

MICHIGAN TRADESMAN

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Volume XIV.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 1, 1897.

Number 728

CERESOTA

CERESOTA

*Olney & Judson Grocer Co.
Wholesale Grocers.*

Grand Rapids, Mich. Aug 25 1897

During the State Fair which will be held in this City from Sep 6th to 11th inclusive all Rail Roads will make half fare rates.

We hope you can make it convenient to attend and we cordially invite you to make our store your headquarters while in the City.

An unusual effort is being made to have this Fair surpass all records and we will try to make your visit a pleasant one - We hope to see you.

*Yours Respy
Olney & Judson Grocers*

CERESOTA

CERESOTA

Everybody Guess!



We shall make an exhibit of our CLYDESDALE SOAP at the State Fair, including an enormous cake of Clydesdale as it came originally from the frames. Everyone is invited to register a guess on the weight of the cake and the nearest guess entitles the guesser to a high grade bicycle, either gentleman's or lady's.

Schulte Soap Co., Detroit, Mich.

Premium given away with Clydesdale Soap Wrappers.

Established 1850.

Good Yeast is Indispensable

Fleischmann & Co.'s
is the recognized standard of excellence.

Put up in pound packages for bakers and in tin foil for family use.

None genuine

without our



Yellow label

and signature

Prompt attention given to shipping orders. Address orders for yeast to

FLEISCHMANN & CO., 26 Fountain St., Grand Rapids, Mich., or
118 Bates St., Detroit, Mich.

EDGAR'S SUGAR HOUSE

DETROIT, MICH.

J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel

The Michigan Mercantile Agency

SPECIAL REPORTS.

LAW AND COLLECTIONS.

Represented in every city and county in the United States and Canada.

Main Office: Room 1102, Majestic Building, Detroit, Mich.

N. B.—Promptness guaranteed in every way. All claims systematically and persistently handled until collected. Our facilities are unsurpassed for prompt and efficient service. Terms and references furnished on application.

COFFEE

COFFEE

It is the general opinion of the trade that the prices on

COFFEE

have about, if not absolutely, reached bottom. We are sole agents in this territory for the celebrated bulk roast coffees of the

WOOLSON SPICE CO.

Ask our salesman to show you our line of samples.

MUSSELMAN GROCER CO., Grand Rapids.

COFFEE

COFFEE

DEALERS--Turn your money over! The enormous amount of advertising being done to familiarize house-keepers with the name of



Enameline

The Modern **STOVE POLISH**

enables merchants to make quick sales and fair profits. Don't load up with dead stock. "A nimble nickel is better than a slow dime."



BELLE ISLE PICNIC

QUALITY
OUR
MOTTO



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

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PATENT MEDICINES

Order your patent medicines from
PECK BROS., Grand Rapids.

HELLO!

Send \$4.50 and we will send you by express prepaid two first-class private line telephones. Will talk a long distance. Original price \$12.00. Order at once. We have only 400 to dispose of.

ELECTRICAL MANUFACTURING CO.,
Manistee, Mich.

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

COMMERCIAL CREDIT CO., Ltd.

GRAND RAPIDS, MICH.
Private Credit Advances.
Collections made anywhere
in the United States and
Canada.

THUM BROS. & SCHMIDT,
Analytical and Consulting Chemists,
84 CANAL ST.,
GRAND RAPIDS, MICH.
Special attention given to Water, Bark and
Urine Analysis.

Kolb & Son,

Wholesale Clothing Manufacturers
Rochester, N. Y.

Established nearly half a century.

See our elegant line of Overcoats and Ulsters. The only strictly all wool Kersey Overcoats at \$5 in the market. Write our Michigan representative, William Connor, Box 346, Marshall, Mich., to call on you, or meet him at Sweet's Hotel, room 82, Grand Rapids, Mich. He will be there all State Fair week, beginning Monday, September 6.

The Preferred Bankers Life Assurance Co.

Incorporated by

100 MICHIGAN BANKERS

Maintains a Guarantee Fund.
Write for details.

**Home Office, Moffat Bldg.,
DETROIT, MICH.**

FRANK E. ROBSON, PRES.
TRUMAN B. GOODSPEED, Sec'y.

If You Hire Help

You should use our

**Perfect Time Book
and Pay Roll.**

Made to hold from 27 to 60 names
and sell for 75 cents to \$2.
Send for sample leaf.

BARLOW BROS.,
GRAND RAPIDS, MICH.

ENGLAND'S DIFFICULTIES.

Although the echoes of the celebration of the Queen's jubilee have not yet died away and the public mind still retains fresh memories of the exhibition of the military strength of the British Empire then made, events have recently occurred which promise to thoroughly test the resources of which so much boast has been made, as well as to try the loyalty of some of the dependent states and peoples whose representatives figured in the great London pageant.

England is now wrestling with a number of serious difficulties which promise to give no end of trouble before they are overcome. The most formidable of these is the revolt in India. The outbreak has now extended to the greater portion of the northern frontier of India and there is reason to fear that the extent of the movement has not yet fully developed. That the Ameer of Afghanistan is secretly aiding and abetting the rebellion there is scarcely room to doubt, and as the rebellion is based on religious rather than on political grounds there is danger that the disaffection may extend to the entire Mohammedan population of India, that is, 60,000,000 out of the total of 290,000,000 in the whole of India.

There are some authorities who claim that the outbreak among the hill tribes in India has a direct connection with the attitude of England toward Turkey in the Armenian and Cretan questions. According to this theory the outbreak is the work of emissaries of the Sultan of Turkey, who have been endeavoring to stir up the Mohammedans to undertake a holy war against the English. Should the Indian government succeed in localizing the rebellion, it will not be long before it will be crushed, but should the entire Mohammedan population side with the rebels it would require all the military resources of the British Empire to cope with the difficulty.

The rebellion in India is not the only war which England has on her hands at the present moment. Although but little publicity has been given to the matter, the advance into the Soudan has been resumed and Sir Herbert Kitchener and his combined Egyptian and British force are pushing their way further south into the country of the Khalifa with the intention of reclaiming the lost provinces of Egypt. Should the revolt in India extend, the operations in the Soudan would, no doubt, have to be suspended, as all available British troops would be needed for service in Asia.

Still another difficulty has developed which may easily prove very embarrassing should it tend to a crisis while the trouble in India lasts. A few days ago President Kruger, of the South African Republic, announced in a speech to the Boer Legislative Assembly that British suzerainty over the Transvaal no longer existed and that nothing about British control of foreign relations was contained in the London convention of 1884. Great Britain's reply to this affront has been the transferring of the management of all protected countries from the Foreign to the Colonial Office.

This means the placing of the Transvaal under the control of Mr. Chamberlain, who not long since stated in Parliament that British sovereign rights in the Transvaal would be maintained no matter what the cost.

According to the general interpretation of the London convention of 1884, the people of the Transvaal were to be granted complete independence as far as the management of internal matters were concerned, but the British crown was to retain control of the foreign relations of the Republic. The suzerainty of Great Britain prevents the Transvaal from making treaties with foreign powers and thus President Kruger is stopped from entering into an agreement with Germany, which he is said to contemplate. Great Britain would certainly resist any attempt to set aside its sovereign rights even to the extent of going to war.

It will, therefore, be seen that England has her hands full at present and unless she meets with great good fortune she is likely to have her military resources taxed to the utmost.

The Peddling Ordinance Stands the Test.

