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Volume XIV.

GRAND RAPIDS, WEDNESDAY, AUGUST 25, 1897.

Number 727

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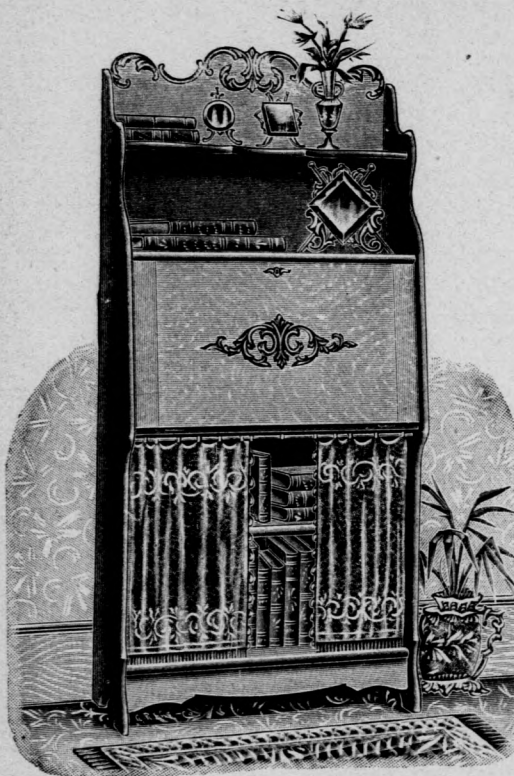
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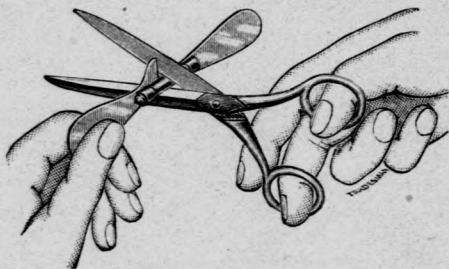
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MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, AUGUST 25, 1897.

Number 727

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Some Peculiarities of the Cheese Product of Ohio.

While much is said about and against Ohio cheese, the fact remains that they go into about all of the markets of the world, and if they are known by the sobriquets of "Ohio Flats," "White Oaks" and other names not wholly complimentary, they are cheese that sell quite as readily as any, although, as a rule, about 1 cent below the best cream cheese in price. Ohio has had from the start in 1810—the year the first cheese was shipped out of the State—some notions about cheesemaking that were peculiar to itself, and one was that a small quantity of cream taken off from the night's milk and the fresh whole morning's milk mixed with the light skimmed night's milk made a good marketable cheese and one that would give the purchaser satisfaction. This was held to until the advent of the factory system in 1863 and adopted by them, and has held its place up to the present time, with a few exceptions, as there are some factories which make full cream cheese.

It goes without saying that the cheese of Ohio—the cheese that made the reputation of the State and brought wealth by the millions of dollars to the farmers—was home-made and until 1850 home-cured; and to have accomplished this, this cheese must have had merit, and quality as well. Taking the fact into consideration that the makers of this cheese had no technical training in the business, and that the scientific reasons were to them a sealed book, their success being a matter of experience, and aided by what some one has been pleased to call the rule of thumb, a cheese soft, rich in quality and somewhat porous was the result; and taking a locality for comparison, the cheese would be fairly uniform in make-up, possibly comparing favorably with the output of the factories of the same section now.

One of the peculiar things of those old-time, home-made cheeses was their self-oiling property, it being a common sight to see several cheese on the shelves of the farmhouse curing room dripping butter fat oil, a result of the method of manufacture, no acid being developed in the whey in cooking the curd, the acid being put on in the "sink," a process now called dry acid, I believe. In my own home the method of my mother—and by the way all the cheese was made by the ladies of the house as one of their accomplishments—was to get the curd out of the whey as soon as possible, drain it into a compact mass, and then cut up with knives into little cubes half an inch square, and scald this curd in water just as hot as the hand could be held in, then salt and put to press. The keeping qualities of these cheeses can be gathered from the fact that, as a rule, they were cured until September and often later before being sold, and the dealers would hold great stores of them for the spring and early summer market. The consumers then asked for a cheese that had some "bite" in it, and would spread on bread at the same time, and

it was not until twenty-five years later that the soft, mild, flavorless cheese was so much in demand, a cheese cured and put into the market thirty days from the hoop.

The two great dairy sections of Ohio are employing somewhat different methods in the making of cheese. The eastern Western Reserve makes a cheese somewhat after the New York Cheddar in make-up—a good shipper and a close competitor with the very best. During the winter, a few creameries make a pretty close approach to a full skim, but the great bulk of the cheese made between March and December are only lightly skimmed—possibly a pound of butter being taken from 70 pounds of the night's milk, and the morning's milk added whole. These cheeses, as a rule, are compact, and what are known as meaty, and are hard to distinguish on the grocer's counter from a full cream; and I fear the grocer does not always stop to tell the retail buyer that the full-cream box over it came to hand on another cheese.

The maker of cheese in Northeastern Ohio keeps a close eye on the market, and is ready with a cheese that cures out in fifteen days, or a Cheddar suitable to export which will want fully sixty days to be ready to box. A favorite is a medium cheese, to designate which each maker seems to have a brand of his own, weighing about 35 or 40 pounds, curing out in forty days, and a fine shipper for the home (United States) trade, and which goes to every part of the country.

The territory known as the Wellington district has a style of its own, the skimmer going a little deeper, the aim being to have the butter a feature, and yet maintain a finished, medium cheese, and one which will bear shipping well. This cheese goes largely to the Southwest, and once Cuba was a large buyer of it, as well as the Mississippi River ports.

The Northwestern section of the State makes a cheese known as a present-use article. This is a cheese soft, milky, quite porous, or open rather, a cheese very tender—one that will bear little handling, cannot be shipped a very long distance, and needs to be eaten green from the hoop. Still this cheese has a good demand in an almost local way, as can be seen, as they could not be transported to New York even without going to pieces.

Very few fancy cheeses are made in Ohio. At one time several factories in Geauga county were run in making Goudas, a most excellent article being turned out. No Neufchatel or similar cheese is made. In a few factories in the northern part of the State, Swiss and brick cheese are manufactured and possibly, in a most limited way, some Limburger are made to waste their sweetness on the Buckeye air. In Southeastern Ohio, in the Monroe county District, there are a great many Swiss factories, and some whey butter is made.

It is not believed that Ohio dairying is on the increase. In some sections, there has been some abandonment of

newly-established creameries, and a few factories have been abandoned, or the patronage absorbed by consolidation with others. What the future has in store for the Ohio dairyman is a problem.

JOHN GOULD.

Crockery Will Advance.

From the Chicago Dry Goods Reporter.

In addition to the many reports coming in of advances in price on various lines, accompanied by full time and increased wages to workmen, we learned from the crockery dealers of this city that, following the action of New York agents of English manufacturers of crockery, which took place July 27, wholesalers and retailers throughout the country have advanced their prices on English ware, to substantially the increase caused by the Dingley bill—about 20 per cent.

This example, no doubt, will soon be acted upon by the American manufacturers of crockery, and, when made, will, of course, restore the reduction in wages made by them when the Wilson bill first became operative.

In answer to the question whether stocks of English ware in this country were excessive, one of the principals of a representative firm here answered: "We have not ordered or received foreign ware on speculation. We certainly, as a business proposition, hurried what orders we could, and the delay in passing the bill was favorable to us. We are a great many packages short for our normal fall trade, which are arriving on different steamers, and on which we pay the increased duty. We think our condition is about the same as that of our competitors in other parts of the United States; in fact, from many enquiries we have made, we feel sure it is."

"Should there be a large demand from country dealers, as is growing more evident every day, our stock will soon be depleted, and we may then regret not having been more generous in our purchases, but, as I said, we were not speculating with conditions of trade yet a conundrum."

Fifty million bushels is the estimate for the wheat crop of Kansas. This is the largest crop since 1891 or 1892. The corn crop will be what is called a fair one in that State, and there are 87,000,000 bushels left over from last year. The average yield of potatoes is over twenty-five bushels to the acre, which will make a crop of 25,000,000. For the first time in many years Kansas really has a fine crop of most agricultural products and the farmers are happy. More than that, they are paying off their mortgages and taking care of back interest, which the East never expected them to do. Politics has almost disappeared in the face of the goodness of Providence in sending such crops to reward the farmers. The occupation of the professional politician will be gone.

The man who always agrees with you may be a pleasant companion; but when you want sound advice you must go to some one else.

He who has no taste for order will be often wrong in his judgment and seldom considerate or conscientious in his actions.

Human nature is very much like a torch—the more it is shaken the more it shines.

History of the Kent County Agricultural Society.

Written for the TRADESMAN.

The deep interest manifested by the Tradesman in everything that pertains to the early history of the Grand River Valley, and of Grand Rapids especially—its early struggles in laying the foundation for the place it now occupies as the Second City in the State, its present business triumphs and future commercial destiny—is sufficient apology for giving its readers this sketch of the early history of the Kent County Agricultural Society.

The first organization was on Dec. 29, 1847. It was called the Walker Agricultural Society of Kent County and was organized at a farmers' meeting held in the schoolhouse in District No. 4 in the township of Walker. The first officers elected were: Daniel Schermerhorn, President; C. Phillips and J. Burton, Vice-Presidents; Horace Seymour, Secretary; A. Armstrong, Treasurer; Solomon Wright, Jr., W. W. Anderson, Billius Stocking, S. M. Pearsall and Andrew Loomis, Executive Committee. A fair was held October 27, 1848. The "old pathfinder," John Ball, was the orator, and delivered a characteristic address in a little schoolhouse that was perched on the brow of Prospect Hill near the old residence of Dr. Charles Shepard.

The annual meeting of January, 1849, was held at the store of John W. Peirce, on Canal street. At this meeting the name of the society was changed to the Grand River Valley Agricultural Society. The officers elected at this meeting were: D. Schermerhorn, President; C. Phillips, Vice-President; S. Armstrong, Treasurer; Horace Seymour, Secretary; J. F. Chubb, James Ballard, Robert Howlett, Henry Seymour, O. H. Foote and J. W. Peirce, Executive Committee.

The officers of the society for the year 1850 were: O. H. Foote, President; J. F. Chubb, Vice-President; T. D. French, Treasurer; Damon Hatch, Secretary; S. Armstrong, C. Phillips, D. Schermerhorn, S. M. Pearsall, A. Loomis, James Ballard, Executive Committee.

For the year 1851 the officers were: George Young, President; J. F. Chubb and William A. Richmond, Vice-Presidents; Damon Hatch, Secretary; A. Loomis, Treasurer; Solomon Wright, Jr., D. Schermerhorn, O. H. Foote, John M. Fox and Henry B. Childs, Executive Committee. At the election of the last named officers, at the annual meeting, in January, 1851, on the motion of S. S. Bailey, it was resolved as follows:

"Whereas, the increasing prosperity of the agricultural interests in the Grand River Valley has led to the organization of kindred societies in the counties of Ionia and Ottawa, rendering the title or name of the Grand River Valley Society inappropriate and incorrect, therefore,

Resolved that a committee of three be appointed to draft a constitution and by-laws for the organization of a county agricultural society for Kent county."

That committee consisted of Wm. A. Richmond, J. F. Chubb and John M. Fox. This committee reported at the March meeting and the Kent County Agricultural Society was formed.

The officers elected at the January meeting, 1852, under the new name, were as follows: J. F. Chubb, President; D. Schermerhorn, Vice-President; Damon Hatch, Secretary; Henry Seymour, Treasurer; Hiram Darling, Henry Seymour, Obed H. Foote, Solo-

mon Armstrong, Horace Seymour, Executive Committee. The fair was held on some vacant lots on Lafayette street south of the old residence of Aaron Dikeman.

The officers elected for 1853 were: Solomon Wright, Jr., President; Obed H. Foote, Vice-President; Henry Seymour, Secretary; George C. Fitch, Benjamin Luce, A. Hoag, David Meach, Osmond Reed, Hiram Rhodes, Benjamin Luther, Wm. Whitney and A. L. Chubb, Executive Committee.

The fair for the year 1853 was held October 5 and 6, on some vacant lots on Fulton street, nearly opposite the residences of Louis Campau and John Ball. The grounds were fenced with a temporary rail fence six rails high. It was at this meeting that the writer posed as a competitor with James W. Sligh, father of the Hon. Charles R. Sligh, in the exhibition of Asiatic poultry, then a great novelty in Michigan. I exhibited the first light Bramahs in Kent county. Wm. Sligh exhibited several varieties—buff, black and white cochen—and got away with all the premiums except for Bramahs. He was an enthusiastic poultry fancier then. Afterwards, made an honorable record as a soldier. Alas, that he should have been among the earliest to give his life for his adopted country! After this list of honorable names who figured as officers of the Agricultural Society and bore the burden and heat of the day in its infancy, it is in order to show when and by whom the real pioneer work of organizing agricultural and horticultural societies in Western Michigan, out of which the West Michigan Society has grown and place the credit where it belongs. It will be remembered that the society known as the Walker Agricultural Society of Kent County was organized December 29, 1847. In March of the same year, nearly nine months previous, there was published in the Grand Rapids Eagle a paper from the pen of Sluman S. Bailey, then, as he is now, a resident of Paris, Kent county, urging in his forcible style the necessity of elevating the standard of agriculture by the formation of societies for the "advancement of agriculture, horticulture, manufactures, the mechanic and domestic arts." (I quote his own language.) This earnest appeal was well received and widely copied, proving to be the bugle call that awakened a lively interest in the formation of kindred associations in Ionia and other adjoining counties. Mr. Bailey did not stop here but, in the face of many obstacles, continued his zeal for the organization of a Kent County Society, until his efforts were rewarded with success.

The facts related above are conclusive proof that to the zeal, foresight and executive ability of Sluman S. Bailey belongs the credit of calling public attention to the importance of the subject, which finally resulted in the formation of the first agricultural and horticultural society in the Grand River Valley; and the records show that he followed its fortunes with unabated zeal for many years after, until interrupted by the political events of 1860, when it became necessary to change the peaceful order of events by beating our plowshares and pruning hooks into swords and spears. The original manuscript of that first published appeal for the formation of agricultural associations in Western Michigan lies before me as I write. Yellowed with age, it is an eloquent reminder of the changes that have taken

place in Kent county, and the contrast between the Grand Rapids of 1847 and the Grand Rapids of 1897.

At that early day, Grand Rapids business was entirely dependent upon the agricultural resources of the valley. The success or failure of the farmers' crops either made or unmade the merchant's business. An exhaustless water-power pursued its noisy course through the heart of the city without turning a wheel for the manufacture of a single article of commerce for export, except what was produced by the two small flouring mills owned by the late John W. Squiers and Clemmens and Sweet, and two small sawmills owned by Harry Watrous and your honored townsman, Wm. T. Powers. At that time the flour manufactured from Grand River Valley wheat stood first in the markets of Chicago, Milwaukee and Buffalo, to which ports it was all consigned. It usually brought from 25 to 50c per barrel more than flour manufactured from wheat grown in other sections of the country. The small shipments of lumber were to Chicago and Milwaukee, mostly three inch white oak plank, used for paving the streets of Chicago.

At the annual meeting held in January, 1854, the writer was surprised by an official notice of his selection for President of the Kent County Agricultural Society. My first impulse was to decline the honor; but, finally, I concluded to accept. The records of the annual meeting for 1854 have been lost and I am forced to rely upon my memory for the names of the officers and members of the Executive Committee. I think the late Henry Seymour was Secretary, and Sluman S. Bailey or D. C. McVean Treasurer. Of this last I am not sure. The names of others that occur to me as taking an active interest in the affairs of the society during my term of office are George C. Fitch, Wilder D. Foster, D. C. McVean, David Meech, Osmond Reed, A. L. Chubb, David Schermerhorn, P. R.

L. Peirce, B. B. Church, J. C. Rogers, T. E. Wetmore, E. U. Knapp. Only four of these are still alive.

In March, a meeting of the Executive Committee was held at my office to arrange a premium list and transact other business necessary to ensure financial success at our coming exhibit, which was fixed for October and was to last three days. The most important question that came up was, Where can we secure grounds suitable for holding our fair so that we may control and collect entrance fees? At previous fairs the only bar to a free exhibit was an ordinary rail or board fence enclosing the grounds. What is now known as Ellsworth's Addition to the city of Grand Rapids was an open common, bounded on the east by Division street and on the south by the residence grounds of

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John McConnell. The exact northern and western boundaries I am unable to give. Across this open common a never-failing spring brook pursued its noisy course to the river. The owner of this open field was the Hon. Henry L. Ellsworth, of Indiana, at that time United States Commissioner of Patents in Washington. Previous to this meeting, I had written to Mr. Ellsworth and obtained his permission to fence and occupy, free of charge, this non-resident property for the benefit of the Kent County Agricultural Society. This correspondence I submitted to the Committee. The generous offer was promptly accepted and plans were matured for fencing and fitting the grounds for the coming fair. Lumber and posts were purchased of William T. Powers and an eight-foot tight board fence enclosed four acres of Ellsworth's Addition when the first successful fair of the Kent County Agricultural Society was held. The late Warren P. Mills acted as Marshal. The city military companies were out, Captain Borden with the West Side artillery, and Captain Coffinberry the East Side infantry. The city band was in attendance. It was in Captain Coffinberry's company that Captains George and Sam Judd took their first military lessons. All the departments were well represented. The exhibition of fruit was superior to the collection exhibited at the State Agricultural Fair in Detroit. The weather was favorable and the attendance for the whole three days bore testimony to the general interest for the success of the society. By invitation, the Hon. Charles E. Stewart, of Kalamazoo, who was the guest of the late Harvey P. Yale, delivered an earnest, practical address. In closing, he particularly called the attention of the society to the necessity of purchasing, while land was cheap, grounds for holding their annual fair.

The receipts were enough to pay the premiums and expenses for fencing and buildings and have a balance in the treasury. The subject of purchasing and improving their own exhibition grounds was well received, not only by the members of the society, but also the public generally. At a meeting of the officers and Executive Committee, it was resolved to act upon Mr. Stewart's advice and secure a permanent location at an early day. Accordingly, a tract of land on South Division street, then a mile from the center of business, was purchased, by contract, from J. W. Winsor, the writer advancing \$100 to make the first payment.

The Ellsworth property was occupied by the society up to the time of its incorporation, December 29, 1855. At its session in 1855, the Legislature passed an act for the incorporation of county township agricultural societies, making it optional with the Board of Supervisors of any county to spread upon the general tax roll a tax, not to exceed one-tenth of a mill on the dollar, to be levied and collected the same as other taxes, for the benefit of all societies complying with the requirements of the act, payable to the societies by the treasurer upon the order of the Board of Supervisors. The Kent County Agricultural Society was the first to avail itself of the benefit to be derived from this act, by filing with Peter R. L. Peirce, Clerk of Kent county, on December 29, 1855, the necessary documents to be presented to the supervisors, together with the petition of the officers of the society that the levy of the tax of one-tenth of one mill be spread upon

the roll for the benefit of the Kent County Agricultural Society. In all these movements to place the society on a sound financial basis Sluman S. Bailey took the leading part. It was Mr. Bailey who superintended all the preliminary steps necessary to comply with the requirements of the act, and it was Mr. Bailey, also, who represented the society before the Board of Supervisors and urged them to favorable action. Strange as it may seem, there was considerable opposition to taking any action in compliance with the law; yet it may not seem so very strange when I relate that several members of that Board of Supervisors told me that they were not aware that any such act had been passed by the Legislature until the subject was brought to their notice by our preamble and petition!

After considerable discussion our petition was granted. The officers named in the articles of incorporation were: W. S. H. Welton, President; J. W. B. Smith, Vice-President; T. E. Wetmore, Secretary; J. F. Chubb, Treasurer; George C. Fitch, Andrew Loomis, L. K. Jenne, Sluman S. Bailey and G. M. Barker, Trustees; B. B. Church and George C. Rogers, Councilors. Two years later, it became necessary to file amended articles of association in compliance with the act, which was done September 10, 1857. Article 4 of the amended articles read as follows: "The President of the said society is W. S. H. Welton; Secretary, Luman R. Atwater; Treasurer, George C. Fitch; the directors, Morgan Hunting, Cicero Potter, Sluman S. Bailey, Stephen V. Steadman and John Davis."

The money realized from the one-tenth of a mill tax, together with the sale of life memberships and the avails of the successful fairs held on the Ellsworth grounds in 1855 and 1856, furnished the ready means to commence improvements on the society's own grounds.

The charter members of the Association were W. S. H. Welton, J. W. B. Smith, J. F. Chubb, Geo. M. Barker, Andrew Loomis, Sluman S. Bailey, George C. Fitch, L. K. Jenny, B. B. Church, J. C. Rogers and T. E. Wetmore. Of these charter members only three are now living—Sluman S. Bailey, George C. Fitch and W. S. H. Welton.

Since the filing of the amended articles of association—September 10, 1857—all records of the proceedings of the Kent County Agricultural Society are lost. Only three more annual fairs were held before the grounds were turned over to the Government for a recruiting station, the exhibition buildings turned into barracks for the soldiery, and the rising and the sunset gun, and the bugle and the fife and drum awoke the echoes of the country round, and the meetings of the Kent County Agricultural Society stood adjourned without date.

W. S. H. WELTON.

Owosso, Mich.

Increasing Liberian Coffee.

The producing and exporting of Liberian coffee is showing a phenomenal increase. The export during the fiscal year 1886 amounted to 600,000 pounds, while the exports for the year ended June 30, 1896, amounted to 3,000,000 pounds. While no American ships touch at any Liberian port, yet more than one-fifteenth of the coffee is shipped to the United States via Liverpool. Coffee is the largest export.

Statistics prove that nearly two-thirds of the letters carried by the world's postal service are written, sent to, and read by English-speaking people.

The New Woman a Ghastly Failure.

If there is one country in the world where women appear, in the eyes of the foreign visitor, to enjoy all manner of privileges and to have the men in leading strings, that country is America. You would imagine, therefore, that America would be the last country where the new woman was to be found airing her grievances. Yet she is flourishing throughout the length and breadth of this huge continent. She is petted by her husband, the most devoted and hard-working of husbands in the world; she is literally covered with precious stones by him. She is allowed to wear hats that would "fetch" Paris in carnival times or start a panic at a Corpus Christi procession in Paris or a lord mayor's show in London. She is the superior of her husband in education and in almost every other respect. She is surrounded by the most numerous and delicate attentions. The Anglo-Saxon new woman is the most ridiculous production of modern times and destined to be the most ghastly failure of the century. She is par excellence the woman with a grievance, and self-labeled the greatest nuisance of modern society. The new woman wants to retain all the privileges of her sex and secure, besides, all those of man. She wants to be a man and remain a woman. She will fail to become a man, but she may succeed in ceasing to be a woman.

MAX O'RELL.

Cigarettes in Chicago.

Less than 300 Chicago tobacconists have taken out license to sell cigarettes under the new high-tax ordinance. Before the law went into effect there were about 23,000 places in Chicago where cigarettes were sold.

Association Matters

Michigan Retail Grocers' Association

President, J. WISLER, Mancelona; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.

Michigan Hardware Association

President, CHAS. F. BOCK, Battle Creek; Vice President, H. W. WEBBER, West Bay City; Treasurer, HENRY C. MINNIE, Eaton Rapids.

Detroit Retail Grocers' Association

President, JOSEPH KNIGHT; Secretary, E. MARKS; Treasurer, N. L. KOENIG. Regular Meetings—First and third Wednesday evenings of each month at German Salesman's Hall.

Grand Rapids Retail Grocers' Association

President, E. C. WINCHESTER; Secretary, HOMER KAP; Treasurer, J. GEO. LEHMAN. Regular Meetings—First and third Tuesday evenings of each month at Retail Grocers' Hall, over E. J. Herrick's store.

Saginaw Mercantile Association

President, P. F. TREANOR; Vice-President, JOHN McBRATNE; Secretary, W. H. LEWIS; Treasurer, LOUIE SCHWEMMER. Regular Meetings—First and third Tuesday evenings of each month at Elk's Hall.

Jackson Retail Grocers' Association

President, GEO. E. LEWIS; Secretary, W. H. PORTER; Treasurer, J. L. PETERMANN.

Lansing Retail Grocers' Association

President, F. L. JOHNSON; Secretary, A. M. DARLING; Treasurer, L. A. GILKEY.

Adrian Retail Grocers' Association

President, Martin Gattney; Secretary, E. F. Cleveland; Treasurer, Geo. M. Hoch.

Traverse City Business Men's Association

President, THOS. T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

Owosso Business Men's Association

President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

Alpena Business Men's Association

President, F. W. GILCHRIST; Secretary, C. L. PARTIDGE.

Grand Rapids Retail Meat Dealers' Association

President, L. J. KATZ; Secretary, PHILIP HILBER; Treasurer, S. J. HUFFORD.

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Tradesman Company,

Grand Rapids, Mich.

Around the State

Movements of Merchants.

Wearsville—James Graves has started a small shingle mill.

Pewamo—Snyder & Wilson have opened a new grocery store.

Bay City—Wm. Wallis has purchased the grocery stock of C. E. Dunsmore.

Sault Ste. Marie—Jas. Royce will open a cash grocery in the Lalond block.

Stevensville—Mrs. S. Brandes has added a line of dry goods to her millinery stock.

Jackson—Barnard, Smith & Co. have moved their hardware stock to the Goldsmith block.

Brown City—N. Schlichter has sold his meat market to Wm. Holden, formerly of Yale.

Erie—Drewior & Hilton, general dealers, have dissolved. N. Drewior continues the business.

Iron Mountain—W. F. McMyler has purchased of Ira Bean the hotel known as the Commercial House.

Trout Creek—Ralph Udall, buyer for W. H. Oakley, has gone to Buffalo to attend the G. A. R. meeting.

Manistique—H. Winkelman & Co. are succeeded by H. Winkelman in the dry goods and clothing business.

Detroit—Conrad M. Berghoefer has retired from the commission and produce house of Berghoefer & Son.

Detroit—Hannon & Springer, dealers in lumber, lath and shingles, have dissolved, Jas. Hannon succeeding.

Negaunee—Chevette & Lambert continue the blacksmithing business formerly carried on by Peter Chevette.

Thompsonville—Mrs. Mary Moore has sold her millinery stock to Mrs. Eva Ostrander, formerly of Traverse City.

Charlotte—W. H. McBride, who opened a furniture store about Feb. 1, has assigned his stock to A. D. Clark.

Whitehall—Mrs. L. Lanterberg announces her intention of closing out the shoe stock of the late H. B. Lanterberg.

