat to advance. Rye sold to-day at fully 4c off from the high point.

The receipts during the week were: wheat, 48 cars; corn, 4 cars; oats, 13 cars.

The mills are paying 70c for wheat.
C. G. A. VOIGT.

Flour and Feed.

There has been a good demand for all grades of flour the past week, even low grades having been wanted at the advance in price. The large Eastern jobbers of flour, who had allowed their stocks of flour to run low, were forced to come in and buy freely to care for their trade; and as flour was being advanced from 5 to 10 cents per barrel each day, the volume of trade has been better than we have had before for many a day. Within the last day or two prices have declined somewhat and we anticipate that liberal orders will be placed on the break. Ocean freight rates are very strong and advancing and nearly all lines have contracted all they can carry until the middle of January.

Millfeeds are in good demand now and prices have advanced from 50 cents to \$1 per ton, while ground feed and coarse meal is weaker and a decline of 50 cents per ton is to be noted.

WM. N. ROWE.

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

The Western Union Telegraph Company sent 58,760,651 messages over its wires during the year ending June 30 last. This was an increase of nearly 4,000,000 messages over the previous year.

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

The Produce Market.

Apples—Local shippers are still paying 40@50c for choice fruit, finding a steady outlet in the markets of Illinois, Indiana and as far south as St. Louis. The reduction in the rate of bulk shipments from 5th class to 6th class is stimulating shipments to distant points, enabling Michigan dealers to take advantage of markets from which they would be shut out if compelled to pay the 5th class rate.

Beans—The market is in fairly good shape and the tendency is toward a higher range of values. California stock is likely to be absorbed by the exporting market, large quantities being shipped to Europe in sailing vessels. Local handlers pay 60@80c for country picked, holding city picked at about \$1 per bu.

Butter—Dairy is coming in freely, but supplies in reserve appear to be growing less, due to the reduction of the pastures. Choice fancy readily brings 13c, while factory creamery is strong at 17c and likely to go 1c higher before the end of the week, as the market has advanced to 20c in New York.

Cabbage—40@50c per doz., according to size and quality.

Carrots—15c per bu.

Celery—12@15c per bunch.

Cranberries—Cape Cods are in moderate demand and ample supply at \$1.75 per bu. and \$5@6 per bbl. Home grown stock is in fair demand on the basis of \$1.50 per bu.

Eggs—Receipts are still very liberal, but the quality does not improve as rapidly as was expected would be the case. Until the retail dealers adopt the method of candling the offerings brought to them and rejecting inferior and worthless stock, there will be dissatisfaction over the returns. The proper way to nip the abuse is at the fountain head, and the retail dealer will continue to suffer from the peculiar practices of the honest farmer until he adopts the method of the wholesale dealer in rejecting any stock not up to the standard.

Grapes—New York Concord is in ample supply at 12c for 9 lb. basket.

Honey—Shipments are coming in faster, if anything, than the trade can handle to advantage. There is no change in the market, the price being fairly firm at 12c for white clover and 10c for dark buckwheat.

Onions—Spanish are now in the market, commanding \$1.50 per bu. crate. Home grown is in fairly good demand at 35@40c per bu.

Potatoes—While the price ranges from 15@20c with the local trade, outside shippers are paying 10@12c, which is all they can offer in the present condition of the market. Advices from the South are to the effect that there will be an active demand from that section later in the season, but just at present the market is anything but satisfactory. Unless the railroads take a broad-minded view of the situation and make the concession asked for by the shippers—reduce the classification from 5th to 6th class—there will be no potatoes moved, to speak of, until the price moves up to a higher basis. The Tradesman believes the general freight agents will concede the justice of the shippers' position and restore the classification in vogue several years ago.

Squash—Hubbard brings \$1 per 100 lbs. or \$15 per ton.

Sweet Potatoes—Genuine Jerseys are a little stronger, bringing \$2 per bbl. Baltimore stock is in fair demand at \$1.50, while Virginia Sweets are offered as low as \$1.20. The market is in an unsatisfactory condition, as the low prices preclude any profit to the grower and very little, if any, margin to the handler.

Local Bicycle Notes.

In an interview a local bicycle manufacturer gives some information as to the condition and vicissitudes of that industry, which is of considerable interest. Most prominent among the reasons to which the unsatisfactory condition of the bicycle trade is to be attrib-

uted is the fact of the Presidential campaign. The uncertainty introduced by the financial issues were such that "we cut the orders for material which had been agreed upon one-half as soon as the platforms were announced." "No, I do not think it is so much the real significance of the political issues as the feeling of distrust and uncertainty attending the campaign. In our business the real damage has already been done, for the anticipated output of our factory has been greatly lessened, with a corresponding lessening of the wages paid to employees." The reason for the caution in limiting the output was the fear of panic conditions which might interfere with lines of credit at banks. It was preferred to keep the amounts of credits within the ability to manage without the aid of the banks.

* * *

Another element of uncertainty that has recently manifested itself is the organization of unions among the bicycle workers. The actual business of the bicycle year is condensed into a period of about four months; but of course the manufacture must anticipate that time as far as can be done with safety. "During the past years of our business we have paid liberal wages and have had little fear that it would be interfered with by strikes in the press of the season. We feel that the union movement is an additional element of risk, and we regret it, although its operation has served to considerably reduce the amounts we have to pay for work. It is strange that men receiving \$3 or \$3.50 per day should consent to join an organization which reduces them to the dead level of \$2.50, with the added disadvantage that the employers are put upon the defensive and are forced to limit the business on this account, and so limit the wages paid to the operatives. It had been hoped that this manufacture would be spared the domination of the walking delegate, but in future this must be an additional factor in the problem of success."

* * *

In general, the outlook for the trade is good. Undue competition in the manufacture has been cut off by the failure and elimination of a great number of the smaller concerns, and the introduction of automatic machinery has made it possible to compete in the markets of Europe against the slower hand methods of the English. The outlook for foreign trade is excellent, and it would be fully as good in this country were it not for the distractions of politics.

* * *

Adams & Hart: "Yes, the outlook for bicycle trade would be excellent were it not for the political uncertainty. We have placed an order for 500 wheels of one make, subject to cancellation, however, if the political result should not be in accordance with our views."

White & Co. have removed their grocery stock from the corner of Highland and Central avenues to 732 South Division street.

E. D. Caswell, agent, is succeeded in the grain and fuel business at 925 South Division street by Edw. W. Heth.

Gilbert Vogel succeeds Vogel & Den Herder in the meat business at 1012 Grandville avenue.

Wm. Harris succeeds John R. Lowrey in the grocery and meat business at 631 Jefferson avenue.

Getting the People

Side Lights on Advertising.

The excitement attendant upon the political situation has caused a greater or less degree of neglect in advertising, but as the struggle is now nearly over, natural interests will again sway the merchant, and he will begin his Holiday Campaign with renewed vigor.

The success of a newspaper advertisement depends largely on three features:

First—Truthfulness.

Second—Quality and price of goods.

Third—Attractiveness.

It is useless to fish without bait, therefore if you expect to catch customers you must use bait, and like fishing for trout, you must use bait suitable for the season and the kind of trade you are angling for.

Don't, for a moment, misunderstand me in the above illustration. I do not mean by "fishing" that the customers are to be caught by any deception or false bait. On the contrary, the inducements for trade must not only be valuable but open and aboveboard.

The late A. T. Stewart was a pioneer in offering such inducements, and to a particular incident in his career as a merchant was due, largely, his success. His store, at the time mentioned, was a very small affair, such as would hardly be tolerated in a progressive village of to-day. Although nearly always a cash buyer, he found himself at this time with a lot of goods in his store, a note to meet on a certain day, and no money. He could not borrow—his credit was of no value and borrowing was not a feature of business life at that time. Mr. Stewart studied the situation very carefully, and the result of his cogitation was a lot of handbills announcing a cut-rate sale, giving prices on goods below what they actually cost him at wholesale. With these he flooded New York, Harlem, Brooklyn and all the surrounding towns. It was an unheard-of proceeding. Some laughed at it, others doubted, a few believed, but all came to see what Stewart was going to do. His store was crowded, and the people found that every word of the announcement was actual truth. When they opened their parcels at home, they discovered that Mr. Stewart had even exceeded his promises. In a few days, the store was absolutely cleaned out, the note was paid and Mr. Stewart found himself possessed of sufficient capital, taking advantage of cash buying, to stock himself up with fresh goods. Here was the beginning of his wonderful career as a merchant. His reputation as an honorable dealer was established at the same time that he gained the distinction of selling at low prices, and these two features were the foundation of one of the most remarkable mercantile successes of this country.

To the merchant-advertiser of to-day there is a potent suggestiveness in the above incident. Too many merchants prefer to keep a lot of shelf-worn and out-of-date goods upon their shelves, which there is absolutely no prospect of selling at a profit, rather than to close them out at less than cost (which is really a profit, for a small amount of ready cash is infinitely to be preferred to a large amount of accumulating rubbish), putting the cash thus gained into fresh stock readily transferable at a profit.

No time could be better than the present for instituting just such a sale. Times are hard, money is scarce, and

people are looking eagerly for opportunities to economize, even at the expense of style and freshness of goods. No doubt business will soon improve, and the money obtained by this sacrifice sale can be put into attractive goods at attractive values, to be ready for the people when they are more critical and inclined to have the newest and best at any cost.

If you decide to inaugurate such a sale, patronize your local journals liberally. Newspaper advertising is the kernel to the nut. Supplement this by handbills, announcements, cards, attractive windows, or any form of "Getting the People," but don't let these latter derogate from the quantity and quality of your newspaper ads.

Below will be found some sample ads which can be readily changed to suit any locality:

When You Pick Up A Twenty-five Cent Piece

on the street, you pat yourself on the back and say, "lucky dog!" You think more of that quarter than you do of the large round dollar which reposes beside it in your pocket. It's human nature. And yet you doubt if we tell you that quarters are to be picked up all over our store any time of day. We'll convince you, if you'll drop in. Just opened the greatest sale of **Fall and Winter Suits** ever inaugurated in this town. Marked everything down in plain figures just **Two Bits** on the dollar. \$10 Suits, now \$7.50. \$15 Suits, now \$11.25 and so on through the whole stock. Got to close 'em out—must have cash.

A Ride in a Wheelbarrow

won't pay our election bets. We must have **Cash!** For this purpose, we have established an

Election Bet Sale

which means that every article in our well-selected stock of Dry Goods will be sacrificed for the next 30 days. On some goods the prices are cut in the middle, and others are a quarter cheaper than ever sold before. Take advantage of our desperate situation—our election bets must be paid.

HATS

are a necessity and we have got too many of them in stock. Cash is a necessity, and we have not enough of it to carry on our business. We

Will Not

store if sacrifice will sell it. They are all late purchases and late styles. But we know new goods at less than we that cash will paid for them as we are going to sell our entire stock for 30 days at 1/2 off. Remember, the stock is new, not old

50
OFF
CASH

50
OFF
CASH

HATS

To the above announcements it will be well to add a list of goods offered, giving regular and cut prices.

Supplementing such advertisements in your local journals, an attractive circular, using perhaps the same matter as the ad., carefully circulated among the citizens a few days previous to the opening of the sale, will be found advantageous.

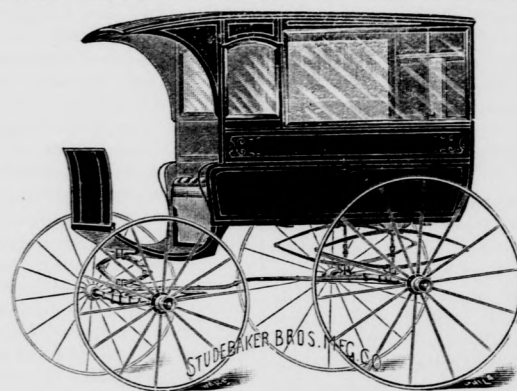
One of the necessary adjuncts to a forced sale is an attractive window. In arranging this, it is wise to depart from the established rules of window-dressing. For instance, hire a man with an

WE HANDLE THE CELEBRATED

STUDEBAKER

VEHICLES.

Known all over the world as High-class work.



ADAMS & HART,

12 WEST BRIDGE STREET,

GRAND RAPIDS.

Wholesale and Retail.

On the Eve of the Battle

The 3rd of November will be one of the most eventful days in the history of this country. Much depends upon the result of this day's balloting.

It means, upon the one hand, peace and prosperity; on the other hand, hades let loose. Look well to your ballots.



The James Stewart Co.,

LIMITED,

SAGINAW, E. S., MICH.

old-fashioned buck-saw and saw-horse, get some four-foot wood and set him at work in the window. Dress the man or boy in a garb suitable to the occupation. One of your boys can easily carry the wood out of the way and keep the man supplied with timber. A card lettered as follows should be placed in a conspicuous place:

"This man is paying an election bet by sawing one cord of wood per week, and at the same time attracting your attention to our Election Bet Sale—one-half off."

A good window for a half-off sale can be made as follows: Secure the services of a boy, and supply him with a short fish-rod and line. The boy should be dressed as a country lad, with an old straw hat, one suspender made of tow-string, and other accessories. The green bank of a stream can easily be arranged across the window by using turf and gravel, the stream, of course, invisible and imaginary. A few bushes and evergreens should be scattered around. Let the boy assume a look of supreme content, such as a boy would naturally wear when he has a half-holiday to go fishing. Have your painter make a half-dozen cards, of which the following are examples:

"50 cents for this Hat, worth \$1.00."

"25 cents for this Necktie, worth 50 cents."

Then when the boy casts his line into the supposed stream, have some one deputed to attach the article to be displayed, with the appropriate card below, to the hook, and instruct the fisherman to hold it close to the window for a few minutes as he pulls it out. Of course, he can make great efforts in pulling out his catch, varying the amount of energy displayed by the size of the bargain. In this way a large variety of goods may be exhibited in a manner which is bound to attract attention, and the expense is slight.

NEMO.

Remarkable Growth of the Beet Sugar Industry.

Muskegon, Oct. 27.—In no direction is there now such an opportunity for replacing foreign supply by domestic as there is in that of sugar. The figures of our foreign sugar bill are not realized. We buy abroad every year in the neighborhood of a hundred million dollars' worth of sugar, paying for it in gold. The growth of this account is enormous. In 1851 it was less than \$18,000,000; in 1890 it had risen to more than \$101,000,000. In the former year we took from other countries 380,000,000 pounds of sugar, while in 1890 we took 2,934,000,000 pounds. In value, the increase in forty years has been about 400 per cent., but in quantity it has been about 700 per cent.

We can and should raise our own sugar. It must be done mainly from the sugar beet. What has been accomplished in Europe by the farmers of France, Germany and other countries can be done by our farmers also. The beginning has been well made. In Nebraska, Utah and California it has been demonstrated that beets can be raised and sugar made to commercial advantage. What we now need is a more general movement to establish the industry by a broader and more systematic arrangement of its operation.

The production of beet sugar in Europe was 1,018,551 tons in 1872-73; 2,445,000 tons in 1886-87, and 4,254,919 tons in 1893-94, while the last crop of cane sugar was only 2,950,000 tons. The yield of beet sugar in Germany was 8.25 per cent. of beets worked in 1872; it is now 12.50 to 15 per cent., and the profits of the sugar factories have increased in the same proportion. The Cothen factory, in Germany, has been in existence for more than thirty-five

years, paying 85 per cent. dividends on the business of 1885. Its average dividend rate is 50.66.

It would require 900 large factories to produce all the sugar consumed in this country. They would require 3,000,000 tons of coal and employ 300,000 men, women and children. They would make a market for bone-black, limestone, leather, plaster, coke, oils, acids, etc. Millions of pounds of iron would be used in the construction of buildings and machinery and hundreds of millions of brick for factory buildings. They would give employment to architects, engineers, chemists and skilled mechanics and largely increase the demand for all kinds of home products. The factories would also greatly increase freight traffic on railroads. The beet pulp, about one-third of the roots worked, would produce 50,000,000 pounds of meat.

The soil and climate of Michigan, Wisconsin, Iowa, Northern Illinois and Minnesota are well adapted to the raising of the sugar beet. Prof. Wiley, of the Agricultural Department at Washington, has published a map of the territory best adapted to the beet sugar industry. It extends one hundred miles north and south of a central line passing through Michigan, Wisconsin and Southern Minnesota, but good crops can be grown and worked outside of that belt, as any soil that will grow good crops of wheat and corn can produce sugar beet of good quality, but a cold climate is desirable, as the roots can be kept in better condition and manufacturing can be carried on for a longer season.

I have had twelve years' practical experience in growing beets and manufacturing sugar in Germany and have been experimenting at beet raising in the county of Muskegon. I can say that we raise just as good a beet, with a higher degree of purity than any other State in the Union, or any European country. A beet sugar factory must have a large supply of pure water, and easy access to more than one line of railroad or water transportation.

The most important point to be considered in the sugar industry is the supply of beets. A good quality of roots is easily obtained by careful selection of seed and thorough cultivation. A beet sugar factory largely increases the value of adjoining property, as it employs a great number of men in manufacturing and farm work; and also of agricultural land within twenty-five miles, as it supplies a market for a crop three or four times more profitable than wheat or corn, the average product from an acre being worth from \$50 to \$70, half of which is net profit to the farmer.

Where open and porous soil has been planted and the cultivation promoted, and small beets grown (say one to two pounds), with complete ripening and full development of sugar, the results have been uniformly favorable, producing a beet containing 14 to 16 per cent. of sugar, and only a small amount of non-saccharine material in the juice. The average in the Western district, including the counties of Muskegon, Ottawa, Allegan, Van Buren and Berrien, was 13.28 per cent. If we take the averages of forty counties, we find fourteen tons per acre, and the average estimated cost per ton, \$2.13. A very careful experiment made in Hillsdale county showed a yield of eighteen tons per acre (and at a cost of less than one dollar a ton) and I am satisfied we may safely count upon eighteen tons, with good soil, well distributed rain and good cultivation. Under such conditions we may also safely count on 15 per cent. of sugar in the beet juice.

One of the prejudices to be overcome is the opinion that beet sugar is an inferior article to cane. Disinterested chemists, to whom thoroughly refined sugars from beet and cane have been submitted for comparison, have certified that the two sugars are identical and indistinguishable from each other.

ROBERT ZIESKE.

The young man who can get trusted for a new overcoat is not likely to take his old one out of pawn.

REPRESENTATIVE RETAILERS.