Detroit, Aug. 28—Judge Chapin heard arguments yesterday in regard to the constitutionality of the recent amendment to the ordinance requiring peddlers to pay a license of \$25.

Edward Grece and Franklin and E. H. Hinckley appeared for the peddlers. As soon as court opened Mr. Hinckley commenced to argue points of law to show that the ordinance was not valid on account of it being unreasonable. He contended that the license was exorbitant, that it discriminated against the hucksters in favor of the retail dealers, and that it was not uniform. Assistant Corporation Counsel Joslyn objected to this, and after a long argument the court ruled that the peddlers would first have to show by witnesses that the ordinance was unreasonable.

A number of peddlers were placed upon the stand and testified that their earnings only reached from \$1 to \$2 a day. In addition the attorneys for the peddlers attempted to show that there was no more expenditure of public money in looking after the peddlers now than there was previously. Judge Chapin decided that he could not find the ordinance unconstitutional on the evidence submitted.

The Sprague Agency Under Fire.

Owosso, Aug. 27—In yours of Aug. 25 we notice an article on "Collecting agencies which should be avoided." Why did you not include the Sprague Collecting Agency of Chicago? Will you kindly advise what you know of this company?

In June, 1895, we sent them several accounts for collection. A few paid and by our own personal efforts we collected a few more. When the year was up we asked them to return the accounts uncollected, which they do not do; neither do they remit what they have collected since that time.

ALBERT TODD & CO.

This is not the only complaint the Tradesman has received concerning the Sprague agency and other complaints of a similar character were in process of investigation when the Tradesman received the above communication.

The Rise and Fall of Singapore.

Singapore is, or was, situated in the northwestern part of Saugatuck township, Allegan county, Michigan, on a bend of the Kalamazoo River, about three-quarters of a mile from its mouth.

In the year 1837, Oshea Wilder and sons, of New York, purchased from the Barnes family (the patentees from the Government) considerable tracts of land in the township of Saugatuck and proceeded to lay out a village, which they called Singapore. They arranged to build a large sawmill at that point, succeeded in disposing of a good many village lots and induced quite a number of settlers to locate there. The mill was built as promised, tenements were erected for the mill hands, a store was opened by the mill company and Singapore started upon its career amid a great flourish of trumpets and a promise of much prosperity. The mill company, known as the New York & Michigan Lumber Co., did so well that in the year 1839 it started the Singapore Bank, of which Daniel Webster was chosen President and Robert Hill Cashier. A good deal of paper money was issued by the bank in the shape of handsome notes of the kind generally known as wild cat.

All this time there was a great boom and much speculation in Singapore real estate. It must be remembered that there were no railroads in the west, and river towns, especially those near the lake, were looked upon as having a great future. For several years following there was no profit in the mill business and the enterprise at Singapore passed through several hands. Wilder & Co. sold to Carter & Co., and in the '50s, the late Senator Stockbridge secured the plant. It was about this time that a good many Dutch families moved to Singapore, considering it a haven of refuge where could be produced the necessities of life. Quite a number of Hollanders lie buried there in graves unmarked.

Senator Stockbridge, however, was very unsuccessful. He made no money until the war sent prices booming. The best of the timber along the Kalamazoo River and its tributaries soon disappeared and, in 1873, the mills, three in number, were removed to new fields of usefulness. The bank had long before shared the fate of other enterprises of the kind and, with the removal of the mill, business at Singapore suspended and most of the inhabitants moved away. A few years later every house in the once busy place was tenantless. Many of the buildings were torn down and many were covered by the drifting sand hills that line the banks of the Lake. Michigan has many towns which can be termed dead, but I believe that Singapore is the only one which is, literally speaking, dead and buried. Not even a landmark of the once prosperous town can be found. JOHN NIES.

If the armies of Europe should march at an eight-mile gait, five abreast, fifteen inches apart, it would require nine and one-half days for them to pass a given point.

Fruits and Produce.

Creamery Butter in Boxes Instead of In Tubs.

I believe the Australian style of box is a much more desirable package than the tub for both the jobber and the retailer, as well as the creameryman. The jobber has the following difficulties to contend with in handling tubs: He frequently finds that notwithstanding his shipper delivered the tubs to the railroad with five hoops on every tub, covers on every tub intact and securely fastened, the butter solid and neatly covered with cloth and salt, the condition of the shipment on arrival to consignee is bad. Some tubs have one bottom hoop missing. One or more tubs have both bottom hoops gone and bottom of tub out. Several tubs have covers completely smashed on account of having been spilled off a depot truck or from the severe jolt occasioned from the train engineer's careless use of the air brake. When the car in which the butter is loaded does not contain even tiers of tubs and even depth throughout the car these tubs with smashed covers will have displaced cloths on top, butter will be mussed and dirty and the neat, tidy appearance which the shipment had on starting has changed to a very discouraging one, whereas, had this shipment of butter been packed in square boxes made from the same kind of wood as the tub, or any other wood as strong, it would have stood the same knocking about and not have been injured, neither the packages nor the butter. Another advantage to the jobber would be in the matter of weights and tares. These boxes can be made large enough to allow just a given weight to be packed in each box at all seasons of the year. There being no cloth and salt to contend with and no soakage of package, the matter of settling weights would apparently be very easily adjusted. Fifty-six and a half pounds to the box would be an advisable weight, since the package should hold out 56 pounds and would be suitable for export to the English market, they calling for 56 pounds, which is half an English hundredweight.

We use a whitewood box three-quarters of an inch in thickness, grooved three-quarters of an inch wide and one-quarter of an inch deep three times across each surface of the box two ways. This grooving thus allows free circulation up and down and across the pile of boxes when stored.

Advantages to the retailer would be that his butter would come to him free from rust spots where the nails go through the sides of the tub in tacking on cover fasteners. The package would always be lined, top, bottom and sides with the best and heaviest parchment paper lining and no salt on top to get next to the butter, thus causing a slight waste in scraping it off. The square cube of butter can be stripped out of the package and be wired into any sized weights required, thus dealing out to the consumer a neat, sightly lump of butter instead of a mass of uneven shaves and crumbs, as are usually dealt out by digging butter out of a tub.

As for advantages to creamerymen, I can see they are numerous:

1. The first cost of the box should be less than the tub since it requires no very highly skilled labor to saw out four square pieces of board that will nail together and be a finished package so far as lumber goes.

2. The boxes can always be freighted knock down and where shipped in small lots the advantage in saving of freight over tubs is more than one-half.

3. There are no hoops to get lost or broken in transit, and only the top and bottom board in each bundle can become very much soiled by coming in contact with the coal dust on the floor of the car that the freight house man failed to have swept out before loading the car.

4. There will be no tubs to dry out and fall to pieces while carrying the package stock.

5. When you get ready to pack your butter the box needs no soaking, therefore you will have no occasion to use profane language about the supply man who sold you tubs that go out of shape when soaked so you cannot get the covers on. I simply wax the inside of the box with dairy wax and it is ready for the lining and then the butter parchment linings should always be well saturated with salt brine to avoid mold. We soak box linings over night.

6. When you have packed 56½ pounds of dry butter into the box you can feel pretty well assured that when your returns come in for the shipment you will not be one to two pounds short in weight on each package caused from excessive tares.

I might further say there are numerous other advantages to be gained by using the box instead of the tub which will, no doubt, be brought out if the question is taken up and thoroughly discussed by creamerymen, commission men and grocers generally.—Geo. D. Mansfield in N. Y. Produce Review.