Pickford—Dr. Kirby has sold his drug stock to Joseph Maltas. The Doctor will devote his entire time to his practice.

Constantine—J. W. Thomas has sold his boot and shoe stock to John Putnam, who will continue the business at the same location.

Tustin—V. S. Rolfe has purchased an interest in N. F. Starks' shoe stock and the firm will hereafter be known as Starks & Rolfe.

Belding—The Mikesell & Lloyd grocery store, which was closed several days ago, is again open, with S. E. Mikesell as manager.

Traverse City—Freeborn Gardiner has embarked in the grocery business with a new stock of goods at the corner of Oak and Front streets.

Sault Ste. Marie—A. S. Case now occupies the store recently vacated by Royce & Reynolds, which he has thoroughly remodeled.

Perrinton—W. Smith has sold his meat market to John Allenman, of Middleton, who will continue the business at the same location.

Vermontville—J. E. Haun, who was engaged in the grocery business at Charlotte for several years, has engaged in general trade at this place.

Eaton Rapids—Will J. Tucker and Miss Emma Gallery will open an exclusive dry goods store in the Minnie building about Sept. 1. They have for a number of years been in the employ of H. Kositchek & Bros., Mr. Tucker having occupied the position of head clerk in that establishment.

Munising—Wile Bros. & Co., of Buffalo, N. Y., have taken possession of the clothing and boot and shoe stock of Adams & Wickin and are closing out the same.

Hudson—Friedman Bros. have moved their stock of goods to this city from Camden, preparatory to opening a new dry goods and clothing house in the Wirts block.

Elk Rapids—Charles and Harry Thurkittle have leased the building recently occupied by Nash & Sullivan, and have opened a meat market under the style of Thurkittle Bros.

Sault Ste. Marie—Royce & Reynolds now occupy one of the finest stores in the city, having removed their grocery stock to the Ellis block, which has been fitted up especially for their use.

New Era—A. M. Spaulding and Martin Vandervan have formed a co-partnership for the purpose of handling all kinds of fruit and produce. The firm name will be A. M. Spaulding & Co.

Flint—Howard Church, for many years a druggist at Holly, has broken ground for a two-story brick store building, 100 feet deep, on Saginaw street, which he will occupy as soon as it is completed.

Kalkaska—Freeman Park has sold a half interest in his grocery stock to Mrs. O. C. Goodrich, whose interest will be looked after by her son, Dorrence Park. The new firm will be known as Park & Goodrich.

Bancroft—F. B. Sabins and W. K. Brewster have formed a copartnership for the purpose of embarking in the hardware business at Durand. Mr. Sabins has clerked in the hardware store of T. M. Euler for several years.

Ontonagon—There are about seventy-five deputy sheriffs in the woods near Lake Gogebic, looking for the escaped Calumet postoffice robber. The last official act of Mr. Robber was to put seventy-five shots through the hat of a Houghton county deputy at the time two other robbers were captured on the Porcupine Mountains.

Bingham—Mike Oberlin, general dealer at this place, will "grub stake" a party of five men from this section to visit the gold fields of Alaska next spring. Mr. Oberlin has agreed to pay all expenses of the party for one year, the amount to be expended reaching not far from \$4,000. In return for the money thus advanced, Mr. Oberlin will require each of his representatives in the frozen North to agree to give him one-half of all the gold they secure during the life of the contract.

Muir—Hatch & Baker, while making some improvements in their hardware store recently, found an old shoe made by Henrick & Mattison forty-four years ago, when they were in the shoe business. It is square-toed and has no eyelets, the holes being simply punched in the leather for the shoe-strings. Mr. Henrick is now postmaster at Stanton and his old-time partner is an inmate of the Masonic home at Grand Rapids. The shoe is on exhibition in one of Hatch & Baker's shoe windows.

Detroit—The wholesale grocers of Detroit are in better mood than they have been before for three or four years. The increase in demand this fall is not as great, compared with the past two years, as it is in dry goods, for the reason that the previous falling off had not been so marked. People can economize more closely on clothing and table linen than they can on food, and the trade in the latter never becomes quite

so slack as it does in the former. The wholesale grocers find reason for congratulation in the fact that there is some increase in demand, that goods can be sold now on a fair margin of profit, and that the prospects of getting pay for what is sold have vastly improved.

Ionia—Geo. Scott, formerly connected with the shoe firm of Scott & Gadd, started West Monday morning, calculating to go to Rocky Ford, Col. His excursion was rudely interrupted and, so far as heard from, he got only to Grand Rapids. In the deal wherein he disposed of his business, he, as book-keeper of the firm, it is alleged, represented the indebtedness at over \$700 less than it really was. Mr. Gadd, his former partner, discovered the fact on Saturday and issued garnishee summons for him. A friend, learning what was in the wind, put him on and he stayed out of sight until Sunday morning, when the summons could not be served and he got away. His bank account was attached, however, and he telephoned from Grand Rapids to his banker to settle the claim for \$360.42, one-half of the unaccounted-for indebtedness and costs.

Manufacturing Matters.

Kenton—The Sparrow-Kroll Lumber Co. is putting in a new siding to enable it to more conveniently handle the lumber piled in its extensive yards.

Elmdale—John Lenhart has purchased the store building formerly occupied by H. Lott and will utilize it as a warehouse, in connection with his grain elevator.

Bay City—Bousefield & Co. have been making repairs on their woodenware establishment, having orders enough on hand to keep the factory running for several months.

Cheboygan—Pelton & Reid have purchased 5,000,000 feet of pine timber on Pine River and will lumber it the coming winter. They will start crews laying out roads this week.

Marquette—There are more lumber camps in operation at this early date in the Lake Superior territory than at any time last winter. This will be an unusually active winter in the woods.

Benton Harbor—Ballhouse & Struben, of Kalamazoo, have contracted to remove their manufactory to this place in consideration of the citizens furnishing them a factory rent free for one year. They manufacture sulky plows, wheelbarrows and machinery for purifying water in boilers.

Marquette—Reichel Bros. have purchased from A. Mathews a large tract of land on the Salmon Trout River. They will build camps and start logging operations there at once. The tract is estimated to contain about 5,000,000 feet. Seventy-five or eighty men will be put in the camps.

Kalamazoo—The Kalamazoo Creamery Co. has been organized, with a capital stock of \$5,000, to equip and operate a factory creamery on the Comstock road, near the Botsford Paper Co. The contract for erecting the building and furnishing the necessary machinery has been awarded to the True Dairy Supply Co. at \$4,350.

Bay City—William McMorris and A. Moore, of this city, will build a sawmill on McGraw's extension of the Bagley branch of the Mackinaw division. It will give employment to about thirty men and will cut such proportion of the timber as will not be railed to this city. It is expected that the mill will have work for ten years.

Delray—The Fischer Glue Co. succeeds Fischer Bros. in the manufacture of glue.

Benton Harbor—S. C. Zombro, Trustee, has merged his business into a stock company under the style of the Zombro Lumber Co., the incorporators being S. C. Zombro, Ralph Goodrich and A. A. Covell. F. B. Christopher continues with the new company as local manager and cashier and A. A. Covell as estimator and salesman.

Detroit—Brownlee & Co., the River Rouge lumber firm, will begin the manufacture of salt in about thirty days. The Grainer plant will be used, the water being evaporated from the brine by hot steam pipes passing through the vats. A building 50x120 feet is now in course of erection, in which will be placed three vats and a settler. A storehouse 50x120 feet will be built beside the vats. The plant at first will pump salt from the Carter salt block near by and its output will be 200 barrels a day. During the winter wells will probably be sunk and the capacity largely increased. Exhaust steam from the lumber mill will run the entire plant except at night, when refuse from the mill will be used.

The Produce Market.

Apples—Eating varieties, such as Duchess and Red Astrachans, command \$2@2.25 per bbl. Cooking grades fetch \$1.50@1.75. The demand is strong and the supply is limited.

Bananas—The market is steady, but the movement is not quite up to that of last week, because of the better supply of other fruits.

Beets—30c per bu.
Butter—The market is very active and firm, the price of creamery having advanced to 17c, while fancy dairy is strong at 13c. The receipts have been light and the market tends upward from day to day. The shortage in the supply has been chiefly due to the falling off in the make.

Cabbage—40@50c per doz.
Carrots—30c per bu.
Cauliflower—\$1@1.25 per doz.
Celery—12@15c per bunch.
Corn—Green, 5c per doz.
Cucumbers—25c per bu.
Eggs—Fresh eggs continue scarce and the market is firm. The receipts of fresh eggs have fallen off nearly one-half and the price of fancy candled has advanced to 12c.

Grapes—Concords from Southern Illinois command 25c per basket.

Lemons—The market is off 75c per box. This is owing to the generally cool weather over the country. Trade is light.

Melons—Sweet Hearts, Black Spanish and Jumbos command 10@15c. Home grown are in market, but are not in very much demand, owing to their inferiority to outside stock. Indiana osage command \$1 per crate. Benton Harbor osage fetch \$1.50 per crate. Cantaloupes, large in size and fine in quality, are held at \$1@1.10. Little Gems have declined to 50c per basket.

Onions—Dry stock has declined again, being now held at 75c per bu.

Oranges—The market is firm, with a tendency to advance. Stocks are light and demand is not large.

Peaches—Hale's Early are the leading variety on the market this week, commanding \$1.25@1.50 per bu. They are large in size and fine in color and flavor, but the supply is inadequate to either the shipping or consumptive demand of the city. Early Crawford will probably begin to come in next week, but the supply will be short.

Pears—75c@1.25 per bu.
Plums—\$1@1.50 per bu.
Potatoes—More plenty on the local market. Growers realize about 40c and shippers hold at 50c.
Squash—1c per lb.
Tomatoes—Home grown command 25c per bu.
Turnips—30c per bu.

Grand Rapids Gossip

Wm. Fisher & Caplin Bros., general dealers at Stetson, have opened a branch store at Scottville. The Ball-Barnhart-Putman Co. furnished the stock.

A. B. Huellmantel, whose grocery stock at Lake Ann was destroyed in the recent conflagration at that place, has resumed business in a new building erected since the fire. The stock was furnished by the Worden Grocer Co.

The grocery firm of M. J. Vanderveen & Co., at 694 Madison avenue, composed of Martin J. Vanderveen, Peter Van Haitsma and Bertus Dys, has dissolved, Mr. Vanderveen retiring. The business will be continued by the remaining partners under the style of Van Haitsma & Dys.

The Grand Rapids School Furniture Co. has opened a branch office at Boston, placing Abraham Maskell in charge. The New England traveling representatives of the corporation will be handled from the Boston office, instead of the New York branch, as heretofore.

After writing threatening letters to the trade at intervals, to the disgust of all concerned, the Consolidated Store Service Co., of Boston, has finally concluded to "do something," having begun suit in the United States Court here against Julius Steinberg, of Traverse City. The plaintiff claims to own the original patents on all the principal cash carriers now in use and to have sustained its claims to such patents in the courts. An injunction is asked for to restrain the defendant from using the cash carriers and an accounting is asked for to compel him to pay the royalties for their use demanded by the company. There are a large number of business houses in the State using carriers claimed to infringe the patents held by the plaintiff, who threaten to begin other suits unless the users of the alleged infringing devices give up \$10 per year blood money. The Tradesman will have more to say on this matter next week.

Matters on the new market have settled down to a regular routine and, aside from the general look of newness and the improvements still in progress, one would suppose that it was a long-established institution. For the first two or three days there was some friction, on account of reluctance to pay fees, but this has about ended, although an occasional farmer will yet assert that there will be a private market in the North End or elsewhere where fees will be no more. One of the reasons why the situation is generally being accepted so favorably is that since the change sales have been unusually good. There has been a better tendency in prices in many lines and buying has been liberal and ready. This fact has, naturally, had a considerable influence in gaining the acquiescence of the farmers in the new arrangements and there is little probability of any other market schemes receiving further serious consideration. It seems unfortunate that the streets to be used as approaches to the market should be in process of improvement at the beginning of the new enterprise, as it tends to increase the unpleasant features of changing to a new place. This, with the work in progress, filling the approach across the channel, acts as a serious drawback both for sellers and buyers, but it is hoped that the

work will be pushed so that it will not interfere long. As the improvements progress there are less of the unsightly disagreeable features intruding themselves. For instance, the view from the approach toward the city has been greatly improved by the erection of a close board fence.

Collection Agencies Which Should Be Avoided.

The Tradesman has frequently warned the trade to exercise caution in dealing with the New England Trade Exchange, which is alleged to have its headquarters in Providence, R. I., and the Comstock Law and Collection Agency, which hails from Oswego, N. Y. This week the Tradesman feels called upon to caution the trade to make careful investigation before paying any money or entrusting any collections to the Equitable Adjustment Co., which has been represented in the city by a man giving the name of W. C. Edmunds, who secured several memberships at \$1 per annum, entitling the holder to have his bad debts collected on the basis of 10 per cent. commission. G. F. Dredge, the East Bridge street meat dealer, took a membership and handed over some accounts to the solicitor, who proceeded with the work of collecting, retaining not only the agreed commission, but the other 90 per cent. as well. The name of the agent is not given in the current city directory and the statement that he had an office in the Houseman building was found, on investigation, to be false. No names or addresses appear on the blanks furnished by the agent, leading to the belief that he is the "whole thing." If the "Company" was "established in 1880," as a line on the blanks would lead one to infer, Mr. Edmunds must have raked in a small-sized fortune by this time.

The Comstock agency is now attempting to force collection on a number of \$25 notes which were secured by its solicitor in exchange for memberships in the alleged organization. The notes are very cleverly worded, containing conditional sentences calculated to entrap the unaware, but the Tradesman is of the opinion that the agency would hardly dare to go into court to enforce collection on agreements so manifestly unfair and one-sided.

The peculiar feature connected with the career of irresponsible and fraudulent collection agencies is that merchants will ignore local collectors and collecting agencies whose responsibility is unquestioned and place themselves at the mercy of entire strangers concerning whom they have no means of ascertaining any facts as to standing or responsibility.

Heroic Method of a Chesaning Grocer.

A Chesaning correspondent writes as follows:

A Chesaning groceryman has a new way of settling his poor accounts. He gives the debtors thirty days' notice to settle their accounts, with the promise of a good whipping if they do not comply. One man received a good sound flogging the other day in consequence thereof, and the groceryman promised to whip him every thirty days until the account was settled.

Commenting on this method, the Detroit Free Press says:

There will be a good deal of unspoken sympathy for that Chesaning grocer who goes after delinquent debtors with a horsewhip. It would be difficult for him to give page and section of the legislative act authorizing his heroic method, but it was once said by a great financier that there are some debts that can only be collected with a club.

The Grocery Market.

Sugar—There has been no change in the refined market during the past week, although an advance is not unexpected at any time. The market is very strong, but the consumptive demand has been only fair. The European market during the past week has been unsteady, and has fluctuated up and down several points from day to day, netting about unchanged. The domestic raw market is exceedingly strong. Conservative authorities consider granulated sugar a safe purchase at 5c.

Tea—The speculators of this country, and many jobbers, have in hand considerable tea of last season's growth, while the importations of the present season's crop have been very heavy, rather more than the demand required. The very low grades of tea will not be as plentiful this season, because of the inspection laws that will keep them out. Prices will average better than last year, although good teas will not come any higher to the retailer.

Coffee—Continuation of heavy receipts at the primal points seems to be the key to the situation, which the bears are endeavoring to turn for all they are worth. When it is considered, however, that the present rate of receipts indicates that already nearly one-quarter of the crops of Rio and Santos has been received, and that but one and a half months of the crop year have expired, it would seem as if this element of depression could be of but short duration. Actual coffee shares somewhat of the depression. Most anything desirable, however, seems to be wanted at full prices. Maracaibo and other mild coffees are in good demand at unchanged prices.

Canned Goods—The corn market is hardening. Corn is late, and early frosts will cut off a considerable part of the stock for canning. Tomatoes are very firm, many canners refusing to name prices on futures. The pack will be much lighter than last year, as matters now look. About the only thing in the canned goods line that is not showing an upward tendency is canned salmon. The market for Alaska red salmon is unsettled, outside salmon having been offered at low prices. Quotations on Columbia River fish are lower than ever. The packing season has been good, and a large catch is reported from every quarter. There are several new canneries on the Columbia River, and they are making prices in order to introduce their goods. West Coast fruit is on the advance. Peaches, pears and lemon cling peaches have advanced 10c a dozen this week. The export demand for this fruit is considerable. No new canned fruit is yet on the market.

Cheese—Fancy cheese is scarce and at a premium. Prevailing weather conditions have been favorable to the making of fine cheese and the average quality is much better than usual at this time of the year. It is apt to rule higher during September and October than has been the case for several years.

Syrups and Molasses—The bulk of the demand has been for mixed syrup, which has advanced 1@2c per gallon further, as the result of the continued advance in glucose. The positions of sugar syrup and compound syrup are now about reversed. As a rule, sugar syrup rules several cents per gallon higher than the mixed, but in consequence of the stiff advances in compound, the latter is now the cheaper by from 1@2c per gallon. Sugar syrups, however, have ad-

vanced in sympathy with the advance in compound goods, but no further advance is expected. Low-grade sugar syrups are practically exhausted in first hands, and are very scarce in second hands. Molasses has also advanced, in sympathy with higher prices for syrup. There is plenty of stock on hand and further advances are not likely. The demand is fair.

Beans—The market slumped off 10c Tuesday, but the indications are that the decline was only temporary and that higher prices may be looked for in the near future.

Fish—John Pew & Son (Gloucester), write the Tradesman as follows: The New England mackerel fleet, principally Gloucester vessels, have landed to date about 7,700 barrels salted mackerel; for the same period last year about 33,000 barrels—a great shrinkage from last year. From now on to the close of the season (about Nov. 15), no one ventures to make a prediction as to what the catch will be. About two weeks ago, from all our reports, we were warranted in saying, "There is a large body of mackerel on that part of Georges Bank called 'Cultivator Shoal,' and vicinity, and the prospect looks very promising;" but since the bonitas (a shark species) have come into those waters in large bodies the mackerel have disappeared and at present no one knows where. With much regret we are compelled to quote mackerel in limited supply and few sizes only. Later on we hope for better things. The Grand Bank codfish fleet have all returned except two vessels, on their first fares, and are now on their second, and have landed about 50,000 qtls. codfish, a very small stock with which to supply the trade. The stock of codfish and kindred kinds now on hand at this season of the year is the smallest in amount that has been here for a number of years. A few years ago our Grand Bank fleet was nearly one hundred vessels; now it is thirty-two. The Georges Bank fleet is also a small one, consequently those who look for a large stock of codfish and low prices will, we think, a few months hence be disappointed. Most of our ocean products have ruled at such prices as not to give adequate returns to the fishermen, and have been on the same basis as the products of our Western farmers for the past two years. The decrease in the Grand Bank and Georges codfish fleet is caused by the low prices, making it expedient for the withdrawal of many vessels from those fisheries for a time and the engaging in fresh halibut, haddock, and other fisheries. We note an advance in Georges codfish recently of 50c a qtl. Grand Bank cod are held firm and holders are not anxious to sell at present prices. With any marked improvement in the demand, we expect they will advance 25@50c a qtl., and then the price will be very reasonable.

Austin K. Wheeler, Treasurer of the Lemon & Wheeler Company, has returned from his summer outing, which was spent in Massachusetts, Newfoundland and Nova Scotia.

Chas. E. Belknap, President of the Belknap Wagon Co., has returned from the Pacific Northwest with a satchful of orders for sleighs and wagons.

One couldn't carry on life comfortably without a little blindness to the fact that everything has been said better than we can put it ourselves.

Ask Visner for Inducement on Gillies' New York spice contest. Phone 1589.

Fruits and Produce.

The Cheese Situation at Several Eastern Markets.

New York, Aug. 24.—The receipts have shown a decided falling off, as compared with last week, while quality generally has improved and, with stronger prices paid in the country, the market has ruled firm and higher. Foreign advices have also been more favorable and cables show a further advance. While the general condition of the receipts has shown a decided improvement over those of a few weeks past, still from some sections the cheese continues faulty, and with buyers very critical regarding quality, the defective lots have dragged heavily and have had to be cut deeply in price to attract attention of speculative buyers and really nice cheese only slightly faulty had to sell at 7¢@7½¢ and more defective lots from 6½¢@6¾¢, down to 6¢. Really fancy cheese meet with only a moderate demand, but holders are steady to firm in their views on the basis of 8¢@8½¢ for large full cream colored and 7½¢@8¢ for fancy white.

Small size full cream cheese has been in much lighter supply, more especially colored, and with a good demand from the home trade, prices have ruled strong and advancing until 9¢ is a well-established price for fancy colored. Small-sized white has been more plenty than colored and is generally selling slowly, though prices of fancy are held higher in sympathy and 8½¢@8¾¢ generally asked. Part skims have been in comparatively moderate supply the past week, but the demand is slow, particularly so for grades below choice. The advance in full cream has caused holders to feel a trifle more confidence and light skims are held firmly at 5¼¢@6¢, while choice large part skims are quoted at 5¼¢@5½¢, good to prime at 4½¢@5¢ and common to fair at 3¢@4¢. Full skims are nominal at 2¢@3¢.

Utica, N. Y., Aug. 23.—The course of the cheese market during last week was upward, and the advance was more pronounced than it has been at any other time this season. There was an improvement of 1s. 6d. in the cable also, with indications of further improvement this week, or at all events very soon. The best grades of stock were well cleaned up, leaving none to go into storage. Prices closed as follows: Large colored, 8½¢; large white, 8¢; small white, 8¼¢; small colored, 8¾¢. These prices were exceeded, however, in the western part of the State, where 9¢ was paid for small colored and 8¼¢ for large. The present outlook for cheese is certainly strong and very favorable. No doubt the improvement in general business and the employment of many idle hands help in the consumption of cheese, as in many other articles of diet. The continued foreign demand is also a prime factor in the strength of the market.

There is one strong contrast between the prices of this year and those of last year. Large cheese was then selling at ¼¢ higher in New York than small; this year the small is worth easily ½¢ the more. The evidence here goes to show that while export trade was the most active feature of the market a year ago, the reverse is true this year and home trade is the stronger. Colored cheese of both sizes is also in better demand than white.

The attendance at the Board was again small in comparison with the membership, but a pretty good bunch of cheese was taken in by the buyers. The prices paid were not equal to some prices paid at other boards; but one buyer who buys freely on the northern markets positively asserted that he would rather purchase on those markets at the prices nominally paid than on the Utica market at the actual quotations here. The Secretary of the Utica Board has had two letters recently, asking how much "rebate" the salesmen here allowed to their buyers from the prices quoted in the papers. The answer was that no such thing as a rebate by a salesman to a buyer was ever

known on this market. The transactions here are bona fide and the buyer pays just what he agrees to pay, except in rare cases where a few cheese are rejected by the inspector in New York because they do not come up to the standard by which they were bought. The enquiry suggests that there are or may be places where cheese is sold where such a practice is followed, and where it is customary to allow a "rebate" from the price given out in public.

Cheese is now sold off nearly to the first of August. A few factories have from two to seven days of July yet to be marketed, but the majority have closed out the make of that month.

Little Falls, Aug. 24.—There was another good stiff market for cheese today, particularly for small colored, for which there was the most active demand. The flow of milk keeps up remarkably well when comparison is made with other seasons, and the product is large for the number of cows. The weather is favorable for grass, and early cut meadows show a nice growth of after feed, to which many cows will soon be turned in, in the effort to keep the flow of milk at the highest possible point. There is some fear expressed that the prices have been forced to a point that will shut out export business.

Armour & Co. Enter the Creamery Butter Field.

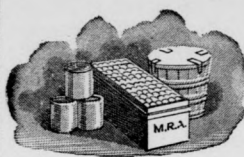
A Chicago correspondent makes the following prediction regarding the position Armour & Co. will assume in connection with the creamery butter trade of the country:

Armour & Co. have at this very minute more creameries under contract than any other concern in Chicago, and they are contracting more of them every day; not creameries that produce seconds, but extra first factories. They get them easily enough because of their enormous commercial prestige and because the shipper knows that he will get his contract price for all there is. I heard one man ask how they would dispose of all the butter, but that is the easiest proposition in the whole business. Armour & Co. have upwards of 200 large distributing houses for their products, scattered all over the country. They are having the managers of these houses come to Chicago, and are instructing them, in squads of a dozen or so, how to care for and handle butter. These men will go back to their different places and get the butter trade of their section. This is a pretty safe hazard, because Armour & Co. have the reputation of employing that kind of men. In this city they have a splendid equipment for handling butter, have their own refrigerating plant here, as well as their own line of refrigerator cars to distribute the goods. With unlimited capital and unquestioned business integrity, they are sure to do an enormous trade. They have made the boast that they are going to have the butter trade of the West; now watch them get it. What effect this competition will have on the Chicago trade remains to be seen, but it is sure to be of benefit, for a time at least, to the producer. The outcome will be watched with considerable interest by all concerned.

While a business man of Newport News and his family were sitting at table wondering why the cook was so long in getting breakfast, a tramp, who had come along just as it was to be served, sat in the kitchen eating what he wanted of it while keeping the cook quiet with a revolver.

While Ex-Ambassador Bayard was on his way to this country he remonstrated with a little boy on the steamer who had struck a little girl. He was completely staggered when the youngster turned to him and said: "Oh, what's the matter with you? You are not the only can on the dump."

It is noted that the women of the royal families of Europe are, on the average, much stronger mentally and physically than the men.



BUTTER

Handled only on Commission.

EGGS

On Commission or bought on track.

M. R. ALDEN, 98 S. Division St., Grand Rapids.

Butter and Eggs Wanted

For cash at your station.
Special attention to

Apples, Peaches, Berries, etc.

WRITE US.

Hermann C. Naumann & Co.,

Main Office, 353 Russell Street, Branch Store, 799 Michigan Avenue, Detroit.

SEEDS

New Crop Timothy.
Medium, Mammoth and Crimson clover. Alsike, Alfalfa, etc. Orchard Grass, Red Top, Lawn Grass.

New Crop Turnips. Garden Seeds, Implements, Lawn supplies.

BEANS

We are in the market for car lots or less. If any to sell, send good size sample and we will make bid for them. We are also buyers of Alsike Clover and Pop Corn. If any to offer, kindly advise us.

ALFRED J. BROWN SEED CO., Grand Rapids.

Klondike Riches



Await the Merchant who offers his customers and his neighbors' customers the

Fresh and Seasonable

Fruits and Vegetables

From . . .

The Vinkemulder Company.