C. H. Smeed, the Hartford Grocer.

Cyrus H. Smeed was born in Wyoming county, Pa., March 26, 1841, his father being a Vermonter and his mother a woman of German descent. In 1849 the family removed to Michigan, locating at Douglas, Allegan county. On account of the death of the father, the family removed to Pennsylvania three years later, and Mr. Smeed worked on a farm until April, 1861, when he enlisted the next day after Fort Sumpter was fired upon, his company becoming a part of the 12th Pennsylvania Reserves, which played an important part in the Army of the Potomac. He was wounded at the battle of Fredericksburgh, receiving serious injuries in the head and one leg, which necessitated his going to the hospital for several months. He was discharged at the end of his term of service, in June, 1864, after which he worked in a mill at Williamsport and Chester, again removing to Michigan in 1868 and locating near Douglas, where he carried on lumbering operations for several years, varying the monotony of the lumber

business by farming and working as a carpenter. In 1882 he opened a general store at New Richmond, where he continued until February, 1893, when he sold out to J. E. Lewis. Three months later he engaged in the grocery business at Hartford, where he is still located and where he is likely to remain for some time to come.

Mr. Smeed was married in December, 1870, to Miss Jane L. Colf, of Manlius. Five children have graced the family circle, three of whom are still living.

Mr. Smeed is a member of the G. A. R. Post of Hartford and was formerly affiliated with the F. & A. M. He is a man of strong individuality and is well liked by all with whom he comes in contact.

The home is the crystal of society, the nucleus of national character; and from that source, be it pure or tainted, issue the habits, principles, and maxims which govern public as well as private life; the nation comes from the nursery; public opinion itself is for the most part, the outgrowth of the home; and the best philanthropy comes from the fireside.

IN OUR 24 YEARS

How much you have lost by not sending orders to us for our superior quality



BARCUS BROTHERS, Manufacturers and Repairers, Muskegon.

SAVE 300 PER CENT.

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

TRADESMAN COMPANY'S CLASSIFIED LIST OF POISONOUS DRUGS			
ARRANGED IN FOURTEEN GROUPS WITH AN ANTIDOTE FOR EACH GROUP.			
How to Use Them			
To ascertain which Antidote to use for a given poison, find the article on following list, and the number opposite is also the number of the antidote label to be used—see number in bold face type on label.			
CAUTION—Use no other system of Poison Labels with this list.			
ORDER NEW LABELS BY NUMBER			
Lowest Price per 100 Labels \$1.00			
No less than one gross of any one number sent by mail post paid.			

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

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

TRADESMAN COMPANY, Grand Rapids.



Devoted to the Best Interests of Business Men

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

ONE DOLLAR A YEAR, Payable in Advance

ADVERTISING RATES ON APPLICATION.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - OCTOBER 28, 1896.

THE PRICE OF WHEAT.

This cereal occupies a place in the agricultural productions of the world somewhat analogous to that of iron in the industries—it is the conservative element. The latter is often said to be the best barometer of trade in that it is the least liable to be affected by local conditions. Its fluctuations indicate averages of trade conditions for the whole country, if not for the world, and these are watched with the greatest interest by the student of industrial economics. In the same way wheat, being the principal staple of agricultural productions, with the world for its market, is the least liable to local variations.

While wheat and iron are similar in this characteristic, the causes affecting the variation in price are very different. The world's supply of iron is practically infinite and the only variations in the cost of its production are caused by variations in the price of labor, which are so slow in their occurrence that the supply may be considered the most stable. The variations in price are more dependent on the changes in demand, which are extremely sensitive to general industrial conditions.

On the other hand, the production of wheat is exceedingly variable, dependent on natural causes operating from year to year, while the natural demand is practically a fixed quantity, as the wheat-consuming capacity of the world never varies suddenly, except as the ability to procure it may be lessened by advancing cost.

Wheat is the production of most universal consumption by the civilized world. Its condensed nutritive value, with its small liability to accidental injury, makes it the most portable and reliable of the grains; and, while the failure of other productions may cause great local variations in their prices as a whole throughout the country, the prices are usually carried up and down in sympathy with those of wheat. Thus the present crop of corn is one of the most abundant known for years in this country, but the price, which ordinarily would be nominal, is fairly good, on account of the high price of the controlling cereal.

In the past two months the price of wheat has advanced about 40 per cent. Naturally such a variation has been accompanied with great speculative activity, but it is fully demonstrated that in

no degree is the advance dependent on the speculations. While these may affect the quotations from hour to hour, or even from day to day, it is impossible that there should be any permanent effect. The wheat supply of the world is too large a quantity to be made the subject of a speculative corner. This remarkable advance is sufficiently accounted for in the fact that there is a coincidence in the partial failure of most of the other wheat-exporting countries of the world.

The price of wheat is fixed by the exportable surplus. Thus the significance of the advance is not that we shall receive more money for the one-fourth of the crop which may be exported alone, though this is of considerable importance, but that the domestic supply will be exchanged at prices which will call out and put into circulation an unusually large amount of the money of our own country. Thus the advancing price of wheat is a matter of great significance in our domestic and local trade.

ISOLATING CONSUMPTION.

The medical science of the day is showing progress in no particular as much as in the handling of contagious or epidemic diseases so as to prevent their spreading. The remedies for a cure are not keeping pace with the discovery of the causes of disease, but hygiene, isolation and preventive measures generally are robbing many diseases of half their old-time danger.

It seems to be the consensus of medical opinion now that consumption must be classed among the communicable diseases through association or contact with its victims. It is put in the list now of contagious diseases, and acting upon this theory, arrangements are being made in the large cities to isolate consumptive patients. In Boston, Chicago, New York and Philadelphia societies have been formed for fighting the disease upon that line. The purpose of the societies mentioned is said to be to do what they can toward stamping it out; to secure the passage of laws for the isolation of consumptive patients, and provisions for taking proper care of poor consumptives who cannot take care of themselves. Similar societies, we are informed, have been formed in various cities of Europe, there being no less than forty of them in Germany alone.

This is a long step forward from the old idea of this greatest foe of human life and how to handle it. Unquestionably much of the increase in this and other diseases of a contagious type has resulted from ignorance of their nature. Advanced medical thought informs us that not even leprosy, which is universally isolated, is more contagious than consumption and typhoid fever, and yet relatives and friends nurse consumptive and typhoid patients for long, weary weeks without a knowledge of the danger to which they and the community are being subjected. The more enlightened practitioners now do not fail to use disinfecting and hygienic measures in homes where cases of the nature mentioned are being treated. Science is gradually reaching that point where it can keep us out of danger by our obedience to its suggestions, even if it cannot save us always when we have braved the danger.

Educate women and you educate the teachers of men; if the child is father to the man, the woman forms the man in educating the child. The cause of female education is, then, even in the most selfish sense, the cause of mankind at large.

WAGES AND PRODUCTS.

It is astonishing what sort of nonsense and absurdities people will believe because it conforms with their prejudices to do so. People, under such circumstances, believe what they wish to believe, without regard to its credibility or reasonableness, or whether it has any facts to support it.

It is useless to reason with such persons, because they shut their minds against testimony and conviction, and commonly the more groundless the article of their creed the more determinedly they will stick to it. The only persons to whom arguments and facts should be presented are those who are ignorant and want to be instructed. People form wrong judgments from the lack of sufficient information; but, if they want to be just and fair, they will give attention to such facts as may be in their reach, and they will endeavor to learn more.

It is fortunate for the people and the country when there is a general desire to learn as much as possible, to get the truth concerning great public questions; but when people act on the basis of their prejudices and refuse to accept information and facts which militate against their theories or their selfish schemes, they are not only willing to live on in ignorance and the bitterness of hate and jealousy, but they would, if they could, wreck all that is loved and revered and held sacred in human belief in order to vindicate their pride of opinion.

To any such the Tradesman never addresses itself. It speaks only to those who desire to inquire, to investigate and learn on subjects of importance, and from these only has it sought attention in the discussions which have been had upon the financial and industrial questions that have become to so large an extent the chief topics of public interest.

In this public debate there are many questions which must be decided by facts; nevertheless, the theorists will not hesitate to disregard the most positive and reliable evidence where it contradicts their peculiar notions and their selfish schemes.

One of these questions is whether or not the cheapening of the products of labor is an evidence of the lowering of wages. This is a matter which must be determined by testimony. It is a fact that manufactured articles of every sort have for years past been getting cheaper, and to-day they have, perhaps, reached lower ranges of prices than ever before. Testimony to this fact is seen on every hand. But have the wages of labor declined with the prices of the articles produced? It is an undeniable fact that they have not.

All wages to-day are higher than they were in 1860, before the civil war. Wages to-day are counted in gold, just as they were in 1860, in the good old times about which so much is said and written. Nevertheless, in these hard times of to-day all wages are not only very considerably higher, but two million women are competing with men as wage-earners in occupations which in 1860 were exclusively occupied by men, and this is an element that exercises a certain influence to lower wages.

The fact remains, however, that, despite this circumstance, wages are materially above what they were in "the good old times before the war." And not only is this an undeniable fact, but it is also true that wages are higher to-day in gold than they were during the

civil war in depreciated paper money. All these statements are matters of record. They are facts, and not conjecture. Facts should settle this matter without debate; but, since there may seem to be some possible connection between the prices of labor and wages, it will be well to give the theorists a little attention.

If there had been no improving of the processes of manufacture; if there had been no multiplication of labor through ingenious machinery and the introduction of new methods which enormously cheapened the production of articles of universal consumption, then a lowering of wages might have been necessary in order to reduce the prices of such articles. But, on the contrary, the past few decades have been signalized by extraordinary mechanical and scientific improvements in every department of production, including agriculture. Chemistry, electricity and mechanical invention have united to contribute their wonderful powers to all the departments of human industry, and the result is that production of all sorts is enormously increased, while the cheapening of the products has kept pace with the increase of the output.

By means of ingenious machinery and improved processes, not only is a given number of men able to turn out a greater number of articles of the average quality and at rates cheaper than was ever before known, but the labor is immeasurably lightened. Men are set to regulate and operate the machines which accomplish with a wonderful rapidity and economy the work which was once done with human muscle, but the operator exercises his intelligence, rather than his arms and legs, and he is not only relieved of much laborious exertion, but he is put on a higher intellectual plane. He may be still called a laborer, but he has become something far higher in efficiency, and so he is paid better wages than if he were delving away at some laborious trade.

Take the case of the man who made watches not many decades ago, when every detail of those indispensable and ingenious mechanisms was executed by hand. Then, perhaps, he could with arduous exertion complete a single watch in a week. To-day, by means of machinery, the production of watches is enormously increased. The watches are not only more accurate as timekeepers, but they have become so cheap that one hundred watches are worn to-day where one was carried in the time of hand-made watches.

Thus the cheapening of the products of labor has increased the capacity of the workers manifold, and therefore increased their wages, while the cheapening of their products increases the purchasing power of their wages and enables them to live better and support their families in greater comfort than has ever before been known. The notable reduction in the prices of all articles of necessity has been a most beneficent gift of prosperity to all the working classes, and any marked increase in those prices would be calamitous, while the men who are seeking for the advancement of a limited class to double the expenses of living should be regarded as public enemies.

There should be no privileged classes. Everything should be done for the benefit of the masses of the people. The masses are getting their benefits only when their wages are good and the prices of all the articles they consume are low. This is the condition of labor produced by science and invention. Let it be perpetuated!

OUR FOREIGN TRADE.

The Department of Agriculture has recently issued an important pamphlet giving some very interesting data about the country's foreign trade. The figures presented are taken from the reports of the Treasury Department brought down to the close of the fiscal year ending in June, 1896. The figures for ten years past are given, so as to afford a better basis for comparison.

According to this pamphlet, during the ten years ending June 30, 1896, the United States exported \$8,207,292,566 worth of domestic merchandise, which, increased by the value of articles of foreign origin re-exported—\$149,785,038—swells our total exports to the enormous sum of \$8,357,077,604. Our imports during the same period being valued at \$7,656,127,784, the total commerce of the United States, including imports and exports, for the ten years, 1887-1896, amounted to \$16,013,205,388, or a yearly average of more than \$1,600,000,000.

This shows how enormous is the foreign trade of the United States. The figures for the past year show a larger total than during any year but that of 1893, and the two seasons immediately preceding, when the prevalence of higher prices made the gain more apparent than real. Compared with 1895 the season ending June 30, 1896, shows a gain of 9.3 per cent. in exports and a gain of 6.5 per cent. in imports, or a net average gain for the entire foreign commerce of 8 per cent. Compared with the average of the past decade the improvement shown is not so great as in the comparison with the preceding season, but it is satisfactory, nevertheless, the total gain being 3.8 per cent. The exports showed a gain of 5.6 per cent. over the average for the decade, while the imports showed a gain of only 1.8 per cent., thus showing that we are increasing our shipments of produce to foreign countries in a greater ratio than we are increasing our importation of foreign products.

The figures show that during the last fiscal year the American farmers sold to foreign nations \$570,000,000 worth of their produce, a gain of \$17,000,000 over the preceding year. Agricultural products made up about 66 per cent. of our total exports in 1896, as against 70 per cent. in 1895, 72 per cent. in 1894 and 74 per cent. in 1893. That an increase in absolute value from \$553,000,000 in 1895 to \$570,000,000 in 1896 is accompanied by a falling off in percentage from 70 to 66 is due to the fact that the sale abroad of our manufactured products grew proportionately much faster—from \$184,000,000 in 1895 to \$228,000,000 in 1896.

This substantial advance in the distribution abroad of the products of our factories is particularly satisfactory, as it proves that we are now competing more successfully than formerly with the great manufacturing countries of Europe for the world's trade.

The statistics show that the British Empire not only purchases more of our goods than any other country, but also sells us a larger proportion of the goods we buy than any other.

During the year ending June 30, 1896, we sold to the English-speaking people of Europe \$406,000,000 worth of merchandise, which is 46 per cent. of our total exports; and we bought from them \$170,000,000 worth of goods, which is 22 per cent. of our total imports. Considering as one customer for American products all the parts of the British em-

pire in all continents, we find that they bought from us \$512,000,000 worth of goods, or 58 per cent. of the total exports.

A PRACTICAL MISSION.

After having had a world of trouble in the matter of sifting the immigration that comes to our various ports and attempting to keep out the objectionable while welcoming the desirable and making many costly mistakes and often doing an injustice to individuals and arousing some resentment in foreign courts, this Government has sent a representative to Europe to explain to the Italian and other authorities the provisions of our immigration laws, so that the governments abroad may assist us in their wise enforcement.

The agent of the Treasury Department goes at the request of the Italian government; but his labors and explanations will extend to other countries than Italy. Hundreds, even thousands, have been sent back to their native country from New York and other eastern ports because they came within the prohibited class. Our laws do not allow the entry of paupers likely to become a charge here, or of contract laborers or ex-convicts and other objectionable characters. In Europe, particularly Italy, passports have been indiscriminately issued and the European ship companies have brought any and everybody whose passage could be paid. Neither the governments nor the ship companies are excusable for the ignorance or the recklessness of such action and cannot complain of the hardship of having to take the prohibited people back. However, they have done so and asked that a representative of our Government visit Europe and explain our regulations fully.

It is more than likely that the representative's trip will result in much good all around. It will stop the influx of the vicious elements that are objectionable here and render the task easier for our inspectors and customs officers at the different ports where the volume of immigration is very large. When the illiterates are likewise excluded we shall have an immigration that will be not only acceptable but valuable to the country. The mission on which Mr. Stump, Superintendent of Immigration, has been sent should have been performed long ago.

It is a pleasure to chronicle the fact that the tooth-pick toed shoes have had their day. The newer "toes" are not as exaggeratedly absurdly pointed, but the heels are higher—the lesser, however, of two evils. The prettiest slippers for home wear are of French kid of the finest, softest quality, low cut, with medium heel, and with no fringes in the way of bead embroidery or rosettes—the evening slipper in either a low-cut, buckled style of glaze or suede kid for ordinary occasions or made to order of a piece of dress goods matching the gown if for full-dress wear. The shops are displaying some lovely things in stockings decorated with embroidery, fancy weaving or lace insertions. Exquisite colors in tinted silk are shown in cameo, peach-blow and tea rose, ceil and turquoise blue, pinkish mauve and Parma violet, light green, silver gray and pale yellow, but except for occasions where elegant white toilets are worn nine women of fine tastes out of a dozen choose fast-dye black silk hose in preference to all the fancy varieties in the market.

BERLIN SHOP WINDOWS.

How They Appeared to an American Girl.

Written for the TRADESMAN.

Every country has its own separate code for dressing its shop windows. An American is apt to think the Berlin shop windows somewhat heavy. But he soon follows the example of the citizens and not glances, but stops and gazes for more minutes than he should like to say, and takes time for looking, examining and discussing. There is so little room for display in the shops that the window has come to stand paramount. If one does not see in the window what he wishes, it is generally useless to inquire within.

The flower and jewelry shops make the most brilliant displays, especially on cold winter nights, when the numerous lights suffuse a warm glow over all.

But there are many other wares which do not have to "take a back seat," as the small boy says, on account of their appearance.

Flower shops. The floor of the window is slightly inclined and loosely covered with black velvet, which falls in soft folds. Bouquets graduated in size and price, from the tiny nosegay to the bunch fit for a fellow's best girl, are arranged in order and each is marked in large figures on porcelain. The background generally consists of large wreaths or baskets and sometimes vases.

Jewelry shops. The windows look weighed down with fine gold and silver work and gems set and unset. Any bargains—or supposed bargains—are marked in such large figures as to stare one out of countenance. The "royal" jewelry stores sometimes display, for a day or two, facsimiles of the crowns, girdles, etc., worn by royalty, and the display is then confined exclusively to these.

Silk shops. Generally not more than half a dozen pieces of goods in a window. These pieces are let fall some distance, to give the effect of skirts. Black silk has a window of its own, where the different kinds and qualities can be seen to the best advantage. The same patterns in harmonizing or contrasting shades are grouped together in the same window. As an extra attraction a silk-loom is placed in one window, where daily, for several hours, one can see silk woven. The same rules are followed in dress goods.

Fur shops. Capes, caps, etc., are placed on models in one window, while the other window is covered with fur rugs. One enterprising merchant presents an arctic scene, and the animals are the genuine stuffed article, whose coat is "all the rage."

Shoe shops. Human skeletons of the foot, besides plaster casts of deformed feet, stand sedately by the different styles of shoes. Where only custom made shoes are sold, each one holds an artificial flower, so that the window looks like a veritable flower garden. And one understands, for the first time, how "Flowers grew up in her footsteps."

Liquor shops. The windows where wine is displayed are decorated with leaves and wax grapes—red, blue and white varieties.