An Effective Call.

A hardware drummer who put up for the night at the leading hotel in a small town, had, before retiring, left explicit instructions to be called for an early train. He was very earnest about the matter, and threatened the clerk with all manner of punishment if that duty was neglected. Early in the morning the guest was disturbed by a lively tattoo upon the door. "Well?" he demanded sleepily. "I've got an important message for you," replied the bell-boy. The guest was up in an instant, opened the door and received from the boy a large envelope. He tore open the envelope hastily, and inside found a slip of paper on which was written in large letters: "Why don't you get up?" He got up.

Advertisements in Trade Papers.

The reason that trade-paper advertisements are read more than any other class of advertisements is because the trade-paper advertisement contains money-bringing information, and everybody in trade is interested in what everybody else in the same trade has to say to the public, and the trade paper advertisement is the cheapest, easiest and most sensible method for the man who makes and sells anything to tell the man who buys that something, that he has the article to sell.

Arbeiter Picnic at Lansing.

The D., G. R. & W. R. R. will run a special train excursion, leaving Union station at 8:45 a. m., Sunday, Sept. 12; returning leave Lansing at 9 p. m. Round trip rate, \$1. Don't miss this chance to have a good time. German picnics are great occasions, and this one, with the visitors from all parts of the State, will be no exception.

GEO. DEHAVEN, G. P. A.

A Wichita man has invented an appliance which he says is to be attached to brooms used in hospitals. It is a tank to hold disinfectants, and is arranged so that the stroke of the broom feeds the liquid to the straws, distributing it regularly as the broom is drawn over the floor.

Klondike Riches



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

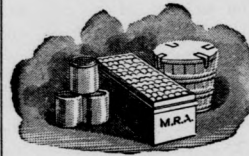
Fresh and Seasonable

Fruits and Vegetables

From . . .

The Vinkemulder Company.

PHONE 555
GRAND RAPIDS.



BUTTER

Handled only on Commission.

EGGS

On Commission or bought on track.

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

SEEDS

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

New Crop Turnip. 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.

SEEDS

Established
1876

We carry large stock Field Seeds—Medium, Mammoth, Alsike, Crimson, Alfalfa Clover Seed—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.



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.



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.

GOTHAM GOSSIP.

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

New York, Aug. 28—August is nearly gone and it will hereafter be reckoned as the "starting point" of a trade season that has had few equals. New York City at this writing is being visited with representative buyers from every part of the country. Many of them have never been here before and they almost all speak of this city as a desirable place to visit when in search of suggestions or merchandise. Prices are firm and on groceries there have been some appreciable advances.

Coffee is one of the things that shows no upward tendency; in fact, it has touched a new record in the decline and we have Rio No. 7 selling at 6½c. Deliveries have been fairly large, with most of the demand from the large roasters. A ten-million-bag crop is said to be a sure thing, and with the large supplies already on hand it seems likely that coffee will be way down for a year or so. This is tough on the makers of rye coffee; but they can wait. The total stock here and afloat aggregates 792,850 bags, against 492,740 bags at the same time last year. Mild grades are holding their own and are quite firm, Padang Interior being steady at 23½@24½c. Mocha, 18½@19c.

The demand has been steady and of about the average volume for refined sugars. Granulated is still quoted by the card at 5c. Raws are about as last week, and the outlook is not for an advance, although some holders are said to be asking ½c more.

For a wonder there has been a fairly active trade in teas. Business among private houses has been very good and prices are decidedly firm for the better grades. At auction there have been more bidders, but prices have remained as low as at almost any time, although there seems to be a little more competition in bidding for certain lines.

Rice dealers are still holding for the last farthing and will on no account part with their holdings at less than previous quotations. Reports from all points in the interior indicate that stocks are not excessive, and there will soon be lively trading all along. The demand is now about equal for both foreign and domestic. Quotations are about unchanged, but an advance will occasion no surprise.

In spices, a few transactions have taken place in which fair quantities have changed hands, but, as a whole, the market is quiet and quotations are practically unchanged. Pepper is slightly firmer, and orders have come in in a fairly satisfactory manner. Cloves and nutmegs are unchanged and the supply seems ample for all requirements.

Molasses and syrups have a better record than last week. For the finer sorts there has been a very good enquiry and the close is decidedly firm. No particular change in quotations is anticipated immediately, but it is the

general belief that the present is a good time to buy.

Lemons and oranges have been somewhat neglected, as they have for a month. Prices are without special change. Fresh fruit of other kinds is still so very abundant and cheap that the old stand-bys that we can get all the year around are waiting the advent of the holidays.

Canned goods have taken a new lease of life and, unless there is a turn before long, this line will be almost as much advanced as wheat. Almost everything has advanced, tomatoes, peas, corn and string beans being particularly strong. Reports from Baltimore are very encouraging and not for many, many months has there been so active a market. It certainly seems to be an excellent time to buy, but the dealer has so often been stuck on canned goods that it is very difficult for him to get up much enthusiasm over future tomatoes or anything else in cans.

Dried fruits have met with a most encouraging reception and the enquiry has been sufficient to keep the market well cleared up. Not for a long time has the dried fruit market been so encouraging. People are only beginning to appreciate the value of dried fruits. There has never been half the energy put into the campaign of education by dried fruit men that the subject deserved. Heretofore, dried fruit was supposed to have been dried on fences by the sun and decorated by flies.

Butter has advanced to 19c for Western creamery. The market is very strong and another advance is not at all unlikely very soon.

The cheese supply has been rather larger than needful, and the market has sagged.

An excellent enquiry prevails in eggs and the market is strong for desirable goods.

Trade Paper Advertising.

A successful manufacturer, when asked why he patronized trade papers so largely, to the neglect of other methods of advertising, replied: "Men who do not read their trade papers and keep posted in their business are usually poor customers. If I sell them a good lot of machinery, they do not know how to use it, and report a failure, or we have to run after them, lose time and money to get them going and make the sale stick. But those who read and are posted know how, and succeed. Such men would not read circulars if I were to mail circulars to them. They see my advertisement regularly in the trade paper and know I have an established business, and when they want anything in my line write me, and don't whine about prices or what time they can get from others, but buy, try, and have no trouble, and pay the bill. Give me such a class of customers as I can get by judicious advertising all the time."

Men rushing to Klondike are obliged to make pack horses of themselves. They are donkeys when they start.

Miller & Teasdale Co.

Fruit and Produce Brokers

Beans ^{Our} Specialty Potatoes

601 North Third Street, St. Louis, Mo.

Consignments solicited. Advances made.

Reference: American Exchange Bank, St. Louis.

Harris & Frutchey

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

60 Woodbridge Street, West, Detroit, Mich.

Butter and Eggs Wanted

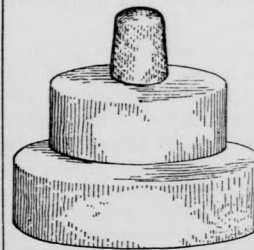
For cash at your station. Special attention to

Apples, Peaches, Berries, etc.

WRITE US.

Hermann C. Naumann & Co.,

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



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.

Selected Kalamazoo Celery

The choicest Celery grown is shipped by

THE ENSING CELERY CO.,

447-449 W. NORTH ST.

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.

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.

Around the State

Movements of Merchants.

Central Lake—Miles Bros. have opened a meat market.

Three Rivers—Geo. M. Hoyt has removed his clothing stock from Ovid to this place.