PHONE 555

GRAND RAPIDS.

SEEDS

Established
1876

We carry large stock Field Seeds—Medium, Mammoth, Alsike, Crimson, Alfalfa Clover Seeds, Timothy, Orchard Grass, Blue Grass, Redtop Seeds.

We buy and sell Beans, Potatoes, Onions, Cabbage, Apples, Pears, Plums, Peaches, carlots and less. Bushel Baskets and Covers.

Peaches—Early Alexanders now in market. Hale's and Rivers peaches will soon follow. Give us your daily orders.

MOSELEY BROS.

26-28-30-32 OTTAWA STREET.

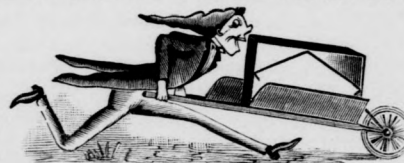
GRAND RAPIDS, MICHIGAN.

Wholesale Seeds, Potatoes, Beans, Fruits.

Harris & Frutchey

Will buy **EGGS** on track at your station and can handle your **BUTTER** to good advantage.

60 Woodbridge Street, West, Detroit, Mich.



Right Quick

We'll get there with the

Right Goods

Michigan Free Stone Peaches

Large and Fine.
Prices Right.

SWEET HEART WATERMELONS

Osage Melons and Cantaloupes, More plentiful and cheaper.

Bananas, Oranges, Lemons, Onions, Radishes, Cucumbers, Tomatoes, New Potatoes, Summer Squash, Wax Beans, New Peas, Cabbage.

BUNTING & CO., Jobbers, 20 and 22 Ottawa Street, Grand Rapids, Mich.

Pennsylvania's New Cheese Law.

August 2 a law went into effect in Pennsylvania which establishes the following standards of butter fat for each grade of cheese: Full cream, 32 per cent.; three-fourths cream, 24 per cent.; one-half cream, 16 per cent.; one-fourth cream, 16 per cent., and skimmed, anything below 8 per cent. Some manufacturers and dealers have protested against the enforcement of the law, claiming that the average creamery milk will not make a cheese having 32 per cent. of butter fat and therefore that manufacturers will have to brand a grade lower than is just or proper. Secretary Edge, of the State Agricultural Department, points to New York State reports, showing that 5,000,000 pounds of milk from 15,000 cows, when made into cheese, gave an average of 33.83 per cent. of butter fat, while other extended experiments gave an average of as high as 34.18. In all these cases the samples were tested as "green" cheese, the inference being that the per cent. of butter fat would be greater as the cheese became drier.

The Pennsylvania Department of Agriculture has ordered analyses of not less than 200 samples of cheese selected in the State, preparatory to the enforcement of the new law. Secretary Edge has been informed, on what he believes to be good authority, that Pennsylvania manufacturers have sent cheese to New York factories, where, for a consideration varying from one-half to one cent a pound, it has been branded for them. If the information proves to be correct, he will at once apply the proper remedy. The Secretary claims that Pennsylvania milk should make as good cheese as New York milk, but admits that in many cases there is more or less skimming. The object of the new law is to protect the consumer, and it is believed that in the end it will be for the good also of the Pennsylvania cheesemaker.

Western Lard Claimed to be Deficient in Oil.

From the Philadelphia Grocery World.

Considerable complaint is heard among the trade regarding the quality of some of the Western lard which is being brought into this city. While the objectionable grades of this Western product conform with the pure food law, so far as is known, in that they contain no adulteration, yet they are of exceedingly poor quality in that a good part of the oil has been extracted. Some brands of Western lard which are sold in Philadelphia are as good as many made, but others are dry and manifestly lacking in oil fats.

Local packers of lard seem to have this market at present under almost per-

fect control. They can sell a better lard at a lower price than most Western packers, because the latter must pay freight from Chicago to Philadelphia, which amounts to something on a close sale. Local packers, as a rule, pack much better lard than the Western houses make, or at least better than they send to Philadelphia, because they remove none of the oil fats. For this reason, while local lard sells at no lower price than the Western, it has the constant call over many brands of the latter product because of the superior quality.

Lard is a peculiar article to sell. With all packers it is a by-product, and its cost can hardly be considered. It must sell according to the supply and demand at whatever price the market dictates.

New German Substitutes for Coffee.

A consular report states that several factories have been established in Germany for the purpose of manufacturing a coffee substitute from cereals. The invention relates to an improvement in preparing the same, which consists in applying to the grain, during the steeping process, an electric current proportionate to the quantity and quality of the grain, whereby the proteid substances existing in the grain are altered in such a manner that, in the subsequent wasting process, only a small quantity of the products of decomposition (as pyridine and its derivatives, which are objectionable to the taste) can be formed, a substitute pleasant to the taste being obtained. Under this patent factories have also been established in Austria, France, Italy and Sweden. Application has been made for a patent in the United States.

How the Truly Good Suffer.

"Pay as you go, William," said the groceryman to his assistant. "It's a good motto."

"Yes, sir."

"And, by the way, you needn't bother so much about Mr. Jaykins. He always pays cash, and when he takes anything he knows he can't get his money back. But be very careful about Mr. Faykins. See that he gets the best of everything. He owes us \$27."

The Grocer Was Candid.

"This butter seems strong," said the young husband, at their first breakfast at home.

"Yes," she answered; "I talked to the grocer about it, and he said it was economy in the end never to buy weak butter. He said that, even although this might cost a little more, people could get along with less of it, and it would last longer."

He Raised His Salary.

"You told me last week that you would try to raise my salary," said Briggs.

"Oh, yes," replied his employer. "Well, I did. I raised it after some trouble. Believe me, I had a very hard time raising it this week."

SELECTED KALAMAZOO CELERY

The choicest Celery grown is shipped by

THE ENSING CELERY CO.,

447-449 W. NORTH STREET,

KALAMAZOO, MICH.

Correspondence solicited. Satisfaction guaranteed.

BARNETT BROTHERS

Are still at their old location, 150 South Water Street, Chicago, in the center of the largest fruit market in the United States, with ample room, occupying the entire building. Well equipped for business, they are still in the front in handling all kinds of

FRUITS

DEPOSITS AT PRINCIPAL POINTS.

Stencils furnished on application.

R. HIRT, Jr.,

Market St., Detroit.

✿ Butter and Eggs wanted ✿

Will buy same at point of shipment, or delivered, in small or large lots. Write for particulars.

ABSOLUTE

PURE GROUND SPICES, BAKING POWDER, BUTCHERS' SUPPLIES, ETC.

FOR THE TRADE.

THE VINKEMULDER COMPANY,

PHONE 555.

418-420 S. Division St., Grand Rapids.

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids.

**Antiseptic Fibre Package Co.,**

Manufacturer of Packages for marketing Lard, Butter, Jelly, Mince-meat, etc.

Sealed air tight.

Pay for themselves in securing higher prices.

187-189 Canal St.,

GRAND RAPIDS

Elgin System of Creameries.

It will pay you to investigate our plans, and visit our factories, if you are contemplating building a Creamery or Cheese factory. All supplies furnished at lowest prices. Correspondence solicited.

R. E. STURGIS,

Allegan, Mich.

Contractor and Builder of Butter and Cheese Factories, and Dealer in Supplies.

Do you want to know all about us?

Write to

Corn Exchange National Bank, Philadelphia, Pa.

Fourth National Bank, Grand Rapids.

W. D. Hayes, Cashier, Hastings National Bank, Hastings, Mich.

D. C. Oakes, Banker, Coopersville, Mich.

W. R. BRICE.

Established 1852.

C. M. DRAKE.

W. R. Brice & Co.,

Commission Merchants

Butter, Eggs and Poultry

23 South Water Street, Philadelphia, Pa.

SPECIAL NOTICE.

We want Live Poultry in Car Load Lots.

Write for Information.



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, - - - AUGUST 25, 1897.

STRUGGLE OF TRADE UNIONISM.

Such institutions of modern life as are based on principles in harmony with those of civilization and the right development of the human race may have much in them of error and imperfection brought down from the more crude conditions of the past and yet be permanent in their character. But all these have the common characteristic that they partake of the general spirit of progress to the extent that they adapt themselves to the changing conditions by the gradual elimination of incongruous elements and so assume a position in the general advance of evolution. On the other hand, those institutions which are inimical in their essential principles to the development of the best civilization may have much that seems good and philanthropic and yet cannot continue to exist. A familiar example of such an institution comes to mind in the case of American slavery. In the patriarchal system which afforded protection and care to the helpless and easy-tempered negro there was much to argue for its continuance and support. But its most essential principles were wrong, and so it was doomed to destruction, and the violence of its death was increased by the prejudices caused by that which seemed good and right in its constitution.

This reference to the ending of slavery is not made so much to note the analogy in the way of bondage, although such analogy exists, as to call attention to the fact that there seems to be in the essential principles of trade unionism that which prevents its taking a place in the ranks of progress and so dooms it to destruction. How similar this may be in manner to that which characterized the ending of slavery depends upon the hold that unionism may maintain upon the ignorant masses under its control, by the advocacy of such doctrines of equality and philanthropic regard for the welfare of its membership.

That the institution of trade unionism will not be so changed as to meet the requirements of progress and so become permanent seems manifest in the fact that in every recurring struggle there is no modification of its general principles. Its leaders are learning much of strategy from their defeats and are adapting their methods of warfare accordingly; but, in their demands for absolute, tyrannical control, not only of their membership, but of the interests

of the employer, and of those outside of their membership as well, there is no indication of change.

In the struggles now in progress it is the claim of the right to control everything which prevents a settlement. In the bituminous coal mining strikes the demand is made for general uniformity, and to attain that end the strike must be made universal. So, in mines where the wages and treatment of the men are entirely satisfactory, both to employer and employer, there is no difference—unionism claims the right to interfere and cause the stopping of work. Of course, to carry out such high-handed tyranny and usurpation, there must be something of plausible good advanced, and so there are preached the principles of universal brotherhood and equality—principles of unquestioned right, but principles which were made to serve as the foundation of the most violent and bloody revolutions the world ever saw.

The present, and all great, struggles involving the essential principles of unionism are doomed to failure. That these recurring struggles are ever likely to precipitate a general violent contest, as in the case of slavery, is becoming less probable every year—indeed, there is much that is developing in the present contests that seems to promise a comparatively harmless ending of this incongruous feature in our civilization. It is becoming evident that the spread of a truer appreciation of the principles of right is weakening the hold of unionism upon the ignorant everywhere. A significant indication is announced in the matter of the Ishpeming strike against non-union workmen, that the question is to be submitted to the membership by secret ballot. This is a most radical departure, and will mean such a curtailing of the power of personal leadership as will go far, if carried out, to destroy a most essential principle of union control.

Unionism as a disturbing element and controlling force in industry is nearing its end. If it is to continue in name it must be so modified in principles as to lose its characteristics and identity. That it may be succeeded by other organizations based on a recognition of the rights of all is indicated in the fact that such organizations are already springing up, many of them on account of the need of defense against unionism. But unionism is nearing its end.

It is sometimes discouraging to note the number of merchants who are continually being victimized by fraudulent collection agencies, unreliable commission merchants and other institutions of a questionable character which are continually being exposed in the columns of the Tradesman. The dealers who suffer from the depredations of the swindlers almost invariably belong to the class who insist they cannot afford to take a trade journal, yet they are inveigled into schemes every year which cost them dollars where the trade journal would cost them cents. "An ounce of prevention is worth a pound of cure," but too many merchants fail to keep themselves thoroughly informed on what is going on in the world and then curse their luck because they are the victims of their own ignorance.

The bulge in wheat is a big thing for the wheat farmer who still holds his grain, but is tough on the workman in the city who has to buy flour. There is always a fly in our ointment.

GENERAL TRADE SITUATION.

That the steady advance which has so long been in progress in the stock and grain markets should continue without reaction was generally considered improbable, so that the reaction which set in last week in the former, to be followed this week by the latter, takes few by surprise. Indeed, the remarkable feature had been that the speculative efforts to bear the stock market, especially, were so long unavailing.

The reaction in stocks was caused by the heavy realization of profits, and some descriptions were carried down as much as \$2 per share—a comparatively insignificant amount when the steady advance from the beginning of May is taken into consideration. All the conditions which had kept up the advance so long are still operative and there is no doubt but that a speedy recovery and advance to higher levels will soon appear.

The remarkable advance of wheat was attended by such speculative excitement that there could scarcely fail to come a reaction and, while this has been considerable, there is nothing in the statistical situation to indicate that the price will not be maintained at the present level for some time, even should it not again advance.

An important feature of general trade is the unusually large placing of orders in the great wholesale centers for fall and winter goods. New York City, especially, has secured reductions in railway fares for buyers from most Western points, which has resulted in the visit of many thousands of buyers—more than for many years—who have placed such liberal orders that a great influence on productive industry must follow.

The textile situation is still favorable, prices having strengthened for cotton products, while the advance and activity in woolen goods still holds. Sales of wool continue heavy and prices of Western stocks are well maintained or even advanced.

The iron outlook still continues favorable, new furnaces and works constantly going into operation and prices slowly strengthening.

Bank clearings continue large, although falling 1 per cent. below those of last week. The amount was \$1,140,000,000. Failures were 221, against 214 for the preceding week.

MARKED EBB OF THE TIDE.

In our present condition of industrial depression and redundancy of labor it is gratifying to discover that the great tide of foreign immigration which for some years was setting so strongly toward the United States has shown a decided loss of volume during the past year or two.

The Treasury Department has just issued a special report on immigration, in which the statement is made that the tide of incoming humanity from abroad "is at the lowest point now since the general government assumed jurisdiction over the subject in 1882." It will be possible to appreciate the size of this tide in former years when it is announced that this "lowest point," to which the Department refers, was last year 230,832 people. In ten years such an annual influx would amount, in the natural order of things, to several millions increase in the population; but these figures fell short of the preceding year by 112,435. In other words, there was a falling off last year of about one-third in the immigration from abroad as compared with the previous year. It

will be seen that the volume is still too large unless composed of the very best class of immigrants—persons with some means who are not likely to swell the pauper ranks or the ranks of cheap labor.

All nationalities showed a falling off, not only the undesirable Hungarians and Poles and Russians and lower orders of Italians, but the Germans, English and Irish, who are generally among our most desirable immigrants.

Two causes have contributed to this result: The report throughout Europe of a general stagnation of business here and embarrassed finances has had much to do in reconciling the restless population in Europe to home conditions, while another important factor has been the increased knowledge abroad of our immigration laws and the growing determination here to enforce them.

If we can keep down the tide for a few years we shall see a vast improvement, not only in the labor situation over here, but in the general improvement of social conditions. The great bulk of our immigration we can absorb rapidly, but not when discordant elements are introduced in such numbers as has been the case up to the past two or three years. We need even more stringent restrictive laws than we now have, so as to exclude the illiterate as well as the pauper and the vicious.

MANUAL TRAINING AND UNIONS.

It will be remembered that at the time of the panic four years ago the project of establishing a manual training school in connection with the city system had so far advanced that an appropriation was made for the preliminary work, but on account of that interruption the matter was allowed to drop. The friends of the project have only been waiting a return of normal conditions to take it up again, and they have secured an allowance in the school budget of \$5,000, and it is probable that the work will be pushed as rapidly as improving conditions will warrant.

In harmony with its policy of restricting apprenticeships and the spread of technical knowledge in the young, which might tend to increase competition in their trades, the central labor unionists have passed a resolution condemning the movement and calling upon the Common Council to strike the item out of the budget. It is the operation of this policy in England and this country which has given the Germans the opportunity to claim the markets of the world wherever they could gain an entrance, as a result of the care taken to increase technical education in that country in every way possible. There is tenfold more menace on this account than could ensue from the most liberal education of our own children. Indeed, such education is our only defense. But the selfish narrowness of those who shape the policy of unionism can see no danger so far away as Germany and the other technically educating countries, and their narrow selfishness prompts them to rob their own children of the opportunity to compete in the world's industries, and they must grow up to fall into the ranks of poverty and swell the armies of tramps, while the world's work is claimed by the nations of broader intelligence.

A loafer sitting eight hours a day in a saloon, looking at the sand and cigar butts on the floor, insists he does not see any evidence of the prosperity that business men say has come to the country.

BRITISH DOMINATION.

The fact that England, small as it is, has become the richest nation on the face of the earth is surprising enough, but it is made more so by the further fact that the bulk of this wealth has been accumulated within the last half century.

English statesmen early realized that they must find some means of bringing wealth from other countries. War and conquest were the methods adopted by the Romans; but they were too risky and costly. Then came the proposition to secure colonies in various parts of the world and to extort taxes and other exactions from them. That was the method employed by Spain. People will not, if they are able to make a successful resistance, submit long to that sort of robbery, and the result to England was a loss of the American colonies, after a long and expensive war. The result to Spain has been a loss of all her important New World possessions, with the exception of Cuba and Porto Rico. They will soon go the same way.

Finally, the English statesmen fell upon the device to convert their island into a workshop for all the nations of the earth. England had abundant coal and some iron, while the English people had a decided turn for mechanical invention and scientific discovery. They resorted to the method of admitting into their country, free of duty and tax, raw materials from every country in the world. These raw materials were converted into manufactured articles of all sorts, and sold broadcast over the earth.

The nations which sold the raw materials got very little for them, while England made fair profits on all the manufactures, and yet they were so good and so cheap that they could be sold to people everywhere. After becoming the world's workshop and factory, the chief concern of England was to find an ever-increasing market for her products. She found a new use for her colonies. They were no longer plundered by the tax collector. On the contrary, they were not taxed at all; but they furnished markets for English goods.

The enormous trade thus developed required an immense amount of shipping to transport the raw materials into England, and the manufactured articles to the countries where they are sold. England built and operates the ships which do this vast carrying business, and, as a result, England controls the commerce of the world.

In this way England has become enormously rich, and London is the world's money market. The markets of the world are dictated from London, and the nations and corporations that want to borrow money go there to sell their bonds and to offer their securities. English capitalists loan money to all the nations that have any credit, and to most of the great corporations of other countries, and there is always English capital seeking investment.

A review of British investments in foreign countries, printed in *L'Economiste European*, and quoted in the *New York Bankers' Magazine* for August, shows that most of the immense foreign investments of England have been made in Victoria's time, and in the latter part of it. The foreign loans of English capital are put at \$15,000,000,000 at the highest estimate, and at \$11,000,000,000 for the lowest, and they bring in an annual interest of \$400,000,000.

Eleven thousand million dollars is an almost fabulous sum in which foreign

nations are mortgaged to England. According to an estimate in *Rand & McNally's Bankers' Monthly* for August, the aggregate debt of the American people to Europe, and largely to England, for Government, state, city and corporation loans, railway shares and industrial securities, is put at a maximum of \$4,000,000,000. In addition to this four thousand million which the American people owe largely to England, they pay in cash every year \$100,000,000 for freight charges on merchandise carried in British ships. Another \$100,000,000 sent abroad by American tourists every year goes, in part at least, to England, and another \$100,000,000 or \$150,000,000, which goes abroad for interest and dividends, is also divided with England.

Thus it is that a country which, in relation to its original area and population, is one of the smallest, has been able, by its immense wealth, gathered by means of its vast commerce with other nations, to become one of the great powers of the earth, and one that always exercises a weighty influence in settling the affairs of the nations.

It has all been brought about by means of wise financial and commercial policies which have made all the trading peoples tributary to it.

Alaska costs the United States \$7,200,000. It has paid us to date \$103,000,000. This enormous sum has been derived from furs, herring, salmon, cod, ivory, whalebone and gold. At the time of the last census the United States had taken out \$76,000,000. Since then we have been enriched by \$27,000,000. Of this, \$20,000,000 has been gold and the remainder from other products. These are giant figures, but they are the exact truth. The first actual settlement of that wonderful country will begin next spring. The sum total of what it will add to the world's wealth in the coming years passes conjecture.

A law has been recently enacted in France which forbids in all French colonies the sale of anything under the name of butter which is not wholly made from milk or cream. Every package of any substitute for butter must be branded on every side with the assurance that it is not really butter. It is equally severe on oleomargarine and every other substitute for butter. Oleomargarine may be all right in its way, but every fair-minded man will be glad to hear of laws being passed, whether at home or abroad, to prevent it, or any other article, selling for what it is not.

The country home and buildings of William Rockefeller, in Westchester county, N. Y., have been assessed for \$2,500,000. Mr. Rockefeller's agent says \$125,000 was paid for the place and \$350,000 improvements have been added. He says he has instructions to offer the place for sale for the cost of the improvements, Mr. Rockefeller being willing to lose the purchase price in order to "escape the taxes." All of which tends to substantiate the truth of the claim that wealth along the Hudson has been assessed because it is able to pay rather than with a view to equity.

Foolish people are those who think they can go into a frozen country with out provisions, outfits or anything else and, as placer miners, wash a fortune of gold out of the shining sands of running streams that are not there.

The man who has no affairs of his own has plenty of time to regulate the affairs of other men.

New Brick Cigars



This brand was sold at the Island Lake Encampment and proved to be the leader, as its merits met with instantaneous recognition by the brave Boys in Blue. If you are not already handling "NEW BRICKS" please give them a trial.

Clark-Jewell-Wells Co.,

America's Finest Flour

25,000 barrels made every day. Largest production in the world. Always of uniform excellence.



A Brand That Means Something

Makes the Best Bread.
Makes the Most Bread.
Makes the Whitest Bread.

Clark-Jewell-Wells Co.,

Western Michigan Agents,
Grand Rapids.

Clerks' Corner

Are Proprietors Always to Blame?

Written for the TRADESMAN.

When I read in the letter from the fellow over the way that "she" was coming home with him, I knew that for many a weary month I should not have the pleasure of an evening with him. They wouldn't want me to be dropping unceremoniously in and so, when I saw that that weekly talk was over, I began to wonder who the next one was to be. One temporary friendship is sure to step on the heels of another, thanks to an overruling Providence, and even as I was entertaining the thought there came a determined rap on my door.

Following my hearty "Come in," there entered a young fellow who is clerking in a large department store and whom I had occasionally met in the room of "him" who now belongs to "her." He had felt, as I had, the loss of the genial company of the friend whose wedding had taken him to "that country from whose bourn no traveler returns!" and, after the regrets and condolences due to the condition of things had been exchanged, we repaired to comfortable seats on the veranda.

"I don't expect to go back to my posish on my return from my vacation. (Young men of 22 require only a respectful silence when they begin in that way, and so I put my feet against a veranda post and with an "is that so?" waited.

"Yep." (That familiarity disgusted me, but I'd see to that later.) "They don't appreciate a man down to my place and I'm going to cut 'em. I've been working there couple of years now at that lining counter and that man Woodruff promised me, when I took the place, that I should have more pay as soon as I was up to it, and that, when there was a vacant place higher up, I should have the first chance; and that's the last time I've ever heard of either of 'em. Now that's a mean way to treat a man and I've stood it about as long as I'm going to; and when I come back I'm going to walk up to Woodruff and I'm going to say, 'See here now, Woodruff, you'll have to give me more money or I'm going to quit.' Wouldn't you?"

"You have another place, or will have by that time, I suppose? Because, you know, it might be a little embarrassing if he should tell you that he couldn't make any change."

"No, I haven't. I bain't obliged to work there, or anywhere else if I don't want to. My mother rather wants me to stay in there till I've got the busi-

ness learnt; but, by the great horned spoon! I don't think I'm gitting along very fast if I've got to stay more'n two years at that blanked lining counter."

"Must be a little monotonous, I judge. They can't keep you always on the keen jump."

"I should say not! Why, there's days an' days when, for fifteen minutes at a stretch, I don't do nothing but cut my finger nails or stand with my hands in my pockets. I don't like it and I'm just agoing to quit. You see, 'there's a nigger in the woodpile.' Chilson has been in that department just as long as I have. Well, he's a blank, chuckle-headed chump, any way you can fix it, but he's related to Woodruff; and, if I'm put up, it's going to play the devil all 'round if Chilson doesn't go up to, and he can't because he—well, don't you know that there's some fellers that just git into a hole and are willing to stay there? So, you see where I am; there ain't no chance for me to climb up and so I'm just agoing to quit."

"What does your mother say about it?"

"Mother? O, she don't cut any ice in such matters. She don't care anyway. She's well fixed and all she wants is to have me contented. The idea, when I went in there, was for me to work up in the business and then put some money into it; but that's busted long ago and I'm agoing to quit."

"You have a fine wheel there. They must pay you pretty good wages or you couldn't afford it."

"O, I didn't pay for it. Mother give it to me. She looks out for me pretty well. If she didn't I should have a tough time of it. As it is, I have what I'm paid at the store for pocket-money, and I blow it in where I prefer. But what do you think about my leaving? If that blamed idjit hadn't gone off and got married I could have asked him; but that can't be and so I've come to you. Now I want you to talk to me right out and out. Hit right from the shoulder, if you feel like it. It'll do me good. Now then, sail in, old—what is it Jim calls you?"

If I had had any respect for the puppy that last attempt at a disgusting familiarity would have settled the business; and now that, at last, I had the floor, I knocked the ashes from my cigar and made answer:

"You are laboring under a number of mistakes. The first one in thinking that anybody but yourself is to blame. I have occasion, from time to time, to go through your establishment, and I have always found you with your hands in your pockets or, as you say, fussing at

your finger nails, neither occupation being looked upon as strictly business. I happen to know your manager and I know that he doesn't like that sort of thing any better than any other business man would like it; and the wonder to me is that he hasn't put another man in your place long ago. He sees, as I have, that you are not interested in your work; and I'll tell you right here that you'll never get a promotion until you deserve it—and that won't happen until you take your hands out of your pockets and go to work. That story about Chilson sounds plausible, but it's without foundation, and Chilson would have been promoted some time ago if it hadn't been for you. The worst feature of all this trouble, in my mind, lies in the fact that you are living on your mother. You don't pay any board, you don't pay for your clothes, you don't buy your own wheel—you simply 'blow in' that ten or fifteen dollars a week that you get for keeping your finger nails in order, and when it's gone you wouldn't like to tell her where it went to. It doesn't help matters to know that your mother is 'well fixed'—the disgraceful fact remains that you are abusing her mistaken kindness.

"Now, if I were you, I'd stop the whole wretched business. I'd be man and go to work. The whole thing depends on you—Woodruff told me so; and, a year from to-day, I'd have it so that I could look in the glass and see there a young man in a better position, earning his own living and leading a clean life, a comfort to his mother, the profit of his employers and the delight of an ever-widening circle of friends. Try it, young fellow, and a year from to-day come around and tell me all about it."