Fruit shops. The fruit is usually shown in small baskets and, when possible, decorated with the green leaves. In winter, part of the oranges are covered with tin foil and arranged in a pattern against the golden background, so that they can be seen from a long distance.

Confectionery shops. There are infinite possibilities in this line there, where labor is so cheap. At one time, there was a model, all in white frosting, of the "Dome Kirche," which is in process of construction and promises to be one of the great churches of the world. Those who saw the chocolate statue at the World's Fair are not surprised at the possibilities of that material. The windows are full of chocolate images of soldiers, different kinds of animals, carpenters' tools, etc. One chocolate firm represents, at the Ausstellung, a dining-room with tiled floor and pillared doorway. Within is a large table set for dinner, which consists of a full course really fit for a king. And everything in that glass case—room, table, fowl, fish, etc.—is made of chocolate, or marzipan, or both together, and is a masterpiece of its kind.

Soap shops. One need not depend upon his optics to know he is in the neighborhood of a soap store. He will invariably gaze at the soap slabs, soap blocks and even soap monuments, as well as examine the liquid soap, powdered soap, shaved soap and soap in the form of wafers suitable for traveling, and will take note of the innumerable shapes of the cakes.

There must, of necessity, be a certain uniformity in the display of the countless number of shops of the same kind, yet from time to time unique designs appear in all. In one particular the merchants are agreed—to mark most of the goods in the windows in plain figures, which is a time-saver to time-pressed shoppers.

ZAIDA E. UDELL.

Dresden, Germany.

Treat All Alike.

Every business man needs friends, but every business man does not do his best to get them. It is within the ability of every merchant to make himself popular with all classes, and in the general store the merchant caters to all classes.

A friendly manner will do a good deal to make friends. The woman who is unattractive in person doesn't see the dealer through her exterior, but she judges him by the same process that the attractive woman does. The homely woman has an appreciation of good treatment with her, and it should be cultivated. The wise merchant understands this, but there are many clerks who do not.

The child is often poorly treated by being pushed aside for the man or the woman who has put in an appearance since the child did.

A customer should never be judged by appearances. A good illustration of the danger of such action came to light a short time ago. George Gould, son of the late Jay Gould, is at Newport. He appeared at the hotel in a rough looking hunting suit, and the smart clerk at the desk, supposing him to be a fellow of small means, informed him, after he had taken a meal, that he would have to leave the hotel, as the guests would not like to have him among the number.

"Very well," said Mr. Gould, and stepping to the register he wrote, "George Gould, New York," and the clerk understood the blunder he had made. Instead of having the advantage of so strong a name on his list of guests, he was deliberately turning a valuable person over to a rival.

Some merchants do the same thing. They permit prejudice to get the better of judgment, and turn good custom away. All people who pay cash for goods are not handsome. All children who visit your store are not handsome. All good customers are not handsome. Some dealers act on that theory. It is a poor way to make friends.

Clerks' Corner

Mutual Relations of Clerk and Proprietor.

Theodore Hamilton in Brains.

In the first place, the clerk ought to be there. Much can be forgiven of the man who is always on hand. It pleases a merchant immensely to see that a clerk is always around. A man who is always on the spot the first thing in the morning, and always hanging around as if he hated to go home at night, will get the reputation of being a valuable man. Even if he isn't the best salesman in the world, he gives his employer the impression that he is a part—an always dependable part—of the store. If anything happens, or anything is wanted, he is sure to be around. He creates the impression that he practically lives for and in the store. If some emergency arises, the "old man" knows he can depend upon that clerk. If the store burns down, he is either buried in the ruins, or he has carried out the safe, or something of that kind. A merchant can forgive lots of shortcomings in the man who is always right on the spot.

* * *

On the other hand, the man who is a much better salesman, but who may be in the store, at the ball game or Heaven only knows where, will fall into disrepute and stand on a mighty shaky foundation.

* * *

Cleanliness and good clothes are of great importance, too. If a clerk has to go hungry once in a while, he must always look as if he had just come out of a bandbox. His clothes need not be expensive, but they must look well. His linen must be immaculate, his face cleanly shaven, his shoes polished. The store that doesn't carry an air of prosperity about it is set down as being on the down grade, and the appearance of the clerks has much to do with the impression people form. The prosperity of the clerk depends upon the prosperity of the store and both must keep up appearances. If the clerk doesn't believe that the future of the store warrants him in making some present sacrifices for the sake of appearances, he'd better leave it and go elsewhere. And if he doesn't leave of his own accord, the firm ought to bounce him.

* * *

Every clerk should be a part of the firm—so far as he can make himself. I don't mean that he should ask the proprietor how much he made last year, or what he intends to do next year. But I do mean that he should find out all about such things as he can—and then keep still and think. So far as he can, without seeming inquisitive, he should find out all about the business. He should not only know all about the goods in his charge and have them so arranged that he can put his finger on anything at a moment's notice and tell all about it, but he should know the whole store—department by department and counter by counter—like a book. Such men are the men who rise. They deserve to.

* * *

The men who only know what they are absolutely obliged to know; who keep themselves and their knowledge of the business within the narrow bounds of their bit of a counter because that's all they are paid to do, are the men who either stay there all their lives or drift out into the world of utter failures. They deserve to. They will get no sympathy from me.

* * *

Every moment a clerk has to spare should be devoted to considering how he can arrange the goods in his charge so that they will be more attractive, how they can best be advertised and how the general arrangement and advertising of the store can be improved. All that he can do in his own department he should do without saying a word to anybody. He doesn't need to call attention to it or to brag about it. He may depend upon it that if he does a good thing it will be noticed and that it will be ap-

preciated all the more if neither he nor those above him say a word about it. Everything he can suggest to the firm in the nature of better store management, improved methods of advertising or novel ideas in window dressing he should suggest at once, with a modest offer of his personal assistance in carrying out his ideas. If he meets with a cold reception at headquarters he must not be discouraged. Perhaps the "old man" is taking his measure. If so, and he feels hurt and sits back and sulks, he is making a grave mistake. Perhaps the "old man" is a chump. If so, that's a good thing to find out and a sure way of finding it out.

* * *

One thing is as sure as guns: the clerk who is satisfied to work his own narrow treadmill year in and year out is lucky if he keeps even his treadmill place. And the clerk who studies, and thinks, and hustles, and suggests will meet his due reward. If not in one store, then in another. He won't have to wait until he gets to Heaven.

* * *

The last thing I have to say to the clerk is the most important of all—I mean the treatment of customers. Understand that, above all things, your success depends upon your customers. If you are a real salesman you hope some day to have a business of your own, or at least to be close to the management of a business. Every friend you make while behind the counter is push in the right direction. The troublesome old woman who badgers you for an hour may be a millionaire. She may be the mother-in-law of the proprietor. She may be worth influence and money to you some day. Nobody knows when the person who is "just looking around" may come into your life and be a most important factor in it. Nobody knows what will become of the boy who annoys you. Perhaps some day you will remember with regret the time when you could easily have made a lifelong friend of him.

* * *

I am sorry that clerks in general are so sadly deficient in the first qualification of a good salesman. The average man goes into the average store very doubtful as to what his reception will be. Perhaps the average woman feels the same way, but, never having been a woman, I can't say. Too often one meets the cracked-ice glare of the top-lofty clerk. He may get what he wants, but the betting is in favor of his buying what he doesn't want at all. That hurts the store and hurts the clerk. Sometime or other, somewhere or other, that clerk will be sorry. It may not be until he meets St. Peter, but better late than never.

* * *

There are others, though—others of an entirely different sort. I know of clerks in a dozen cities whom I would like to meet again. They were so gentlemanly, so courteous, so truly anxious to please that, if I were to visit those cities again, I would try to think of something I wanted to buy, so that I could go around to the stores where they are employed. I presume, though, that I wouldn't find them there. No doubt they are in business for themselves by this time.

Knew the Value of Advertising.

First Burglar—Why, this is a fat job, Bill. How did you know there was so much silver at this house?

Bill—Put an advertisement in the paper offering twenty dollars an ounce for real silverware, and this here party was one of the ones that answered it.

The Reason.

Wesson—You look to see how a story ends before you read far, do you? You are unable to control your curiosity, I suppose.

Sisson—That's not it. I'm afraid it will end by recommending some patent medicine.

In law nothing is certain but the expense.

Did You Ever

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

GRAND REPUBLIC

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

BALL-BARNHART-PUTMAN CO.
GRAND RAPIDS.

MAINE FACTS

Skowhegan, Me., June 3, 1896.

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

C. W. DAY.

West Pownal, Me., June 20, 1896.

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

Yours truly,
DOW & LIBBY.

Oakland, Me., June 4, 1896.

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

Yours truly,
BLAKE BROS.

TERSELY TOLD

SPECIALTIES IN TRADE

Often More Successful than General Lines.

Written for the TRADESMAN.

It is said that only one-tenth of those who engage in mercantile business are successful, and it is sometimes interesting to hear that tenth merchant relate his experience.

Like poets, the real merchant is born, not made. The boy who displays shrewdness in trading pocketknives or the various toys of childhood with his companions is an embryo merchant, and, given the opportunity as the years are added to his life, will surely succeed in that direction.

Such a boy is a fair illustration of the "natural born trader." There is a maxim in trade that, if it is possible to deal in specialties wherein the market of a certain district may be "cornered"—in other words, controlled—it is the most certain road to success.

Elisha Haight, whose parents resided in one of the counties of Southern New York, interested me with a partial history of his early life.

"Fifty-one years ago," said he, "I was a small boy, and my parents had just moved onto a farm in one of the newest of the southern counties of New York. We were a long distance from even a small village, and only an occasional crossroads store supplied the people of the region with the few commodities needed.

"Although almost every section of land was the home of several families, the amount of cleared land under cultivation was small. The entire county was undulating hill and valley, with dense forest. The rich character of the soil may be inferred from its primitive timber, which consisted mainly of beech, maple, oak, hickory and chestnut, in many sections hickory and chestnut predominating.

"I was physically a strong boy," continued Mr. Haight, "but had more fondness for books and study than for manual labor. At the age of twelve years, my father obtained a place for me in a country store over at 'The Huddle,' about seven miles distant. This was near the Pennsylvania State line, at the convergence of four or five roads, and consisted of one general store, one inn, a blacksmith shop, a cobbler shop, and a wagon shop, where heavy wagons and sleds were made and repaired. These, together with half a dozen small residences, constituted 'The Huddle'—the village had no other name. From my installation as boy of all work in this store, I was pleased with both my employer and the business.

"I made friends with the customers and soon learned their individual likes and dislikes and served them pleasantly and with alacrity.

"I soon found that many articles were asked for which my employer did not keep. Of these I retained a list, expecting they would in time be added to the stock. Upon calling his attention to this list, I was surprised with the answer that 'they were trifling articles having very little sale, and he did not care to bother with them.' I then asked if he would allow me to keep and sell three or four articles upon the list on my own account. 'Well, well, Elisha,' he replied, with a smile, 'that's business sure! Well, if you won't neglect my customers to serve yours, you may occupy one shelf with your "notions," rent free.'

"At the first opportunity, I sent all the money I had—only a few dollars—to our wholesale house, investing the amount in two articles only, viz., wooden pocketcombs and Jew's-harps!

"The present generation of boys, and even some men, will hardly remember ever seeing the old-style wooden pocketcombs. They were made from well-seasoned beechwood, and were one inch wide by three and a half inches in length, and stained a light yellow by immersion in a decoction of turmeric. They were sold in pairs, the teeth of one fitting tightly into a groove in the back of another. They had at least the merit of convenience and cheapness, carrying safely in the pocket and selling at only five cents a pair, which afforded a splendid profit.

"The Jew's-harp, with some improvement, still continues in use, but to a limited extent.

"This was my first venture in merchandising. I more than doubled my capital in six months, and again invested all my money in the same articles.

"At the close of the second year of my service, it was decided to place me in school again for six months, and so I left my kind employer, never, as fate willed it, entering his employ again.

"While studying my lessons, I was also thinking of the future and of business. I had come to the conclusion that a merchant could make more money by confining his business to special lines of goods—perhaps few in number but those lines should be kept full and complete. By this method less idle capital would be employed and less ruinous competition would occur.

"I was barely fifteen years old when a near relative died, who bequeathed me what I then thought princely—the sum of two hundred dollars. Here was the opportunity for business on my own account. With my father's consent and advice—there was the best understanding between us—I decided to invest all my cash, then nearly three hundred dollars, in chestnuts and hickorynuts. That autumn there was a bountiful crop of both, and of superior quality, in at least two counties about us. Some printed notices in large type were posted throughout these counties, announcing that cash would be paid for them. This was quite unusual in those days, and the offer of money brought out both men and boys to gather them. Within five weeks from the time the nuts first began to fall, I had purchased one hundred and twenty bushels of chestnuts, at an average price of \$1.75 per bushel, and one hundred and ten bushels of hickorynuts, at 75 cents per bushel.

"I did not rush my stock upon the market in the green state, but proceeded to cure the nuts properly. I spread them out upon the upper floor of an abandoned log house, where a good fire was kept burning in the old fireplace both night and day, that the floor might be constantly warm. The nuts were thoroughly shifted about every day, and no finer stock was ever taken to the New York market. Before Christmas my stock was again converted into cash, at a net profit of \$194!

"That winter, my father taking a quarter interest in the business, I dealt largely in dressed poultry for the Philadelphia market. We met with no losses, although the net profits were not over 15 per cent. on our investment. We turned over our capital several times.

"The following spring, my father being obliged to attend to his farm, by

his advice I turned my attention to the purchase of maple syrup for the New York market. Farmers in our county who owned the largest maple woods and generally made sugar were easily induced, by a small advance payment, to make syrup instead. The quality was A 1, and was contracted for at 75 cents per gallon, and augured well for a profitable investment. But the long distance from market and the high rates of freight balanced the account, with only fair wages for myself.

"But, on the whole, I had made money in specialties, and still believed that that was my field for success.

"I next dealt in farm products—live hogs and cattle, which would convey

their own fat bodies to market at a trifling cost. That paid me well.

"Once, I cleared a thousand dollars on a single deal in white beans, which went to Boston for a market.

"At the time I was dealing in farm products, I was yet only a boy in my teens, and with a small cash capital I must make few mistakes or all would be lost. But good health and hard work favored me; and, when you and I first met, I had been a hardware merchant many years, and had a seven or eight thousand dollar stock. But, mind you, Frank., I never owned what is known as a general stock of goods in my life, as I am certain fewer losses occur if a single line of goods is adhered to."

FRANKLIN A. HOWIG.

Silver Leaf Flour

Manufactured by MUSKEGON MILLING CO., Muskegon, Mich.

Parisian Flour

Parisian Flour

Lemon & Wheeler Company,

SOLE AGENTS.

Parisian Flour

Parisian Flour

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.

JANE CRAGIN.

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

For two weeks Jane Cragin had seen the morning sunshine bathing the barren slopes of the Rockies and from her western window had seen the sunset crowning Pikes Peak with crimson splendor. The climate and the high latitude took to her kindly; and the face grew full and the cheeks had already caught enough of the sunset to hint of the happiest possibilities. She was beginning to find that confinement to the office had been too close and too continued; and the old question whether to drop the store "for good and all" came to her now with special force. The business had been a prosperous one; her wants were few and easily supplied; why wouldn't it be best for all concerned to give it up and devote herself to the amenities of life. These two weeks at the Alta Vista had shown her that devotion to business had not unfitted her for that higher and better life which Heaven means real womanhood should walk in. She had seen little of it, but the glimpses she had caught were inspiring, and she found herself not ready to turn from them or to give them up. The social circle that season was choice, and it was not displeasing to feel that the best received her heartily. More than that, she could not fail to see that she was rapidly becoming the center of the little world she had entered. If there were excursions, it was she who planned them; not a drive was taken to a point of interest which did not receive the touch of her directing hand, and it came to be believed that the springs at Manitou, the canon scenery, and even the Garden of the Gods, would keep back the best that was in them if Miss Cragin should fail to be one of the party.

For some days the wonders of the North Cheyenne Canon had been the only theme discussed. The morning they had planned on seeing them Miss Cragin came down arrayed for the haps and mishaps of the journey. The clerk, approaching her with the morning mail, handed her her letters, which bore the stamp of the Milltown post office. She glanced them over with a feeling of intense disgust. There was not a letter among them she was not ashamed of. The envelopes were coarse and dirty. The handwriting was, without exception, vulgar. She took them to a cosy corner of the parlor and, while the rest of the excursionists were gathering on the front veranda, glanced over the contents of the letters. Then she slipped them in her pocket. Each had the same story to tell of "Widder Willowby" and Cy—of buggy rides and goings to meeting, of big washes and new clothes, what Mis' Huxley and Mis' Walker did and said, each writer closing with the advice that, if she wanted to put a stop to such scandalous goings on, she'd "better come right straight home and do it."

By this time carriages and party were ready and Miss Cragin finished the last letter just as a certain Dr. Day, with an air which implied the right, threw Miss Cragin's wrap over his arm and helped her to a place in the carriage, where he seated himself beside her. Then the odious letters were forgotten in the splendid ride through the Colorado sunshine and up one of the finest canons of which the State can boast. There was no end of wonders to look at and to admire. "Grand" was soon worn threadbare; "wonderful" became weak

with use; "unique" served for a time, but these limited words soon became as senseless as they were tiresome, and the sight-seers, with common consent, finally settled down upon the universal and exhaustless "Oh!" intensified by as many exclamation points as they had the strength to put in.

It was noticeable, however, that Miss Cragin had no part in the day or its pleasures. It was only so much rock or crag, cave or gully, as the case might be, and they a party that had come to eat luncheon in the shadow of these big rocks. And once, when different objects of interest had scattered them, they saw Miss Cragin high up on one of the red sandstone cliffs, looking dreamily off into the blue which enveloped her.

"I can't understand it," she was saying to herself. "I don't care now, and I never did, for any foregone conclusion the Milltown folks may have reached in regard to Cy and me, but this is so unlike him. Collars and cuffs and neckties and Mrs. Willowby all mixed up together! The poor woman must find Milltown anything but the quiet, pretty place she fancied it; and it does seem as if Cy ought to have known better. He must have—he did know better. And what under the sun he did it for—could he—it is just that kind—Sid didn't write and he wouldn't let Jim—and that Cy Huxley has done all this just to—well, I never!"

For a moment it looked as if a certain little red spot was centering in her cheeks; but the absurdity of the whole matter scattered the gathering red and a laugh rippled down to the party below so hearty and so long that they knew Miss Cragin was her own sweet self again and that the outing would be a success after all.