Ishpeming—Mrs. E. J. Canfield succeeds Mrs. S. Fredlund in the confectionery business.

Pewamo—Dr. B. C. Thomas has sold his drug stock to Dr. Hay, who will continue the business.

Ottawa Lake—Jewell Bros. & Wagonlander, general dealers, have dissolved, Jewell Bros. succeeding.

Bay City—The hardware and paint stock of Tepoorsteen & Kent will be sold at mortgage sale Sept. 6.

Mendon—L. J. Lowe is extending the length of his grocery store by the addition of 20 feet in the rear.

Saugatuck—L. A. Phelps announces his intention of removing his drug stock to Holland about Oct. 1.

Harrison—Michael J. Mitchell, of Fanning & Co., grocery, hardware and boot and shoe dealers, is dead.

Sault Ste. Marie—McKee & McDonald succeed John McKee in the new and second hand goods business.

Ypsilanti—M. L. Cromer, the merchant tailor who has been located on Huron street, is moving to Marion, Ind.

McBride's—Geo. R. Pifer has sold his grocery stock to Elmer Curtis, who will continue the business at the same location.

Sheridan—E. E. Case has purchased the millinery stock of Miss Mae E. Hodges, at Cadillac, and removed it to this place.

Bellaire—Benj. Rodgers has rented his meat market to E. J. Potter, of Alden, who will continue the business at the same location.

Lake Linden—Geo. Pfeifer has purchased a one-third interest in the general stock of Nara Bros. The firm name will be Nara Bros. & Co.

Ovid—Will Woodworth, a member of the firm of Marshall & Woodworth, hardware dealers, was married to Miss Maude Anderson August 25.

Greenville—Wm. H. Gardener, several years ago a dry goods merchant in Belding, has purchased the M. B. Stevens & Co. boot and shoe stock at this place.

Lake Odessa—Arthur Toolles has sold a half interest in his dry goods, grocery and crockery stock to Mr. Dally. The new firm will be known as Toolles & Dally.

Lakeview—D. L. Everts has sold his interest in the furniture stock of Everts & Chapin to his partner, who will continue the business under the style of W. J. Chapin.

Portland—Frederick Holmden has discontinued the bakery business at this place and removed the fixtures to Carson City, where he was formerly engaged in the same business.

Bellaire—Miller Bros., of Gladwin, dealers in dry goods, clothing, boots and shoes and notions, have established a branch store at this place, Clarence N. Miller taking charge of the business.

Jackson—Dr. M. McLaughlin has purchased from J. T. Hammond and P. D. Dwight the triangular space of land bounded by Oak, Pearl, Cooper streets and the Michigan Central tracks, now occupied by a cold storage and other buildings. The purchaser will erect a large grain elevator and farm produce warehouse.

Bay City—W. A. Watrous has purchased the grocery stock of W. A. Penny.

Manufacturing Matters.

Baraga—The Nestor estate have two camps in operation already.

Alden—Wallbrecht Bros., of Central Lake, are building an exchange mill here.

Chassell—The Sturgeon River Lumber Co. has started two camps within the last ten days.

Kalamazoo—The Kalamazoo Paper Box Co. has been organized with ample capital to manufacture paper boxes and sample cases.

Mancelona—The Rapid River Handle Co. is clearing ground for new buildings nine and one-half miles southwest of here, on Rapid River.

Houghton—The machinery in the old Copper Rolling Mill Co.'s building is being removed. The machinery has not been used for twenty years.

Adrian—Ira Waterman and Walter Clement have purchased a controlling interest in the Bond Steel Fence Post Co., having purchased the interests of Dr. J. H. Reynolds and A. M. Keeney.

Traverse City—The Rittenhouse & Embree Co. has purchased 2,000,000 feet of pine lumber of Mitchell & Mahan, of East Bay. The lumber will be hauled to this city and shipped by vessel to Chicago.

Ludington—H. Grunderman and Wm. McElroy have contracted with W. C. Barber to log 2,000,000 feet and deliver the logs in Hamlin Lake. The timber has been sold by Mr. Barber to the Cartier Lumber Company.

Brutus—Geo. Greiner has bought the old dam and mill site on Maple River, formerly owned by Dillman Bros., and has begun erecting a grist mill where the old shingle mill burned down. He expects to have it in operation in a few weeks.

South Frankfort—The Crane Lumber Co. announces that it will build a new mill at once, to take the place of the one recently burned, and that it will be a combination lumber and shingle mill. The company claims to have timber to last them for twelve years yet.

Calumet—Work has been begun on the D., S. S. & A. Railway's new line into this place. The terminus will be at the old Hancock & Calumet depot, near the Tamarack mine. The road through Laurium and Red Jacket will be discontinued. The new track leaves the old one near the Osceola mine.

Allegan—M. B. Sweeting, Albert Brand and T. S. Updyke, under the same of Sweeting, Brand & Co., will undertake the manufacture and sale of the Defender oil can, a recent invention by T. W. Alexander, of Burlington, Iowa. The can is said to be far superior to anything on the market.

Detroit—The Morris Heater Co., with a capital stock of \$10,000, of which \$2,750 has been paid in, has filed articles of incorporation with the county clerk. The incorporators are Scott H. Morris, Lawrence T. Ryan, John Oelbmke, Alfred Houghton, Joseph Marshall, Charles Licht and John Bennett.

Detroit—Articles of incorporation of the Northville Condensing Co. have been filed. The capital stock is \$10,000, of which 10 per cent. is paid in. A Detroit party holds 250 shares of stock, and the remaining 750 shares are owned by thirteen residents of Northville, four of whom hold seventy-five, and nine fifty shares each.

Douglas—Weed & Co. are building an addition to their basket factory, 16x44 on the west end and 16x67 on the south side. The addition is two stories high and will be used for the basket machine rooms.

Low Moor—This new station, on the line of the Duluth, South Shore & Atlantic Railway, is a few miles west from Ishpeming. It is here that Taylor & Anthony, of Negaunee, commenced to clear land two years ago and have now a fine looking farm of about a thousand acres. After passing through the barren country west from Marquette, Low Moor looks like an oasis in a desert.

Lansing—The Olds Motor Vehicle Co. has been organized, with an authorized capital stock of \$50,000, to undertake the manufacture and sale of the Olds horseless carriage. E. W. Sparrow was elected President, E. F. Cooley Vice-President, R. E. Olds, Treasurer, and A. C. Stebbins, Secretary. Alfred Beammer, F. M. Seibley, S. L. Smith and F. G. Clark are also interested in the enterprise as stockholders.

Big Rapids—The Gale Lumber Co., which has been negotiating for the purchase of a tract of timber in Ogemaw county, has closed the deal for enough hardwood and hemlock to run its mill seven or eight years. The timber at the Bundy mill is about exhausted and the company expects to close business there in about a month. The mill will then be moved to West Branch, preparatory to beginning operations on the recent purchase.

Portland—At a meeting of the directors of the Wolverine Soap Co., held last week, Asa Newman, who has been business manager of the company since it became a stock corporation, tendered his resignation and it was accepted. In his place W. W. Terriff, who is Secretary of the company, was made business manager. Mr. Asa Newman will look after the books and Roy Newman, who has kept the books for the past few months, has been relieved from duty. He may go on the road for the company later.