He seemed to take it kindly enough; and if he reports twelve months from now, the fellows who take an interest in the Clerk's Column shall read all about it. RICHARD MALCOLM STRONG.

There is a hopeful editor out in Iowa who does not propose to be stumped on the prosperous times. The other week the cancellations of mortgages exceeded the number of new mortgages made, and it claimed that this was an evidence of prosperity. The next week the mortgages exceeded the cancellations, and the paper came out and claimed that it was positive proof of prosperity, because the farmers were borrowing money to make improvements.

There is a scarcity of cents in Toronto, caused by the 15,000 Epworth Leaguers, who were there, carrying off about 50,000 of the copper coins as souvenirs. To relieve the situation, a half-ton of the cents was shipped from Montreal.

The Commercial Testing of Flours.

Michigan millers ask for some method of testing winter wheat flours applicable for commercial uses. The most natural test is by baking into bread, but this is too slow for commercial purposes, and too much dependent upon the skill of the baker. Doughing the flour and washing out the gluten is also too slow and no account is taken of soluble albumen. The method of testing must eliminate the personal equation and give incomparable numerical results. It must also be rapid and easily used by persons of ordinary skill.

The testing must also take account of the amount of water absorbed by the flour, the strength or viscosity of the dough, and the color of the surface when moistened, and also when dried. In testing, a dough is made having 50 per cent. of water and 100 per cent. flour. The strength is determined by the viscometer, by which the resistance of the dough to being forced through an aperture by a constant force or the pressure of a steel cylinder pressing upon the dough in a tube having an opening one-fourth of an inch in diameter. The test is made by noting the seconds of time in the cylinder falling through one inch. The viscometer of Jago is the model from which this instrument was made.

Tested in this way, the patent flour has less strength than the straight. Patent flour is for pastry, and straight for bread. Color testing is best accomplished by using a shallow tin wedge into which the flour is smoothly pressed, plunged under water, dried and then the surface compared with other flours, or with a scale of colors.

Australian flour is much higher colored than Michigan flours. No scale is yet made for Michigan flours, because no samples of pure Michigan flours could be obtained, as Dakota spring wheats were blended with Michigan wheats. With this year's crop millers promise specimens of pure Michigan flours, from which a scale of colors will be prepared for testing Michigan winter wheat flours.

Work will be carried on both in measuring the strength of Michigan flours by the viscometer, to make a scale for our flours, and a scale of color for determining the grade of our flours. The commercial testing of flours so that they can be graded into appropriate classes which can be recognized both in our State and in commercial centers, so as to secure uniform results at the mills, is the objective point to be reached in this work. R. C. KEDZIE.

Each one sees what he carries in his heart.



BELLE ISLE PICNIC

QUALITY
OUR
MOTTO

THE FINEST OF ALL SUMMER DELICACIES
FOR PICNIC PARTIES, OUTING PARTIES, FAMILY USE.

SUCCESSFUL SALESMEN.

W. D. Watkins, Representing Sprague, Warner & Co.

Will Delmont Watkins was born at Burlington, Branch county, Mich., July 22, 1862. His ancestors were Americans as far back as the family history can be traced, and settled at an early date in New York State at Watkins' Glen, from whom the place was named. The family removed from Burlington to Union City, where his father, Edward M. Watkins, is engaged in the grain business. He attended the public school of Union City and afterwards spent three years at the State Agricultural College, pursuing the Scientific Course. After three years of hard work, he was compelled to leave college one year before graduating on account of ill health. He returned to Union City and for the



next three years occupied the position of Teller in the Farmers' National Bank of that place. The close confinement incident to his bank duties not being conducive to his health, he was compelled to make a change of climate and spent one year in Southern California, having the good fortune to secure a position in a bank at Los Angeles. His health being much improved, he returned home and embarked in the grocery business at Union City. One year later he sold his stock and accepted a position on the road for Sprague, Warner & Co., wholesale grocers of Chicago, with whom he has now been seven years.

Mr. Watkins was married last October to Miss Minnie Cole, of Jackson, and they reside in a pleasant home in Kalamazoo, the center of a wide circle of admiring friends.

Mr. Watkins is an attendant at the Congregational church at Kalamazoo. He is not a "jiner" of secret societies, however, being content to belong to the original body—the Masonic order—and is a member of the Union City Blue Lodge, F. & A. M. Recently recognizing the advantages offered by the Michigan Knights of the Grip, he has become affiliated with that organization.

Mr. Watkins has acquired considerable property, including a fine brick block in Union City, which he holds in partnership with Mr. Faxon, of the Jackson Grocery Co.

Everybody knows "Billie" Watkins. His customers like, trust and thoroughly respect him and his visits to them are always pleasantly anticipated. While he is not, perhaps, a typical traveling man—in the broad sense of

the term—he is certainly an ideal one. Looking up the prediction of the birth day prophet for July 22, the date on which Mr. Watkins was born, the following lines aptly apply to his character: "Such fine reserve and noble reticence; manners so kind, yet stately; such a grace of tenderest courtesy."

Boycotting the Traveling Man Poor Business Policy.

Written for the TRADESMAN.

In my somewhat varied business career there has frequently reached my notice what seems to me to be not only senseless and foolhardy as relates to the merchant who adopts such tactics, but actually suicidal to any hotel manager who seeks by threats to withdraw his patronage from a merchant who buys from some drummer who chances to put up elsewhere—who assumes to dictate to a traveling man where and with whom he shall eat, what he shall drink and in what place he shall sleep.

Just so surely as water seeks its level will a properly-conducted hotel receive its share of public patronage; and traveling men are rare who influence for the good of the merchant or landlord who directly or indirectly seeks to boycott, bulldoze or in anywise hamper the free action of a traveling man.

The following incident forcibly illustrates the point in question: A traveling man, recently, who failed to secure an order, for no other reason than that he put up at the wrong hotel, took out his memorandum book and carefully wrote down the merchant's name and address, in plain view of said merchant, who asked, "What do you put my name down for? I've ordered nothing." To which the drummer made reply: "I am putting you on our list as another dampfool, for seeking to boycott one of a class that always will rank among the true business man's best friends, at the instigation and benefit of a man whose trade, at best, is of questionable worth. To those on this list we each and all are fraternally bound to give no valuable tips; to show no favors in terms; to offer no special inducements; to allow no bargains to reach, and to consider one and all such men our natural enemies and beat them on all possible occasions. Our regards are also due the landlord in question, and we are preparing for him and his ilk a banquet the principal and only course of which will be 'cold shoulder,' and its single toast, 'D-P's,' the discussion of which shall be universal among traveling men."

I asked myself, Is such a course pursued among the traveling fraternity? If not, why not? Who among all employed men are better able to judge where and with whom to lodge than this same class of men? What class can turn so much traveling trade toward or from the hotel fraternity as the Knights of the Grip? What chance has the puny boycott of a hotel man (usually of the third or fourth class—seldom of the second and never of the first) against the thousand limber tongues that surely will wag against any measure that smacks of forcing them to any act against individual judgment? If a spread of "cold shoulder" is in preparation for said landlord, would the heat of Hades be sufficient to revive the spirits of this cheerless man after he has partaken of this meager frosty lunch, served, as it would be, with the afore-mentioned "toast," if it should be universally discussed among men who may safely be designated as "The Banner Class" among the many notable classes of business men within the confines of this glorious United States? L. A. ELY.

Mrs. Jones' Home Made Catsup

Large Fluted Bottle Retail for 10 cents.

is prepared from Fresh Ripe Tomatoes and has a Peculiarly Delicious Flavor

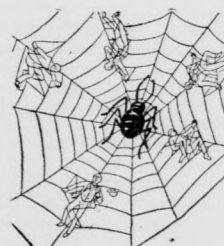
Full Pint Size Retail for 15 cents.

This Catsup has been analyzed by the Chemist of the Ohio Pure Food Commission and found to be **ABSOLUTELY PURE** and in conformity with the rigid Ohio state laws.

Take no Chances and Sell Mrs. Jones' Uncolored Catsup.

At wholesale by Clark-Jewell-Wells Co., Ball-Barnhart-Putman Co., Grand Rapids, and the best jobbers everywhere in the United States.

WILLIAMS BROS. & CHARBONNEAU, Detroit, Sole Proprietors.



Don't get mixed up in the Web of Uncertainty as to

the condition of your business through the complications of accounts.

The use of a suitable system of

Coupon Books

will cut off all annoyances and loss and thus eliminate the principal uncertainties of business. The best are made by the

TRADESMAN COMPANY,
GRAND RAPIDS.

Samples and prices will be sent on request.

Getting the People

How to Conduct an August Clearance Sale.

Twice a year almost every retail establishment has a grand clearance sale in which all the odds and ends of a six months' accumulation of business must be swept away by the mighty brooms of little prices and good advertising.

One occurs in January or February—if you remember I treated of it in an article several months ago—the second occurs in July or August, and a few remarks regarding it are now in order.

The advance guards of the fall stocks will soon be trooping in—they need the shelf and counter room now taken up by the fag ends of summer and spring stocks. The latter must be rid of—there is one way to do it and that is by a well-aimed advertising splurge and prices so small that they will induce every bargain-loving man, woman and child within a reasonable radius of your store to visit you.

Department stores, shoe stores, clothing stores, haberdashers, hatters and many more of the retail lines will find this summer clearance sale, if well directed, a strong impetus to their trade.

Let us first take general dry goods and department stores. Newspaper advertising is the best advertising, of course, but it may be supplemented by effective billboard advertising, with window and interior store displays.

A very excellent method is to take a four or five inch single or double column space—according to your advertising appropriation—and announce the sale two or three days in advance. This will tend to put people in a receptive mind for your big half or full page ad which comes out in all its glory, generally on a Sunday.

Give a good display to the top headlines and headings. I would advise that this top piece run clear across top of advertisement. Have the items set in uniform style beneath. Have two double column squares with items and prices on the two most important departments on extreme right and left sides directly under main heading, thus giving the center columns, single column each, to less important departments. If you take a full page try to carry out this arrangement throughout. Now, after this short talk about grouping the items and prices, allow me to make a few other general suggestions:

Tell clearly and pointedly in your general headline that this is your "Great Mid-Summer Clearance Sale" or "Semi-Annual Clearance Sale," and give your reasons for holding this sale. It is a good rule never to advertise a sale of consequence without giving a reason for that sale. People are unconscious analyzers of sales—they like to look for reasons—superficial or profound. Give them reasons when you can.

Do not overcrowd the advertisement. Have the whole arranged symmetrically and effectively. I wish I could insert in the body of this article a good half-page or page example of some of the good clearing sale advertisements which I have in mind, so as to illustrate this point.

Keep this sale up for one week anyway. Fire your great shot off with the first big advertisement—the succeeding advertisements need not be so large. If the first week's sale panned out all right and you think you can give it another week's whirl, go ahead and do it. You

are the best judge. Every advertiser—every merchant—every business man, must in a measure be a law unto himself. Just the same, he can pick up important points on special subjects by specialists. As a rule, this special summer clearance sale lasts two weeks. I have known extreme instances where it has been stretched as long as a month.

Use cuts—good, strong, clear talk—pay nice attention to type, rules and borders, back up your advertisements with attractive window displays, get up special department exhibits, have plenty of plain black and white price tags, paste proof of your advertisements in conspicuous points in your establishment, where the clerks, customers and floor managers can easily refer to them and if your goods are demandable and dependable you ought to be able, after the sale is over, to have your decks cleared for fall assortments and have some more ready cash in your bank.

Three or four good double half column or two full-column advertisements on a clearing sale would do lots of merchants good just now. Or, better still, if you can afford it—come out with a half-page clearance sale and supplement it with three or four good advertisements to follow the first big advertisement. In the matter of items be clear and satisfactory—it is better to slip over a little on the details than to say too little.

The summer season is not over yet by any means—and many an impecunious young man who has not secured summer suits by reason of "the high price of provisions and the stringency of the money market" will be very likely to grasp a good opportunity when properly presented in a good live advertisement.

Before sailing in on your "Great Clearance Sale" or any other sale it always pays to sit down and do some tall thinking. Call in your various buyers after you have given the subject some consideration—they will give you lots of good points. Never fly off on a tangent or go off before your gun is quite loaded. Have all the details of your sale well mapped out in your mind—then when you are ready to act you can act intelligently.

W. ANGUS McDONALD.

It will be news to most people that until recently there was a milliner's shop in New York bearing in golden letters on its front the name of Bernhardt, and with its windows filled with the latest creations of Parisian bonnet makers, especially selected for the fair Americans by the divine Sarah herself. Mlle. Larga Bernhardt, her niece, presided over the millinery, and on the strength of her name hoped to make a fortune. But "les belles Americaines" were not going to pay an extra price for their hats because they happened to have been selected by Sarah Bernhardt, and preferred to buy them in Paris. And so the Bernhardt's contents of the millinery shop in New York have been knocked down to the first bidder, and Sarah the divine will not stoop to such vicarious trade in Parisian hats and bonnets again.

Zinc ore, of which Missouri is one of the largest producers, has advanced \$3 per ton. The mines in Europe are failing, and over 12,000 tons of zinc ore have been shipped from Missouri to Wales and Belgium. Both zinc and copper are in largely increased demand for electric railways.

A suit for dissolution of partnership has been brought in Jersey City by a man who declares that his partner swears at him and threatens him, so that he dare not enter the place in which the business is conducted.

Stop the Leaks.

The drug business is one in which the sales are small, and from the nature of the stock it is liable to evaporation and leakage; natural changes spoil some of the goods and render them unfit for medicinal use.

One very serious leak is the accumulation of dead stock. Patent medicines quickly become such when the advertising stops. Although the sale may have stopped with you, in some territory covered by your wholesaler there may be a demand. Make an exchange with him at some price.

Your essential oils and perfumes have been left exposed to the sun and are no longer salable. Don't let this happen again.

Your ointments have become rancid, because you did not benzoinate your lard and keep it in a cool place.

Your camel's-hair brushes and others are moth-eaten, because you have not frequently handled them or taken care to use some moth preventive in time.

Your apprentices are careless in regard to weights and measures.

In your anxiety to do business you are too easy in the matter of credits, and bad debts accumulate. A very serious leak is loss of customers. New ones are hard to get, therefore hold fast to those you have. They are your friends; use them as such and give them no cause for complaint. Some things may occur in which you must submit to an injustice, or they will be dissatisfied and leave you, never to return. Submit cheerfully to this. Their future patron-

age will more than cover the pecuniary loss, and time will give you an opportunity to correct the temporary injustice.

Drug stores sometimes burn. Have you this leak stopped by reliable insurance?
J. W. BALLARD.

It is not the business of virtue to extirpate the affections, but to regulate them.

RUBEROID READY ROOFING

All ready to lay. Needs no painting for two years.

Is odorless, absolutely waterproof, will resist fire and the action of acids. Can be used over shingles of steep roofs, or is suitable for flat roofs. Will outlast tin or iron and is very much cheaper.

Try our pure

ASPHALT PAINT

For coating tin, iron or ready roofs. Write for prices.

H. M. REYNOLDS & SON,

Grand Rapids Office, Louis and Campau Sts.
Detroit Office, Foot of Third St.

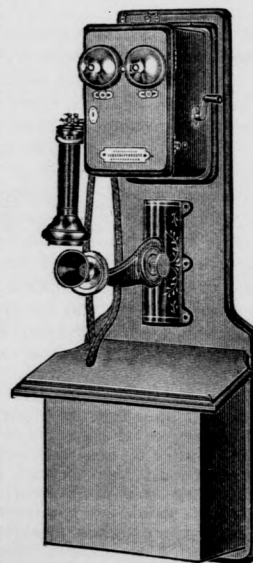
Mr. Groceryman

All of your customers use Silver Polish. Why don't you sell it to them?

SILVER *Triple* POLISH
(The no-acid kind.)

Costs \$1.00 per dozen; retails for 15 cents. Your jobber will fill your order, or we will upon receipt of the cash.

HASTINGS & REMINGTON,
Grand Rapids, Mich.



CALL UP YOUR WIFE

by telephone from your store:

YOU WILL BE SURPRISED

to learn at how little cost a perfect telephone line can be constructed if you write us for an estimate. We install complete exchanges and private line systems. Factory systems right in our line.

M. B. Wheeler & Co.,

25 Fountain Street,
Grand Rapids, Mich.

GOTHAM GOSSIP.

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

New York, Aug. 21--The general improvement continues and the large jobbing grocery houses are full of buyers. The dry goods district is crowded, and go where one will he sees well-to-do people who are evidently strangers. They go down to Wall street, through the exchanges, visit Old Trinity and St. Pauls and read the inscriptions on the graves, fill the restaurants, and, altogether, are spending a lot of money here.

Rio No. 7 is over 30 per cent. lower than a year ago, being quotable to-day at 7c, against 11¼c a year ago. The consumption is greater, but not of sufficient volume to make up the increased supply. In store and afloat there are 768,704 bags, against 478,257 bags at the same time last year. In the milder sorts there is somewhat of a scarcity of fine Maracaibos for roasters. Good Cucuta is worth 13¼c, while Padang ranges as high as 30c for fancy mats. Mocha, 18½@20c.

There has been a steady market for both raw and refined sugars, the latter being in fair demand. Granulated is listed at 5c. All orders are being promptly filled, with little if any buying ahead of current wants.

Tea is still dull, being relieved here and there by a purchase by one of the out-of-town visitors, who gets what he wants at almost any figure. Stocks are still heavy and there seems little likelihood of a better situation in the immediate future.

Rice is firm, decidedly so. Holders are confident of the strength of their position and will abate not a jot from established rates, even although it would be the means of effecting sales. Crop reports are encouraging and the output may have the effect of lowering the price in the future. It seems to be the general opinion, however, that the present is a good time to make fairly liberal purchases of this staple.

Canned goods are almost as buoyant as wheat. Tomatoes and corn are 10@15c higher than a few weeks ago. Marrowfat peas are anxiously sought for at 65c, against 55c a fortnight ago, and many packers are bewailing the fact that they made sales on the basis then prevailing. Such are the ups and downs of life. California fruits are very firm and holders will make no concession. Peaches are said to be very high at the canneries in Maryland and on the Pacific Coast, owing to the great demand for the fresh fruits from the large cities for immediate consumption. Crop reports as to corn are discouraging and the probabilities are that we shall see a steadily advancing market from now on. The same is true of tomatoes.

The spice market is quiet, but there is a little better business than a week ago. Some orders from the interior have been received and a slight advance has been made on a few articles.

Molasses and syrups are both rather dull and quotations are nominal. Somehow there seems to be a growing apathy among the people for molasses, and the "good old times" for the staple, when it was used to sweeten coffee and everything else, have gone.

California fruits are being disposed of at the rate of about 100 cars per week, to say nothing of the supply from near-by sources. Excellent prices prevail for fruits of all sorts and growers must be doing extremely well. Oranges and lemons are in light request while there is so much other fruit.

Butter is firm and the prospects are good for a steady condition for the rest of the season. Western creamery is held at 16c. Other grades are slightly advanced, but the demand is not great. Rather more export business has been done than usual.

Improvement is shown all along the line in cheese, large full cream being held at 8¼c; small size, 8c; really fancy stock, 9c.

Eggs are firm. Near-by are selling at 17c and Western at 15c. Arrivals are

moderate and the supply seems to be large enough to keep the market closely sold up.

Choice pea beans are worth \$1.20; choice marrow, \$1.42½; medium, \$1.20; California limas, \$1.40.

A Tobacco Window Display

A feature of window dressing, which may be of service to the smaller retailers, is the utilizing of empty cigar boxes arranged in various attractive designs. This is done by taking ten or a dozen empty 50 or 20-boxes of the same size, boring two holes in each through the front side and the bottom, one hole near each end of the box, the holes being bored through the front side about a quarter of an inch above the bottom, and then passing through the bottom about a quarter of an inch from the front. Through each of these holes is passed a thin, copper wire of the required length to correspond with the boxes laid side by side. The lids are then nailed down and the two wires drawn tight; the boxes will stand out with their free ends at right angles to the circles of the wires, like the fingers on the hand. This is only one design which can be suspended in the window, and as soon as the retailer catches on to the knack of making the combination he can turn out hundreds of designs which catch the eye--crosses, arches, etc.--all of which may be used in connection with advertising.

Corner in Barley.

From the N. Y. Shipping List.

Milwaukee operators say that a wealthy syndicate has been formed in Chicago for the purpose of cornering barley. A number of hapless shorts, who thought 36 cents was a high price for No. 3 barley a few weeks ago, are now frantically bidding 10 cents higher in their efforts to cover and retire at a considerable loss.

About a month ago crop prospects were favorable, but a heavy fall of rain just prior to the beginning of harvesting operations changed the entire aspect of affairs, and threshing disclosed the fact that excessive moisture had discolored the entire crop, rendering it unfit for delivery on contracts and undesirable for malting. The scramble for light-colored grain that followed the announcement was succeeded by an influx of orders that quickly advanced values 10 cents a bushel. Sixty cents is now freely predicted for new No. 2 barley, and, in view of the prospects for a higher range of values, farmers are hoarding their supplies.

The Lightest Known Solid.

From the American Machinist.

The lightest known solid is said to be the pith of the sunflower, with a specific gravity of .028, or about one-eighth that of cork. The sunflower is extensively cultivated in Central Russia, and various uses are served by its different parts, the recent discovery of the lightness of the pith essentially increasing the commercial value of the plant. For life-saving appliances at sea, cork has a buoyancy of one to five, while with the sunflower pith one to thirty-five is attained. About eight hundred cubic inches of it would weigh as much as one cubic inch of iridium, the heaviest metal.

A New Idea in Cigar Lighting.

A new cigar-lighting device is an idea developed by the cashier of the cafe of a New York hotel, and he had it carried out by a well-known firm of silversmiths. The device consists of a tiny brass alcohol lamp, shaped like a teakettle. There is a handle and a spout, and from the latter issues a jet of flame. The kettle rests on a brass platter, and to use it one must lift it by the handle and apply the flame to the cigar or cigarette.

It is right to look our self-accounts bravely in the face now and then and settle them bravely.

A cruel story runs on wheels, and every hand oils the wheels as they run.

P. STEKETEE & SONS,

WHOLESALE DRY GOODS,

GRAND RAPIDS, MICH.

We Manufacture Kersey Pants

Look over our line before placing your order. Just what you want at prices you can afford to pay. Our salesman will call if you wish it.

Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods,

Grand Rapids, Mich.

Big Talk About Circulation

Counts for little unless quality goes hand in hand with quantity--Advertisers are learning to discriminate in this matter, and are looking more and more into the character of circulation. As a matter of fact

Circulation is of No Consequence

Unless it be of a character to reach and directly interest buyers and consumers of the class of goods for which the advertiser is seeking a market.

Advertisers Care Nothing

For Circulation

That does not reach and directly appeal to the purchasing constituency of the class of goods the advertiser wishes to sell--that medium only which can show a bona fide circulation to buyers should be considered.

The Michigan Tradesman

Reaches more paid subscribers in Michigan than all other trade journals combined, and is therefore able to give its patrons better returns than any other trade journal published.

These Are Telling Points

Hardware

How Best to Foster and Preserve the Retail Dealer.

The retail merchant is to-day the most important factor of our commercial being. He is the common center around which cluster the consumers of every class. He is the pivotal point where the manufacturer and wholesaler turn from the commercial highway to the consumer, depositing their wares, the products of the mill, the loom, the factory, full in the belief that he (the retailer) is the logical and intelligent distributor, the mediator between themselves and the consumer. In the prehistoric ages, whatever may have been the customs of exchanges is largely a matter of conjecture. For hundreds of years since the advent of civilized man there has always been a mediator, a distributor, an exchanger who parceled out the larger stocks to the consumer, as his wants required. This same mediator, or middleman, has been largely instrumental in returning to the manufacturer the raw material, the product of the consumer. The retailer stands to-day where he has ever stood since civilized trading began, and where he must ever stand if our commercial being shall be preserved and made glorious.

How best, then, can we foster and preserve this most important factor—this factor without which the wholesaler must perish and the manufacturer become crippled—this prime factor alone the greatest element of strength to the commercial world, the man nearest to and most important to the consumer?

Men living to-day who have by a few years turned the half century mark have lived through fifty years of our country's greatest history. In the last fifty years we have made history faster, we have made more rapid strides, we have made larger development and pushed forward to a higher state of development than any known country of the world. Fifty years ago we were scarcely at the beginning. We were then in the primitive days of our development. Soon thereafter the fell hand of internecine war was laid upon our industries, then slowly unfolding. Our energies were taxed for our greater needs, and closer application of man's inventive tact to meet the demand caused quickened energy and in the shortest possible period we had grown from a small, young nation to one of the most powerful and resourceful of all the earth.

In twenty-five years we have seen very large manufacturing industries covering acres and acres of floor space built up from small, little beginnings. In eleven years preceding 1890 ours was a mad, eager, breathless race of rapid development. In that time more than 1,000,000 emigrants came to us from the old countries. We built nearly 90,000 miles of railroads. Quite 2,000,000 people from the denser populated portions of the East crossed the continent to the plains and California, building new homes, villages, towns and cities. Under man's tutelage our broad Western acres have yielded most bounteous harvests. Every industry—engineering, mining, manufacturing and agricultural—has laughed at man's touch and yielded a thousand fold.

This was the greatest and most rapid development and expansion ever known to the world. We had possessed all the elements needful to our development, but no cause had forced them to the front. With our greater development

came greater want—one want begetting another. Four years of war and its demands created expansion and made waste. Under expansion came constantly increasing and fictitious values. It was not necessary then to be an adept in business, and he who engaged in commercial trading was, if fairly attentive to business, usually successful. The waste of war necessitated reparation, which has gone on to its almost final completion, and with its completion comes a reaction from our too rapid development and expansion. The great army necessary to our development and the reparation of wasteful war has become an idle horde. Our home productions are many times greater than our consumption. The development of other countries in the same period as our own has largely closed the markets to our products and industries, and we awake from the period of great prosperity and industrial development to face the reality, and a more moderate pace for future advancement.

From a period of hand labor and hand production we have, almost before the thought of time, stepped into a period of large and cheapened machinery productions, where a single little machine produces in less time the represented labor of fifty or 100 men. What means this changed condition of affairs? Retrenchment, reforms, lessened prices for our products because of lessened demands, lessened productions because of already over-crowded markets, lessened margins of profits because of enforced economy of living; even Mother Earth, because of a superabundance, is not, of necessity, called upon to yield her most bounteous supplies.