With the problem solved, Jane took from her pocket the hated letters, tore them into bits and tossed them to the winds and began to clamber down the cliff.

"Wait, wait, Miss Cragin!" shouted three masculine voices at once, whose owners hastened to help her down the rugged and precipitous descent.

"It's very kind of you," she said to Dr. Day, the first to reach her, "but there was really no need of taking all this trouble. I wanted to see how the canon looked from these high places. I have never seen such rocky wildness before. It has paid me for climbing and I am glad I came."

"Wasn't it a little—er—exclusive?" asked Captain Walker. "The rest of us have been simply miserable since we missed you; and when Smith here at last saw you on the top of the crag, we all thought that the spirit inhabiting this rocky vastness had changed you into stone and so made you a much needed priestess of this magnificent mountain temple."

"And at that very minute," answered Jane, "the 'priestess' was wondering whether, if the rest of the party were as hungry as she, there would be enough of the broiled chicken and watermelon to go round! Mr. Smith, would you be willing to make yourself useful and catch me when I jump down this young precipice—it's safer than falling and you're so strong?" And, with a pleasure increased by the fact that the other two were envying him, "that Smith from Chicago" held out his arms, caught the little woman who fearlessly leaped down into them, placed her safely on the ground beside him, and

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

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.

GREAT VALUE

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L.M. Clark
Grocery
Co.

selfishly kept by her side until they reached the plain below.

It may have been the constant attention which these new friends and admirers gave this little woman from the Far East; it may have been the result of seeing now, as clearly as she saw the sunshine, the scheme that Cy was trying to carry out, but true it is that, all through the feast that followed and all the way home, the thought that came oftenest to Jane was Shylock's, "The villainy you teach me I will execute and it shall go hard but I'll better the instruction!"

RICHARD MALCOLM STRONG.

The Keeping of Tea.

The utmost care is necessary in the keeping and handling of tea in order to prevent from deteriorating in strength and flavor or otherwise decaying until disposed of. It should, therefore, whenever possible, be kept by itself in a moderately warm temperature and always covered over until required, and when any of the packages have been opened and the contents not all removed, care must be taken to replace the lead lining, lid and matting, so as to exclude the dust and damp, as well as all foreign odors that may surround it. For this reason also tea should never be exposed in windows or store-doors where the air, damp and dust surely and rapidly destroy all semblance of its original condition.

All teas, when once they have ripened and become seasoned, commence to decay, but there is a vast difference in the time that some varieties will last before the deterioration becomes objectionable, in comparison with others, some kinds, such as Foochow and Formosa Oolongs, keeping for a year or more; China Congous and Souchongs and Japan teas six to eight months, while scented teas, India and Ceylon teas, after a much briefer period become dull and brackish, and it frequently happens that when the latter are a year old they are worth only half their original cost.

All teas possessing a natural aptitude to become impregnated with foreign flavor of any product placed near them, and to absorb the foul odors by which they may be surrounded, should be kept as far apart as possible from any high-smelling articles in the dealer's stock—such as soap, fish, spices and oils of all kinds—as they very rapidly absorb any pungent odors that may be in their immediate vicinity. And teas have even been known to completely alter their flavor and character by being placed too close to molasses, oranges and lemons; therefore it becomes important for the dealer not to keep teas too near any product emitting a foul or strong aroma. For this reason also they should not be dispensed out of freshly painted bins or caddies, it being much more preferable at all times to deal them out of the original lead-lined chests, replacing the lid until required. Again, teas should never be mixed in rainy, damp or humid weather, as they are bound to absorb and be injured by the oxydizing influences of the atmosphere, nor must they be kept too near a fire or stove, a dry, cool atmosphere of moderate temperature being always best for them.

Of the numerous commodities dealt in by the grocer there is none so important as that of tea, this importance being due to its value as a trade-making, trade-retaining and profit-producing article, particularly when furnished of such quality as to give permanent satis-

faction to the general public as well as to the regular customer. But, notwithstanding its importance in these respects, there is no article handled by the grocer the quality and value of which are so little understood by the average dealer. Again, assailed as the retail grocery business now is by keen competition from so many queer teas, the necessity for a better knowledge of and more careful attention to the articles is at once apparent if the grocer—to whom its sale of right belongs—is not to find the almost entire withdrawal of this article from his line of business.

JOSEPH M. WALSH.

Feathers Worth More Than Gold.

From the Morning Oregonian.

Some feathers that are extremely fashionable fetch more than their weight in gold. The hunting of birds on which these feathers are found is a more profitable business, moreover, than gold-seeking. It is only natural to compare the two, because both gold and birds are found in the same section—Lower California.

The egret feathers sell from \$32 to \$35 an ounce at wholesale. Of course, they fetch at least double that when retailed over the counters of New York's most popular shops. They are not sold by the ounce there, though. They go by the piece.

While there are probably hundreds of men who make a business of killing birds for their feathers, the best known of the feather hunters in the West is Hamlin Smith, the white chief of the Cocopah Indians. Their reservation includes most of the land on Madeline Bay. In the marshes of this broad sheet of water are found the egret, heron and crane in numbers.

Even the heron feathers come high. They fetch at wholesale from \$8 to \$10 an ounce. One heron, Mr. Smith says, will often yield feathers worth \$150. If herons are more plentiful than egret, they are more profitable hunting because there is only a small tuft of covering on the egret that is marketable.

Women More Honest with Money Than Men.

From the Spectator.

It has often been noted that women are more honorable in money matters than men, and that it is far less rare to have a small loan paid back by a woman than by a man. This fact would appear to us to be fully explained by the trustee theory of woman's attitude toward money. Women are not honest in other things than men, but the notion of money being a trust overrides and dominates other considerations. The man who borrows is very apt to forget all about the matter. The woman who borrows feels that a double trust runs with the money, and she cannot rest until she has repaid it. No doubt there are here also many exceptions, because there are many bad women, but at least it is safe to say that women are far less careless about money matters than men, and therefore less likely to commit the small acts of pecuniary dishonorableness which come from negligence. Take it as a whole, women are more careful about money matters than men, and attach more importance to money. Hence it happens that they never make great fortunes, seldom go bankrupt, and generally are rather more scrupulous than men in small pecuniary transactions.

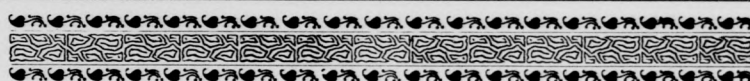
The Ruling Passion.

Alys—George wanted the wedding to take place next Tuesday, but I insisted upon Wednesday.

Lois—Do you think Tuesday unlucky, dear?

Alys—No; but Dacey has his big bargain sale on that day, and I wouldn't miss it for anything.

A Russian scientist named Kildischewsky claims to have discovered a method by which telephonic messages can be sent through the transatlantic cables. He will probably be given a trial on the Postal Telegraph system.



of competition availeth naught against the reputation of our

SEYMOUR BUTTER CRACKERS

which have achieved fame throughout the country wholly on their merits and have a stable foundation firm as the rock of Gibraltar.

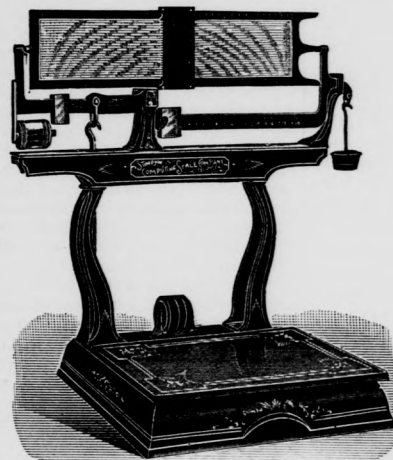
WHY!

Because—They are made from the finest ingredients procurable and are the result of years of careful study and experience.
Because—They are an all-around family cracker.
Because—They have a crowning flavor emphatically their own.
Because—They are superior in hundreds of ways to other crackers which are claimed to be just as good.

ON EVERYBODY'S TABLE—who values a wholesome and nutritious cracker. ARE YOU SELLING THEM?

THE NEW YORK BISCUIT CO.,

GRAND RAPIDS, MICH.



A
POINTER
on the
Money
Question

If you wish to **save money** order at once one of the...

FAMOUS STIMPSON COMPUTING SCALES

and weigh out your stock of groceries and meats on a Scale with all bearings of **Agate** and **Tool Steel**; and pivoted, and a beam that gives both the weight in pounds and ounces and the value in dollars and cents by the movement of one poise.

**Stimpson Computing
Scale Co.,**

Elkhart, Ind.



TOUR OF A SLIPPER.

It Travels All Over the Country and Meets Some Queer People.

The remarkable journey of a dainty red slipper that once contained the foot of a pretty Southern belle is rapidly nearing its end.

After a ride on fast express trains all over the country, the "little red shoe" will be returned intact to its owner, Miss Daisy Walsh, a young society girl of Chattanooga, Tenn.

The novel idea of sending the slipper on its long voyage was conceived by W. A. Henderson, cashier of the Southern Express Company at the point named. Under pretense of sending the slipper to a friend of Miss Walsh in New Orleans, the young man, tacking it on a big express receipt book, adding a tag reading, "I am the property of a very pretty young lady, so tie a message to me for her," started it on its voyage of discovery.

The slipper is a pointed toe affair, high as to instep and heel, and is just about big enough for a sixteen-year-old girl. Its owner is a blonde, five feet three inches tall, with curly hair, and weighs nearly one hundred and thirty pounds.

When it started out fresh from its owner, the slipper had known very little of life, but, after seeing the country and being fondled by hundreds of devoted admirers from Maine to California, its appearance is decidedly world weary and blase. From its start the unique dead-head rapidly journeyed toward the East.

The first stop made for signatures was at Albany, where all the employees of the express companies at the West Shore depot signed their names in the book. One agent wrote: "My best wishes to the young lady. If not married, I hope her name will be Mrs. W. A. Henderson before the year expires." Thomas J. Enright gave other agents the warning: "Don't let this slipper get to Chicago; they have no use for this size there."

Troy and Chicago got into something of a wrangle over the size of the "collar girl's" feet, but the agent at Cranston was more sentimental and sent Miss Walsh "lots of love and kisses."

A Boston man passes the slipper along with the observation that "Trilby is not doing business in Boston at present." H. A. Sturtevant, of Greenfield, Mass., is a trifle skeptical, however, and writes a poem called "Seeing is Believing."

The agent out in Bellefontaine, Ohio, enjoins the slipper's owner to take advantage of leap year and "ask the hand of some fair knight." For fear of fire, flood, cyclones or other unexpected catastrophes, the Bellefontaine man enjoins her to hasten matters.

Just before the slipper started South, Le Nohu Dyer, manager of the Western Union Telegraph Company at Lafayette, Ind., wrote:

May "dots" and "dashes" o'er wires of gold
"Click" the "click" of joys untold;
Wreathed around your "sunder" bright
Rest lovely flowers so pure and white.
Success be yours where'er you roam,
And happy be your "Ohm, sweet Ohm."

The Importance of Being Earnest.

Chas. Paddock in Printers' Ink.

Nothing is so convincing in an ad as an evidence of earnestness on the part of the advertiser. If his belief in the honest superiority of his own goods is observable in his writings, visible in every sentence, permeates, as it were, every phrase he uses, it is good, convincing advertising that is sure to pay him well. Every merchant would like his ads to read that way; then why doesn't he write them so? There is no art in being sincere. Acting is much more difficult than being natural. But simulated sincerity is not easy to exhibit, and not worth much when exhibited. The "importance of being earnest" cannot be too much impressed upon the advertising fraternity.

One's natural honesty can be reflected in one's ads, and it is in a few cases, but, alas, they are all too few. Yet some advertisements are so written as to seem to say: "This is what I'm telling you, but I don't mean it; you'll find things different when you come to the store. Goods are not what I represent them to be. I want your money—that is all." In many cases this might just as well be written as partly concealed. It is easy enough to be read between the lines. The insincerity and lack of earnestness are just as apparent to the average reader as if they were announced in bold type.

This is the kind of advertising that never draws, the kind of publicity that makes such advertisers declare "it does not pay." Of course it doesn't. No sensible man would ever expect it to pay—in these days. It paid well enough in its time, but its time has gone by. The people are more educated in advertising than they used to be. They have more discernment. They patronize merchants that have the most honesty—in their stores as well as in their ads. They can detect the earnest merchant from the schemer by his methods of publicity and the matter of it. And that is where "the importance of being earnest" comes in.

There is a peculiarly wholesome ring about an honest advertisement. It goes straight to the heart and captures not only the admiration, but the belief. It is so framed that every word carries conviction with it. You instinctively feel that the writer himself believed in the truth of what he wrote. That alone proves his sincerity—his earnestness—his honesty. Such ads are simply irresistible—they draw like a loadstone. And the man who cultivates such a style, who puts his reputation and all his ideas of honesty into his ads, is the man who most thoroughly recognizes the great "importance of being earnest." It ought to be impressed on the new writer, or the advertiser just beginning, that the best thing to cultivate in business-writing is sincerity.

The New York State Wine, Liquor and Beer Dealers' Association declared, at their annual convention at Glen Falls last week, that intemperance was degrading, high licenses oppressive and that Sunday business should be restricted.



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

Now is the time to get in stock of

Rubber Boots and Shoes

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

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

When you are Looking for Reliable

BOOTS AND SHOES

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

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

THE HEROLD-BERTSCH SHOE CO.,

State Agents for Wales-Goodyear Rubbers,

5 and 7 Pearl Street,

Grand Rapids, Mich.

Rindge, Kalmbach & Co.,

12, 14, 16 Pearl Street,

Grand Rapids, Mich.

Our Factory Lines are the Best Wearing Shoes on Earth.

We carry the neatest, nobbiest and best lines of jobbing goods, all the latest styles, everything up to date.

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

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

HIRTH, KRAUSE & CO., Grand Rapids.



Profits to the Retailer.
At following prices to the consumer.

Bijou, 7 Button.....	\$0.20
Josephine, 7 Button.....	0.50
Paris, 7 Button.....	0.75
Felt, 10 Button.....	0.50
Victoria, 10 Button.....	0.75
Leggings, all Wool, extra long,	1.50
Legging, part Wool.....	1.00

Lambs' Wool Soles, Etc.
Write for prices.



THE BEST
WEARING

GOODYEAR GLOVE RUBBERS

THE BEST
FITTING

THE EGG OUTLOOK.

Some of the Difficulties Attending the Business.*

We are all aware that the majority of the eggs are now gathered under a system that is not at all uplifting to the egg business. It is not only the shipper that is suffering daily, but it is the producer, the dealer and the consumer; all are at a great loss under the present method of handling this important product and the tremendous waste can only be comprehended by those of you who come in direct contact with it.

By investigating we shall find that much carelessness is existing; eggs are not gathered so often as they should be. Hens are permitted to steal away their nests and the eggs are exposed to the sun and rain, and possibly the nest in which the egg is deposited is used as a roost at night. The eggs are gathered as may be convenient, perhaps once a week or when the producer chances to drive to market or when the huckster comes. Why should the producer go to special trouble when he knows that for years his careless neighbor has been able to get just as much for his eggs though only gathered once a week, or perhaps when the grass was mowed or the wheat cut, as he did for his fresh, clean eggs?

The eggs are then taken to the grocer, who makes no distinction, fearing that his customer might take offense, should he find any fault, and he cares for them by letting them be exposed to the flies or heat or frost or sets them in a damp cellar where they become moldy. Should they be gathered by the huckster, whose room is limited owing to the merchandise he carries, he will place them on top of his wagon without even a canvas covering, exposing them to the heat of the sun and possibly packed in a case during a temperature of fever heat. Thus the eggs remain thoroughly sealed by pasteboards in a hatching degree of heat, in which condition they may be shipped, relieved only by the receiver in his candling room, where we find them all more or less affected by the heat and to our astonishment not a fresh egg in the entire lot.

If the eggs are shipped to the market in that condition the commission merchant may report the eggs received in very bad order and considerably mixed with young chickens. This, of course, is not plausible to the huckster and shipper, and the commission merchant is charged with robbery and condemned to their satisfaction, and thus another witness is added to the already long list that there is no honest egg commission merchant. But suppose these eggs brought to a shipper whose experience has taught him that he must immediately relieve the egg from its heated cell, which contains the same temperature as when the egg was packed on that hot summer day; he at once separates the bad from the good, and as quickly as possible puts them in a suitable cooling room, with which he has provided himself, in order that he may be able to furnish the market with the best eggs possible, and thus find a ready sale for his product, having of course already found a large amount of bad eggs only fit for the dump. But to this he is already accustomed and it has not a great effect upon him. He simply adds the expense of the loss to the cost of the goods and gives his buyers instructions that the loss on the eggs being heavy the average price must be lowered.

He then takes precaution, in order that the eggs thus cared for may be marketed as speedily as possible, and in order to prevent other exposure to inexperienced railroad freight handlers. He ships the same in carlots, in iced refrigerator cars, by the most rapid transit the railroad companies afford (barring the exorbitant charges which would entirely relieve him of his profits). The bill of lading is forwarded to the commission merchant, who is informed that these are all candled and well cared for and should therefore bring the top of the market and no loss off. But the accounts of sales again reveal that the

commission merchant has found it convenient to deduct from one to eight dozen to the case, which the horrified shipper (who is again deprived of his profits) so much despises, and questions whether there is such a thing as an honest commission merchant.

How can we expect these eggs, which were not freshly gathered and were carelessly exposed to the heat, to now become fresh? Should we expect the already affected eggs to become good, or should we expect them to become worse? The effect of the early exposure would reveal itself more and more after the three or four days transit which would be required to get them to the market. But let us follow up and see what a blessing or a curse this first neglect produces.

The commission merchant guarantees the eggs as closely selected and coming from a reliable shipper, who bears the best of reputation and is fully equipped for the successful handling. Thus the retail grocer congratulates himself as having purchased something that will gratify the wishes of his patrons, who are anxiously longing for the taste of a palatable fresh egg, and thus explains to his customer that his goods are fresh and come to him recommended by the most reliable commission merchant, who guarantees them as having been shipped by an honorable and qualified dealer, and consequently is satisfied that his patron will be pleased with his purchase. Another day passes, and the anxious consumer is all ready to feast upon what he thought a palatable egg, but to his surprise finds the article stale and anything but satisfactory, and condemnation is upon the remains of the once strictly fresh egg, and thereby the demand is killed. What else could we expect? Is there anything more disagreeable than to buy a dozen eggs and find eleven of them unfit for use? The wealthy would despise such a deal, and could there be a greater injustice done the laborer who has appropriated a portion of his daily earnings for eggs, only to regret in every instance that the dollar has been spent on this uncertain commodity?