Menominee—There is a dead sure sign of better times throughout the Upper Peninsula, to judge from all accounts. There is no better evidence that the tide of prosperity is setting this way than the activity now being displayed by the various lumbering concerns. From P. W. Armstrong, who by reason of his long experience in traveling among the logging camps is one of the best posted men in this section on matters pertaining to the logging industry, it is learned that the greatest strides ever made in this direction are now being put forth throughout the Peninsula.

Jackson—Two new mining companies have filed articles of association with the County Clerk and are preparing to take out coal. The New Hope Mining Co. has a capital stock of \$10,000. The mine is located in Blackman. The incorporators are James Jenkins, Spring Arbor, George W. Jenkins, Blackman, David G. Jones and Mrs. Alice M. Jones, Jackson, each of whom has 100 shares. The White Rose Mining Co. has a capital of \$10,000, divided into 400 shares, of which Benjamin D. Legg, Charles W. Sarvis, Andrew Bendall and William Richards have 100 each. The mining operations are at present located on West Ganson street, near the city limits. The company has a most excellent quality of coal, it possessing some of the characteristics of Ohio coal in that it is hard, clean and burns to white ashes.

Arrangements to Entertain Visitors—Co-Operative Enterprise.

Saginaw, Aug. 31—The Saginaw Jobbers and Manufacturers' Association, knowing full well that "with most business men there are times when it is advisable to break away from the usual routine, and to see their customary duties for a few days from a distance and through the eyes of others," and having determined to invite the retail merchants of Michigan to visit Saginaw on Sept. 15 and 16, will endeavor to make their visit both enjoyable and profitable. The manner of entertainment has not yet been fully decided upon, but will undoubtedly include an evening at one of the gardens, admittance to Union Park on policeman's day, free transportation to Riverside Park and about the city on the electric cars, and an evening at the Academy. Other features will also be decided upon.

A number of retail grocers recently met at Elk hall to discuss the advisability of starting a commission house in which they would be personally interested as stockholders. Vice-President McBratnie, of the Mercantile Association, presided, and W. H. Lewis acted as Secretary, which position he holds in the Association. The consensus of opinion after some discussion was that an establishment of this kind would find ample support, as the stockholders could not well do otherwise than rally around it, and it would possess many advantages in the way of their being able to get supplies sooner and orders could be placed ahead. There were a number of other advantages discussed and the capital required was placed at about \$5,000. The meeting was of an informal character and another one will be called by the chairman at an early date when an organization will probably be effected and a manager selected. Herbert E. Borden, who has had considerable experience in that line of business, is talked of for manager, but as yet no steps have been taken to appoint anyone for that position.

Porteous, Mitchell & Co. are about to remove their large dry goods store from the Merrill block to the store on Franklin street, formerly occupied by the Hoyt Dry Goods Co.

Bell Frozen Out at Three Rivers.

From the Centerville Observer.

The new telephone company at Three Rivers already has seventy-six subscribers, including every grocery store and nearly every physician's office. The grocers have issued a circular, asking the public to put in the local company's phones, although the Bell offers phones at \$6 a year. There is a rumor that the Bell people will start a general store to retaliate on the merchants.

During State Fair Week

P. Steketee & Sons, of Grand Rapids, are making special efforts to entertain Michigan merchants who call at their wholesale show rooms. Their beautiful lines of fall dry goods surpass any previously offered and all their traveling salesmen will remain "at home" to greet their friends.

Make Yourself Known.

During the State Fair the manufacturers of the S. C. W. 5 cent cigar wish to meet all dealers who handle the brand and all others who wish to see them and invite all into their headquarters at 15 Canal street, Grand Rapids, for a social smoke.

We are making up our cars for large sizes of stoneware. Write us for prices, delivered in your town. Large stocks of fruit jars and stoneware always on hand. W. S. & J. E. Graham, Grand Rapids.

Amos S. Musselman, President of the Musselman Grocer Co., spent last week in New York, getting in touch with the markets and noting the advances from first hands.

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

Grand Rapids Gossip

J. W. Taylor, tinner at 67 West Leonard street, is succeeded by John W. Sullivan.

Chad. Gildner succeeds J. H. Meyers & Co. in the meat business at 232 East Fulton street.

J. H. Bacon has leased the store at 523 South Division street and embarked in the fancy goods and confectionery business.

John Groendyk has opened a grocery store at 552 Grandville avenue. The Lemon & Wheeler Company furnished the stock.

Caplin Bros. & Co. have opened a new grocery store at Baldwin. The stock was furnished by the Ball-Barnhart-Putman Co.

The Tradesman will keep "open house" next week to those of its patrons who are in the city, and solicits a call from every Michigan business man, whether he is enrolled as a patron or not.

Many of the retail grocery stores will close at noon next Monday, on account of labor day. The jobbing houses have never considered the holiday of sufficient importance to notice it in any way.

Heny Schulte, Vice-President of the Schulte Soap Co., is in town this week for the purpose of superintending the preliminary arrangements for the exhibit the corporation will make at the State Fair next week.

Adelbert Lockwood and John Braun have formed a copartnership under the

style of Lockwood & Braun for the purpose of embarking in the oyster, butter and egg business. The firm will have its headquarters at the Valley City Cold Storage.

Mrs. Klaaske Groendyk has sold her interest in the grocery firm of Gust, Koopman & Co., 433 Grandville avenue, to Roelf Gust and Roelf Koopman, who will continue the business at the same location under the style of Gust & Koopman.

The Produce Market.

Apples—Pippins and Maiden Blush command \$1.25@1.50 per bbl. Duchess fetch \$1.75@2.

Bananas—The movement is good and the market is steady. The lower price of other fruit is having the effect to cut down in a measure the volume of the banana trade.

Beets—25c per bu.

Butter—Separator creamery has advanced to 18c and is strong at that figure. Fancy dairy is in good demand at 13@14c. The supply is limited, probably owing to the fact that makers are holding for higher prices.

Cabbage—\$2 per 100.

Carrots—25c per bu.

Cauliflower—\$1 per doz.

Celery—10@12c per bunch.

Cheese—The demand is not as heavy as it will be when cooler weather prevails, and as the stocks at factories are not heavy, and as the production of cheese cannot be increased, the price for winter will probably be much better than it was a year ago.

Corn—Green, 5c doz.

Cucumbers—25c per bu.

Eggs—Fancy candled command 13@14c. The receipts are not equal to the demand.

Grapes—Home grown Wordens bring 25c per basket. They are superior in color, flavor and size to the Illinois Concord.

Lemons—The continued cool weather

has had the effect to lower the price of lemons still another quarter of a dollar. The movement is not large and Eastern markets are lower.

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 75c per crate. Benton Harbor osage fetch 75c per crate. Cantaloupes, large in size and fine in quality, are held at 75c. Little Gems have declined to 40c per basket.

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

Oranges—The market is well supplied, and the movement is light, with no change in quotations.

Peaches—Early Michigans command \$1.50@1.75, while Early Crawfords find prompt sale at \$1.75@2. On account of the prices ruling high, the masses are not taking hold of the crop, as they did last season. Barnards are reported to be small in size and small in yield, but Chilis are said to be large in size and that the yield will be the largest, in proportion, of any variety.

Pears—Clapp's Favorite and Bartlett command 75c@\$1 per bu.

Plums—Bradshaws, Eggs and Green Gages fetch \$1. The quality is excellent.

Potatoes—Indiana buyers are already in the field, taking all local offerings on the basis of 35@40c per bu. The market is strong and the outside demand is becoming quite urgent.

Squash—2c per lb.