Under this changed condition of affairs must we of the present generation trim the commercial sails for a continued forward advancement. To no class of people are delegated greater or more important functions of meeting these conditions and guiding the commercial craft through troubled waters than to the retail merchants of to-day. The manufacturer does not heed, and seemingly will not realize, our changed conditions. Wholesalers are trying to force our overburdened markets; schemes and all sorts of cunning are resorted to to win business from one channel to another. Down at the gateway, at the door of the consumer, stands the thoughtful retailer. He grasps the situation; he knows the consumer's wants; he knows the remedies; give to him the proposition and he will find the solution. To meet the issues and restore prosperous conditions he must:

1. Receive the aid and encouragement of manufacturer and wholesaler.
2. He must stand, as he is, the only logical dispenser and administrator of the consumer's wants—the distributor of the commercial products.

During the few years of our too rapid development large industries were built up and smaller ones begun. Our manufactured products multiplied under various forms of improved machinery, and man's cunning produced beyond our requirements, until to-day we have a congested market, crowded to a limit beyond our conception. This state of affairs has led to scheming and all forms of intrigue to keep our factories in operation and their enormous products disseminated. Adulteration of food products, deceptive and false advertising, false scheming of all sorts have been brought to bear in the pull for business. Selfishness, avarice and greed have largely governed trading.

The consumer (the producer) has become restless under the influence of market depressions; his acres do not broaden, neither does the yield increase, while the constantly lessening prices play sad havoc with his earnings; hence he is constantly casting about for a better market for his purchases, and the ever-alluring and gilded advertisement catches his eye, purloins his judgment, and he flies from supposed evils to ills he knows naught of. He turns down his best friend, the retail merchant, and embraces the supply man and department store, who will sell him a few staples at less than cost and take 100 per cent. profit on goods he knows little about.

During our development and the reparation period manufacturers were ever crowded with orders, and the question of being able to fill them was the only bother to their business. For like reasons the wholesalers were always building upon a growing and expanding business. The conditions which provided expanding markets to meet the constant demand have all too suddenly changed, and manufacturers and wholesalers are blinded to the facts, or will not concede them, and by every artifice known to man are trying to force the markets, only to the disadvantage of our commercial industries.

To the retailer must come the duty of correction. And why the retail merchant more than manufacturer or wholesaler? Because of his position in the trade, his close proximity to the consumer, his standing almost at the beginning and ending of commercial transactions. For hundreds of years the retail merchant has been the student of consumption's wants; to know the requirements, to prepare to meet them, is and has ever been his mission in trade.



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**Tinware
and
Enameled
Ware**

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Manufacturers and Jobbers,

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Grand Rapids.

Corn Hooks

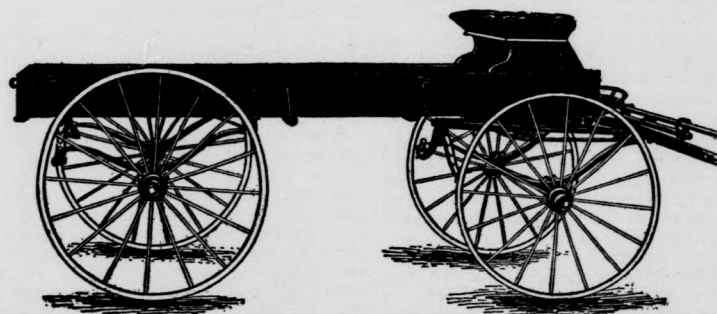


We now have

**The Brooks Corn Hook.
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The W. C. & Co. No. 1 bright.
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Get in your orders now and be ready when the demand begins.

Foster, Stevens & Co.,
Grand Rapids, Mich.



This is our **FRUIT AND DELIVERY WAGON**. Furnished with Fruit Racks when desired. The Best is none too good. See this and our complete line of hand made Harness, Carriages, etc.

Write for new catalog.

BROWN & SEHLER, Grand Rapids, Mich.

More earnestly now than ever before in our country's history must he address himself to the work before him. He must become not only a student, but an artist in the work of rebuilding our commercial industries upon strong lines of perpetuity. His labor must be unselfish, and single to the general good of our common country. His reward must be the honest increment of legitimate merchandising. A thousand little vices and ills have crept into the retail business unawares. To correct them requires application and united co-operation of all. State organizations should be effected; co-ordinate county organizations should also be instituted, as aids to state associations. Several states should be constituted a district association, and from these district organizations should come a national association. The evils easily discovered should receive the remedial appliances which the best minds of your organization shall suggest. Co-operation with manufacturer and wholesaler, and not antagonism, will do much to perpetuate associations.

Three simple remedial laws, enacted by the several states or the general government, would, no doubt, accomplish all these requirements. These laws can be offensive to no one, and must receive the sanction of every honest American citizen:

1. A law prohibiting and preventing all forms of food adulterations, so injurious to the general health of mankind.

2. A stringent law compelling the proper labeling or branding of all classes of goods and compounds made as substitutes, and so often advertised as the genuine article and sold at one-half the price.

3. A like law regulating all forms of business advertising, compelling advertisers to live up to the line and spirit of their advertisements, preventing fraud and deception of the credulous.

The first law would wipe out all injurious compounds known in the trade, as baking powders, spices, peppers, package coffees, impure teas, all nauseating and vicious compounds.

The second law would make it impossible to sell inferior and poor goods to the consumer as genuine or equal to the genuine, because the proper labeling would be the evidence of untruth.

The third law would eliminate all the schemes and double proceedings of designing tradesmen, as well as play-work of the consumer, who so frequently tries to play horse between dealers of his own or adjoining towns. It would also cut off many of those little jealousies which arise among neighboring dealers, marring the harmony and lending aid to the corrupting influences of good commercial business.

Each and every one of these laws would be a just one, wronging neither manufacturer, wholesaler, retailer, nor consumer, as they would do much toward a just correction of existing evils without injury to a single honest competitor in business.

Another commendable measure, and one that will bring you greater relief, is a cash plan of business, buying and selling. When your customer goes to the department store or catalogue house it is with cash in hand. Why, then, should he not come to you with cash? You are ever ready to sell him for his spot cash at a less price than his time payments.

Adopt to the farthest extent the cash plan, and show your patron the wide

difference between the strong and the weak factor in trade, and he will not long favor distant markets. Buying and selling for cash makes business pleasant, maintains friendship and saves money to manufacturer, seller and consumer, admitting of smaller margins of profit and larger net annual gains.

I commend to you the adoption of the cash system to the farthest limit in your business as retailers. Many manufacturers and jobbers who know your commercial worth would much prefer your time account than cash transactions, because the interest rate is so much less than the discount rate upon your purchases.

The course of every country merchant should be to encourage healthful competition, to further and aid all plans for improving the market conditions of our immense farm products. While studying your own interests you should not for a moment forget the interests of your patrons, and be ever ready to aid them in securing better prices and better market facilities for their surplus products. It is your duty, and you owe it to your patrons, to look squarely into the face of all competition, and so shape your business dealings, as to meet, and meet honestly, all classes of commercial trading. The honorable competition you fear not. It is the dishonorable competition that robs you of your rightful share of the business, and your patrons of their cash.

It is your province to decline to do business with those who do not favor your policy of action, but I am inclined to think much can be accomplished for your association and its members by friendly conferences with the jobber and manufacturer. What is true of your organization will be also true of others. You can also do much for yourselves by an earnest effort to make yours a valuable account to those you buy from by prompt paying, and working to the closest possible line of cash transactions. Confining your business to a smaller number of reputable business houses will materially aid you in the work and put you in the line of gilt edge credits.

It is not always the largest or most pretentious house that will do you the best service. You should not seek for long-time datings or time purchases, but make strong efforts for the shortest prices, time and frequent settlements. The house who shall receive your frequent requests for goods, followed by prompt settlements, will much more fully appreciate your worth than by larger requests and long-drawn-out settlements. You can always touch bottom prices with your cash, and cash brings you in touch with every market of the world, buying or selling. In your leisure moments figure out what your 1 and 2 per cent, 10 days, or 5 per cent. 30 days costs you as an annual interest rate, and you will not long ask what is the dating, but what is the cash price; and if you do not have the cash, borrow from your banker, saving money by the transaction.

Another beneficial thing to the retailer is the home distribution of the consumer's cash. Buying and selling in the home market first circulates the cash among your own people and gives every member of your community, directly or indirectly, a benefit from the transaction. Money earned at home and circulated abroad is most ruinous to your community. Few of you who have been in business for any number of years but that have accumulated more or less of

Hardware Price Current.

AUGURS AND BITS	
Snell's	70
Jennings, genuine	25&10
Jennings, imitation	60&10
AXES	
First Quality, S. B. Bronze	5 00
First Quality, D. B. Bronze	9 50
First Quality, S. B. S. Steel	5 50
First Quality, D. B. Steel	10 50
BARROWS	
Railroad	\$12 00 14 00
Garden	net 30 00
BOLTS	
Stove	60&10
Carriage new list	70 to 75
Plow	50
BUCKETS	
Well, plain	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured	70&10
Wrought Narrow	70&10
BLOCKS	
Ordinary Tackle	70
CROW BARS	
Cast Steel	per lb 4
CAPS	
Ely's 1-10	per m 65
Hick's C. F.	per m 55
G. D.	per m 35
Musket	per m 60
CARTRIDGES	
Rim Fire	50&5
Central Fire	25&5
CHISELS	
Socket Firmer	80
Socket Framing	80
Socket Corner	80
Socket Slicks	80
DRILLS	
Morse's Bit Stocks	60
Taper and Straight Shank	50&5
Morse's Taper Shank	50&5
ELBOWS	
Com. 4 piece, 6 in.	doz. net 55
Corrugated	1 25
Adjustable	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26	30&10
Ives', 1, \$18; 2, \$24; 3, \$30	25
FILES—New List	
New American	70&10
Nicholson's	70
Heller's Horse Rasps	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16	17
Discount, 75 to 75-10	
GAUGES	
Stanley Rule and Level Co.'s	60&10
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
NAILS	
Advance over base, on both Steel and Wire.	
Steel nails, base	1 65
Wire nails, base	1 75
20 to 60 advance	Base
10 to 16 advance	10
8 advance	05
6 advance	20
4 advance	30
2 advance	45
Fine 3 advance	70
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
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
PLANES	
Ohio Tool Co.'s, fancy	@50
Sciota Bench	80
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 1/4
Kip's	dis 25
Yerkes & Plumb's	dis 40&10
Mason's Solid Cast Steel	70
Blacksmith's Solid Cast Steel Hand	30c list 40&10

HOUSE FURNISHING GOODS	
Stamped Tin Ware	new list 75&10
Japaned Tin Ware	20&10
Granite Iron Ware	new list 40&10
HOLLOW WARE	
Pots	60&10
Kettles	60&10
Spiders	60&10
HINGES	
Gate, Clark's, 1, 2, 3	dis 60&10
State	per doz. net 2 50
WIRE GOODS	
Bright	80
Screw Eyes	80
Hook's	80
Gate Hooks and Eyes	80
LEVELS	
Stanley Rule and Level Co.'s	dis 70
ROPES	
Sisal, 1/2 inch and larger	5 1/4
Manilla	8
SQUARES	
Steel and Iron	80
Try and Bevels	
Mitre	
SHEET IRON	
Nos. 10 to 14	com. smooth. com.
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
SASH WEIGHTS	
Solid Eyes	per ton 20 00
TRAPS	
Steel, Game	60&10
Oneida Community, Newhouse's	50
Oneida Community, Hawley & Norton's	70&10&10
Mouse, choker	per doz 1 25
Mouse, delusion	per doz 1 25
WIRE	
Bright Market	75
Annealed Market	75
Coppered Market	70&10
Tinned Market	62 1/4
Coppered Spring Steel	50
Barbed Fence, galvanized	2 05
Barbed Fence, painted	1 70
HORSE NAILS	
An 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@3/4	12 1/4
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal	\$ 5 75
14x20 IC, Charcoal	5 75
20x28 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

TRADESMAN COMPANY
GRAND RAPIDS.

so-called obsolete stock, out of date patterns, etc.

Much good will come to you and your business by cleaning out all such goods and converting them into cash at some price, the first loss being the better one. Profit is out of the question, and the longer such goods are held, so much the longer have you tied up a portion of your capital, encumbered your store and warehouse, and to no purpose. Every piece of obsolete and shop-worn goods in your stock is a drawback to your business. Clean them out and freshen your assortment by newer productions and better grades at modern prices. Taboo all obsolete and out-of-date goods, no matter what the allurements in price or blandishments of the traveling salesman. Let the manufacturer put them into the remelt.

Manufacturers whose utmost resources have been drawn upon in past years close their eyes to the inevitable fact that expansion has run its race. Wholesalers alike will not grasp the situation, and it devolves upon you, as retailers, to apply the remedies.

Manufacturers and wholesalers, to recover their lost volume of business, are in many cases trying the double act of wholesaling and retailing. You complain of this, and justly so. Concerted action will remedy this evil; you will do this without antagonizing the manufacturer or wholesaler. You have no right to be arbitrary in your requests or demands, and should ever strive for the most harmonious dealings with those you buy from and to whom you sell. You should try to perfect yourself in the art of merchandising, instruct your sons and daughters, who are most likely to follow you, in the best methods of trading, selling and accounting.

To-day the wholesaler's position is a more precarious one than that of the retailer, and he must cease to be a factor in the business if the present trend shall continue. The preservation of the wholesaler will also largely devolve upon the retailer. The retailer can go direct to the manufacturer, importer and producer. The wholesaler cannot successfully go to the consumer.

May I not trespass upon your time for one word for the traveling salesman? For him I do not claim perfection, nor does he require any one to plead his cause. His mission is not one of trespass, or presumption, but to do the work of his employers. With all his faults and shortcomings, take him up one side and down the other and you will not find a better average among any class of men. While you cannot buy from all, nor the traveler sell to all, you can at all times give him a respectful hearing. He is your friend and conservator, holding much of good or of ill to you in his keeping. Treat him kindly and only turn him away empty handed when trade conditions demand it.

C. W. ALDRICH.

Minneapolis, Minn.

Connecticut has been charged with the manufacture of wooden nutmegs, leather hams and shoe peg oats. Now some inventive genius claims to have discovered a process which will spot tobacco in the field, so that it will be a perfect imitation of Sumatra leaf, which is quoted at a higher price than the Connecticut product.

The people of Montreal, Quebec, are much agitated over a report that their fire committee has generously agreed to pay \$8,000 for a fire engine, including freight and duty, when the same engines delivered in any American city do not cost over \$5,000.

Some Don'ts for Retailers.

The merchant who is universally kind to his aged and decrepit customers, as well as others, will gain many a dollar which his competitor in trade may lose. Stepping quickly out at the door, as an aged couple drive up in the old farm wagon, cheerily greeting them with a pleasant word and a warm handshake, assisting the old lady to the sidewalk, and carrying in her baskets of butter, eggs, etc., will be remembered and talked about more than once, long after he is out of sight and hearing.

It is the small and seemingly insignificant attentions to youth and age which are sooner or later repaid a hundred fold. Kind words, looks and actions cost nothing, yet the absence of these may often lose a good customer. Sometimes ill health causes one to be irritable and petulant, when no person is in a fit condition to wait upon customers.

Many merchants instruct their employees to pay particularly careful attention to young children who may be sent to the store. The little ones are very sensitive and will notice the cheerful, smiling face and the apparent anxiety to please and wait upon them, and they are glad to go to such a store again. I have often known merchants to deprecatingly say to a lady or gentleman they may be serving, "Won't you excuse me a moment while I wait upon this little child?" and the act was commended by all.

As a rule, it is better not to keep any pet animals in a store—particularly a grocery—unless confined in a cage. If it be necessary to keep a cat, be certain that it has a chance to go out and in at all hours, and that no eatables are left exposed. I once went into a grocery to purchase some crackers. As every clerk was engaged, I strolled about the large room for a few moments and, happening to look into an open barrel, I saw it was half filled with crackers, and a large handsome yellow and white tabby was in the center of it industriously making her lunch from the contents. I did not enquire for crackers at that store—either then or afterward!

Dogs are a well-known nuisance in or about any store and, whether the merchant is aware of it or not, drive away more custom, by simply being seen

there, than they would sell for, ten times over! Of course, in a country store it may be quite excusable to leave a watchdog inside during the night; but do not have him around in the daytime. And another thing—it is a thoughtless or ignorant farmer who will permit his own to go to a store with him on any occasion.

* * *

In these days of delivery wagons, stores may be more easily kept in good order—especially a grocery—as fewer people congregate in them than formerly. In the absence of such throngs of people the stores are more free from mud and dust and are, therefore, much cleaner than in past years. Many orders for goods are now made out at home. Then again, a lady stops her carriage at the store a moment, merely to leave an order, and then drives on. The old features of the trade have entirely disappeared and samples are really about all that is necessary to have in sight. I can remember, however, when it was necessary for a farmer, specially on Saturdays, to start early to town if there was much business to be transacted, else he could make up his mind to return long after dark, as everyone took up so much time. In the present era of package goods, cash carriers, many female clerks, labor-saving devices, electric cars and better wagon roads, time is partially annihilated and a far greater amount of work can be accomplished in a given number of hours.

* * *

One subject I approach with diffidence, fearing adverse criticism; and yet I "know whereof I speak" upon this material for thought. Nothing can be too rich, elegant or cleanly about a public place of business; but the day laborer in his soiled working dress is embarrassed and will hesitate to enter beside the richly-attired ladies and gentlemen of leisure. Except that there may be palace stores designed especially for the wealthy, and which will pay the proprietors for catering to that class of customers, may we not overreach the profitable bounds in the construction and embellishment of places of business? "But, in this great Republic dazzling wealth and squalid poverty walk side by side—then why should not both purchase at the same counter?" you say. They should, and sometimes do;

but it is like sitting side by side at the same table, and both classes are more or less embarrassed or annoyed at this close contact. I have seen an old farmer in his working dress sit on or stand near his wagon in the street while his wife entered the richly-furnished store with its carpeted floor, and elbowed her way through the throng of customers and hurriedly made a small purchase; and, when I have said to the man, "It's too cold for you out here—why don't you go inside, where it's warm?" he would glance down at his soiled boots and plain homespun and reply, "I'm too dirty to enter there—no place for me." I know many such persons of both sexes who do all the business they can at the plainer stores and seldom enter the palatial places of business.

The merchant who expects to cater to those only who wish to pay for pleasing the eye, and for grandiloquence and flattery, may do business in this kind of building. Let all others stand aloof.

FRANK A. HOWIG.

Telephone Topics.

A St. Louis man has discovered a new disease, which he calls "telephone nausea." The other day, after sending a telephone message, his face grew pale, his lips twitched, and he pressed his hand against the pit of his stomach. "I'm deadly sick," he remarked to a friend. "Telephoning does it. Every time I talk through one of the things I'm overcome with nausea, which seems seated right in my stomach. Sometimes it is an hour or so before I recover." "That is just my fix, exactly," said his friend. "I am made ill every time I use the Bell telephone to talk any distance. The charges I am compelled to submit to, where there is no competition, are high enough to give any man chills and fever."

It is reported that the \$750,000 the Michigan (Bell) Telephone Co. expects to realize from the sale of the bonds secured by the mortgage on its properties will be devoted to the purchase of the competing telephone systems in the State and the acquirement of modern equipment and apparatus which will enable the Bell exchanges to give as good service as most of the independent companies are giving.

There is no right without a parallel duty.

They all say

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

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

Commercial Travelers

Michigan Knights of the Grip.

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Board of Directors—F. M. TYLER, H. B. FAIRCHILD, JAS. N. BRADFORD, J. HENRY DAWLEY, GEO. J. HEINZELMAN, CHAS. S. ROBINSON.

Lake Superior Commercial Travelers' Club.
President, W. C. BROWN, Marquette; Secretary and Treasurer, A. F. WIXSON, Marquette.

Gripsack Brigade.

We are never jealous of the competitor who fails.

Good intentions and bad pay often travel the same road.

Train yourself to go fast enough to catch up with a mistake.

If you hang too much on promises the hook is liable to break.

The road to failure is greased, while the road to success is rocky and steep.

To find yourself on the verge of failure is sometimes to get near to success.

You never have time to brag about yourself and your goods on the same day.

If you spend too much time prophesying you will never learn much about profits.

Too many traveling men imagine that a criticism of themselves is an insult to the Almighty.

If you climb the ladder of success carefully the rounds will never break under your weight.

If words were dollars there are some traveling men who would be millionaires in less than a year.

We can see our competitors' faults clear across the State, but can't see our own under a microscope.

Those men who "kick" hardest when they get "done up" laugh hardest when they do up the other fellow.

Trying to convince some traveling men of their errors is like fighting a bad smell with a galling gun.

One of the greatest inventors of the age is the merchant who invents excuses for not paying his bills.

The man who will beat you out of one dollar only wants an opportunity to beat you out of a thousand dollars.

The commercial traveler who fails to cultivate his trade is like the farmer who sits on the fence and watches the weeds grow.

You would better be damned for refusing credit to a poor pay customer than cussed out by the house when it tries to collect.

When a poor pay customer extols some competitor's line of goods you can bet he has asked and received an extension from him.

It doesn't make any difference how many merchants criticize your grammar. See to it that they have no opportunity to criticize your goods.

J. J. Dooley is making his semi-annual pilgrimage among Michigan druggists in the interest of the H. E. Bucklen Co. He is accompanied by his wife.

The man who asserts that he can't learn anything new about his business proves that his capacity for learning would have as much room in a mustard seed as a bat would in a church.

Stephen T. Bowen (John H. Miller & Co.), who was confined to his bed at the Park Place, at Traverse City, several weeks by reason of an attack from his old enemy, rheumatism, has been taken to his home in Chicago.

I. M. Eldridge, of Flint, formerly with A. J. Johnson & Co., of Rochester, N. Y., has taken the position of Western agent for Copeland & Co., shoe manufacturers of Lynn, Mass., and will open an office in Chicago Sept. 1.

Fred A. Eldridge, formerly with A. J. Johnson & Co., has taken a position as traveling salesman for Pingree & Smith, of Detroit. His territory will embrace Kentucky and half a dozen other Southern States. He will start on his first trip about Sept. 1.

Milton Kerns, who covered the jobbing cigar trade many years for Dilworth Bros., now carries the samples of E. G. Keller & Son, of York, Pa. Mr. Kerns has visited the principal Michigan cities with marked regularity for twenty years and has probably taken as many fish out of Michigan streams and lakes as any non-resident in the country, angling being his hobby.

Twenty-three Additions to the Membership List.

Flint, Aug. 22—Seventeen active and six honorary members have joined the Michigan Knights of the Grip since my last report, as follows:

ACTIVE MEMBERS.

H. E. White, Kalamazoo.
Richard T. Rollins, Kalamazoo.
Lyman S. Reed, Laingsburg.
Chas. E. McDonald, Jackson.
Chas. V. Cable, Kalamazoo.
Arthur S. Cowing, Kalamazoo.
C. H. Thayer, Kalamazoo.
Harry D. Bumgardner, Dayton, Ohio.
W. D. Royce, Owosso.
Geo. F. Press, Grand Rapids.
D. M. Rogers, Kalamazoo.
D. Binkhorst, Kalamazoo.
Hiram Eare, Bay City.
H. B. Colman, Kalamazoo.
A. G. McEachron, Detroit.
Jace Darow, Charlotte.
N. B. Carpenter, Grand Rapids.

HONORARY.

Wm. Jewell, Calumet.
F. G. Rogers, Canton, Ohio.
W. J. Poyser, Canton, Ohio.
H. A. Cavnah, Canton, Ohio.
E. J. Lamberton, Rochester, Mich.

I have received proofs of death of John D. Davis, No. 2,879, of Grand Rapids, who died of fatty degeneration of the heart at Kalamazoo, June 10. I have received notice of the death by suicide of Tom. H. Baker, No. 4,371, who resided at Shelby.

Assessment No. 2 for 1897 was called Aug. 1, due Sept. 1. Hurry up, boys, and get in out of the wet.

DELL C. SLAGHT, Sec'y.

Movements of Lake Superior Travelers.

F. G. Horton (Penberthy, Cook & Co.) Sundayed at Marquette the 23d.
H. O. McMain (Ordean-Wells Co.) is on his vacation. Gone with the old soldiers to Buffalo.

W. F. Mitchell is doing the copper country this week.

"Sweet" Wm. Monroe (W. H. Edgar & Son) does not make his home at the Hotel Clifton at Marquette now, but in a private family.

J. W. Richards (W. Bingham Co.) is down from Duluth. Says things look brighter at the head of the lake.

Boycott develops sometimes at an early age. The 10 year old son of a Marquette traveler whose father receives an express package quite often was much displeased the other day to see the American Express Co.'s wagon drive up. The boy enquired why it was that his father didn't have all his packages sent by the Western. In response to the reason why he was working against the American, the boy replied: "Cause the American won't let us ride."

Ten Months of Filled Cheese Law.

From the American Agriculturist.

Most wholesome features of the national filled cheese law include the possibility of knowing just how much is made, and obliging the makers to properly label the product. If this is not always done it is the fault of the authorities who have in charge the execution of the law rather than the law itself. Investigation into the practical workings of the law, just completed by this journal, show that the output of filled cheese during the past few months of flush of milk and low prices for the raw product is actually less than in late winter and early spring. The northern district of Illinois produces practically all the filled cheese and official figures show the facts above stated. For example, compared with 241,000 pounds made and stamped last February and 355,000 pounds in March, the product fell off to 215,000 pounds in May and about 200,000 pounds in June.

Outside of the Chicago territory, which includes the few filled cheese factories of Northern Illinois, our returns from the various internal revenue districts scattered in leading dairy states show that practically no filled cheese is made. Internal Revenue Collector Bracken, of Indianapolis, reports to us that one license was taken out to retail the product last October, one in November, and one in May of this year. The collector of the sixth district of Missouri, located at Kansas City, advises us that two licenses were taken out to retail filled cheese last September, and one since, and that stamps have been purchased sufficient to affix to 1,975 pounds of filled cheese. In response to enquiries as to the business of the past ten months, collectors at the following cities advise us that in all the districts represented by them no licenses to manufacture or retail filled cheese have been issued since the law went into effect, nor has there been any sale of revenue stamps for filled cheese: Cincinnati, Leavenworth, Omaha, Milwaukee, Detroit, Cleveland, and in the Eastern consuming districts, Pittsburg and Hartford. That is to say, in all the territory indicated, filled cheese is practically an unknown quantity unless handled surreptitiously.

His Name Was Familiar.