How can such a state of affairs be beneficial to our community? Is it not time that a remedy be found and speedily adopted? It is true that you are daily carting away eggs by the barrel. This is not only the case in the West, but is also the case in the East. Is it not a fact that there is a great deal of deception practiced daily in this business, and should we not hasten to overcome this practice? If it is not the business of the shipper, whose business can it be? Should it be the farmer, who only handles a small portion, or should it be the shipper, who by his economical business system can further the interests of himself, the producer and consumer? Shall we, as business men whose duty it is to promote and protect the value of this commodity, be hindered, or shall we have the stamina to adopt such methods as are honest, just and overwhelmingly beneficial? Should there be any lack of courage on the part of the shipper to insist upon right principles? Is there any food product of more importance to the community in general than the product of the hen? Is it not time that the great injustice practiced by the dealer, who pays the same price to the honest producer who brings fresh eggs to the market that he pays the one who brings the stale, be stopped? Should the former suffer the loss caused by the carelessness of the latter, or should he not be rewarded for his labor and honesty?

Is it right that the dealer should hold his eggs from the shipper two, three or four weeks at the expense of the honest producer who markets his stock fresh? Should not all speculators be put on an equal basis and all compelled to take the just result of their speculation? Why should this very valuable article which we all long to have fresh be allowed to be wasted on account of the incompetency or carelessness of some one who does not appreciate its value? Is it not true that the waste caused by carelessness amounts to millions of dollars annually? Is it not a fact that the

country in which you operate, instead of realizing \$100,000 to \$125,000 annually out of this product, might realize double the amount, were this practice stopped and were the eggs handled fresh? Would not an improvement of the quality create a demand? Who of you would call for an egg for dinner if you had had a stale one for breakfast? Every fresh, and wholesome dozen of eggs creates a demand, while every stale dozen helps to destroy it.

I look upon the present system of handling eggs as dangerous to our business interests and injurious to the community in general. Can we expect anything but bad results from such a practice? Can we blame the customers in the East if they utterly refuse the stale truck that is offered on the market? Can we expect to stimulate the market by encouraging such practices, or should we not adopt some plan to stamp out the fraudulent and careless handling of eggs? I hear some of you say yes, but how can we do this? Give us a remedy. I realize the fact that it is easier to find fault than to find a remedy, and that there are a great many obstacles in the way, but we might again ask ourselves what can be done? We can certainly accomplish almost anything if we work with determination, and who has a better right to work for honesty and justice than the egg dealer? If economy be wealth, why not begin to practice it in the egg business? Is it not time that there should be a distinction made and the producer receive a reward for his labor or a penalty for his carelessness? If so why not adopt a policy at once by which it can be done? You may say we are compelled to handle the stock from the merchant and how can we insist that the farmer or producer bring it fresh?

If it is convenient that the eggs be handled through the merchant, a system should be established by which they can be gathered often, and the dealers should not be held responsible. Neither should the producer suffer the loss if the merchant is not equipped for the proper handling of eggs. We can only hold the party responsible of whom we purchase. Should it not be important for the merchant, who depends upon the product of the hen to bring him many a dollar into his cash drawer, to increase its value? Is it not a fact that the average merchant of to-day is disgusted with the present system of handling eggs? Is he not more or less the loser by it? The merchant takes his steps simply because no better have been outlined. Would he not fare better if this amount should come to him in actual cash rather than in eggs on which he is bound to lose? He is certain that a dollar will not shrink, but he knows that every tub or basket of eggs he has on his hands is apt to lose for him, and if some method could be adopted by which he could be relieved of this loss it would certainly be more satisfactory. It is very essential that a plan be adopted by which eggs can be brought to the market promptly and the least possible time elapse from the producer to the consumer.



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.

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.

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts.

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

TRADESMAN COMPANY,

Grand Rapids.

NEW CLIPPERS NEW CLIPPERS NEW CLIPPERS

"GREENVILLE, TENN., Sept. 11th, 1896.

J. E. PRATT, Esq., Grand Rapids, Mich.

Dear Sir:—We arrived here on the 8th of the month. I stood the trip splendidly, but above all things, the wheel stood it the best, and I think that is saying a good deal for a bicycle. My Clipper is as good as the day I started from home. They are riding a good deal down here, but the Clipper is not much known. There is a great field here for them. People are riding fully as much here as they are north, and I have got a wheel to show them that has been ridden a long distance and stood up like a captain, which gives it a good record. I can talk Clipper as good as any one.

Yours,

GEO. E. ARGARD."

Pratt 212.



MAKERS OF BUSINESS BICYCLES
GRAND RAPIDS CYCLE CO.

NEW CLIPPERS NEW CLIPPERS NEW CLIPPERS

*Address by J. E. Beyer at the convention of carload shippers of dairy products.

Let it be remembered that the egg that is held three or four weeks is the one that causes so much loss. It is the egg that is hard to detect and only by skillful labor that proves so unsatisfactory from producer to consumer. The greatest evil we have to contend with is the egg that is held in the nest by the producer until he is ready to take it to the market, which is perhaps once a week; or held in an unfit basement where it becomes moldy; in the bucket of bran, in the jar of salt or in the musty and unfit cooler. It is this practice that is holding back the regular supply of strictly fresh eggs, because the shipper does not make a distinction between the egg that is brought to him fresh and the one that has been held. How can the producer be expected to take pains when he receives no reward? Is it not common sense that the producer should insist that the eggs be gathered daily, that the nests be kept clean and a henry built, in order that he may realize two to five cents per dozen more for his eggs, and should such eggs not be worth more than those that are gathered when the grass or wheat is cut, and found by the harvester as he passes over the field? How can such a system stimulate consumption, or how can the practice of buying on the average stimulate production?

If it be right that a difference in price be made, why not adopt such a system immediately? Speculators should be held on a parity and the producer who sells his product fresh not be made to suffer the penalty. You may again ask what method should we adopt to accomplish this point? I would answer that a remedy cannot be secured unless a reward can be given to the painstaking producer. The shipper must adopt a fair price or value on each quality. There should be a thorough system of candling established. The candlers should be experts, who not only can tell a good egg from a bad one, but who can tell an egg that is affected by filth, heat or other abuse. They should be able to tell a fresh egg from a weak-shelled or sun-hatched egg. There should be four grades—first, second, third and fourth. The first quality should consist of a large, heavy-shelled, clean, new-laid egg, freshly gathered and well cared for. The second of a soft shell, medium size, and such as have been held three or four weeks and carelessly handled. The third of small, dirty, moldy, cracked, stale eggs and such as are unfit for use, excepting that they may be sold to tanners, and something realized on them thus. The fourth should consist of the spotted and rotten and those absolutely unfit for anything excepting the dump. This is the only way such practice can be stopped, as it will thus soon be discovered that it is not profitable, which will tend to check the fraudulency practiced, which does more to demoralize this business than anything else.

Too much stress cannot be placed upon a thorough system of candling. It is very essential that the utmost care be taken, in order that every one who brings eggs to your market is honestly dealt with. The candling must be unquestionably correct and the candler should at no time know whose eggs he is candling, so that all be treated alike. The receipts should be numbered and no names used, in order to overcome any partiality on the part of the candler toward the patron, which cannot exist by the use of numbers. Such a system I believe would eventually establish great confidence; would stimulate production and consumption and would bring this commodity to a higher standard and to a more profitable basis for all concerned.

Let us now see what results we might expect from such a system. Will not the producer discern that he finds ready sale for his large, fresh eggs at two to five cents per dozen more? Will he not see to it that a henry is built to protect the fowl from exposure and the same be supplied with a suitable nest? Will he not see that the eggs are gathered daily, in order that all bring the highest market price, and take special pains to supply himself with large fowls

that will lay large eggs, to command full market value? Will he not also increase his stock as soon as he finds it a more profitable investment, and see that his eggs are marketed promptly, that no fault may be found by the inspectors? Will not the receiver make a special effort to give attention to them, that he may sustain their value, when he knows that on that depends his success or failure? Will not the shipper be gratified to see that, where formerly he carted away eggs by the wagonload, he now finds them fresh? Will he not see great advantage in this and, instead of decreasing the paying price, feel that he can risk paying more closely to the market and thus encourage the producer? Will not the commission merchant be pleased to receive such a consignment and, instead of fearing the depreciation of his stock, be firm in demanding the price, that will be agreeable to the shipper, because he knows the eggs will give satisfaction and cause his retail grocer to call again when once familiar with the quality, thus building up a special demand for this brand?

The grocer, having tested the quality, is convinced that he will no longer lose the patronage of his customer, owing to the dissatisfaction created formerly on account of the poor quality of eggs, and will be pleased to handle this quality on the closest margin possible, as it has a tendency to increase his business, rather than to throw a bomb shell into the ranks of his customers, demoralizing his business, as formerly. Will not the consumer relish his wholesome breakfast, and in the next purchase double the order with his grocer, who quickly rings up the commission merchant, anxiously inquiring if another car of the same brand has arrived, and places an order for double the amount of the last purchase? A telegram is sent to the shipper saying, "Your stock wanted at a premium. Ship promptly and heavily. Will honor draft at two better." The gratified shipper loses no time in being first in the field of competition, and gives instruction that a better price be paid and a special effort made to rush forward another shipment. And thus the producer will find ready sale at better prices for what was formerly an unappreciated commodity. The blessing such a system would bring to the producer, dealer and consumer can only be estimated by those of you who have had experience in the old line.

Is it not possible to accomplish this? Have we not been able to market a portion of our goods agreeable to all at certain times in the spring of the year? Would it not be worth our while to establish such rules and to so equip ourselves that this might be done the year around, and should not those who are equipped handle the goods?

Are not the hen and her product, that amounts to \$200,000,000 a year in the United States, worthy our attention, when we know that over \$20,000,000 worth is annually carried to the dump on account of carelessness and incompetent and unequipped dealers who handle the same?

Is it not worthy the attention of the railroad companies to offer the best facilities possible, and listen to those of you who have the interest of this business at heart? Shall they longer doubt whether they shall grant a carload classification for this tremendous traffic? Or is it their intention to compel shippers to ship locally, and subject the goods to the careless handling of their freight men, who take no interest in the same, and to the tremendous damage claims for breakage, etc., only refused by them for no other reason than financial gain? Is it any longer questionable with them that there is sufficient quantity to grant carlot rates? Can we not point them to shippers who ship a carload every day and many of them four or five?

Is it their desire that this commodity be shipped by local freight, to deprive the country of millions of dollars annually by reckless and careless handling, or do they fear that when this commodity is thrown into the channel of the regular and well-equipped dealer he will insist upon all honest claims of damage being paid? Even if this were

true, would there not be few compared with the large amount now existing owing to the present handling?

You have reason to be proud of the business you represent. You have been compelled to pay what the railroads of this country should have paid, and thus made to feel the predominating power they possess. They should at least have made a difference between the small and the carlot shipments, to amount to the local freights you pay to your point of shipment. I want to congratulate you on being able to withstand the many difficulties you have had to contend with, but you may rest assured that by a united effort you will be able to overcome them all. You are dealing in a commodity in which the loss, annually alone, would go far toward building a first-class railroad, and you should no longer take a back seat. I sincerely hope you will stand united for the right, and buy according to quality, and further the interests of our commodity and your country in general.

The Trouble Just Now.

From the Washington Star.

"Young man," said the merchant to an applicant for employment, "do you know anything about the financial question?"

"No," was the reply in a discouraged tone, "I didn't know you were going to consider a knowledge of political economy essential."

"I don't. I'm looking for somebody who is wrapped up in ignorance of everything pertaining to currency—at least during business. We've had three bright salesmen, but every one of them was liable at any moment to forget all about selling goods and to go in to convince a customer that the country was going to ruin if it didn't adopt his ideas."

Man carries under his hat a private theater, wherein a greater drama is acted than is ever performed on the mimic stage, beginning and ending in eternity. —Carlyle.

Our Fall Lines of

Dry Goods, Notions and Men's Furnishings

Are now in, complete and ready for inspection.

STEKETEE & SONS.

We have an immense line of

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

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

LUMBERMEN'S SUPPLIES

LARGEST STOCK AND LOWEST PRICES.



WHOLESALE ||
GROCERIES AND
PROVISIONS

F. C. Larsen,

61 Filer Street,
Manistee, Mich.

Telephone No. 91.

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

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

Michigan Division, T. P. A.

President, GEO. F. OWEN, Grand Rapids; Secretary and Treasurer, JAS. B. MCINNES, Grand Rapids.

Michigan Commercial Travelers' Mutual Accident Association.

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Lake Superior Commercial Travelers' Club.

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

Gripsack Brigade.

Joe F. O. Reed (H. Leonard & Sons) has been called to Minneapolis by the death of his father.

Chas. E. Morgan has resigned his position as traveling salesman for Jennings & Smith. The report that he will take the stump for Bryan during the remainder of the campaign is probably without foundation.

Chas. R. Young, shipping clerk for the Haney School Furniture Co., has engaged to travel for that corporation in the States of Missouri, Arkansas, Kentucky and Tennessee. He expects to start out on his initial trip about Nov. 5.

Goshen Times: Frank Dela Claire has been quite ill for a month and during the greater portion of that time has been confined to his bed. His ailment is an internal abscess near the kidneys. Two surgical operations have been performed and it is now thought that his recovery will be rapid. Mr. Dela Claire travels for Jennings & Smith, of Grand Rapids.

William Delmont Watkins, Southern Michigan representative for Sprague, Warner & Co., has been making regular trips to Jackson, but his last trip there differed very materially from previous ones. When he left the town he took with him Miss Minnie Coldwell, a very estimable young lady. Mr. and Mrs. Watkins will be "at home" at Union City after Oct. 26.

Jackson Council, No. 57, U. C. T., has arranged to give five parties during the coming winter season on the following dates: Nov. 14, Dec. 12, Jan. 9, Feb. 13 and March 13. The parties are to be entirely informal, being arranged solely with a view to bringing together the traveling men of the Central City and their families, in order that they may become better acquainted and enjoy the entertainment provided by the several committees of the Council.

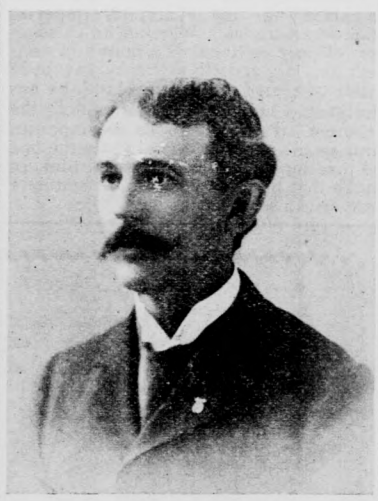
R. N. Hull in Ohio Merchant: The commercial travelers are in the background just at present. The politicians are having their innings and doing all the talking. This will go on for a fortnight yet, when the seductive tones of the silver-tongued orators will be hushed. Half of them will be looking for other jobs, and the other half will camp in the immediate vicinity of the successful candidate and begin the siege for a division of the fat offices. Aspirants will be thick as the leaves of the forest for all the positions that will be open, from the postoffice at Bascom's Corners up to Secretary of State. After

this is all attended to and the policy of the incoming administration outlined, then the business end of the world will square away for action, the wheels of commerce begin to revolve, even if in a squeaky condition, and the traveling salesmen will make their regular rounds, taking orders for goods to supply the wants, both necessary and imaginary, of the great American public.

SUCCESSFUL SALESMEN.

W. C. Brown, President Lake Superior Commercial Travelers' Club.

Will C. Brown, the first President of the Lake Superior Commercial Travelers' Club, is one of the oldest travelers in the Lake Superior country. He was ushered into the world at Fentonville, Mich., Sept. 23, 1855. He induced his parents to remove to Marquette in 1857, where he has since resided. He played marbles and scrapped with the other kids until the age of 10, when he began his career as a salesman in the store of J. W. Watson & Son, Marquette. He



spent the next eleven years clerking for two or three Marquette firms, when he accepted a position as Lake Superior representative for the National Knitting Works, of Milwaukee, Wis. He didn't like the lager beer town very well, so after one year he took a line of knit goods manufactured at Appleton, Wis., which he carried four years, after which he engaged to travel for Cooper, Wells & Co., St. Joseph, Mich. Two years afterward found him on the road for Woodward & Stone, of Watertown, Wis. This was in the days of good business but poor hotel and railroad accommodations. Then every traveler going to Ontonagon county and to the Kewenaw Peninsula had to drive from L'Anse, the end of the old M., H. & O. Railway—quite a contrast to the accommodations furnished the travelers to-day.

If all the Browns would do as the subject of this sketch did, the Smiths would get the best of it. Mr. Brown did his part toward cornering the Brown market Dec. 15, 1885, when he wedded Miss Lillie M. Brown, of Marquette. If every man could get as fine a lady as he did, it would not make much difference what her name was. One boy, who is 6 years old, is the result of their union. Mr. Brown is a member of the Presbyterian church and a Republican in politics. He is a member of Ahmed Temple, Mystic Shrine, Lake Superior Commandery, Knights Templar, Marquette Chapter and lodge of Masons.

In 1892 Mr. Brown began to tire of the business that kept him constantly on the road and away from his home so

much, so he established the Lake Superior Knitting Co., in which he has met with flattering success. He attends to the financial end of the business and spends about half of his time on the road, calling on the trade he has known as a commercial traveler for nineteen years. He is one of the most popular travelers who ever traversed the Upper Peninsula and his success in his present business is due to his own particularly happy nature. He is one of those men whom it is a pleasure to meet and the longer you know him the better you like him. The travelers of the Lake Superior country made a wise choice when they elected him President of their new organization.

Designated an Organ—Absence of Woodsmen.

Marquette, Oct. 26—At the last meeting of the Lake Superior Commercial Travelers' Club, the Michigan Tradesman was designated as the official organ of the association. By-laws were adopted and now we are ready for members.

At this season of the year generally there are thousands of men at work in the woods. This year one may travel the entire Upper Peninsula without seeing a dozen woodsmen. We miss them, indeed. They have gotten to be part of our existence. We will welcome that promised prosperity, because we know we will again see our ever-present friend—the jolly woodsman. ONIX.

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

PROTECTION

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

See Price Current.

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

WE WANT YOUR HOLIDAY TRADE

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.



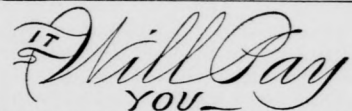
SELL THESE

CIGARS

and give customers good satisfaction.