Tomatoes—Offerings are large in size and fine in quality. Dealers hold at 50c.

Turnips—25c per bu.

The Grocery Market.

Sugar—The European market has been stronger during the week, which is a very unexpected condition, inasmuch as the lack of demand from the United States consequent upon the increased tariff, was expected to depress the for-

eign market rather than strengthen it. Such, however, seems not to have been the case. The domestic market for raw sugar is very strong, and nothing is selling except at a substantial advance, which refiners refuse to pay.

Provisions—The movement in pickled and smoked meats is not very heavy, owing to the cool weather prevailing. The provision trade will probably remain steady during September, after which prices may be easier. Both pure and compound lard is the firmest thing in provisions at present, and is still tending upward, and has advanced 1/4c during the past week. The demand is a little ahead of the supply.

Canned Goods—The crop of tomatoes all over the country will be light, and of poor quality, because of the cold weather that has prevailed nearly all the year. Corn is holding very steady, and some packers are asking an advance. Standard strawberries are still high and firm at the advance noted last week. Other small fruits are not yet affected. There is an advance in mustard sardines of 40c a case and in American quarters of 20c a case. Between the menhaden fish on the Maine coast that drive off the herring for the sardine packers, and the troubles with the strikes among the sardine packers, the Maine cannery will have hard work filling orders for their usual amount of sardines.

Crackers—The American and U. S. companies have advanced their quotations, but the N. Y. Biscuit Co. is still holding to the 4c list, with no indication of any change in the near future. New branches have recently been opened by the N. Y. Co. at Milwaukee, St. Louis, Cincinnati and Cleveland.

There is no liberty without the supremacy of the law.

We join with all good citizens of Grand Rapids in the hope that a very large portion of the people of Western Michigan, and many throughout the State, will avail themselves of the privilege of attending our State Fair next week. Aside from the Fair, Grand Rapids, as a great and growing commercial and manufacturing center, affords exceptional opportunities for entertaining and interesting those who pay her a visit. Our doors, our hearts, our hands and our hospitality will be open, and it will afford us much pleasure to meet and entertain all who may come.

Lemon & Wheeler Company.

Woman's World

The Old Cook Book and Its Tale of Joy and Sorrow.

I was reading the other day that the old-time manuscript cook book had been revived as the latest caprice of fashion, and that the fad of the moment with rich and idle women was collecting rare, exceptional and unpublished culinary formulas. To be sure it comes back to us in a new dress, for the modern compilation is encased in costly bindings, ornamented with cleverly characteristic drawings, and the Cinderella of the kitchen shelf has become the edition de luxe of the drawing-room table.

No matter how disguised in frills and furbelows, the return of the manuscript cook book will be hailed as a return to the homester and simpler methods, before the cooking school teacher and her theories were abroad in the land or the apostles of dyspepsia had undertaken to show how a family could be supported on the disguised remnants of the butcher shop for \$300 a year. Time was when a housekeeper believed in her cook book next to her Bible, and referred to them indiscriminately in times of trial and trouble. She had no more doubts about "Aunt Sally's Recipe for Sweet Pickle" turning out all right in the end than she did about the doctrine of predestination and foreordination, and it would have seemed to her equally daring to tamper with either. Of late years, however, the cook book has become a prevaricator and fallen from its high estate. It is written now for mere gain by those who know not what they do or advise other people to do. Only the unwary and in-trepid would venture on the compounds exploited in its pages where you are vaguely told to "take a pinch" of this, and put in a "dash" of that, and "season to taste," and trust to Providence to preserve your stomach from the awful results.

This slipshod way was not the way of the old-fashioned manuscript cook book, which a woman compiled for herself and for her daughters after her. It was definite. It was emphatic. It left nothing to immature taste or reckless judgment. It was a chart and compass by which any woman could steer her way safely and successfully through a pie or pudding or the inscrutable mystery of making things "jell." In time it became more than that. It became a chronicle of the family and neighborhood that told its story to a running accompaniment of good things to eat and drink.

Among my chiefest treasures is such an old book as this. It is no edition de luxe, but a battered old volume whose writing is faded and dim with age and whose back has gathered stains on many a kitchen table while it was propped open at the way to make canteloupe citron or branded cherries. It belonged to Miss Fannie, and was given me after her death; that day we stood for the last time in her dim, old parlor and looked through the window with unseeing eyes, while her executor went through the heart-breaking ceremony of giving to each of us some little keepsake out of her personal belongings. I remember he half smiled when I asked for the old recipe book, it was so old and battered, and seemed to him so worthless.

One never quite disassociates the women they love from their surroundings, and I could no more have thought

of Miss Fannie outside of her home than I could have thought of a rose without perfume, and so although she was the last person in the world to have been guilty of an autobiography, it always seems to me that she wrote one that breathed her very personality itself when she compiled her cook book. It was the growth of many years and marks many epochs in her life. Sandwiched in between recipes for curing hams and making apple float are queer little personal notes and family memoranda, that seem oddly out of place until you remember that one must eat and drink, no matter what happens. Birth, or marriage, or death, joy or sorrow, one weeps for a lost faith and bemoans a broken heart, and is still sensible that the coffee is exceedingly good or the steak burned to a crisp, so closely do comedy and tragedy walk hand in hand through life.

Not that Miss Fannie thought this all out. She was never given to philosophizing and took the world as she found it. There was joy, and sorrow, and love, and hate, and passion, and disappointment, and success, and the right way to make preserves, and a rule for cake, and an infallible recipe for scalds and burns, and she jumbled them all up together pretty much as they are jumbled in life. A discerning eye can see many a story that is half told in the dim old pages, and that perhaps Miss Fannie half intended to tell herself. Here, for instance, you may trace the rise and fall of a friendship in the way Mrs. Blank is quoted as doing things in one place and ignored in another. Here, where Cousin Ella's famous recipe for plum pudding is so elaborately crossed out, marks the beginning of the family feud, when Miss Fannie ceased fondly imitating her. It was always a grief to Miss Fannie. She never ceased to bemoan the treachery that robbed her of a friend and exemplar. "Of course, after Cousin Ella did as she did," she would explain, "I could never copy her any more, not even in making plum puddings. It wouldn't seem honorable, you know, but," and she would sigh the envious sigh of a housekeeper, "that is the best recipe for making plum pudding in the state. I have never made one since the family difficulty," she would add, heroically. "I couldn't make one like Cousin Ella's, and I wouldn't make one less good, so I have done without."

Two or three pages of the book which are still capable of raising contemporaneous thirst and longing, are written in a bold, dashing, masculine handwriting that is in sharp contrast to the wavering feminine chirography of all the rest. They contain recipes for making an "ambrosia" which put every one in good humor with himself and the world, and a milk punch whose distinguishing feature was the preponderance of rum over milk. These are signed by a certain Captain Leyland, a dashing adventurer who flashed across the quiet country neighborhood and then suddenly disappeared, leaving many liabilities in the shape of unpaid bills and debts, and by the way of assets these seductive formulas for compound-ing drinks. It was an appreciative and philosophical neighborhood, and it is not on record that any one complained. Indeed, Miss Fannie's father was openly grateful.

"By gad, sir," he would say, drinking a bumper to the departed rascal. "By gad, sir, many an honest man has paid his way less well."