A traveling man had occasion to pay a business visit to Lebanon, Ohio, one day lately. He was accompanied, as usual, by a large and varied assortment of trunks and grips. When he alighted from the train he immediately set about to find a drayman to haul the trunks and grips to the hotel. He hadn't long to look, for a veteran gray-haired son of Ham approached him and solicited the job. The baggage was loaded on the old rickety dray, and the drummer jumped on to ride up town with his goods. On the way the man with the order book and hardened cheek cracked jokes and jollied the old driver as only a drummer can. Finally he asked his name.

"My name, sah, is Gawge Washington."

"George Washington," repeated the drummer; "why, that name sounds familiar. I believe I've heard it before somewhere."

"I 'spect you has, sah," the old darkey rejoined. "I've been dribbin' dis heah dray for twenty-seven years, sah." Not a muscle of the ebony face relaxed, and he looked straight ahead. The drummer says the story is always good for a big order.

The human heart has secrets that it never reveals, even to the possessor.

Silence is the fool's safety and the wise man's strength.

Photographs

of
Samples, Display Cards, Etc.

It often occurs that traveling salesmen find photographs of such articles as are too large to carry a great convenience. The engraving department of the Tradesman Company is prepared to furnish such photographs of the best quality on short notice.

HOTEL WHITCOMB

ST. JOSEPH, MICH.

A. VINCENT, Prop.

Whitney House

Best Hotel in Plainwell, Mich. Only house in town holding contract with Travelers' Educational Association of America.

Chas. E. Whitney, Prop.

Cutler House at Grand Haven.

Steam Heat. Excellent Table. Comfortable Rooms. H. D. and F. H. IRISH, Props.

Northern Hotel,

J. L. Kitzmiller, Prop.

Cor. Grove and Lafayette Sts., Greenville, Mich.

Hotel Normandie of Detroit Reduces Rates.

Determined to continue catering to popular demand for good hotel accommodations at low prices, we reduce the rates on fifty rooms from \$2.50 to \$2 per day, and rooms with bath from \$3.50 to \$3.

The popular rate of 50 cents per meal, established when the Normandie was first opened, continues.

Change of rates will in no way affect the quality, and our constant aim in the future will be, as in the past, to furnish the best accommodations for the rates charged.

Carr & Reeve.

The New Griswold House

Has NOT reduced its rates but has 100 of the

Newest Rooms in Detroit

at \$2.00 per day. Meals Fifty cents. Rooms with bath and parlor \$2.50 to \$3. Most popular moderate priced hotel in Michigan.

Postal & Morey,
Detroit, Mich.

NEW CITY HOTEL

HOLLAND, MICH.

We pledge the Commercial Travelers of Michigan our best efforts.

Rates \$2.00.

E. O. PHILLIPS, Mgr.

COLUMBIAN TRANSFER COMPANY

CARRIAGES, BAGGAGE AND FREIGHT WAGONS

15 and 17 North Waterloo St.,

Telephone 381-1

Grand Rapids.

Commercial House

Iron Mountain, Mich.

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

\$2 per day.

IRA A. BEAN, Prop.

NEW REPUBLIC

Reopened Nov. 25.

FINEST HOTEL IN BAY CITY.

Steam heat, Electric Bells and Lighting throughout. Rates, \$1.50 to \$2.00.

Cor. Saginaw and Fourth Sts.

GEO. H. SCHINDHETT, Prop.

Will Pay YOU

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.

HOTEL NEFF

FRANK NEFF, Propr.

GRAND LEDGE, MICH.

Rates, \$1.00.

One block east of depot.

Drugs==Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

S. E. PARKILL, Owosso	Term expires Dec. 31, 1897
F. W. R. PERRY, Detroit	Dec. 31, 1898
A. C. SCHUMACHER, Ann Arbor	Dec. 31, 1899
GEO. GUNDRUM, Ionia	Dec. 31, 1900
L. E. REYNOLDS, St. Joseph	Dec. 31, 1901

President, F. W. R. PERRY, Detroit.
Secretary, GEO. GUNDRUM, Ionia.
Treasurer, A. C. SCHUMACHER, Ann Arbor.
Coming Examination Sessions—Sault Ste. Marie, Aug. 24 and 25; Lansing, Nov. 2 and 3.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President—A. H. WEBBER, Cadillac.
Secretary—CHAS. MANN, Detroit.
Treasurer—JOHN D. MUIR, Grand Rapids.

GUARANTY LABEL.

John J. Sourwine's Plan, as Outlined at Grand Ledge.

It has always been my belief that the evil of price cutting, especially as applied to the drug trade, has many worse features than the mere business destroyer, and that the general public should be apprised of its destructive results in every detail.

It breeds deception, substitution, illiteracy, unprofessionalism, unbusiness-like methods, and lower morals, which in turn inaugurates a lower standard of remedies, heretofore possessing merit, and encourages the public to seek the still cheaper article; science has lost its vantage ground, the merchant his respectability, and unsuspecting humanity gained—maltreatment.

The student, the graduate, the competent pharmacist, has such an exceedingly low estimate placed upon his mental training and practical knowledge that he also soon forgets professional ethics in the mad rush of illiterate competition and loses his identity in the vortex of barter and trade. When learned physicians are forced to practice quackery to earn a reputation, and well-qualified pharmacists are driven to the level of common "fakirs," the time is certainly ripe for a plan or method by which the true profession can be elevated to a higher sphere of citizenship. I have further believed that any plan or means adopted, and pushed with sufficient vigor to insure enthusiasm and activity among those interested, would ultimately succeed in accomplishing the desired reforms. Our procrastination fortifies the opposition in the estimation of the uninformed, and a worthy cause suffers for want of a valiant and dignified defense.

What our calling requires to-day, more than anything else, is a start on a business-like basis, with some plan which is not susceptible to the whims of the proverbial old fogey, the chronic kicker or the dead man trying to do a live business; a plan broad enough in its beneficent results to secure the hearty co-operation of the manufacturer and retailer on an equal footing, yet rigid enough in its tenets to deal intelligently with a serious situation. A plan drawn and practiced upon honor alone would soon cast discredit and shady reflections on its own genealogy, as the tares that have already crept in have seemingly choked the entire field. But when an agreement is reached whereby the manufacturer's and retailer's interests become identical, the rest will be comparatively easy, and from the fact that one of the large manufacturers has already inaugurated a movement in this direction, it is evident that the retailers are not alone in their efforts to secure protection against the price-cutting evil.

Some time ago the Pabst Brewing

Co., of Milwaukee, offered four very liberal prizes for the best four articles on this subject, and opened the contest to the druggists of the United States. Replies were received from every state and territory, and ranged in size from a postal card to a four sheet poster, which would indicate that the general sentiment is to try something. My paper was awarded one of the prizes and, while I do not claim perfection for it in its present condition, yet I believe it can be made effective if taken up by the manufacturers and supported by the retailers.

To attempt to organize the manufacturers, wholesalers and retailers into one body, and then agree upon a certain line of action for mutual protection, is a task greater than the capabilities of our best organizers, but the adoption of the National Guaranty Label by the National Association makes it compulsory on the rest to follow.

1. It guarantees to the manufacturer that he will receive the benefit of his advertising, and that his goods are sold when called for. If the goods are meritorious, they are handled through the proper channels, and the supply is always equal to the demand. No one can place a similar article on the market and pass it off as genuine, as his goods are protected from the time they leave his hands until they are in those of the consumer.

2. The retailer is assured that his stock is not to be depreciated by some irresponsible person across the way who seeks to gain trade by making leaders of his staple articles. Nor will the druggist who is inclined to do so be able to cut prices and remain in business long, as in nearly every town and village he has competitors who can defend their own interests by enforcing the provisions of the Guaranty Label. It also enables him to assist in advertising the merits of goods sold under a positive guarantee, that they are genuine, that they are fresh and worthy of confidence. It will be still further to his interest to let the public know that he and the manufacturers are doing business hand in hand.

3. The public will soon learn to purchase medicines of responsible dealers who are doing business on a plan that checks against fraud and deception. In a very short time, the Guaranty Label will be more familiar to the public than the best advertised preparation, and each purchaser, to guard against frauds or possible mistakes, will require that the label be placed upon every article he buys in the drug line. He will also soon learn that where the National Guaranty Label is displayed and used, there an honest business is conducted, that deception is not practiced and substitution is prohibited.

Some skeptics may view this plan with suspicion and as being in the nature of a trust, but it cannot be so construed, as it only seeks to maintain existing prices long established, and places the responsibility on those who are measured by statute as to their competency. I ask nothing from my country or countrymen that has not enough of the true spirit of liberty about it to be called American, but I do claim that when any branch of our commerce falls into disrepute, as the drug trade of to-day, it should be remodeled, and upon lines in harmony with the views of those who seek to elevate it.

I desire to submit herewith my plan of self-protection to the business interests of legitimate concerns, established by years of study and application to

principles, to the druggists of Michigan for their consideration, seeking only to elevate the commerce of our republic to the plane of Christian citizenship. My feeble yet earnest effort is not biased merely by the hope of individual reward for an acceptable method of elevating an honorable profession above the level of gross deception, imitators and cut-throat devices, but in the hope that I may also assist in placing legitimate trade in the sphere of moral development. In this era of low prices, imitators, fakirs and stagnant firms, the honest survivor has learned that the dishonest advertiser, the cut-throat department store and all other illiterate venders of merchandise are looked upon as the successful business men and the real benefactors of the human race. He has also become painfully conscious of the fact that honor in the business world of to-day is to an alarming degree only a flitting memory of other days. His signal of inevitable distress is answered from the top of some cut-price concern with a white muslin streamer bearing the legend: "Prices cut in two." His wail of despair in the throes of illiterate competition is lost in the sea of drowning thousands like himself who cherished honor in business life and lost; and as a survivor of this deplorable condition, still struggling with fate, intermingled with a remnant of humanity whose estimation of citizenship occupies the same altitude as the price of their worthless goods, I believe that the day has already dawned when the honest tradesman should assert his rights by rearranging the battlements in defense of his own position.

The plan or method which I have outlined places the whole matter under a National head, and yet can be adopted with the same effective results by a single firm, so far as his products are concerned. But the prime object to be attained is that it places the transgressor, or would-be cutter, in the category of either perjurer or counterfeiter, and in either case there is sufficient punishment in any state to fit the crime.

There is also an excrement of indigent humanity, whose present and prehistoric instincts preclude the pos-

sibility of their ever evolving anything through manual labor to enrich the world's commerce, but whose dormant forces seem destined to suck the life-blood from inventive genius and pauperize the active brain, and, as a result, many of the victims of this despicable condition, who hold certificates of long study and learning, are forced to accept positions from their destroyers, and under whose registered ability the vampires of the age continue their work of destruction.

Under the method which I have suggested neither perjury nor subtle theft could give them a license to traffic on the spoils of a ruined enterprise. I believe, therefore, that commercial piracy should be classified as a criminal offense and that their opportunities be restricted by conditions susceptible to the laws of our country.

I am also convinced that, if the manufacturers will adopt this method, giving the same publicity to the National Guaranty Label that they do to the merits of their goods, and cautioning the public against purchasing from a druggist who cannot furnish it, in less than one year "cutting" in the drug line will have ceased. Then multiplied thousands will re-christen into a National anthem that old camp-meeting song: "Ain't I Glad I'm Out of the Wilderness!"

The Drug Market.

Opium, Morphine and Quinine—These three staples are all firm, but unchanged in price.

Alcohol—On account of the decided advance in corn, this article is 2c per gal. higher.

Essential Oils—Anise is firm at the advance noted last week and still higher prices are looked for. Cassia is also very firm and advancing. Peppermint is decidedly weak and is offered lower than last year.

Linseed Oil—The unprecedented advance of flax seed has advanced the price of oil 10c per gal. the last ten days and very much higher prices are looked for. Present quotation is only nominal, as an advance of 5@8c more would not surprise any one.



MILTON KERNS,

Manufacturer,

No. 52 9th Street, Pittsburgh, Pa.

El Puritano

Finest 10c Cigar on Earth

Couchas	1-20	\$55.00
Bouquets	1-40	\$58.00
Perfectos	1-20	\$60.00
Cabinets	1-40 (5 1/2 in.)	\$70.00

B. J. REYNOLDS,

Grand Rapids.

BATEMAN & FOX,

Bay City.

JOHNSON & FOSTER,

Detroit.

Distributors for Michigan.

"MASTER" "YUMA"

The best 5 cent cigars ever made. Sold by

BEST & RUSSELL CO., CHICAGO.

Represented in Michigan by J. A. GONZALEZ, Grand Rapids.

WHOLESALE PRICE CURRENT.

Advanced—Alcohol, Linseed Oil.
Declined—

Acidum		Conium Mac. 35¢ 50		Scilla Co. 50		Morphia, S.P. & W. 1 95¢ 2 20		Sinapis 18		Linseed, pure raw.. 45 48	
Aceticum. 60¢ 8		Copaiba 1 10¢ 1 20		Tolutan 50		Morphia, S.N.Y. & C. Co. 1 85¢ 2 10		Sinapis, opt. 30		Linseed, boiled... 47 50	
Benzoicum, German 70¢ 75		Cubebae 1 00¢ 1 10		Prunus virg. 50		Moschus Canton.... 65¢ 80		Snuff, Maccaboy, De 34		Neatsfoot, winter str 65 70	
Boric. 40¢ 42		Erigeron 1 00¢ 1 10		Os Sepia 15¢ 18		Myristica, No. 1... 15¢ 18		Voes. 34		Spirits Turpentine.. 30 35	
Citricum 30¢ 5		Gaultheria 1 50¢ 1 60		Pepsin Saac, H. & P. D. Co. 1 00¢ 1 10		Nux Vomica, po. 20 15¢ 18		Soda Boras, po. 7 9			
Hydrochlor 30¢ 5		Geranium, ounce. 1 50¢ 2 00		Pielis Liq. N.N. 1/4 gal. doz. 2 00		Pielis Liq. N.N. 1/4 gal. doz. 2 00		Soda Boras, po. 7 9			
Nitrosum 12¢ 14		Lavendula 1 00¢ 1 10		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00		Soda et Potass Tart. 26¢ 28			
Oxaleum 12¢ 14		Limonis 1 20¢ 1 40		Pielis Liq., quarts. 1 00		Pielis Liq., quarts. 1 00		Soda, Carb. 3 1/2			
Phosphorium, dil. 60¢ 65		Mentha Piper. 1 20¢ 1 40		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00		Soda, Bi-Carb. 3 1/2			
Salicylicum 1 25¢ 1 40		Mentha Verid. 2 10¢ 2 25		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00		Soda, Sulphas. 2 60			
Sulphuricum 1 25¢ 1 40		Morruhe, gal. 1 00¢ 1 10		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00		Spts. Cologne. 2 60			
Tartaricum 36¢ 38		Myrcia, 4 00¢ 4 50		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00		Spts. Ether Co. 50¢ 55			
		Olive. 75¢ 3 00		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00		Spts. Myrcia Dom. 2 44			
Ammonia		Pielis Liquida. 10¢ 12		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00		Spts. Vini Rect. bbl. 2 49			
Aqua, 16 deg. 40¢ 6		Pielis Liquida, gal. 10¢ 12		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00		Spts. Vini Rect. 1/2 bbl. 2 52			
Aqua, 20 deg. 60¢ 8		Pielis Liquida, gal. 10¢ 12		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00		Spts. Vini Rect. 5 gal. 2 54			
Carbonas. 12¢ 14		Pielis Liquida, gal. 10¢ 12		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00		Less 5c gal. cash 10 da's. 1 45			
Chloridum 12¢ 14		Pielis Liquida, gal. 10¢ 12		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00		Strychnia, Crystal. 1 40¢ 1 45			
		Pielis Liquida, gal. 10¢ 12		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00		Sulphur, sublim. 2 1/2			
		Pielis Liquida, gal. 10¢ 12		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00		Sulphur, Roil. 2 1/2			
		Pielis Liquida, gal. 10¢ 12		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00		Tamarinds. 2 1/2			
		Pielis Liquida, gal. 10¢ 12		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00		Terebenth Venice. 28¢ 30			
		Pielis Liquida, gal. 10¢ 12		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00		Theobromae. 42¢ 45			
		Pielis Liquida, gal. 10¢ 12		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00		Vanilla. 9 00¢ 18 00			
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		Pielis Liquida, gal. 10¢ 12		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00					
		Pielis Liquida, gal. 10¢ 12		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00					
		Pielis Liquida, gal. 10¢ 12		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00					
		Pielis Liquida, gal. 10¢ 12		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00					
		Pielis Liquida, gal. 10¢ 12		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00					
		Pielis Liquida, gal. 10¢ 12		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00					
		Pielis Liquida, gal. 10¢ 12		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00					
		Pielis Liquida, gal. 10¢ 12		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00					
		Pielis Liquida, gal. 10¢ 12		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00					
		Pielis Liquida, gal. 10¢ 12		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00					
		Pielis Liquida, gal. 10¢ 12		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00					
		Pielis Liquida, gal. 10¢ 12		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00					
		Pielis Liquida, gal. 10¢ 12		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00					
		Pielis Liquida, gal. 10¢ 12		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00					
		Pielis Liquida, gal. 10¢ 12		Pielis Liq., pints. 1 00		Pielis Liq., pints. 1 00					
		Pielis Liquida, gal. 10¢ 12		Pielis Liq., pints. 1 00							

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
Castor Oil.....	60
Diamond.....	50
Frazer's.....	75
IXL Golden, tin boxes.....	75
IXL, tin boxes.....	75
Paragon.....	55

BAKING POWDER.	
Absolute.	
1 lb cans doz.....	45
1 lb cans doz.....	85
1 lb cans doz.....	1 50
Acme.	
1 lb cans doz.....	45
1 lb cans doz.....	75
1 lb cans doz.....	1 00
Bulk.....	10



Arctic.	
1 lb cans, 6 doz case.....	38
1 lb cans, 4 doz case.....	66
1 lb cans, 2 doz case.....	1 00
1 lb cans, 1 doz case.....	5 00
6 oz Eng. Tumblers.....	85
El Purity.	
1 lb cans per doz.....	75
1 lb cans per doz.....	1 20
1 lb cans per doz.....	2 00
Home.	
1 lb cans 4 doz case.....	35
1 lb cans 4 doz case.....	55
1 lb cans 2 doz case.....	90

JAXON	
1 lb cans, 4 doz case.....	45
1 lb cans, 4 doz case.....	85
1 lb cans, 2 doz case.....	1 00

Jersey Cream.	
1 lb. cans, per doz.....	2 00
9 oz. cans, per doz.....	1 25
6 oz. cans, per doz.....	85

Our Leader.	
1 lb cans.....	45
1 lb cans.....	75
1 lb cans.....	1 50

Peerless.	
1 lb. cans.....	85

BATH BRICK.	
American.....	70
English.....	80

BLUING.	
CONDENSED PEARL	
BLUING	
1 doz. pasteboard Boxes.....	40
3 doz. wooden boxes.....	1 20

BROOKS.	
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.	
8s.....	7
16s.....	8
Paraffine.....	8

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

CHEESE.	
Acme.....	9
Amboy.....	8 1/2
Byron.....	9
Elsie.....	10
Gem.....	9
Gold Medal.....	9
Ideal.....	9
Jersey.....	9
Lenawee.....	9 1/2
Riverside.....	9 1/2
Sparta.....	8 1/2
Brick.....	9
Edam.....	7 1/2
Lelden.....	18
Limburger.....	15
Pineapple.....	43
Sap Sago.....	18

CHOCOLATE.	
Walter Baker & Co.'s.	
German Sweet.....	22
Premium.....	31
Breakfast Cocoa.....	42

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

Chicory.	
Bulk.....	5
Red.....	5

COCOA SHELLS.	
20 lb bags.....	2 1/2
Less quantity.....	3
Pound packages.....	4

CREAM TARTAR.	
Strictly Pure, wooden boxes.....	35
Strictly Pure, tin boxes.....	37

COFFEE.	
Green.	
Rio.	
Fair.....	10
Good.....	12
Prime.....	13
Golden.....	14
Peaberry.....	15

Santos.	
Fair.....	14
Good.....	15
Prime.....	16
Peaberry.....	17

Mexican and Guatemala.	
Fair.....	16
Good.....	17
Fancy.....	18

Maraicao.	
Prime.....	20
Milled.....	21

Java.	
Interior.....	20
Private Growth.....	22
Mandehling.....	24

Mocha.	
Imitation.....	22
Arabian.....	24

Roasted.	
Clark Jewell-Wells Co.'s Brands	
Fifth Avenue.....	28
Jewell's Arabian Mocha.....	28
Wells' Mocha and Java.....	25 1/2
Wells' Perfection Java.....	25 1/2
Sancabo.....	28
Valley City Mocha.....	18 1/2
Ideal Blend.....	14
Leader Blend.....	12

Worden Grocer Co.'s Brands	
Quaker Arabian Mocha.....	31
Quaker Mandehling Java.....	30
Quaker Mocha and Java.....	28
Toko Mocha and Java.....	25
Quaker Golden Santos.....	21
State House Blend.....	18
Quaker Golden Rio.....	17

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.....	11 50
Jersey.....	11 50
McLaughlin's XXXX.....	11 50

Extract.	
Valley City 1/4 gross.....	75
Felix 1/4 gross.....	1 15
Hummel's foil 1/4 gross.....	85
Hummel's tin 1/4 gross.....	1 45

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

CLOTHES PINS.	
5 gross boxes.....	40

CONDENSED MILK.	
4 doz in case.	
Gail Borden Eagle.....	6 75
Crown.....	6 25
Daisy.....	5 75
Champion.....	4 50
Magnolia.....	4 25
Challenge.....	3 50
Dime.....	3 35

COUPON BOOKS.	
TRADESMAN'S CREDIT COUPON	
TRADESMAN'S CREDIT COUPON	

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

ONE CENT COUPON	
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.	
50 books.....	1 00
100 books.....	2 00
500 books.....	10 00
1,000 books.....	17 50

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

DRIED FRUITS—DOMESTIC	
Apples.	
Sundried.....	3 1/2
Evaporated 50 lb boxes.....	5 @ 6

California Fruits.	
Apricots.....	9 @ 10
Blackberries.....	6 @ 2
Nectarines.....	7 1/2 @ 9
Peaches.....	8 @ 9
Pears.....	12
Pitted Cherries.....	12
Raspberries.....	12

California Prunes.	
100-120 25 lb boxes.....	3 1/2
90-100 25 lb boxes.....	4
80-90 25 lb boxes.....	4 1/2
70-80 25 lb boxes.....	5
60-70 25 lb boxes.....	5 1/2
50-60 25 lb boxes.....	6 1/2
40-50 25 lb boxes.....	7
30-40 25 lb boxes.....	7 1/2
1/4 cent less in 50 lb cases	

Raisins.	
London Layers 2 crown.....	1 50
London Layers 3 crown.....	1 50
Delicias.....	2 75
Loose Muscatels 2 Crown.....	4 1/2
Loose Muscatels 3 Crown.....	5 1/2
Loose Muscatels 4 Crown.....	5 1/2

FOREIGN.	
Currents.	
Patras bbls.....	5 1/2
Vostizzas 50 lb cases.....	5 1/2
Cleaned, bulk.....	7
Cleaned, packages.....	7 1/2

Peel.	
Citron American 10 lb bx.....	12 1/2
Lemon American 10 lb bx.....	12 1/2
Orange American 10 lb bx.....	12 1/2

Raisins.	
Ondura 25 lb boxes.....	7 1/2 @ 8
Sultana 1 Crown.....	9 1/2 @ 9 1/2
Sultana 2 Crown.....	9 1/2 @ 9 1/2
Sultana 3 Crown.....	9 1/2 @ 9 1/2
Sultana 4 Crown.....	9 1/2 @ 9 1/2
Sultana 5 Crown.....	11 1/2

FARINACEOUS GOODS.	
Farina.	
Bulk.....	3
Grits.	
Walsh-DeRoo Co.'s.....	2 40
Hominy.	
Barrels.....	2 25
Flake, 50 lb. drums.....	1 00

Beans.	
Dried Lima.....	3 1/2
Medium Hand Picked.....	1 10
Maccaroni and Vermicelli.	
Domestic, 10 lb. box.....	60
Imported, 25 lb. box.....	2 50

Pearl Barley.	
Common.....	2 60
Chester.....	2 10
Empire.....	2 30

Peas.	
Green, bu.....	60
Split, per lb.....	2

Rolled Oats.	
Rolled Avena, bbl.....	3 75
Monarch, bbl.....	3 50
Private brands, bbl.....	3 75
Private brands, 1/2 bbl.....	1 75
Quaker, cases.....	3 20

Sago.	
German.....	3 1/2
East India.....	3

Wheat.	
Cracked, bulk.....	3 1/2
24 2 lb packages.....	2 50

Fish.	
Cod.	
Georges cured.....	4
Georges genuine.....	5
Georges selected.....	5 1/2
Strips or bricks.....	5 @ 7 1/2

Halibut.	
Chunks.....	10
Strips.....	9

Herring.	
Holland white hoops keg.....	60
Holland white hoops bbl.....	7 50
Norwegian.....	13
Round 100 lbs.....	2 50
Round 40 lbs.....	1 30
Scaled.....	13

Flackerel.	
Mess 100 lbs.....	11 50
Mess 40 lbs.....	4 90
Mess 10 lbs.....	1 30
Mess 8 lbs.....	1 07
No. 1 100 lbs.....	9 75
No. 1 40 lbs.....	4 20
No. 1 10 lbs.....	1 13
No. 1 8 lbs.....	93
No. 2 100 lbs.....	8 00
No. 2 40 lbs.....	3 50
No. 2 10 lbs.....	95

Sardines.	
Russian kegs.....	55
No. 1, 100 lb. bales.....	1 90
No. 2, 100 lb. bales.....	1 90

Trout.	
No. 1 100 lbs.....	4 00
No. 1 40 lbs.....	1 90
No. 1 10 lbs.....	55
No. 1 8 lbs.....	47

Whalefish.	
No. 1, 100 lb. bales.....	6 00
No. 2, 100 lb. bales.....	5 00
40 lbs.....	2 70
10 lbs.....	75
8 lbs.....	63

FLAVORING EXTRACTS.	
D. C. Vanilla.....	1 20
2 oz.....	1 50
3 oz.....	2 00
4 oz.....	2 20
6 oz.....	3 00
No. 8 400.....	6 00
No. 10 600.....	8 00
No. 2 T. 1 25.....	2 00
No. 3 T. 2 40.....	3 00
No. 4 T. 2 40.....	3 00

Jennings'.	
No. 1 D. C. Lemon.....	1 20
2 oz.....	1 50
3 oz.....	2 00
4 oz.....	2 20
6 oz.....	3 00
No. 8 400.....	6 00
No. 10 600.....	8 00
No. 2 T. 1 25.....	2 00
No. 3 T. 2 40.....	3 00
No. 4 T. 2 40.....	3 00

HERBS.	
Sage.....	15

SOAP.