5 AND 7 PEARL STREET.



Young men and women acquire the greatest independence and wealth by securing a course in either the Business, Shorthand, English or Mechanical Drawing departments of the Detroit Business University, 11-19 Wilcox St., Detroit. 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.

Drugs==Chemicals

STATE BOARD OF PHARMACY.

One Year—C. A. BUGBEE, Traverse City
Two Years—S. E. PARKILL, Owosso
Three Years—F. W. R. PERRY, Detroit
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Five Years—Geo. GUNDRUM, Ionia
President, C. A. BUGBEE, Traverse City.
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Treasurer, Geo. GUNDRUM, Ionia.

Coming Meetings—Lansing, November 4 and 5.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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

The Drug Market.

Alcohol—The late decided improvement in values of corn has resulted in a firmer tone of the market. A fair business is doing in wood and firm prices prevail.

Arsenic—Values are maintained for powdered white.

Balsams—The market is firmer for most varieties and the general demand is a trifle better. The concentrated stock of tolu is being firmly held.

Castor Oil—The trade were recently surprised by the announcement that prices had been advanced 1½ cents per pound, owing, it is reported, to two reasons—firmer markets across the water and an advance in the cost of beans.

Cod Liver Oil—Demand is active, with a firm market. Values are tending upward, although, as yet, there is no mentionable change.

Cubeb Berries—Weak and dull.

Essential Oils—Anise is somewhat easier, and spot quotations have met with a reduction. Cassia, market is very firm and the tendency is upward. Citronella, stronger, partially owing to an advance in freight rates from primary sources of supply. Croton is higher, while pennyroyal has declined.

Flowers—Chamomile, an advancing market is anticipated, holders not being anxious to sell. American saffron is barely steady.

Glauber Salts—Market is still inactive, although prices are ruling fairly steady.

Gums—Guaiac is showing more activity, but prices are lower and the spot range has been reduced.

Leaves—Values are steady for the new crop Tinnevely senna, which continue to move freely. Digitalis remain in scarce supply and are strong.

Lycopodium—Consuming demand is fairly active. Quotations are easier.

Manna—Consuming demand is fairly satisfactory, prices of prime quality being firmly maintained.

Menthol—The market is weak and values have declined.

Opium—Somewhat unsettled and irregular, the indications pointing to an easier market.

Quicksilver—Prices are steady, business continuing of an average volume.

Quinine—The current week has seen a quiet market and light demand, with the tendency a little more favorable to buyers. Values remain unchanged at the hands of manufacturers.

Roots—Ipecac, free outlet as to consumers and quotations very firm. Jalap is firmer; also golden seal, and the inside quotation has advanced. Senega is somewhat easier.

Seeds—Coriander, although quite active, prices remain at the old range. Celery has continued free in movement and values are in some degree firmer. Prices have advanced on California

mustard, both brown and yellow. Owing to scarcity, star anise is firmer and holders have put up prices.

Spermaceti—The market keeps improving and quotations have again advanced.

Sponges—Former prices for Florida Rock Island sheepswool are being shaded, on account of keen competition between sellers.

Sugar of Milk—Values are firm, due to scarcity and the steadily increasing demand.

Strontia Nitrate—Fair jobbing demand and prices continue steady.

Early Closing of Drug Stores.

From the Pharmaceutical Era.

There can be no denial of the proposition that druggists and drug clerks are obliged to be on duty too many hours of the twenty-four. It is history, too, that many an attempt, spasmodic and abortive, has been made to lessen the number of hours of service. But all agree that something should be done, and the fact that former trials have been fruitless proves only that they were not of the right sort and properly prosecuted; it is really an argument that other methods must be employed if success is to be attained.

Probably lack of organized effort has been the cause of previous failures; perhaps such organized effort for the future is improbable, but it certainly is a possibility.

Just how it has come about that the drug store is always considered by the public as a place which is open at all hours is rather difficult to determine with certainty, but unquestionably one cause has been competition, the desire of each druggist to get all the trade he can, and to do this he keeps his doors ajar so long as there are any passers-by, any chance whatsoever to get another customer. Druggists themselves are responsible for the condition of which they complain. To be sure, in these days it is essential to the druggist's solvency that he gather in every penny, nickel, and dime that he can, and he is excusable for his anxiety to get all possible custom.

But would he lose anything by shortening the hours of labor? We believe not. He would suffer if he acted only as an individual, but if all the druggists adopted and adhered to an early closing agreement it would be a success in all respects.

There is really no reason why the drug store should keep open any longer than the dry goods store or the grocery. Neither real convenience nor necessity demands it; it is simply custom. The grocers of this city formerly kept open store more hours than any other tradesmen, but mutual agreement was arrived at, and now the state of affairs is highly satisfactory. Druggists can do likewise, if they will, but so long as a few obstinate ones hold out, success is not to be looked for.

It is not necessary to argue the injustice and danger of working both druggists and their clerks to the extent they are now imposed upon. The public would very quickly become accustomed to a new order of thing, and would so plan that visits to the drug store would be made during the daytime.

How to bring about the desired result is a matter for careful consideration. The druggists of Brooklyn are digesting a plan to get a little first, rather than all at once. Some believe it best to secure legislation which shall close the stores on Sundays, save for a very few hours, arguing that the religious element would support such a proposition, and no other element would oppose it. This once effected, the lessening of hours during the week could be accomplished by degrees.

Drug clerks have frequently protested loud and deep against their long hours, but it is very evident that so long as things are as at present there is no hope of relief. If the store is to be kept open some one must be in it, and it must generally be the clerk. The thing to do is to get the proprietors of the stores to

close earlier; then the clerks will have their desire.

We would like to see such a thorough agitation of this matter that successful measures would be instituted for the relief of the present situation. Let clerks and employers unite in the one determination, and the public will acquiesce gracefully.

Two Men's Ways.

Simon Sleepy had a big store
Filled with goods from ceiling to floor;
Several salesmen sauntered round
Looking for buyers that couldn't be found.
The people came, the people went,
But never a dime at Simon's spent,
And Simon watched with sleepy eye
The crowd of shoppers passing by.
But though he counted them by scores,
They wandered past to other stores,
And Simon then made up his mind
Some other place he'd have to find,
And so his trade and store he sold
To one whose methods were more bold.

Peter Wideawake bought the place,
And soon began to set the pace
For every merchant in the town
Who aimed at winning great renown.
He advertised from morn till night,
He advertised both left and right;
He caused the crowds to fill his store
As they had never done before.
His ads. attracted folks afar
And brought them in on train and car.
In less than half a year his trade
The largest in the town was made!

Kaiser William is bound to go down to history as the champion imperial Jack-at-all-trades. Whether he is master of any of them is a matter of conjecture. His artistic tendency has been lately directed to clothes, and he has designed a hunting costume which the empress wears when she accompanies him on his shooting trips, while the one he made up for himself pleased him so much that he has had a bronze statuette cast of himself clad in it.

While theorists have been chewing the unproductive rag of political argument the great army of agricultural producers have been at work. The shrewd merchant who knows his business is already preparing to get his share of the rich season's product. Let others brace up and be on deck for their share. The moment has come to act and act with a will.

GINSENG ROOT

Highest price paid by

Write us.

PECK BROS.

The Etiquette of Gum Chewing.

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



No matter where you go, you'll find the

S. C. W.

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.

SMOKE THE HAZEL

5 CENT CIGAR.

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

WM. TEGGE, DETROIT, MICH.



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

are made of the best imported stock.

WHOLESALE PRICE CURRENT.

Advanced—		Declined—Oil Pennyroyal, Oil Anise, Menthol.	
Acidum		Conium Mac.	
Aceticum.....	80 10	Copaiba.....	90 10
Benzoicum, German	75 80	Cubeba.....	1 50 1 60
Boricum.....	15	Exechthitos.....	1 20 1 30
Carbolicum.....	20 40	Erigeron.....	1 20 1 30
Citricum.....	44 46	Gaultheria.....	1 50 1 60
Hydrochlor.....	3 5	Geranium, ounce.....	75
Nitrosum.....	80 10	Gossypii, Sem. gal.....	50 60
Oxalicum.....	10 12	Hedera.....	1 00 1 10
Phosphorum, dil.....	15	Juniper.....	1 50 2 00
Salicylicum.....	45 50	Lavandula.....	90 2 00
Sulphuricum.....	13 15	Limonia.....	1 30 1 50
Tannicum.....	1 40 1 60	Mentha Piper.....	1 60 2 20
Tartaricum.....	34 36	Mentha Verid.....	2 65 2 75
Ammonia		Morrhu, gal.....	2 00 2 10
Aqua, 16 deg.....	4 6	Myrica, ounce.....	75 3 00
Aqua, 20 deg.....	6 8	Olive Liquid.....	10 12
Carbonas.....	12 14	Picea Liquida, gal.....	10 12
Chloridum.....	12 14	Ricina.....	78 84
Aniline		Rosmarini.....	1 00
Black.....	2 00 2 25	Rosse, ounce.....	6 50 8 50
Brown.....	80 100	Succini.....	40 45
Red.....	45 50	Sabina.....	90 1 00
Yellow.....	2 50 3 00	Santal.....	2 50 7 00
Bacca.		Sassafras.....	50 55
Cubeba..... po. 18	13 15	Sinapis, ess., ounce.....	65
Juniperus.....	6 8	Tigil.....	1 20 1 25
Xanthoxylum.....	25 30	Thyme, opt.....	40 50
Balsamum		Theobroma.....	1 60
Copaiba.....	50 55	Potassium	
Peru.....	2 60	Bi-Barb.....	15 18
Terabin, Canada.....	40 45	Bichromate.....	13 15
Tolutan.....	1 10 1 20	Bromide.....	48 51
Cortex		Carb.....	12 15
Abies, Canadian.....	18	Chlorate, po. 17@19c	16 18
Cassia.....	12	Cyanide.....	50 55
Cinchona Flava.....	18	Iodide.....	2 90 3 00
Euonymus atropurp.....	30	Potassa, Bitart, pure	27 30
Myrica Cerifera, po.	20	Potassa, Bitart, com	27 30
Prunus Virgin.....	12	Potass Nitras, opt.....	8 10
Quillaia, gr'd.....	10	Potass Nitras.....	7 9
Sassafras.....	12	Prussiate.....	25 28
Ulmus..... po. 15, gr'd	15	Sulphate po.....	15 18
Extractum		Radix	
Glycyrrhiza Glabra.....	24 25	Aconitum.....	20 25
Glycyrrhiza, po.....	28 30	Althae.....	22 25
Hematox, 15 lb box.....	11 12	Anchusa.....	12 15
Hematox, 18.....	13 14	Arum po.....	2 25
Hematox, 14s.....	14 15	Calamus.....	20 40
Hematox, 14s.....	16 17	Gentiana..... po. 15	12 15
Ferru		Glycyrrhiza..... pv. 15	16 18
Carbonate Precip.....	15	Hydrastis Canad.....	30
Citrate and Quinia.....	2 25	Hydrastis Can.....	30
Citrate Soluble.....	80	Hellebore, Alba, po.....	35
Ferrocyanidum Sol.....	15	Inula, po.....	15 20
Solut. Chloride.....	2	Ipecac, po.....	1 65 1 75
Sulphate, com'l.....	35	Iris plox..... po. 35@38	35 40
Sulphate, com'l, by	35	Jalapra, pr.....	40 45
bbl, per cwt.....	35	Maranta, 1/4s.....	40 45
Sulphate, pure.....	7	Podophyllum, po.....	15 18
Flora		Rhei, cut.....	75 100
Arnica.....	12 14	Rhei, pv.....	75 100
Anthemis.....	18 25	Spigelia.....	35 38
Matricaria.....	25 30	Sanguinaria..... po. 15	30 35
Folia		Serpentaria.....	30 35
Barosma.....	15 20	Senega.....	40 45
Cassia Acutifol, Tin-	18 25	Similax, officinalis H	40 45
nevelly.....	18 25	Smilax, M.....	40 45
Cassia Acutifol, Alx.	25 30	Scilla..... po. 35	10 12
Salvia officinalis, 1/4s	12 20	Symplocarpus, Foeti-	25 30
and 1/4s.....	12 20	dus, po.....	25 30
Ura Ursi.....	8 10	Valeriana, Eng. po. 30	15 20
Gummi		Valeriana, German.....	15 20
Acacia, 1st picked.....	65	Zingiber.....	25 27
Acacia, 2d picked.....	45	Semen	
Acacia, 3d, picked.....	35	Anisum..... po. 15	12
Acacia, sifted sorts.....	28	Apium (graveleons)	13 15
Acacia, po.....	60 80	Bird, Is.....	10 12
Aloe, Barb. po. 20@28	14 18	Carui..... po. 18	10 12
Aloe, Cape..... po. 15	12	Cardamon.....	1 00 1 25
Aloe, Socotri..... po. 40	30	Coriandrum.....	8 10
Ammoniac.....	55 60	Cannabis Sativa.....	3 4 10
Assafetida..... po. 30	22 25	Cydonium.....	75 1 00
Benzoinum.....	50 55	Chenopodium.....	10 12
Catechu, Is.....	13	Dipterix Odorata.....	2 90 3 00
Catechu, 1/4s.....	14	Foeniculum.....	10 12
Catechu, 3/4s.....	16	Foenugreek, po.....	6 8
Camphora.....	50 55	Lini.....	2 4 4
Euphorbium..... po. 35	10	Lini, gr'd..... bbl. 2 1/2	3 4 10
Galbanum.....	1 00	Lobelia.....	35 40
Gamboge po.....	65 70	Phalaris Canarian.....	3 4 10
Gualacum..... po. 35	40	Rapa.....	4 1/2 5
Kino..... po. \$4.00	4 40	Sinapis Albu.....	7 8
Mastic.....	65	Sinapis Nigra.....	11 12
Myrrh..... po. 45	40	Spiritus	
Opil..... po. \$3.50@3.70	2 30	Frumenti, W. D. Co. 2	00 2 50
Shellac.....	40 45	Frumenti, D. F. R. 2	00 2 25
Shellac, bleached.....	40 45	Frumenti.....	1 25 1 50
Tragacanth.....	50 80	Juniperis Co. O. T. 1	65 2 00
Herba		Juniperis Co.....	1 75 3 50
Absinthium..... oz. pkg	35	Saacharum N. E.....	1 90 2 10
Eupatorium..... oz. pkg	30	Spt. Vini Galli.....	1 75 6 50
Lobelia..... oz. pkg	25	Vini Oporto.....	1 25 2 00
Majorum..... oz. pkg	28	Vini Alba.....	1 25 2 00
Mentha Pip..... oz. pkg	23	Sponges	
Mentha Vir..... oz. pkg	25	Florida sheeps' wool	2 50 2 75
Rue..... oz. pkg	35	Nassau sheeps' wool	2 50 2 75
Tanacetum Voz. pkg	22	Velvet extra sheeps'	2 00
Thymus, V. oz. pkg	25	wool, carriage.....	2 10
Magnesia.		Extra yellow sheeps'	2 85
Calcined, Pat.....	55 60	wool, carriage.....	2 65
Carbonate, Pat.....	20 22	Hard, for slate use.....	2 75
Carbonate, K. & M.....	20 25	Yellow Reef, for	2 140
Carbonate, Jennings	35 36	slate use.....	2 140
Oleum		Syrups	
Absinthium..... 3 25 3 50		Acacia.....	50 50
Amygdale, Dule.....	30 50	Aurant Cortes.....	50 50
Amygdale, Amare.....	8 00 8 25	Zingiber.....	50 50
Anisi.....	2 75 2 80	Ipecac.....	60 60
Aurant Cortes.....	2 30 2 40	Ferri Iod.....	50 50
Bergamii.....	2 40 2 60	Rhei Arom.....	50 50
Calicut.....	70 75	Smilax Officinalis.....	50 60
Caryophylli.....	53 58	Senega.....	50 50
Cedar.....	35 65	Scilla.....	50 50
Chenopadi.....	2 50	Menthol.	
Cinnamomi.....	2 25 2 50		
Citronella.....	40 45		

Hazeltine & Perkins
Drug Co.