No more pathetic chapter of the history of the war will ever be written than the one that is gathered from the old manuscript recipe books, in which the brave women set down their touching little makeshifts and grotesque economies. The men were off marching to the roll of drum, in the very shadow of the white-winged angel of glory. At first the women sat at home in the dumb anguish of anxiety, with eyes that grew strained with watching and blind with weeping. Then came the necessity for action. Accustomed comforts had become luxuries. Clothes must be provided for those at home and lint and bandages must be prepared for the wounded and suffering on field and in hospital. Every device was passed on from woman to woman, for they stood in united sisterhood in the face of a common need. Page after page tells its pathetic story of a patient endurance and a courage that are no less heroic, although they have no other memorial than an old cook book.

Such a book is the last place where one would look to find a love story, yet all that is known of Miss Fannie's brief romance is recorded there. It is very short and very simple. On one page, just under a recipe for "floating island," is written, a little tremulously, as if the hand that penned it was not quite steady, "The 23d Michigan left today for the front." Farther on, almost the last entry, is a bit of old newspaper, announcing the death of gallant Captain — while fighting at the head of his company. That is all. Just the bare statement, yet between those two pages lies a romance that was bright with hope and black with anguish, and a love so true, and deep, and faithful, it outlived life itself and went with Miss Fannie down into the grave. Not many people knew it. She was never the one to cry her sorrows aloud to the world, and in those dark days one sad-faced woman more or less was nothing in a world that was bowed down with grief. For myself, I happened on it quite accidentally. Miss Fannie was making watermelon rind pickles and I was reading the recipe for it—"Soak three days in salt water, and three days in alum water, three days in fresh water, boil in spiced vinegar, and add, etc.," you know. The wind fluttered over a leaf or two and I idly read the little printed notice, just as I had been reading the recipe.

"Don't," cried Miss Fannie, instantly, her white hands fluttering aimlessly over the page, like a wounded bird.

I looked up, startled, and when I saw in her face the unguessed story I murmured some confused word of apology. "I am a foolish old woman," she said, presently. "There's nothing to tell. It happened so long ago. No one knew. I didn't know myself until the very last—the night before he went away. We stood together under the tall poplars at the gate, and he said the words which had before been unspoken. Then he kissed me, just once, and he gave me a white rose. At sunrise they marched away, and the drum beat died out on the air. And he never came back any more. Just that, my dear, for a lifetime—a kiss in the dark, and a rose that withered before dawn, and the long, long empty years."

Miss Fannie turned her face away from me, and begun stirring the kettle furiously. "Read the recipe over again," she said. "Is it pound for pound?" and we never spoke of it again.

There are very few entries after this.

Miss Fannie's father died, and for many years she lived alone in the old house, ascetically, after the wont of maiden ladies, and she ceased to gather together recipes for rich dishes. Sometimes—always, indeed—when I am making a feast for that discriminating few who are capable of appreciating the poetry of good cooking, I get out the old manuscript cook book, and humbly follow Miss Fannie through the intricacies of some recipe that would make the fame of a cordon bleu. To me it is as if the wind of memory blew from far off fields of clover, and as it stirs the yellow old leaves of the book, I linger longest at the page that is still blotted by the tear Miss Fannie shed upon it, more than thirty years ago.

DOROTHY DIX.

Points of Business Law.

A seller retaining the right to elect to take the goods remaining unsold by the merchant is not the owner of same until after he has made such election.

Where a contract provides for payment in installments, recovery of the full price cannot be had in an action brought when the first installment only is due.

One who signs a lease as surety, at the same time with the other parties, and without any conditions, is liable for the rent, although he never occupies the premises.

A carrier is liable, in the absence of statutory law to the contrary, until notice to the consignee of the arrival of the goods, and reasonable time to inspect and remove them.

A note without grace, made payable at a bank, and placed there for collection, may be sued on after banking hours of the day it falls due, if such hours are known to the maker.

An employee, on engaging in business for himself, may advertise himself as late of the firm by which he was employed, the sign not being painted so as to mislead the public.

Where one buys goods, knowing the sale is in fraud of creditors, and mingles them with his own, and refuses to point them out, the seller's creditors can levy on enough of the mixed goods to equal those of the seller.

Getting Back Lost Customers.

From Hardware and Stoves Reporter.

A dealer sometimes loses sight of his customers. He does not know what has become of them, but is perfectly well aware that they have ceased to favor him with their orders, and that their absence means a falling off in business unless others equally valuable have taken their place. Then why not try to bring them back? They may have left the neighborhood, but unless this is known as a fact they are still worth searching for. They have gone to a competitor—a fact which hurts both the pride and the pocketbook. They may be brought back by the exercise of a little patient endeavor, and even if they have left the whole world forever they may have executors or successors who do not know how well the merchant's former customer was pleased with his goods. It never pays to lose a customer, even if a fitting substitute is found. The substitute would probably have come along, anyway, and as no increase in trade results, there has been a step backward, since any business that stands still has practically made a recession. Hunting out old customers and regaining their trade is even better than finding new ones, as in the former case the merchant knows their wants and personal peculiarities and has a better chance for pleasing them.

The yearly consumption of sugar in the United States is about 2,000,000 tons, or 4,000,000,000 pounds, which is equivalent to about sixty pounds to every man, woman and child in the country. The quantity of salt consumed is about 1,000,000 tons, or 2,000,000 pounds less than the weight of the sugar used.

Worden Grocer Co.

Grand Rapids, Mich.



The latch string of the house shown on this page is always out, but during Fair week it will be of extra length; long enough so that all can "get hold" of it and we hope every merchant visiting this city will "give it a pull." Railroad fares will be low and we advise you to take a day off and come to town. If you feel "blue," come in and let us brace you up. If you feel "good," that is a better reason for your coming, that we may rejoice together over returning good times. Speaking for ourselves, trade has never been better than at present and especially on those lines in which we take great pride, such as **Teas, Coffees, Canned Goods, Provisions, Etc.** It is our aim at all times to keep the highest grade of goods procurable and to sell them at the lowest prices possible, considering quality. Give us the pleasure of seeing you when in town.



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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - SEPTEMBER 1, 1897.

GENERAL TRADE SITUATION.

The moderate reaction of ten days ago in the general stock market and the sharper one in wheat has been followed by the former resuming its steady upward movement, and the latter, after regaining much of the rise, has fluctuated by wide movements which have afforded abundance of activity for the speculators. What is of more significance, however, is that the increase in industrial activity continues with an increasing ratio. Prices are advancing with a slow, healthy steadiness in all the staple industries and a feeling of solid confidence pervades all the purely industrial markets.

Exports from New York in three weeks have been 33.9 per cent. larger than last year, when the total was \$68,600,000, which would indicate a total this month exceeding \$91,000,000. Imports in four weeks here have been 17 per cent. less than last year, when the total was \$49,468,000, indicating a total this month of about \$41,000,000. Cotton exports were larger last year from points outside New York, so that the excess may not be so great, but it is big enough to make London bankers disgusted when their clients insist upon buying shares in American prosperity. And the prosperity coming does not seem far off, with actual payments through clearing houses averaging daily in August 12.6 per cent. more than in 1892, and 38.9 per cent. more than last year. Although this month has but twenty-six business days, against twenty-seven in the other years, the aggregate of payments will probably be about \$305,000,000 larger than in 1892 and \$1,300,000,000 larger than last year, and a difference of more than the entire annual value of both wheat and corn crops in the payments during a single month is not a small matter.