Laundry.

Armour's Family.....	2 70
Armour's Laundry.....	3 25
Armour's White, 100s.....	3 25
Armour's White, 50s.....	3 20
Armour's Woodchuck.....	2 55
Armour's Kitchen Brown.....	2 00
Armour's Mottled German.....	2 40

JAXON

Single box.....	2 75
5 box lots, delivered.....	2 70
10 box lots, delivered.....	2 65

JAS. S. KIRK & CO.'S BRANDS.

American Family, wrp'd.....	3 33
American Family, unwrp'd.....	3 27
Dome.....	3 33
Cabinet.....	2 20
Savon.....	2 50
Dusky Diamond, 50 6 oz.....	2 10
Dusky Diamond, 50 8 oz.....	3 00
Blue India, 100 1/2 lb.....	3 00
Kirkline.....	3 75
Bos.....	3 65

One box American Family free with five.

Schulte Soap Co.'s Brand.



Single box.....	2 80
5 box lots.....	2 70
10 box lots.....	2 70
25 box lots.....	2 60

Wolverine Soap Co.'s Brands.



Single box.....	2 65
5 box lots, delivered.....	2 60
10 box lots, delivered.....	2 50

Allen B. Wrisley's Brands.

Old Country, 80 1-lb. bars.....	2 75
Good Cheer, 60 1-lb. bars.....	3 75
Uno, 100 1/2-lb. bars.....	2 50
Doll, 100 10-oz. bars.....	2 05

Scouring.

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

Washing Powder.



100 12 oz pkgs.....	3 50
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STARCH.



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

Kingsford's Silver Gloss.

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

Diamond.

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

Common Corn.

20-lb boxes.....	4 1/2
10-lb boxes.....	4 1/2

Common Gloss.

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

STOVE POLISH.



No. 4, 3 doz in case.....	4 50
No. 6, 3 doz in case.....	7 20

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.....	5 63
Domino.....	5 50
Cubes.....	5 25
Powdered.....	5 25
XXXX Powdered.....	5 38
Mould A.....	5 25
Granulated in bbls.....	5 00
Granulated in bags.....	5 00
Fine Granulated.....	5 13
Extra Fine Granulated.....	5 13
Extra Coarse Granulated.....	5 13
Diamond Confection A.....	5 00
Confec. Standard A.....	4 88
No. 1.....	4 75
No. 2.....	4 75
No. 3.....	4 75
No. 4.....	4 75
No. 5.....	4 49
No. 6.....	4 50
No. 7.....	4 44
No. 8.....	4 38
No. 9.....	4 31
No. 10.....	4 25
No. 11.....	4 19
No. 12.....	4 08
No. 13.....	4 00
No. 14.....	3 94
No. 15.....	3 81
No. 16.....	3 81

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.

Clark-Jewell-Well's Co.'s brand.	
New Brick.....	35 00
Morrison, Plummer & Co.'s b'd.	
Governor Yates, 4 1/2 in.....	58 00
Governor Yates, 4 1/2 in.....	65 00
Governor Yates, 5 1/2 in.....	70 00
Monitor.....	30 00

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

Quintette.....	35 00
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G. J. Johnson Cigar Co.'s brand.

No. 1 wrapped, 2 lb. boxes.....	20
No. 1 wrapped, 3 lb. boxes.....	25
No. 2 wrapped, 2 lb. boxes.....	20

S. C. W.

H. Van Tongeren's Brand.	
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160s.....	35 00
200s.....	35 00

160 Imperials.....	24 50
200 Fancy.....	25 00
150-170-200.....	24 50

Strictly choice 300s.....	23 75
Strictly choice 300s.....	24 00
Fancy 300s.....	24 50
Ex-Fancy 300s.....	25 00

Medium bunches.....	1 25
Large bunches.....	1 75

Fig's, Choice Layers.....	10
Fig's, New Smyrna.....	10
Fig's, Natural in 30 lb. bags.....	10
Dates, Fards in 10 lb boxes.....	8
Dates, Fards in 60 lb cases.....	6
Dates, Persians, H.M. B., 60 lb cases, new.....	5 1/2
Dates, Sairs 60 lb cases.....	4

Star Green.....	35 00
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Miscellaneous Brands.	
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American Queen.....	35 00
Mallory.....	35 00
Michigan.....	35 00
Royal Knight.....	35 00
Sub Rosa.....	35 00

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

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

Star Green.....	35 00
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Star Green.....	35 00
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Star Green.....	35 00
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Star Green.....	35 00
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Star Green.....	35 00
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Star Green.....	35 00
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Star Green.....	35 00
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Star Green.....	35 00
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Star Green.....	35 00
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Candies.

Stick Candy.

Standard.....	6 1/2 @ 7 1/2
Standard H. H.....	6 1/2 @ 7
Standard Twist.....	6 @ 8
Cut Leaf.....	8 1/2 @ 8 1/2
Jumbo, 32 lb.....	5 63
Extra H. H.....	5 50
Boston Cream.....	5 25

Mixed Candy.

Competition.....	6 1/2 @ 7
Leader.....	7 1/2 @ 7 1/2
Conserv.....	7 1/2 @ 7 1/2
Royal.....	7 1/2 @ 7 1/2
Ribbon.....	8 @ 8
Broken.....	8 @ 8
Cut Leaf.....	8 @ 8
English Rock.....	8 1/2 @ 8 1/2
Kindergarten.....	9 @ 9
French Cream.....	9 @ 9
Dandy Pan.....	10 @ 10
Valley Cream.....	13 @ 13

Fancy-In Bulk.

Lozenges, plain.....	9 @ 9
Lozenges, printed.....	9 @ 9
Choc. Drops.....	11 @ 11
Choc. Monumentals.....	11 @ 11
Gum Drops.....	5 @ 5
Moss Drops.....	5 @ 5
Sour Drops.....	7 1/2 @ 7 1/2
Imperial.....	8 1/2 @ 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, plain.....	25 00
Lozenges, printed.....	25 00
Imperial.....	25 00
Mottoes.....	25 00
Cream Bar.....	25 00
Molasses Bar.....	25 00
Hand Made Creams.....	80 @ 80
Plain Creams.....	80 @ 80
Decorated Creams.....	80 @ 80
Straw Rock.....	80 @ 80
Burnt Almonds.....	1 25 @ 1 25
Wintergreen Berries.....	25 00

Caramels.

No. 1 wrapped, 2 lb. boxes.....	20
No. 1 wrapped, 3 lb. boxes.....	25
No. 2 wrapped, 2 lb. boxes.....	20

Fruits.

Oranges.

Choice Naples.....	3 50
Rodis.....	3 75
160 Imperials.....	24 50
200 Fancy.....	25 00
150-170-200.....	24 50

Lemons.

Strictly choice 300s.....	23 75
Strictly choice 300s.....	24 00
Fancy 300s.....	24 50
Ex-Fancy 300s.....	25 00

Bananas.

Medium bunches.....	1 25
Large bunches.....	1 75

Foreign Dried Fruits.

Fig's, Choice Layers.....	10
Fig's, New Smyrna.....	10
Fig's, Natural in 30 lb. bags.....	10
Dates, Fards in 10 lb boxes.....	8
Dates, Fards in 60 lb cases.....	6
Dates, Persians, H.M. B., 60 lb cases, new.....	5 1/2
Dates, Sairs 60 lb cases.....	4

Nuts.

Almonds, Tarragona.....	12 1/2 @ 12 1/2
Almonds, Ivaca.....	11 @ 11
Almonds, California, soft shelled.....	7 1/2 @ 7 1/2
Brazil new.....	10 @ 10
Filberts.....	12 1/2 @ 12 1/2
Walnuts, Greenobles.....	10 @ 10
Walnuts, Calif No. 1.....	10 @ 10
Walnuts, soft shelled.....	12 @ 12
Calif.....	12 @ 12
Table Nuts, fancy.....	11 @ 11
Table Nuts, choice.....	10 @ 10
Pecans, Med.....	10 @ 10
Pecans, Ex. Large.....	10 @ 10
Pecans, Jumbos.....	12 @ 12
Hickory Nuts per bu.....	3 @ 3
Ohio, new.....	3 @ 3
Cocconuts, full sacks.....	3 50 @ 3 50
Fancy, H. P., Suns.....	7 @ 7
Fancy, H. P., Flags.....	7 @ 7
Roasted.....	7 @ 7
Choice, H. P., Extras.....	7 @ 7
Choice, H. P., Extras, Roasted.....	6 @ 6

Grains and Feedstuffs

Wheat.

Wheat.....	88
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Winter Wheat Flour.

Local Brands.....	
Patents.....	5 75
Second Patent.....	5 25
Straight.....	5 05
Clear.....	4 60
Graham.....	4 90
Buckwheat.....	3 40
Rye.....	3 75
Subject to usual cash discount.....	
Flour in bbls, 25c per bbl. additional.....	
Worden Grocer Co.'s Brand.....	
Quaker, 1/2s.....	5 00
Quaker, 1/4s.....	5 00
Quaker, 1/8s.....	5 00

Spring Wheat Flour.

Spring Wheat Flour.	
Clark-Jewell-Wells Co.'s Brand.	
Pillsbury's Best $\frac{1}{8}$ s.....	6 10
Pillsbury's Best $\frac{1}{4}$ s.....	6 00
Pillsbury's Best $\frac{1}{8}$ s.....	5 90
Pillsbury's Best $\frac{1}{8}$ s paper.....	5 90
Pillsbury's Best $\frac{1}{4}$ s paper.....	5 90
Ball-Barnhart-Putman's Brand.	
Grand Republic, $\frac{1}{8}$ s.....	6 00
Grand Republic, $\frac{1}{4}$ s.....	5 90
Grand Republic, $\frac{1}{8}$ s.....	5 80
Lemon & Wheeler Co.'s Brand.	

Woman's World

Who Constitute the Self-Supporting Class?

I really don't know of anything more calculated to make a sensible person tired than to read the census reports of women who are engaged in "self-supporting occupations." The list includes women lawyers and doctors, women who are clerks and typewriters and actresses and writers, and those who are engaged in all sorts of freak occupations; but among the women who are enumerated as earning an honest living by their own labor there is not one single wife or mother. The woman who makes and bakes and mends and sews and cleans and scrubs from one year's end to another; who nurses the sick and comforts the afflicted; who spans the erring and forgives the repentant; whose business hours include every single one of the twenty-four; who is the mainstay of the family and the bulwark of the nation—this woman is not officially considered as earning her living.

On the contrary, she is "supported," and is expected to be properly grateful for it. The position of housekeeper and homemaker to a family is universally regarded as being a perfect sinecure. The woman who occupies it has nothing at all to do. She has only to arise in the morning, before the rest of the family, to see that the children are properly washed and dressed and the breakfast on time and that everybody's individual taste in the matter of food and drinks has been remembered.

Then she can find her husband a clean handkerchief, and look up his hat where he left it the night before, and sew on a button, and keep the baby from crying until he gets off, and wave him a gay farewell from the gallery, for a woman must always be cheerful, you know, under all circumstances. After that she can turn her attention to getting the children off to school, and mend a rent in Johnny's coat, comb Mary's hair, hear Billy say over his speech, help a little on a composition, work out a sum in arithmetic, put up lunches, interview the groceryman and butcher and baker, after which she is free to sit down and do the work of a seamstress on the family sewing machine until it is time to see about dinner.

Now, I am one of those who believe that the woman who fills worthily such a role as this is doing the finest work in the world. It is the occupation to which God himself set womankind. It is a career so broad that there is no talent or gift, no ideal or inspiration that may not find its worthy expression in it. The woman who can kiss a baby's hurt and make it well is a greater surgeon than a Mary Putnam Jacobi. She who shows little children the way to heaven knows more of what lies beyond the stars than a Maria Mitchell sweeping the glittering arch of the skies with her telescope. The industry, the prudence, the foresight that might have made many a woman a Hetty Green in finance has been expended in warding off poverty from a humble cottage home. Love has lent many a mother's needle inspiration and given it an art that a Worth or a Doucet would have envied. These things are not achieved without labor, and it is time that we dropped the old fiction that housekeeping and taking care of a family is a pleasant diversion for an idle hour. It is work, heart-wearing, nerve-wrecking, never-ceasing work.

Of the women who are engaged in "self-supporting" occupations, as the census reports say, we hear more than enough. They go about with the sounds of the trumpet and brazen instruments proclaiming their own praises and achievements. Perhaps this is the reason we have rather overlooked the importance of the profession in which the woman who keeps house and makes a home is engaged. Her profession is one that embraces all other professions, and she is really the most versatile of her sex. Just think, for a moment, what we expect of her—not of some woman who is a phenomenal genius, a sort of Admirable Crichton in petticoats—but just of any ordinary, everyday sort of woman—the kind of a woman we know by the dozen and to whom we would run across the street in a moment if the baby got sick suddenly or we wanted a new pattern for a sleeve cap.

We expect her to be as much a model of neatness and order as a ship's captain, with a place for everything and everything in its place. Of course, the rest of the family are at liberty to strew things right and left and leave them where they finished using them, but we expect her to be a kind of an Old Sleuth detective who can always locate the hatchet, or the corkscrew, or last night's paper, or a missing pair of gloves, and be able to follow up the slightest kind of a clew to the whereabouts of the bicycle wrench.

She must display the incorruptible justice of the Supreme Court in settling quarrels among the children, and know when badness is the result of original sin, and when the outcome of a disordered stomach—when to use the slipper and when to send for the doctor.

She must be a financier who can make \$1 do the work of \$2, and know where to spend to keep up appearances, and where to save for a rainy day.

She must know as many remedies as a young doctor, be as good a nurse as a professional, and yet be willing to have her ministrations growled over and taken as a matter of course.

She must be an understudy to the teacher, who can supplement school work at home and pilot dull and tearful students through the stormy waters of compound fractions and Latin verbs.

She must know how to make a dress at home, and wear it with an imported and brought-it-from-abroad air, to trim a bonnet so her dearest friend won't know it, to cook a dinner like a French chef, to hear prayers and give religious instruction like a preacher, to run a meals-at-all-hours restaurant for her unpunctual family.

She is expected to be an employee who puts her employer's interest before any personal feeling or desires of her own. She is never expected to take any advantage of the eight-hour law, and the world would stop the day she went out on a strike.

The marvel of marvels is that she actually exists, and is so common that we do not appreciate what a wonder she is.

This is the woman who is not regarded by the census report as earning her living. It probably thinks she does these things for fun; and in only too many households the same opinion prevails. No especial provision is made for her. The cook is paid, or else she would leave. The housemaid and laundress receive regular wages, or they would give notice before you could say Jack Robinson; but the woman who does twice as much work, and who sup-

plements everybody else's work, gets never a penny as coming to her as her just due, the reward of her honest labor. It is generally understood that she is willing to work for her board and clothes, and it goes at that.

This is an incredible hardship that no woman should be called on to bear. Just what it means to a woman, in degradation in her own sight, to have to go to her husband and ask for money, men cannot understand. She stands a beggar, just as much as if she rattled a tin cup on the street corner and asked for alms. Sometimes the money is given to her freely, sometimes grudgingly. It ought not to be given at all. It should be paid her as her wages, for work done, a purely business transaction on both sides; and having collected her salary, the wife and mother should feel as free to spend it as she pleases, with-

out question, as any other business woman does her earnings.

In the many discussions of the unquiet sex, as women have been called, political economists have seen the gravest danger in women supplanting men in many fields of labor. This desire of women to work outside of their own homes has been attributed to restlessness and feminine whims, and every cause but the real, true, plain reason—that women need money and want what it buys. Their work outside will bring in money. At home it is taken for granted that they toil for pleasure. They are tired of being grateful and having to wheedle and cajole some man, whether it be father or husband, for what they have earned and what they feel is justly theirs. They want a new adjustment of the domestic labor scale, where the work-worn woman who keeps house will have her rightful place assigned her among those of her sex who are engaged in "self-supporting occupations."

DOROTHY DIX.

...For this Fall...

We are showing the strongest line of **Shoes** ever placed on this market by us.

We are just as emphatic about our Rubber Line—**Wales-Goodyear**,—none better.

Big line of Lumbermen's Sox.

Grand Rapids Felt Boots are our Hobby.

Herold=Bertsch Shoe Co.

5 and 7 Pearl Street,

GRAND RAPIDS, MICH.



Do you sell Shoes?

Do you want to sell more Shoes?

Then buy Rindge, Kalmbach & Co.'s factory line—the line that will win and hold the trade for you. We handle everything in the line of footwear.

We are showing to-day the finest spring line in the State—all the latest colors and shapes.

See our line of socks and felts before placing your fall order. We can give you some bargains.

We are agents for the Boston Rubber Shoe Co. and carry a very large stock of their goods, which enables us to fill orders promptly.

Our discounts to October 1 are 25 and 5 per cent. on Bostons and 25, 5, and 10 per cent. on Bay States. Our terms are as liberal as those of any agent of the Boston Rubber Shoe Co.

Rindge, Kalmbach & Co.,

12, 14 and 16 Pearl St.,
Grand Rapids.



SHOE THE BABY NEATLY

and you will have gained the friendship of the whole family. To succeed in doing this buy your children's shoes from

HIRTH, KRAUSE & CO., Grand Rapids.

Our Specialties:

Children's Shoes,

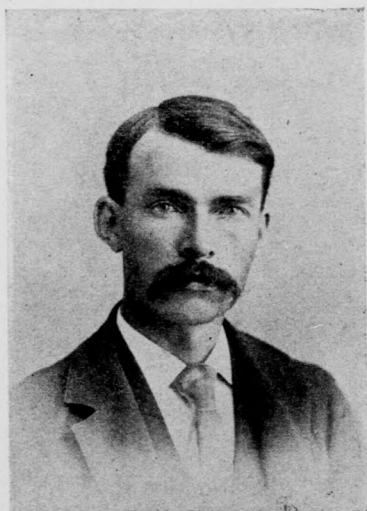
Shoe Store Supplies,

Goodyear Glove Rubbers.

MEN OF MARK.

E. B. Stebbins, Proprietor Stebbins Manufacturing Co.

Ensign B. Stebbins was born at Muskegon, Oct. 24, 1865. Two months later his family removed to a farm in Ionia county, and two years later they removed to Lakeview, where Mr. Stebbins has since resided most of the time. He attended the public school at that place until 17 years of age, when he served a partial apprenticeship in the machine shop of C. O. & A. D. Porter in Grand Rapids. Concluding that he would rather follow professional pursuits, he taught district school for three or four years, when he caught the Western fever and spent a month in Southwestern Nebraska. One month was quite enough to convince him that Nebraska was not "in it" with Michigan and he returned to Lakeview and opened a small job shop. The next year he be-



gan the manufacture of ironing tables and clothes racks, which he sold by means of a personal canvass among the farmers. At this time he was the "whole thing," as he expresses it, as he would make up a wagonload of goods and then start out and sell them. The business gradually increased and the factory has been enlarged until it now employs twenty-five people, turning out parlor tables, desks, easels, cabinets, folding chairs, mantels, step ladders and hall racks. For some time the business was conducted under the style of the Cato Novelty Works, but for some years past it has been known as the Stebbins Manufacturing Co., although Mr. Stebbins is the sole owner of the institution. Little effort has been made to cultivate the regular furniture trade, as Mr. Stebbins has found it more profitable and satisfactory to establish trade relations with retail merchants in other lines who use his goods as prizes. He has succeeded in securing customers in every state in the Union and has under consideration the extension of his trade to several foreign countries. In connection with his factory he operates a complete printing office in which all the advertising matter used in his business is prepared and executed.

Mr. Stebbins was married July 5, 1885, to Miss Mattie Fuller, of Lakeview, and is the father of two interesting children—girls of 11 and 4 years of age respectively. He is a member of the K. of P., has served as Finance Keeper of the Maccabees and as Banker of the Modern Woodmen. He was Trustee of the village of Lakeview two

years and is now President of the local Board of Education, a position he has held two years. As showing the esteem in which he is held at home, it may be stated that he received the nomination of his party for Representative in the Legislature last fall, making an energetic personal canvass of his district. Although he was not elected, he made a phenomenal run, surprising his best friends by the record he made when the votes were counted.

If Mr. Stebbins were asked to enumerate two causes which have contributed to his success, he would probably say: "Persistent effort and painstaking attention to business." This diagnosis is probably correct, but above and beyond these excellent traits he possesses a certain degree of shrewdness—using the term in its best sense—a shrewdness which impels him to consider his plans carefully, arrange the details systematically and then proceed to execute them energetically. This faculty is shown in all his work, from the very inception of his manufacturing establishment, and to this quality the Tradesman attributes no small measure of his success.

Danger in Too Rapid Recovery.

There has lately been a great deal written about the return of prosperity, as evidenced by the rapid advance in the price of wheat and other products. The extraordinary movement in breadstuffs is all right as far as it goes, but it is no proof that times are better. Nevertheless it helps to make them better.

The great activity in the grain markets of the country has set the transportation companies to work. The grain must be hauled to market and to the points of export to meet a heavy demand, and this necessitates not only the use of cars and boats that have been standing idle, but also the building of more cars, and, possibly, more boats. The railroads are forced to hire more men to do their work, and it is in the increased employment of labor that the wheat boom has brought the chief benefit to the country.

Good times do not mean high prices of necessities, but the employment of the workpeople at fair wages. That is the only and the true test. The excitement in wheat has enabled the farmers who had it to sell to make money and it has given opportunity to some speculators to make large profits; but that is done at the expense of the many. The people must have the price of their bread increased in order that the growers and handlers of wheat may have their gains. Nobody objects to this, as it gives to the much complaining farmers of the country benefits for which they have sighed for years; but it is only one of the items required to make up a revival of prosperity.

But activity is commencing. Capitalists are gradually gaining confidence in the prospect of an undisturbed business situation and are putting forth their money more readily than at any time since the panic of 1893. Industrial establishments are starting up in all parts of the country, but the activity in that direction is seriously hampered by the unwarranted strike of coal miners.

While the facts show that the return of good times is gradual, it is gratifying to know that there is an actual progress. But it cannot be concealed that damage has been done by exaggerating the situation and an excessive coloring of the facts. People have been led to believe that prosperity was al-

ready established, but when they sought to take their share it was not to be found.

The wheat that is being shipped abroad will soon be adding to the stock of money in the country, while it is already helping to circulate that which was lying idle here. The movement of the crops will create a great deal of activity in business and the great industrial concerns of all sorts that have been idle, as their products are required, will start to work, while those that have been working with reduced forces will employ more labor.

Times are improving, and they are going to get much better right along. The people have everything to hope for, with a good prospect of getting it, but they must not be in too great a hurry. It is hard for the hungry man to wait when he smells the roast beef; but in this case he must exercise patience. Business is going to improve steadily until the next financial and commercial panic shall burst upon the country some twenty years or so in the future; but the people must contain themselves until the crest of the prosperity wave can get here.

Whenever the workshops and factories shall be in full operation, and all the willing and competent laborers shall be employed, then everybody will be assured, without information from any, that prosperity is here.

FRANK STOWELL

Bicycle Dictionary.

Century—The distance made in one day by an imaginative rider when riding alone. (See Liar and Cyclometer.)

Cranks—1. Supposedly steel rods which refuse to move when desired, and vice versa. 2. All persons who refuse to ride wheels.

Cyclometer—A small instrument operated by turning machine upside down and revolving front wheel rapidly by hand. (See Fake.)

Dismount—To sever connection with wheel; may be done in several ways.

Expert—One who is able to scare a pedestrian to death by coming within one-eleventh of an inch of him without hitting him, instead of running into him and killing him at once.

Fake—All unreliable or untrue statements. (See Century and Cyclometer.)

Handlebars—Pieces of steel or wood used by beginners for testing grip, and by experts for showing skill by letting them alone.

Heretic—Any one who rides a different make of wheel from one's own.

Liar—(See Century and Cranks, also Heretic.)

Pedals—Two steel devices attached to cranks in form of a puzzle, the object being to keep feet on both at once.

Saddle—Something probably invented by druggists to boom the sale of arnica.

Scorcher—A humpbacked, bulging-eyed creature who says "Steady-y!" and would wear his sweater to church if he ever went there.

Suicide—The apparent object of all learners.

Tandem—A device to enable a man to tell if his best girl's back hair is her own or not; a sort of pleasure conveyance for ladies.

Tire—A rubber thing which is the best in the market and bursts nineteen miles from the nearest repair shop.

If we try to obtain perpetual change, change itself will become monotonous.

New Prices on Rubbers

LYCOMING, 25 and 5 off.
KEYSTONE, 25 and 5 and 10 off.

These prices are for present use and also for fall orders. Our representative will call on you in due time with our specialties in

Leather Goods, Felt Boots,
Lumbermen's Socks . . .

and a full line of the above-named rubber goods, and we hope to receive your orders.

Geo. H. Reeder & Co.,
19 South Ionia St.,
Grand Rapids, Mich.

Popular Priced Leaders



Best Milwaukee Oil Grain

Dom Pedro Plow.....No. 521.
Bal Unlined.....No. 522.
Bal Lined.....No. 523.
Creole.....No. 1130.

Manufactured by

E. H. STARK & CO., Worcester, Mass.

Represented in Michigan by A. B. CLARK, Lawton, Mich., who will promptly reply to any enquiries concerning the line, or will send on approval sample cases or pairs, any sizes, any quantities.

MICHIGAN BARK & LUMBER CO.,

527 and 528
Widdicom Blvd.
Grand Rapids, Mich.

C. U. CLARK, Pres.
W. D. WADE, Vice-Pres.
MINNIE M. CLARK, Sec'y and Treas.

We are now ready to make contracts for bark for the season of 1897.

Correspondence Solicited.



The Kick-Department Scheme.

Stroller in Grocery World.

I suppose this particular instance I refer to occurred at least three years ago, in a town of probably 4,000 people, up in Vermont. The grocer who got the scheme up was an enterprising fellow, always quick to take hold of new ideas and methods out of the ordinary. His only weakness as a business man was his credulity. He couldn't see through any attempt to hoodwink him in the least degree, for which reason he was quite often imposed upon. Incidentally the enterprising spirit manifested by this grocer was rather of a contrast to the ordinary New England ideas, which are usually conservative to a fault.

To come at once to the heart of the story, the Vermont grocer got an idea in his head that if he could get his dissatisfied customers to make formal complaints of what they were disgruntled over, instead of simply harboring the grudges in their bosoms and going somewhere else, he would make a ten-strike and hold a good deal of trade that he lost because of the aforesaid unspoken grudges. So he got the matter in shape, and sent circulars all over the town giving the details of the scheme.