Importers and Jobbers of

DRUGS

Patent Medicines
Chemicals and
Dealers inPAINTS, 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 50 7 00 Diamond 50 5 50 Frazer's 75 9 00 IXL Golden, tin boxes 75 9 00 Mica 70 8 00 Paragon 55 6 00	CLOTHES LINES. Cotton, 40 ft. per doz. 1 00 Cotton, 50 ft. per doz. 1 20 Cotton, 60 ft. per doz. 1 40 Cotton, 70 ft. per doz. 1 60 Cotton, 80 ft. per doz. 1 80 Jute, 60 ft. per doz. 80 Jute, 72 ft. per doz. 95 CLOTHES PINS. 5 gross boxes 45	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 2500, any one denom'n 8 00 Steel punch 75	FARINACEOUS GOODS. Biscuitine. 3 doz. in case, per doz. 1 00 Farina. Bulk 3 Grits. Walsh-DeRoo Co.'s 2 00 Hominy. Barrels 3 25 Flake, 50 lb. drums 1 50 Lima Beans. Dried 4 Maccaroni and Vermicelli. Domestic, 10 lb. box 60 Imported, 25 lb. box 2 50 Pearl Barley. Common 1 1/2 Chester 2 Empire 2 1/2 Peas. Green, bu 90 Split, per lb. 2 1/2 Rolled Oats. Rolled Avena, bbl. 4 90 Monarch, bbl. 4 40 Monarch, 1/2 bbl. 2 40 Private brands, bbl. 4 35 Private brands, 1/2 bbl. 2 30 Quaker, cases 3 20 Oven Baked 3 25 Sago. German 4 East India 3 1/2 Wheat. Cracked, bulk 3 24 2 lb packages 2 40	Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. doz 2 00 4 oz. 1 50 Regular Vanilla. doz 2 00 4 oz. 1 50 XX Grade Lemon. 2 oz. 1 50 4 oz. 3 00 XX Grade Vanilla. 2 oz. 1 75 4 oz. 3 50	New Orleans. Fair 18 Good 22 Extra good 24 Choice 27 Fancy 30 Half-barrels 30 extra. PICKLES. Medium. Barrels, 1,200 count 3 25 Half bbls, 600 count 2 13 Small. Barrels, 2,400 count 4 50 Half bbls, 1,200 count 2 75 Clay, No. 216. 1 70 Clay, T. D. full count. 65 Cob, No. 3. 1 POTASH. 48 cans in case. Babbitt's 4 00 Penna Salt Co.'s 3 00 RICE. Domestic. Carolina head 6 1/2 Carolina No. 1 5 Carolina No. 2 4 1/2 Broken 3 Imported. Japan, No. 1 5 Japan, No. 2 4 1/2 Java, No. 1 4 1/2 Java, No. 2 4 1/2 Patna 4
BAKING POWDER. Absolute. 1/4 lb cans doz 45 1/2 lb cans doz 85 1 lb cans doz 1 50 Acme. 1/4 lb cans 3 doz 45 1/2 lb cans 3 doz 75 1 lb cans 3 doz 1 00 Bulk 10 Dwight's. 1 lb cans per doz 1 50 JaXon. 1/4 lb cans 4 doz case 45 1/2 lb cans 4 doz case 85 1 lb cans 2 doz case 1 60 Home. 1/4 lb cans 4 doz case 35 1/2 lb cans 4 doz case 55 1 lb cans 2 doz case 90 Our Leader. 1/4 lb cans 45 1/2 lb cans 75 1 lb cans 1 50	COCOA SHELLS. 20 lb bags 2 1/2 Pound packages 3 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 24 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 J. S. 17 50 McLaughlin's XXXX 17 50	DRIED FRUITS—DOMESTIC Apples. Sundried 3 1/2 Evaporated 50 lb boxes 4 1/2 California Fruits. Apricots 9 Blackberries 5 1/2 @ Peaches 5 @ 1/2 Pears 8 1/2 @ Pitted Cherries 8 1/2 @ Prunellens 8 1/2 @ Raspberries 8 1/2 @ California Prunes. 100-120 25 lb boxes 5 1/2 @ 90-100 25 lb boxes 5 1/2 @ 80-90 25 lb boxes 5 1/2 @ 70-80 25 lb boxes 5 1/2 @ 60-70 25 lb boxes 5 1/2 @ 50-60 25 lb boxes 5 1/2 @ 40-50 25 lb boxes 5 1/2 @ 30-40 25 lb boxes 5 1/2 @ 1/4 cent less in bags	Fish. Cod. Georges cured 3 1/2 @ Georges genuine 4 1/2 @ Georges selected 5 @ Strips or brickets 5 @ 8 Halibut. Chunks 12 Strips 10 Herring. Holland white hoops keg 60 Holland white hoops bbl. 8 00 Norwegian 2 50 Round 100 lbs 1 30 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 90 Family 10 lbs 90 Sardines. Russian kegs 55 Stockfish. No. 1, 100 lb. bales 10 1/2 No. 2, 100 lb. bales 8 1/2 TROUT. No. 1 100 lbs 4 75 No. 1 40 lbs 2 20 No. 1 10 lbs 63 No. 1 8 lbs 53 Whitefish. No. 1 No. 2 Fam 2 00 100 lbs 6 50 40 lbs 2 90 10 lbs 80 8 lbs 67 61 31	GELATINE. Knox's sparkling 1 10 Knox's acidulated 1 20 GUNPOWDER. Rifle—Dupont's. Kegs 4 00 Half Kegs 2 25 Quarter Kegs 1 25 1 lb cans 30 1/4 lb cans 18 Choke Bore—Dupont's. Kegs 4 00 Half Kegs 2 25 Quarter Kegs 1 25 1 lb cans 34 Eagle Duck—Dupont's. Kegs 8 00 Half Kegs 4 25 Quarter Kegs 2 25 1 lb cans 45	SALERATUS. Packed 60 lbs. in box. Church's 3 30 Deland's 3 15 Dwight's 3 30 Taylor's 3 00 SAL SODA. Granulated, bbls 1 10 Granulated, 100 lb cases 1 50 Lump, bbls 1 Lump, 145 lb kegs 1 10 SEEDS. Anise 13 Canary, Smyrna 6 Caraway 10 Cardamon, Malabar 80 Hemp, Russian 4 Mixed Bird 4 1/2 Mustard, white 6 1/2 Poppy 8 Rape 4 Cattle 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
BATH BRICK. American 70 English 80 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 9 1/2 Star 40 lb boxes 8 1/2 Paraffine 9 CANNED GOODS. Planitowoc Peas. Lakeside Marrowfat 1 00 Lakeside E. J. 1 30 Lakeside, Cham. of Eng. 1 40 Lakeside, Gem, Ex. Sifted 1 65 CATSUP. Columbia, pints 4 25 Columbia, 1/2 pints 2 50 CHEESE. Acme 9 1/2 @ Amboy 9 1/2 @ 10 1/2 Byron 9 @ Carson City 9 @ Elsie 10 1/2 @ Gold Medal 9 1/2 @ Ideal 10 @ Jersey 10 @ Lenawee 9 1/2 @ Riverside 10 @ 10 1/2 Sparta 9 1/2 @ Oakland County 9 @ 9 1/2 Brick 9 @ Edam 75 @ Leiden 19 @ Limburger 15 @ Pineapple 60 @ 95 Sap Sago 20 @	EGG PRESERVER. Knox's, small size 4 80 Knox's, large size 9 00	FLAVORING EXTRACTS.  Jennings'. D. C. Vanilla 2 00 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 30 No. 4 T. 2 40 D. C. Lemon 2 00 2 oz. 75 3 oz. 1 00 4 oz. 1 40 6 oz. 2 00 No. 8 2 40 No. 10 4 00 No. 2 T. 80 No. 3 T. 1 35 No. 4 T. 1 50	HERBS. Sage 15 Hops 15 INDIGO. Madras, 5 lb boxes 55 S. F., 2, 3 and 5 lb boxes 50 JELLY. 15 lb palls 33 17 lb palls 43 30 lb palls 65 LYE. Condensed, 2 doz 1 20 Condensed, 4 doz 2 25 LICORICE. Pure 30 Calabria 25 Sicily 14 Root 10 MINCE MEAT. Ideal, 3 doz. in case 2 25	SPICES. Whole Sifted. Allspice 10 1/2 @ Cassia, China in mats 9 Cassia, Batavia in bund 15 Cassia, Saigon in bund 32 Cloves, Amboyna 15 Cloves, Zanzibar 10 Mace, Batavia 70 Nutmegs, fancy 65 Nutmegs, No. 1 80 Nutmegs, No. 2 65 Pepper, Singapore, black 10 Pepper, Singapore, white 20 Pepper, shot 16 Pure Ground in Bulk. Allspice 10 1/2 @ Cassia, Batavia 17 Cassia, Saigon 35 Cloves, Amboyna 15 Cloves, Zanzibar 10 Ginger, African 15 Ginger, Cochina 20 Ginger, Jamaica 22 Mace, Batavia 60 @ Mustard, Eng. and Trieste 20 Mustard, Trieste 25 Nutmegs 40 @ Pepper, Singapore, black 12 Pepper, Singapore, white 12 Pepper, Cayenne 17 @ Sage 18 "Absolute" in 1/4 lb. Packages. Allspice 65 Cinnamon 75 Cloves 70 Ginger, Cochina 75 Mace 2 Mustard 75 Nutmegs 2 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 50
Barrels, 40 7 lb bags.....	2 50
Butter, 56 lb bags.....	65
Butter, 20 14 lb bags.....	3 00
Butter, 280 lb bbls.....	2 50

Common Grades.

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

Worcester.

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

Warsaw.

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

Ashton.

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

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

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

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

SODA.

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

STARCH.

Diamond.

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

Kingsford's Corn.

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

Kingsford's Silver Gloss.

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

Common Corn.

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

Common Gloss.

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

SOAP.

Laundry.

Gowans & Sons' Brands.

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

JAXON

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

Jas. S. Kirk & Co.'s brands.	
American Family, wrp'd.....	3 33
American Family, plain.....	3 27
Lautz Bros. & Co.'s brands.	
Acme.....	2 85
Cotton Oil.....	5 75
Marshall's.....	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



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

Allen B. Wrisley's brands.

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

Scouring.

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

SUGAR.

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

Cut Leaf.....	4 75
Domino.....	4 62
Cubes.....	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 Confection A.....	4 12
Confection Standard A.....	4 00
No. 1.....	3 87
No. 2.....	3 87
No. 3.....	3 87
No. 4.....	3 81
No. 5.....	3 75
No. 6.....	3 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, small.....	2 65

TOBACCOS.

Cigars.

G. J. Johnson's brand

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

VINEGAR.

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

WICKING.

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

Fruits.

Oranges.

Fancy Seedlings.....	
Mexicans 150-175-200.....	23 75
Jamaicas bbls.....	26 00

Lemons.

Strictly choice 300s.....	23 50
Strictly choice 300s.....	24 00
Fancy 300s.....	24 50
Fancy 300s.....	25 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.....	12
Figs, New Smyrna.....	14
Figs, Natural 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, Sais 60 lb cases.....	4

Candies.

Stick Candy.

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

Mixed Candy.

Extra H. H.....	8 1/2
Boston Cream.....	8 1/2
Competition.....	6
Standard.....	6 1/2
Leader.....	7
Conservé.....	7
Royal.....	7 1/2
Ribbon.....	8
Broken.....	8
Cut Leaf.....	8
English Rock.....	8
Kindergarten.....	8 1/2
French Cream.....	8 1/2
Dandy Pan.....	10
Valley Cream.....	13

Fancy-In Bulk.

Lozenges, plain.....	8 1/2
Lozenges, printed.....	8 1/2
Choc. Drops.....	11
Choc. Monumentals.....	12 1/2
Gum Drops.....	12 1/2
Moss Drops.....	12 1/2
Sour Drops.....	8 1/2
Imperial.....	8 1/2

Fancy-In 5 lb. Boxes.

Lemon Drops.....	25 00
Sour Drops.....	25 00
Peppermint Drops.....	25 00
Chocolate Drops.....	25 00
H. M. Choc. Drops.....	25 00
Gum Drops.....	25 00
Licorice Drops.....	25 00
A. B. Licorice Drops.....	25 00
Lozenges, printed.....	25 00
Imperial.....	25 00
Mottos.....	25 00
Cream Bar.....	25 00
Molasses Bar.....	25 00
Hand Made Creams.....	80 00
Plain Creams.....	60 00
Decorated Creams.....	25 00
String Rock.....	25 00
Burnt Almonds.....	1 25 @ 2 55
Wintergreen Berries.....	2 55

Caramels.

No. 1 wrapped, 2 lb. boxes.....	20
No. 1 wrapped, 3 lb. boxes.....	20
No. 2 wrapped, 2 lb. boxes.....	45

Fresh Meats.

Beef.

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

Pork.

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

Mutton.

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

Veal.

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

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

Butter.....	
Seymour XXX.....	5 1/2
Seymour XXX, 3 lb. carton.....	6 1/2
Family XXX.....	5 1/2
Family XXX, 3 lb. carton.....	6 1/2
Salted XXX.....	5 1/2
Salted XXX, 3 lb. carton.....	6 1/2

Soda.

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

Oyster.

Square Oyster XXX.....	6
Sq. Oys. XXX, 1 lb. carton.....	7
Farina Oyster, XXX.....	5 1/2

SWEET GOODS-Boxes.

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

Grains and Feedstuffs

Wheat.

Winter Wheat Flour.

Local Brands.

Patents.....	4 50
Second Patent.....	4 00
Straight.....	3 80
Clear.....	3 30
Graham.....	3 80
Buckwheat.....	3 50
Rye.....	3 00
Subject to usual cash discount.....	
Flour in bbls, 25c per bbl. additional.....	
Worden Grocer Co.'s Brand.....	
Quaker, 1/2s.....	4 20
Quaker, 1/4s.....	4 20
Quaker, 1/8s.....	4 20

Spring Wheat Flour.

Olney & Judson's Brand.

Ceresota, 1/2s.....	4 75
Ceresota, 1/4s.....	4 65
Ceresota, 1/8s.....	4 60
Ball-Barnhart-Putman's Brand.....	
Grand Republic, 1/2s.....	4 65
Grand Republic, 1/4s.....	4 65
Grand Republic, 1/8s.....	4 60

Worden Grocer Co.'s Brand.

Laurel, 1/2s.....	4 75
Laurel, 1/4s.....	4 65
Laurel, 1/8s.....	4 60
Lemon & Wheeler Co.'s Brand.....	
Parisian, 1/2s.....	4 75
Parisian, 1/4s.....	4 65
Parisian, 1/8s.....	4 60

Meal.

Feed and Millstuffs.

Bolton.....	1 75
Granulated.....	2 00

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

Car lots.....	27 1/2
Less than car lots.....	30

Corn.

Car lots.....	20
Carlots, clipped.....	22
Less than car lots.....	23

Hay.

No. 1 Timothy, carlots.....

No. 1 Timothy, ton lots.....

Fish and Oysters

Fresh Fish.

Whitefish.....	Per lb. 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.....	8
Smoked White.....	8
Red Snapper.....	13
Col River Salmon.....	12 1/2
Mackerel.....	20

Oysters in Cans.

F. H. Counts.....	25
F. J. D. Selects.....	27
Selects.....	22
F. J. D. Standards.....	22
Anchors.....	19
Standards.....	17

Oysters in Bulk.

Counts.....	1 75
Extra Selects.....	1 60
Selects.....	1 40
Anchor Standards.....	1 05
Standards.....	95
Clams.....	

WAYS OF WOMEN.

Idiosyncrasies Against Which the Large Stores Struggle Hard.
From the New York Sun.

One of the difficult problems that the managers of the big stores have to deal with is the question of exchanging or taking back goods which customers find unsatisfactory for one reason or another. They all have wise laws on the subject, which vary in their declarations from absolute refusal to exchange anything to willingness to take back everything and return the money to the customer. It might be thought that with this latitude in lawmaking some system might be found which would be satisfactory all around; but people who hold this view do not know the woman shopper and her perverse ways. No perfect rule has been discovered yet by which woman or her conscience can be controlled, and so the hair of the men who have to deal with women with complaints to make continues to grow gray prematurely.

"If you want to study the depths of woman's guile and her ingenuity and her arctic nerve and her total unconsciousness of the fact that she is preposterous, come here," said one of these much-tried men.

If a woman wants anything she will do her best to get it, and if she changes her mind afterward she will try just as hard to get rid of it. While she is in this state of mind she is apt to overlook elementary principles. For instance, she may forget where she bought it, and take it to the wrong shop to be exchanged. If the wrong shop sells the same article, and she makes enough fuss about it, the managers may be glad to take the goods she didn't buy there just to appease her. If it doesn't sell the same article, a compromise of some sort may still be arranged with her if she is energetic enough. Cases of this kind are not infrequent. Sometimes the woman discovers her mistake afterward and is sorry, but, as a rule, no sign of penitence is noted.

If a store has the rule of taking back or exchanging everything, it might be supposed that the difficulties of the problem would be diminished, but they are not. This system merely offers a better opportunity to the shopper who repents. It has been found to be absolutely necessary to draw a line somewhere, and while a store may be willing to take back goods in good condition, it is obliged to refuse appeals to exchange things which have been smashed, worn, or spoiled. Yet even this limitation is not always easy to enforce with a persistent customer. One dry goods store displays a sign in its shoe department saying, "No shoes exchanged after the buttons have been moved." There is a disposition to be blind to scratches on the soles and other signs of wear, but the marks of the buttons are considered too obvious an indication of use to be overlooked. Similar limitations have to be made in the other departments for protection against women who change their minds too late.

All this relates to cash customers. They are the ones who, after all, make the least trouble about exchanges and do the least harm. Far more formidable are the customers who have accounts. Such people, known technically as charge customers, are the benefactors of every one who has ever been misdirected by a floor-walker or snubbed by an inattentive salesgirl. Charge customers always have special privileges and in the matter of exchanges they walk over all rules. The steady patronage of such a customer, especially if he has a large and expensive family, is considered to be so desirable that the proprietors of the stores are willing to make concessions to retain it. The vagaries of some of these customers have become legendary and the nerve displayed has been monumental in cases. Formerly the stores were much more liberal than they are now in the matter of sending out goods on approval and the privileges extended to customers in this way were abused to such an extent that it was found necessary to curtail the practice greatly where it could not well be abolished. It is firmly believed

among the managers of departments that some women make a practice of ordering such things as hats and cloaks to be sent to them on approval, wearing them for some special occasion, and then returning them to the store after having had the use of them at absolutely no cost. Notwithstanding regulations and precautions to prevent this practice, it is still carried on to some extent. If a woman wants a hat for a particular event and either cannot afford to buy one or cannot have one made in time, the temptation is very strong, if she has an account at a store, to order a hat to be sent to her, to wear it and then to send it back. There is, of course, some little risk attached to the practice, such as injuring the article, and therefore having to pay for it, or being found out either by friends or the shop people, all of which contingencies are liable to be unpleasant. There is a legend of one woman who needed extra rugs, lamps, bric-a-brac, and such things to decorate her house for an entertainment, and got them on the strength of her account at a store, returning them the next day. The amount of fun which a charge customer can have in this way depends entirely upon the size of her monthly bills. If they are not important her privileges are apt to be cut off suddenly.

The Art of Condensing.

Julius Fitzgerald in Printers' Ink.

The man who possesses the ability to "boil down" sentences and extract the true "meat" from them is not only a great money saver to the advertiser, but is a good friend to the reading public and an economizer of its valuable time. Redundancy of words in an ad often ruins its chances of being read, and certainly prevents its being remembered. Some ads are very much like watered stock—every addition depreciates the value. But the art of condensation is by no means overpopular. I have seen very intelligent men struggle for hours in an effort to boil down "copy," and every attempt only made matters worse. Their inclination led them to cut out words that should be left in, and to retain unnecessary phrases, but their utter lack of skill and experience preventing their seeing just what should and should not be eliminated. I have myself prepared ads for magazines and weeklies, every line of which meant over \$45. By judicious pruning they were cut from 180 lines to 164—a saving of \$720—a pretty good day's work for one individual. The words only were cut down, not the sense. Useless repetitions were eliminated—an inversion of a sentence here and there often cut out six words. The breaking up of long sentences into several short ones often saved space. I have often claimed that you can't edit an ad too much, particularly when it is going into costly mediums. Where every word means from three to five dollars, you can't allow any unnecessary ones to remain. Just as many words as are really needed to give your story plainly are enough. Any more is waste.

Another strong point is that the briefer and plainer an ad is, the more readers it attracts, so that brevity not only saves money but actually makes it. Nobody cares for an involved or tedious style of diction—that kind of advertising is usually lost altogether. I have never heard of anybody expressing admiration for a long advertisement, but brevity seems to commend itself to all. Practicing the condensing of matter every day is a good and useful occupation. Practice makes perfect in all things, and the "know how" only comes from experience. The art of boiling down is so essential to the advertiser that it seems a mystery it is not studied more. A glance through a page of modern newspaper ads will show that the experienced condenser is still greatly needed.