I forget a good many details of his method of working the idea, but I do remember that one feature of it was the writing of complaints on blank slips of paper, but whether furnished by him I don't remember.

If my memory serves me, there were nine other grocers in that village, and they looked on the first grocer's scheme with rank suspicion. To them it marked the overturning of old traditions—a violation of the ethics of the grocery trade—something new and novel. That was one objection. Another was the fact that the scheme was a good one, and if it succeeded, their own business might suffer in consequence.

So three or four of the other grocers of the place got their heads together and formed a conspiracy. It's rather late in the story to name the hero, but for convenience's sake I'll call the first grocer Jones. Jones got his scheme in good working order, and it bade fair to succeed. Pretty soon after it started he began to wonder a little at the numerousness of the complaints. They fairly rained in on him. He had no idea his store was so unpopular. Still, he tackled all of them, and did his best, conscientiously, to straighten them out. But still they continued, seeming to increase rather than decrease. These complaints, or a good many of them, were faked up by the other grocers of the town. But Jones never knew it. He kept on patiently trying to straighten them out as they came in for several weeks.

Any half-intelligent man ought to have smelt a mouse when he got complaints that "he didn't give anywhere near as good weight as Smith" (one of the grocers in the conspiracy), but he didn't. Nearly all of the complaints took occasion to unfavorably compare Jones' methods of doing business with one or more of the grocers who were putting up the joke on him. For example, he would get a complaint asserting that "we notice the crackers you sell are not nearly so fresh as those sold by Messrs. Blank & Co.," Blank & Co., of course, being one of the conspirators. And still Jones puzzled on, worried a little, but too plucky to stop the scheme.

The funniest feature of the whole business was the one that revealed the whole conspiracy to Jones and broke up the scheme. I remember it very well. Jones kept two clerks, one much smaller than the other. One day he got a complaint, properly signed by one of his lady customers, saying that the littler of the two clerks had a very unpleasant habit of picking his nose while waiting on customers. The letter said that the lady regretted very much having to make the complaint, but her sense of delicacy had been violated, and so on, and so on.

This lady was one of Jones' best customers, and he was hot to think that she should have occasion to complain over anything like this. So he fired the poor

little clerk, who hadn't the slightest idea of what he had done. This complaint, like many others, had been gotten up by the other grocers.

The lady who was supposed to be the author of the above complaint was in Jones' store a day or two later, and Jones, in order to show her how quickly the matter had been acted upon, opened up the subject at once. Jones never chased any subject round Robin Hood's barn. What he had to say he said in the most direct language possible. And that's the way he handled this one.

"I got your complaint, Mrs. —," he said, "and that fellow that picked his nose is discharged."

The lady looked at him as if she thought him a lunatic.

"Sir!" she said.

"Why," said Jones, not at all understanding why she failed to comprehend, "I discharged the little clerk that you said was always a-picking his nose."

"What are you talking about?" she demanded, with her nose a-tilt. "Who said anything about picking noses? What little clerk? What did I say about him? Are you crazy?"

Jones broke out in a cold perspiration.

"Why," he began, feebly, "didn't you send me a letter complaining because that little clerk I had was always a-picking his nose?"

"Certainly not!" ejaculated the lady, very positively. "I'm not in the habit of doing such things."

Then Jones went and got the letter, which the lady immediately repudiated. Then the matter was patched up, and Jones began to think. He wanted to investigate the matter, with a view of having the person who had sent the false complaints arrested, but he was so afraid of ridicule that he let the whole thing drop, together with the scheme itself. Those other grocers committed forgery, there's no doubt about that, but Jones would have been the laughing stock of the place had he stirred the matter up, and he knew it.

The Grain Market.

Wheat during the past week has seen one of the most exciting weeks that it probably has experienced in years. It would run up 4c, 5c and 6c a day, until finally it closed last Saturday about 14c from where it commenced one week ago. Since this, it has been on the down road to a certain extent. One dollar wheat has been here and gone. We may see it again. Any person with any nerve would not have needed to go to Klondike to make a pile of money.

The reaction set in Monday, when it closed about 3c under Saturday's closing price, but Tuesday capped the climax, when wheat dropped 5½c more. In times like these predictions of markets are worthless. It is simply a case of either buy or sell and whichever way the wind blows, that side is likely to gain.

The longs had the innings last week. The shorts seem to have it this week, and without any cogent reason, as conditions have not changed a particle, with one exception, and that was the visible decrease, which did not show as much as was expected, taking into consideration the very large export, being over 5,500,000 bushels, and the Northwest lagging behind in the receipts. However, the winter wheat seemed to have made up for the loss elsewhere, but this cannot hold on always. However, our export trade must continue, if not increase, in order to stimulate higher prices. Thus far farmers have been extremely free sellers. Whether they will be at a lower range of prices remains to be seen. It would seem to be the natural order of things for them to hold on and see how conditions will shape themselves. It would seem too bad for this country just at this moment to dump all the wheat into the foreigners' hands at

low prices, when we have the positive assurance that they will have to have our wheat, if they want any, for no other exporting country has any to offer, nor is likely to have any. The single country that can be drawn from is Russia and, as has been reported before, the Czar of Russia is about to issue an edict prohibiting the exportation of wheat, on account of the short crop in the southern portion of Russia, so the report goes. The next country to draw from would be from Argentina, and that is very indefinite yet, as their harvesting does not begin until about the middle of next January. The crop has barely been sowed there, but thus far promises only fairly well and, even with an abnormally large crop in Argentina, they could not expect to export from that country, owing to the emptiness of the granaries there, over 25,000,000 bushels. Again, our spring wheat crop seems to be deteriorating daily. It may not even go to the 115,000,000 bushels predicted one week ago, so it would seem really common sense for the agriculturalists of the United States to hold their wheat and get full value for it, which they are bound to get providing they are not too anxious to sell.

Corn has also been on the up grade since our last ad, in order to be in fashion, it followed wheat down, so on Tuesday's market there was only an advance on corn of about 2c and about 1½c on oats.

Receipts during the week were 50 cars of wheat, 8 cars of corn and 5 cars of oats—quite a decrease from last week. Millers are paying 88c for wheat, while Monday they were paying 92c—10c higher than one week ago.

C. G. A. VOIGT.

The German government refuses to impose an additional duty on American bicycles.

Familiarity in anything injures its force; even truth is enhanced if it is well hid.

You cannot jump over a mountain, but step by step takes you to the other side.

Arguments appear very sound that are fortified by our wishes.

WANTS COLUMN.

BUSINESS CHANCES.

TO LET—MY FOUR STORY BUILDING. 32x150 feet, heretofore occupied for retail and wholesale dry goods. The store is situated on the best business street in this city. Has one freight and one passenger elevator, heated by steam and lighted by gas and electricity. A big business can be done here. Inquire of Otto King, Sr., Davenport, Iowa. 380

FOR SALE—DRUG STORE: STOCK FIRST class, fixtures new, good location. Address No. 379, care Michigan Tradesman. 379

FOR SALE—NEW STORE BUILDING, WITH rooms above, and small stock of groceries. Address Box 404, Manton, Mich. 37

FOR SALE AT A SACRIFICE—GOOD BLOCK and fine stock of general merchandise; doing good business; best of locations. Reason for selling given to intending purchaser. Address No. 377 care Michigan Tradesman. 377

WANTED—FIRST-CLASS BUTTER FOR retail trade. Cash paid. Correspond with Caulkett & Co., Traverse City, Mich. 381

FOR SALE—JUDGMENT FOR \$8.08 AGAINST Miles H. Winans, real estate agent in the Tower Block. Tradesman Company, Grand Rapids. 382

FOR SALE—A STORE BUILDING AND dwelling combined at Levering, Mich. An A1 place for a general stock. A. M. LeBaron, Grand Rapids, Mich. 369

BEST LOCATION FOR GRIST MILL IN THE State. Good grain region. Location and building will be given outright to man with \$4,000 capital. Address for particulars J. C. Neuman, Dorris, Mich. 370

WANTED—AGENCY FOR WESTERN NEW York for permanent staple line. Sell to retailers. Address Buffalo, care Michigan Tradesman. 371

TO EXCHANGE—100 ACRES OF HEAVIEST hardwood timber land in Michigan, finely located, clear title, for stock goods. If difference will pay cash. Address Z. V. Payne, St. Louis, Gratiot Co., Mich. 367

FOR EXCHANGE—A WELL-ASSORTED drug stock that will inventory \$1,200 for a stock of groceries. Address John Cooper, 340 Woodward avenue, Grand Rapids, Mich. 366

FOR SALE—MEAT MARKET DOING A cash business. Will sell cheap for cash. I. Frankford, Insurance and Real Estate, 53 West Bridge Street. Phone 1236. 364

TO TRADE—A GOOD FARM, STOCK, TOOLS and crops for a stock of goods. Wm. Neilan, Ferry, Oceana Co., Mich. 365

STORE TO RENT AT LAKE ODESSA, BRICK, location very best; fine chance for general store. E. F. Colwell, Lake Odessa. 372

FOR SALE—DRUG STOCK INVOICING about \$700. Best location in Northern Michigan. Address Druggs, care Michigan Tradesman. 362

FOR SALE—STOCK OF GENERAL MER- chandise in a good location in a growing town. Good business. Will rent building. Reason for selling, poor health. For further particulars inquire of or write to I. J. Wigent, Waterliet, Mich. 359

FOR SALE—CLEAN STOCK GROCERIES and crockery, enjoying cream of trade in best growing city in Michigan. Lake port and center of fruit belt. Patronage mostly cash. Rent, \$50 per month, with terminable lease. Stock and fixtures will inventory \$3,500, but can be reduced. Reason for selling, owner has other business which must be attended to. Business established five years and made money every year. Answer quick if you expect to secure this bargain. Address No. 358, care Michigan Tradesman. 358

FOR SALE—ONE 100-HORSE POWER SLIDE valve engine, especially adapted to sawmill work, and fitted with a Nordberg Automatic Governor. Can be seen running any week day at Wallin Leather Co.'s tannery, Grand Rapids. 313

WANTED—PARTNER WITH \$2,000 FOR one-half interest in hardware, stoves and tinshop, plumbing and furnace work and jobbing, roofing, etc. Have several good jobs on hand and a well-established trade; best location in heart of city. Address Box 522, Big Rapids, Mich. 298

WANTED—WE ARE THE OLDEST, LARG- est and best laundry in the city of Grand Rapids. We do considerable business out of town and want more of it. We want good live agents in towns where we do not now have any. We pay a liberal commission and give satisfactory service. Terms on application. American Steam Laundry, Otto Brothers, proprietors. 289

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

WANTED—1,000 CASES FRESH EGGS, daily. Write for prices. F. W. Brown, Ithaca, Mich. 249

PATENT SOLICITORS.

FREE—OUR NEW HANDBOOK ON PAT- ents. Cliley & Alliger, Patent Attorneys, Grand Rapids, Mich. 339

MISCELLANEOUS.

SITUATION WANTED—DRUG CLERK, graduate of Northwestern, 97; registered in Michigan; no objection to small town; references. Address No. 376, care Michigan Tradesman. 376

WANTED—POSITION BY MALE STENO- grapher owning typewriter; experienced and accurate. Address Box 566, Grand Rapids. 375

YOUNG MAN, COMPETENT BOOK-KEEP- er, understands double entry, desires position. Best of references furnished. Address W., care Michigan Tradesman. 347



UP
TO
DATE
CUTS

FOR ALL
PURPOSES
TRADESMAN
COMPANY

GRAND
RAPIDS



This strictly pure High Grade Powder I have reduced to retail at the following very low prices:
 4 oz. 10c; 9 oz. 15c; 1 lb. 25c.
 Guaranteed to comply with Pure Food Law in every respect.

O. A. TURNER, Manufacturer,
 Detroit, Mich.

SHIP YOUR FREIGHT
 AND TRAVEL via the

GOODRICH LINE

CHICAGO

THE MOST POPULAR LINE TO

AND ALL POINTS WEST.

Leave MUSKEGON at 6:00 p. m.
 Leave GRAND HAVEN at 9:00 p. m.
 Daily, arriving in CHICAGO the following morning in time for the outgoing trains.

THIS IS THE SHORT LINE TO CHICAGO.

Passengers should see that their tickets read via this popular line.

Through tickets to all points via Chicago can be had of all agents on D., G. H. & M., C. & W. M. R'y, T., S. & M. R'y, G. R. & I. R. R., and of W. D. ROSIE, Agent Goodrich Line, Muskegon, or N. ROBBINS, Jr., Grand Haven.

H. A. BONN, Gen'l Pass. Agent,
 CHICAGO.

Travelers' Time Tables.

DETROIT, Grand Rapids & Western.

June 27, 1897.

Going to Detroit.
 Lv. Grand Rapids.....7:00am 1:30pm 5:35pm
 Ar. Detroit.....11:40am 5:40pm 10:20pm
Returning from Detroit.
 Lv. Detroit.....8:00am 1:10pm 6:10pm
 Ar. Grand Rapids.....1:00pm 5:20pm 10:55pm
Saginaw, Alma and Greenville.
 Lv. G. R. 7:10am 4:20pm Ar. G. R. 12:20pm 9:30pm
 Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only.
 GEO. DEHAVEN, General Pass. Agent.

GRAND Trunk Railway System

Detroit and Milwaukee Div.

(In effect May 3, 1897.)
EAST.
 Leave. 6:45am. Saginaw, Detroit and East... 9:55pm
 10:10am. Detroit and East... 5:07pm
 3:30pm. Saginaw, Detroit and East... 12:45pm
 10:45pm. Detroit, East and Canada... 6:35am
WEST.
 * 8:35am. Gd. Haven and Int. Pts. 7:10pm
 12:53pm. Gd. Haven and Intermediate. 3:22pm
 5:12pm. Gd. Haven Mil. and Chi. 10:05am
 * 7:40pm. Gd. Haven Mil. and Chi. 8:15am
 10:00pm. Gd. Haven and Mil. 6:40am
 Eastward—No. 14 has Wagner parlor car. No. 15 Wagner parlor car.
 Westward—No. 11 parlor car.
 *Daily. Except Sunday.
 E. H. HUGHES, A. G. P. & T. A.
 BEN. FLETCHER, Trav. Pass. Agt.,
 JAS. CAMPBELL, City Pass. Agent,
 No. 23 Monroe St.

CHICAGO and West Michigan R'y

June 27, 1897.

Going to Chicago.
 Lv. G. Rapids. 8:35am 1:25pm *6:25pm *11:30pm
 Ar. Chicago. 3:10pm 6:50pm *2:00am 6:40am
Returning from Chicago.
 Lv. Chicago. 7:30am 5:15pm * 9:30pm
 Ar. G'd Rapids. 1:25pm 10:45pm * 4:00am
Muskegon.
 Lv. G'd Rapids. 8:35am 1:25pm 6:25pm
 Ar. G'd Rapids. 1:25pm 5:5pm 10:45am
Traverse City, Charlevoix, Petoskey and Bay View.
 Lv. G'd Rapids. 7:30am 11:30pm 5:30pm
 Ar. Traverse City. 12:40pm 5:00am 11:10pm
 Ar. Charlevoix. 3:15pm 7:30am 11:10pm
 Ar. Petoskey. 3:45pm 8:00am 11:10pm
 Ar. Bay View. 3:55pm 8:10am 11:10pm
PARLOR AND SLEEPING CARS. CHICAGO.
 Parlor cars leave Grand Rapids 8:35 a.m. and 1:25 p.m.; leave Chicago 5:15 p.m. Sleeping cars leave Grand Rapids 11:30 p.m.; leave Chicago 9:30 p.m.
TRAVERSE CITY AND BAY VIEW.
 Parlor car leaves Grand Rapids 7:30 a.m.; sleeper at 11:30 p.m.
 *Every day. Others week days only.
 GEO. DEHAVEN, General Pass. Agent.

GRAND Rapids & Indiana Railway

June 20, 1897.

Northern Div. Leave Arrive
 Trav. C'y, Petoskey & Mack. 4:15am *10:00pm
 Trav. C'y, Petoskey & Mack. 7:45am * 5:10pm
 Trav. C'y, Petos. & Har. Sp'gs. 2:20pm * 9:10pm
 Juddville. 5:25pm *11:10am
 Petoskey & Mackinaw. 11:10pm * 6:30am
 Train leaving at 7:45 a.m. has parlor car to Petoskey and Mackinaw.
 Train leaving at 2:20 p.m. has parlor car to Petoskey, Bay View and Harbor Springs.
 Train leaving at 11:16 p.m. has sleeping cars to Petoskey and Mackinaw.
Southern Div. Leave Arrive
 Cincinnati. 7:10am * 8:25pm
 Ft. Wayne. 2:00pm * 2:10pm
 Kalamazoo. 7:00pm * 9:10am
 Cincinnati, Louisville & Ind. 10:10pm * 4:05am
 Kalamazoo. 8:00pm * 5:50am
 1:10a.m. train has parlor car to Cincinnati.
 2:00p.m. train has parlor car to Fort Wayne.
 10:15p.m. train has sleeping car to Cincinnati, Indianapolis and Louisville.
Muskegon Trains.
GOING WEST.
 Lv. G'd Rapids. 7:35am *1:00pm *5:40pm
 Lv. G'd Rapids. 9:00am *9:00am *7:00pm
 Ar. Muskegon. 2:10pm *7:00m
 Ar. Muskegon. 10:25am *8:25pm
 Ar. Milwaukee, Steamer. 4:00am
GOING EAST.
 Lv. Milwaukee, Steamer. 7:30am
 Lv. Muskegon. 11:45am *4:10pm
 Lv. Muskegon. 8:35am *6:35pm
 Lv. G'd Rapids. 9:30am 12:55pm 5:30pm
 Ar. G'd Rapids. 1:00am 8:00pm
 *Except Sunday. *Daily. Sunday only.
 Steamer leaves Muskegon daily except Saturday.
 Leaves Milwaukee daily except Saturday and Sunday.
 C. L. LOCKWOOD,
 Ticket Agt. Un. Sta. Gen. Pass. & Tkt. Agt.

CANADIAN Pacific Railway.

EAST BOUND.
 Lv. Detroit. 11:45am *11:35pm
 Ar. Toronto. 8:30pm 8:15am
 Ar. Montreal. 7:20am 8:00pm
WEST BOUND.
 Lv. Montreal. 8:50am 9:00pm
 Lv. Toronto. 4:00pm 7:30am
 Ar. Detroit. 10:45pm 2:10pm
 D. McNicoll, Pass. Traffic Mgr., Montreal.
 E. C. Oviatt, Trav. Pass. Agt., Grand Rapids.

DULUTH, South Shore and Atlantic Railway.

WEST BOUND.
 Lv. Grand Rapids (G. R. & I.) 11:10pm *7:45am
 Lv. Mackinaw City. 7:35am 4:20pm
 Ar. St. Ignace. 9:00am 5:20pm
 Ar. Sault Ste. Marie. 12:30pm 9:50pm
 Ar. Marquette. 2:50pm 10:40pm
 Ar. Nestoria. 5:20pm 12:45am
 Ar. Duluth. 8:30am
EAST BOUND.
 Lv. Duluth. 6:30pm
 Ar. Nestoria. 11:15am 2:45am
 Ar. Marquette. 1:30pm 4:30am
 Lv. Sault Ste. Marie. 3:30pm
 Ar. Mackinaw City. 8:40pm 11:00am
 G. W. HIBBARD, Gen. Pass. Agt., Marquette.
 E. C. Oviatt, Trav. Pass. Agt., Grand Rapids.

MINNEAPOLIS, St. Paul & Sault Ste. Marie Railway.

WEST BOUND.
 Lv. Grand Rapids (G. R. & I.) 7:45am
 Lv. Mackinaw City. 4:20pm
 Ar. Gladstone. 9:50pm
 Ar. St. Paul. 8:45am
 Ar. Minneapolis. 9:30am
EAST BOUND.
 Lv. Minneapolis. 6:30pm
 Ar. St. Paul. 7:20pm
 Ar. Gladstone. 5:45am
 Ar. Mackinaw City. 11:00am
 Ar. Grand Rapids. 10:00pm
 W. R. CALLAWAY, Gen. Pass. Agt., Minneapolis.
 E. C. Oviatt, Trav. Pass. Agt., Grand Rapids.

Michigan College of Mines.

A State technical school. Practical work. Special opportunities for men of age and experience. Elective system. College year, 45 weeks. Tuition for residents, \$25; non-residents, \$150. For catalogues, address Dr. M. E. Wadsworth, President, Houghton, Mich.

Established 1780.

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The Oldest and Largest Manufacturers of

PURE, HIGH GRADE
COCOAS
 AND
CHOCOLATES

on this Continent.

Trade-Mark. No Chemicals are used in their manufactures.

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

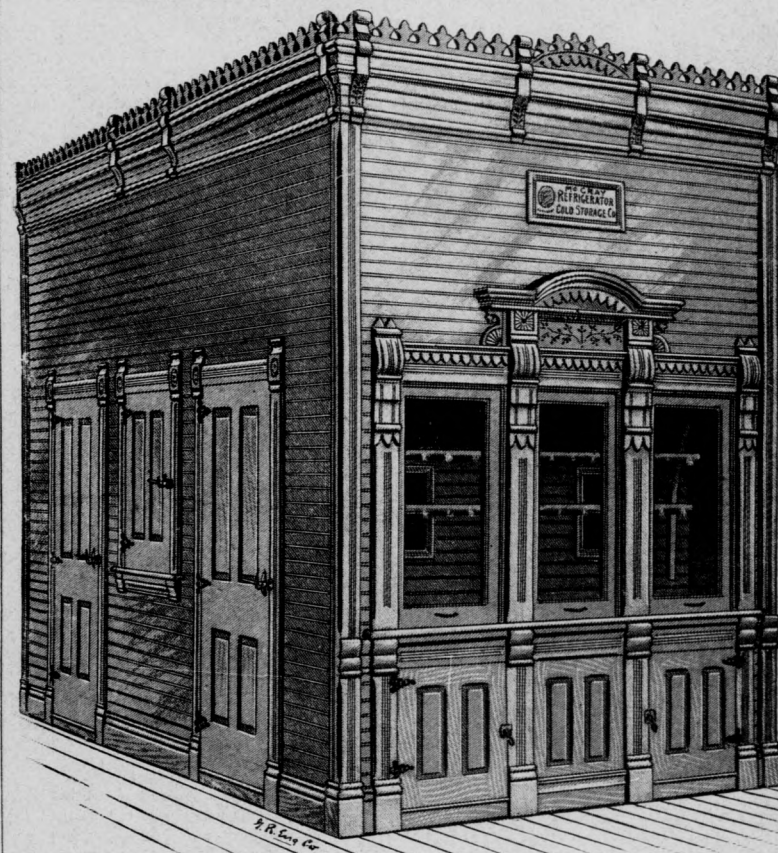
Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

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

Buyers should ask for and be sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.,
 Dorchester, Mass.

McGray Refrigerator and Cold Storage Co., Manufacturers of Fine Roll Top Butter and Grocery Refrigerators and Store Fixtures. Kendallville, Indiana.
COLD STORAGE AND COOLING ROOMS



STYLE C. OAK FINISH.

The above is taken from a photograph of an 8x16 Double Butcher Cooler recently constructed in our factory. It has a new style fancy carved front, with three Retail Windows, and two small doors below the Retail. Ice in center of cooling room.

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids.

For Sale at Public Auction:

The plant of the McBain Creamery Co., at McBain, Mich., on the 1st day of October, 1897. Cost \$3,600. Good as new. Run only two months. Will sell building and machinery separately if desired. Terms, 10% cash day of sale, balance 60 days if desired. Full particulars by addressing

J. O. PACKARD, Sec'y.
 Vogel Center, Mich.

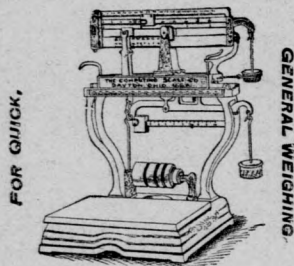
QUEEN & CRESCENT

During the Tennessee Centennial and International Exposition at Nashville, Tenn., a low rate special tariff has been established for the sale of tickets from Cincinnati and other terminal points on the Queen & Crescent Route.

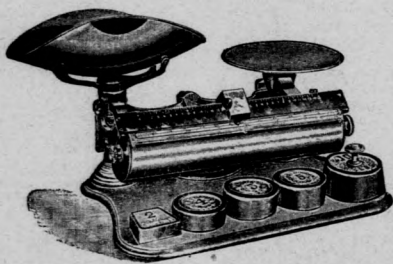
Tickets are on sale daily until further notice to Chattanooga at \$6.75 one way or \$7.20 round trip from Cincinnati, the round trip tickets being good seven days to return; other tickets, with longer return limit, at \$9.90 and at \$13.50 for the round trip.

These rates enable the public to visit Nashville and other Southern points at rates never before offered. Vestibuled trains of the finest class are at the disposal of the passengers, affording a most pleasant trip, and enabling one to visit the very interesting scenery and important battle-grounds in and about Chattanooga, Lookout Mountain and Chickamauga National Military Park. Tickets to Nashville to visit the Centennial can be repurchased at Chattanooga for \$3.40 round trip. Ask your ticket agent for tickets via Cincinnati and the Q. & C. Route South, or write to W. C. RINEARSON, Gen'l Pass. Agent, Cincinnati.

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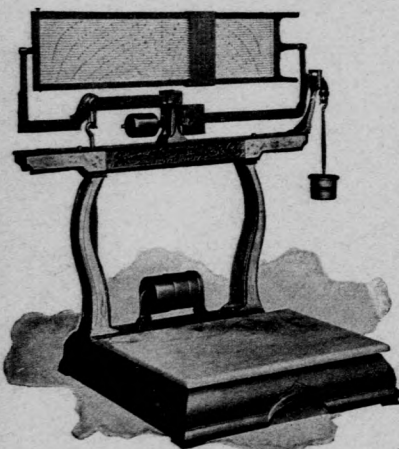
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Simplicity, accuracy, weight and
Value shown by the movement of
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It is the acme of perfection and
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We have no trolley or tramway to
handle.

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each price per pound.

We do not follow, but lead all
competitors.

We do not have a substitute to
meet competition.

We do not indulge in undignified
and unbusinesslike methods to
make sales—we sell Stimpson scales
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Agents of other companies would
not have to spend most all of their
time trying to convince the trade
that our scale was no good if the
Stimpson did not possess the most
points of merit.

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