A new law has just been promulgated in Germany, having for its object the doing away with the evils claimed by the agriculturists and others to arise from option trading. By its provisions all time contracts in grain and mill products are forbidden, as also in mining and manufacturing shares.

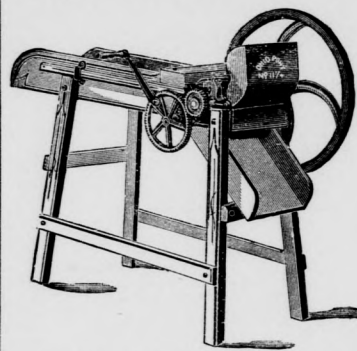
A large number of hardware dealers handle

THE OHIO LINE FEED CUTTERS

OHIO PONY CUTTER

Fig. 783. No. 11 1/4.

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



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

There is only one size, and is made so it can be knocked down and packed for shipment, thus securing lower freight rate. Has one 11 1/4 inch knife, and by very simple changes makes four lengths of cut.

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

ADAMS & HART, General Agents, Grand Rapids.

HEADQUARTERS FOR
POTATO TOOLS

POTATO DIGGING FORKS.
POTATO SHOVELS.
POTATO FORKS.

FOSTER, STEVENS & CO.,

GRAND RAPIDS, MICH.

SMART SAYINGS.

Short Catch Phrases and Pointed Paragraphs.

Good news of new goods.—The Robert Simpson Co., Ltd., Toronto.

Quality is our Talisman—Price is our Salesman.—Wing & Co., New Bedford, Mass.

Laces at almost the price of the thread that makes them.—Bently, Bass & Co., Temple, Tex.

Cheaper fall overcoats everywhere—but overcoats as good nowhere.—"Lively Jake," Manistee, Mich.

Cash has a leverage now that will move ponderous furniture values.—North Furniture and Carpet Co., Kansas City.

Our clothes fit your body. Our prices fit your pocketbook. Our terms fit your wages.—The People's Credit Co., Rochester.

The whole store is on the latch and the way is open for the coming of the new dress goods.—Chas. Monson Co., New Haven.

Begin at the head. We begin at the head by supplying the most chic and stylish hats that can be made.—Horsfall & Rothchild, Hartford.

Better be born lucky than rich is an admitted fact. It is not upon luck, however, that we depend so much as merit, to win your favor.—Farrell's, Trenton.

School days are but one week away. This means thousands of toes to be newly housed. Mothers will find this store a savings bank for the next 30 days.—Marston's, San Diego.

Only an echo! A shout over the fields brings back an echo—nothing more. 'Tis so with many advertisements. A big shout, but nothing substantial to back them.—The Union, Rochester.

If you wish to prosper and live long you should buy your food supplies at the Checkered Front. We handle the very best goods in the market and allow no one to undersell us.—S. C. Moore, Salem, Ohio.

The popular candidate must be catered to. A gold rattle for McKinley, a silver one for Bryan. For filling teeth we use both gold and silver—and warrant both a panacea for bad teeth.—New York Dentists, Pittsburg, Pa.

Melodies in color and fabric. A symphony in silks, a chorus in dress goods, a melody in millinery, an opera in cloaks, an oratorio in carpets, and a full orchestra in general dry goods.—Barnard, Sumner & Putnam Co., Worcester, Mass.

Covetousness is an excusable sin for those who look in our windows just now. It is a needless sin, however, for although the goods are fine quality and beautiful patterns, the prices are within reach of all.—McLean & Haskins, Binghamton, N. Y.

Old age is honorable in everything except dry goods. We can't afford to carry over any of our summer dress materials. This is the reason we are offering the following lines at such remarkably low prices.—Wood's Low Price House, Orillia, Canada.

Newness on every shelf, novelty in every yard, economy in every fold, and comfort in every thread. Whatever your dress goods want may be, we can supply it, be it for a traveling outfit, street dress, visiting gown, or for any other purpose.—The Fair, Montgomery, Ala.

The suit that suits. We have hundreds of just such. Our reputation is dyed, spun, sewed and woven into every one of them. Your suit is in the lot waiting for you. It's just your fit, just your idea of a good suit and just your price.—The Boston Clothing House, Coatesville, Pa.

Our hobby is wool and we ride it persistently—but it's a subject that'll wear—and the wear ability of wool is of vital interest to clothing wearers. Good, pure, elastic wool fibers will make good, shape-holding, form-fitting garments.—Pixley & Co., Terre Haute.

Comfort and good shoes are twin brothers—ever stop to think of it? Must have good shoes if you want comfortable feet. This is our aim—to have the most comfortable as well as the most stylish

and durable shoes for the least money—France Shoe Store, Toledo.

The price-squeeze here ought to make a great many women happy. All kinds of waists at all kinds of prices now. If you can foresee any sort of a possible shirt waist want for the next six months, it will be putting money in your pocket to look for it here.—Marston's, San Diego.

We've set a trap for you. We've hemmed you in on all sides with bargains. We've connived, contrived and collected from all parts of the house, till there's no escape for you if you've got a dollar in your purse and know a bona fide bargain when you see it.—Milner's, Toledo.

There's merry selling here.—Our store just now is like a big merry-go-round, with prizes for every passenger. The new prices make magic music. Everybody takes a ride; and there's a satisfied, "glad-I-am-here" expression on the streams of faces, as they go marching through different aisles.—Beare's Trade Palace, Grand Forks, N. D.

Political prophets are becoming more and more plentiful every day. They are new and fresh, and the competition is so fierce that we have concluded to leave the future to them. We're taking care of the present in the irresistible logic of low prices. Never were the prices so low as now.—Hurdy's, Omaha.

Wanted to Advertise His Trade.

A verdant youth dropped into a jeweler's, and after gazing at some fraternity pins in the show case, said to the proprietor:

"Them's mighty nice breastpins you got thar, mister."

"What kind of a pin would you like to look at?"

"How much is this one with a pair o' compasses and a square?" pointing to a Masonic pin.

"Five dollars."

"Five dollars, eh! You haven't got one with any handsaw on it, have you? I'm just outer my time, and as I'm goin' to set up as carpenter and jiner, I thought I'd like to have somethin' to wear so folks would know what I was doin'. Well, I'll take it, though I'd like one with a handsaw, but I guess mebbe that plain enough. The compasses is to mark out yer work, and the square is to measure it when marked out, and any durn fool knows that G stands for gimlet."

She Made It Right.

Wife (counting over her change after making a purchase)—I think he has given me the wrong change.

Husband (savagely)—I thought so. I thought so! That's the way my hard-earned money goes! Trust a woman to get swindled. Go back to the counter and get it set right at once.

Wife returns to the counter, and hands the assistant \$2.

Husband—Why, what have you been doing?

Wife—Making the change right. He gave me \$2 too much.

Husband (more savagely than ever)—Well, you are an idiot!

"Want" Books for Clerks.

An excellent way in which to keep your stock fully up to the demands of your trade is to provide each clerk with a small "want" book. When a customer asks for an article not in the store, the assistant to whom the request is made should immediately jot it down under the date of the day. Frequently it will be found that the demands are not frequent enough to stock every article asked for, but a glance over the book for a month back will give the proprietor an idea of whether it would pay; and if so, what quantities to order.

Doesn't Any More.

"Who was the fellow that was complaining of his wife's extravagance in shopping at the department stores?"

"Wittles, the newspaper funny man, who used to write jokes about women shopping all day and not spending a cent—before he was married."

Hardware Price Current.

AUGURS AND BITS

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

AXES

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

BARROWS

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

BOLTS

Stove.....	60
Carriage new list.....	.65 to .55-10
Plow.....	40&10

BUCKETS

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

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

BLOCKS

Ordinary Tackle.....	70
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CROW BARS

Cast Steel.....	per lb 4
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CAPS

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

CARTRIDGES

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

CHISELS

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

DRILLS

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

ELBOWS

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

EXPANSIVE BITS

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

FILES—New List

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

GALVANIZED IRON

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

GAUGES

Stanley Rule and Level Co.'s.....	60&16
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KNOBS—New List

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

MATTOCKS

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

MILLS

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

MOLASSES GATES

Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30

NAILS

Advance over base, on both Steel and Wire.....	
Steel nails, base.....	2 80
Wire nails, base.....	2 85
10 to 60 advance.....	50
8.....	60
7 and 6.....	75
4.....	90
3.....	1 20
2.....	1 60
Fine 3.....	1 60
Case 10.....	65
Case 8.....	75
Case 6.....	90
Finish 10.....	75
Finish 8.....	90
Finish 6.....	10
Clinch 10.....	70
Clinch 8.....	80
Clinch 6.....	90
Barrel %.....	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 1/4c per pound extra.	

HAMMERS

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

HOUSE FURNISHING GOODS

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

HOLLOW WARE

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

HINGES

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

WIRE GOODS

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

LEVELS

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

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

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
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SASH WEIGHTS

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

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

WIRE

Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 10
Barbed Fence, painted.....	1 75

HORSE NAILS

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

WRENCHES

Baxter's Adjustable, nicked.....	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.....	6 1/4
Per pound.....	6 1/4

SOLDER

1/2 @ 1/4.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	

TIN—Melyn Grade

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

TIN—Allaway Grade

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

ROOFING PLATES

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

BOILER SIZE TIN PLATE

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

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
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TRADESMAN COMPANY
GRAND RAPIDS.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, Oct. 24—"Just before the battle, mother," we have a quiet market in this city in jobbing grocery circles. While business men in nine cases out of ten are "dead sure" that McKinley will be elected, they are very unwilling to make a single venture in the way of buying for future wants. There are some lines of business which are perfectly dead. Some of the large grocery houses are very busy and, in fact, are working their forces nights to keep up with the volume of business; but the exception only proves the rule.

There seems to be no cessation in the building of great office structures. As one approaches the city from any direction he will see a large number of steel skeletons, ready to be clothed with stone, and running from ten to thirty-one stories. These buildings cost millions and must keep much money in circulation.

The coffee market is interesting. It is closely watched by those who are interested—and what grocer is not? The changes are frequent, but so far they have been very small. Grades of coffee which are strictly choice are freely taken at prevailing rates, but for "off" sorts the demand is rather light. Rio No. 7 is worth 10 $\frac{3}{4}$ c at this writing. There are afloat 600,000 bags, against 548,000 bags at the same time last year. For mild coffees, both East and West Indian, there is an average amount of business going forward, although very little is doing in an invoice way. A trip among the dealers shows a "waiting" condition. "Call after election and we can give you something in the way of news." Invoice rates of East Indian coffees range from 20c for Palembang Java and 22c for Mocha up to 26@29c for Mandheling.

The tea market is reported in the language of the book trade, "revised, enlarged and greatly improved." Take this with a grain of salt. There is, seemingly, a little better feeling, and for the better grades of the leaf prices are well maintained. The general tone of the market, however—the conditions that have so long prevailed—still continues. Supplies in the hands of the retailers in the country are not thought to be large and freer buying is hoped for as soon as the conflict is over. Let us hope that this is the truth.

There has been a very fair volume of business in sugar during the week and refiners are reported largely oversold on some grades of refined. No change has taken place in the card of quotations. Raws are dull and uninteresting.

The rice market is hardly up to the record. The week has been characterized by greater quietude than has prevailed for a long time. This is accounted for by dealers by the nearness of election. Very firm markets are reported from the South and altogether the outlook is not at all discouraging, even if the week has been a little quieter than usual.

The general line of spices is firm, and pepper, especially, is decidedly in better condition. Quite a good many orders have been sent over the cable and the market certainly seems to be appreciating.

Supplies of molasses are disappointingly small; nor are there signs of any immediate enlargement. There seems to be stock enough on the plantations, but it is scarce at New Orleans and correspondingly so here. Prime to choice open-kettle is quotable at 32@37c.

Syrups are firm and, as is the case with molasses, scarce. Choice to fancy sugar syrups are quotable at a range from 17@22c.

In canned goods tomatoes have been attracting most attention. In 1894 the output was estimated at 6,500,000 cases. In 1895 it was half that, and this year promises a reduction of 50 per cent. over last year. Result, a rising market that has already advanced 5 cents per dozen. Some insist that this advance

is all the situation warrants, and this is quite likely. There have been some large transactions within a few days and the festive speculator seems to be getting in his fine work. For the rest of the market it is fairly steady and conditions are rather more favorable than for some time past. The situation is generally a "waiting" one, however, and we shall see what we shall see.

Dried fruits are doing better and both for foreign and Pacific coast products the demand is improved. Prices are not appreciably higher, but those who ought to know say that there is not likely to be a better time to buy. Small fruits are moving in the usual way, and at low prices, evaporated apples being worth 4 $\frac{3}{4}$ @5 $\frac{1}{4}$ c for the fanciest. The tremendous apple crop will keep the price of these goods way down.

The butter market is quiet, with no signs of any immediate advance. For best creamery 20c has been the prevailing figure during the week. Arrivals are not very large.

The cheese market is firm and a slight advance is to be recorded in prices over those prevailing last week. Exporters have been doing rather better business and altogether the situation is encouraging. Fancy full cream State cheese is worth 10@10 $\frac{1}{4}$ c.

Eggs are firm, with near-by State worth 23c and Western 19c. Supplies of all sorts, except the very best sorts, are seemingly ample to meet all requirements for the present.

Beans are well held and the market is generally firm. Choice pea beans are worth \$1.25; marrows, \$1.60; mediums, \$1.25@1.30.

REDUCING PUBLIC SALARIES.

As a consequence of the long-continued depression a movement of considerable magnitude throughout the State is turning attention to the revision of salaries in the direction of lessening expenditures. While the political considerations and distractions tend to diminish the force of the movement, they are indirectly responsible for it, as the later depression is unquestionably caused by the campaign. In many of the counties the boards of supervisors have cut down the salaries of nearly all the officials—stopping at their own on the reasonable pretext that the Legislature has established their compensation.

There is no doubt that in many cases the salaries paid to many officials have been unduly increased in times of prosperity. But it is the opinion of the Tradesman that the wholesale reduction of the salaries of public officials on account of hard times is a mistaken policy. In the public service the most competent and conscientious of the officials earn their wages, and they are men who can command as large in private positions. The reduction of the salaries of these is quite apt to result in resignations, not alone on account of the decreased income, but such feel a humiliation in having publicly diminished what they may rightly consider a fair return for their services. The resignation of such open the way for the place-seeker who is less competent, less conscientious and less influenced by the finer instincts. And wholesale reductions of salaries will result in weeding out the better element, thus materially reducing the efficiency of the public service.

But this objection does not interfere with the reduction in number of those feeding at the public crib or the reduction in number of per diem sessions of expensive boards. But these ought not to be measures induced by hard times—they are a continued abuse imperatively calling for reform. It is no worse to thus dishonestly waste the public funds during financial depression than at any other time.

H. Leonard & Sons' Letter

To the Subscribers of the

Michigan Tradesman

Grand Rapids, Mich., Oct. 28th, 1896.

Gentlemen:--Of course we do not know whether the subscriber who is reading this letter is handling any of our lines of merchandise or not. If he is a wide-awake merchant, keenly alive to the ever-changing fancies of the retail trade, if he grasps every opportunity that appears before him to turn over merchandise in any line that is called for, even at ever so small a profit, we can say without fear of error that a more or less large assortment of our lines, viz: crockery, glassware, grocers' sundries, house-furnishing and fancy goods novelties, are to be found in his stock.

Now gentleman, (and ladies, too,) we want your trade. We offer you, readers of this excellent paper, advantages that can be found in but few houses in this country. We have not space this time to speak of them in detail, but shall take a future occasion to call your attention more fully to this point. It is something like our duty, you see, to tell you of our advantages and of our goods. The universal report we are hearing of our new lines, which we are sending out in unusually large quantities, is that "they are cheap." It is a fact. Our goods were never so satisfactory to the buyer as at the present time. The decorations and styles are so unusually effective, and the prices so unexpectedly low, that the heart of the lady buyer is immediately touched--and her pocket-book, also--and that is the reason we have sold many of our customers their third and fourth bills of goods this season.

If you have not our catalogue we would like to send it to you, or have you come in and see our lines in person.

Yours very truly,

H. LEONARD & SONS.

P. S.--If you wish to profit by the experience of many of our customers don't fail to read our letter in next week's Tradesman.

H. LEONARD & SONS.

The Bradstreet Mercantile Agency

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Canada and the European continent, Australia,
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FOR
COFFEE

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The new substitute for
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Is, in fact, better than Cream of Tartar
for all culinary purposes and is a very
wholesome product. Cheaper to con-
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WOLVERINE SPICE CO.,

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For Sale by all Wholesale Grocers.

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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.

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

Highest Price paid for Empty Carbon and Gasoline Barrels

HOW IT HAS GROWN



SUMMARIZED HISTORY:

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

In which we produce more Coupon
Books than all the other manufactur-
ers in the country combined. These
facts speak louder than words and
conclusively prove that our books
must have been the best in the mar-
ket for the past thirteen years in or-
der to have secured this demand.

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An Accurate,
Sleepless

Salesman



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Watchful

Accountant

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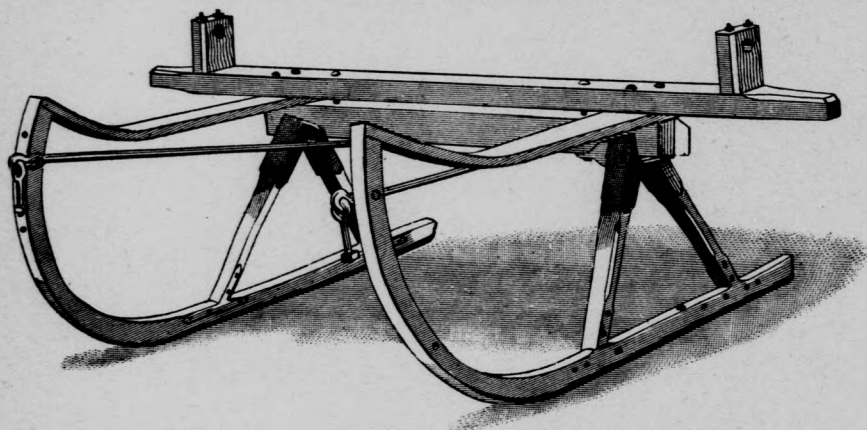
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Winter is coming and sleighs will be needed.
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For Quotations See Price Columns.