The upward start in prices of iron and steel, which has been awaited so long because consuming demand had not yet overtaken the capacity of works, has come at last, and, although the average is yet only about 3.1 per cent. higher, it seems likely to go further. Pig iron is about 25 cents higher, steel billets 15 per ton, rods \$1.50, wire nails five cents per keg, and structural angles, plates and bars about \$1 per ton, the latter being in especial demand for car building. While part of the rise may be due to the strike, which keeps some works idle, it is well known that

other works are starting after long idleness, one journal mentioning sixteen iron plants which have started up during the week.

The cotton mills, after their summer vacation to work off surplus stocks, are starting in most places with full force, and prices of goods have generally advanced a little. While heavy speculative sales of wool continue, manufacturers are buying rather more, as their initial orders have been decidedly larger than has been usual in this month, even of good years, and prices of goods have been advanced about 10 per cent. on most grades, although more by some manufacturers who wished to make no more contracts at present, while many others have openly withdrawn their goods from the market. A number of mills are now running night and day to fill orders. The boot and shoe concerns are generally kept busy by belated orders for winter goods, much greater than are customary at this season, but spring orders are slow, and the small advance in prices is not relished, although leather has risen about 8 per cent. since April and hides 26 per cent.

New York has begun to supply the interior demand for money, and at the same time the demand for commercial loans has become larger and much broader, representing of late an unusual number of country distributing houses. The supply of funds is so ample and rates at present are so moderate that banks are by no means impatient to have gold imports begin, and the remarkable strength of Western banks is shown in the small demand from this city, notwithstanding the heavy movement of grain.

Failures for the week were 210, while last week they were 221, and for the corresponding week last year 320.

LIBEL ON MICHIGAN GROCERS.

The Grocery World, published in Philadelphia, is a worthy publication and seldom takes a false step, but the last issue contains an article relating to Michigan grocers which would be libelous if it were not ridiculous. The article is as follows:

Certain parts of Michigan are said to be sadly in need of grocers' associations. Every grocer in Michigan admits he cannot make a profit on any of the articles that the grocers where there are associations are making their chief source of income. They are selling flour below cost, they are delivering oil at a loss and are losing money on all their staples. In addition to his grocery business every Michigan grocer runs a saloon and a meat market. They say they never could make the grocery business pay alone, and so they depend on the saloon business and the money made on meats to eke out a living and pay the bills. They are conducted as side lines.

While competition in the grocery line is very strong and prices generally are too close to cost to afford the margin grocers ought to make to render their business altogether pleasant and profitable, the Tradesman insists that the picture is greatly overdrawn and that the faithful narrator should use more care than the writer has exercised in attempting to describe the situation.

The statement that "every Michigan grocer runs a saloon" is unworthy so excellent a journal as the Grocery World and the Tradesman regrets that so baseless a falsehood should appear in a journal of character and standing. Not one dealer in twenty-five—probably not one in fifty—handles liquors in connection with groceries, and the number who carry fresh meats along with groceries is about in the proportion of one to ten.

WILL WHEAT SELL HIGHER?

One of the peculiarities of the American farmer is his disposition to believe all speculative promises and to hold his products for the higher prices that are so often assured him by the market manipulators. A few weeks ago the wheat growers were quite willing to take 75 cents per bushel for their grain, but when the speculators hoisted values to \$1, the farmers held back their offerings, and many of them declared they would wait for the price to reach \$1.25.

At anywhere from 75 cents to \$1 per bushel there is a good profit in growing wheat, and the farmer who has seen his grain advance 50 per cent. in less than two months should certainly be eager to sell at the enhanced values. It may be that wheat will go higher, but there are also many things that could cause a decline. Under excitement a "bull" market may be carried too far and be overdone. When this is the case the result works harm to all interests affected.

The wise farmer sells his crop on an advancing market, and such a rapid and material advance as has been experienced recently should certainly induce him to take in part of his profits anyway. The United States has a large crop to sell, and while every bushel of it will be needed, the present prices ought to be high enough to coax some of the farmers' abundance out of their bins.

There is no need to fear that bearish speculators can cause any material decline in wheat values. The shortage in European countries guarantees a ready market for every bushel this country has for export. Germany, Hungary, Austria, Roumania, Bulgaria, Russia and Italy are all reported talking deficiency, and if the reports may be believed the shortage is somewhat unusual. To cap the climax, Russia is reported likely to prohibit exports and the French ministry likely to experience a crisis on account of dear bread and importunities to suspend the import duty.

Should either France or Russia act in the way indicated, wheat might go higher, and even without that aid it is still likely to sell at better prices than for five years past during the next six months.

THE MONEY ORDER BUSINESS.

The recently devised circular check system adopted by the banks of Georgia has attracted considerable attention and leading bankers seem to think that in a few years it will be adopted generally. Its object is to regain for United States banks some portion of that constantly growing business of effecting transfers of small sums of money which, with the revenue derived therefrom, has in the past quarter of a century been, to a considerable extent, taken from the banks by the postal and express money order systems.

A writer in the Bankers' Magazine calls attention to the growth of the postal and express money order business in this country. Few people have any idea of the amount of the transfers of money effected by these means, and will, no doubt, be surprised to learn from the statistics compiled by the writer mentioned that during the fiscal year ending June 30, 1896, the post-offices of the country issued 23,062,053 domestic money orders, involving the enormous sum of \$172,100,649.02. For this service the Government received in fees \$1,410,077.76, or an average of 5.88

cents for each order issued, the orders themselves averaging in amount \$7.18 each. The amount of such orders handled by express companies cannot be ascertained, but judging by the numbers of the orders, the volume of their business in this line must be considerable.

A steady increase has been manifested for the past thirty years, excepting during the period about 1890, when the postal notes took the place of money orders to a considerable extent. The charges for the postal orders have from time to time been appreciably reduced; but notwithstanding this the revenue has steadily grown, and during 1896 it exceeded the expense of the system by \$730,646.64.

In addition to this the foreign money orders issued now amount to very nearly \$14,000,000 and number 1,000,000—giving an average of about \$14 per order. The revenue derived was in 1896 \$177,021, showing an average cost per order of 18 cents.

It will be observed that the public pays the postoffice more than eight-tenths of 1 per cent. for this service of transferring money, a rate which is greatly in excess of the average paid for domestic exchange furnished by banks, and some of the leading bankers are determined to devise a means by which to bring back to themselves a large share of this business.

CAN A CORPORATION LIE?

The Tradesman takes pleasure in reproducing the following advertisement for the Michigan Central Railway without charge:

A new form of thousand mile ticket, the result of careful consideration and discussion between the railroads and their principal patrons, will be placed on sale Sept. 1 at all important Michigan Central ticket offices. The ticket is sold for \$30, with a rebate to the purchaser of \$10 when used up in compliance with its conditions and is accepted on all the lines in the Central Passenger Association, forty-five in number and covering a vast extent of country. No mileage book has yet been devised so acceptable to all parties concerned and so advantageous to the holder. Every one who is likely to travel a thousand miles in a year should avail themselves of it, and should consult the nearest Michigan Central ticket agent.

The Tradesman gives place to this announcement for the purpose of calling attention to the most flagrant falsehood ever uttered by a railway corporation—the statement that the new book is the "result of careful consideration and discussion between the railroads and their principal patrons."

It is sometimes asserted that the reign of Ananias is at an end. In case the devil runs short of liars he has a worthy successor to Ananias in the Michigan Central Railway.

According to the traditions of the Greeks, the first discovery of iron by the human race was made on Mount Ida, by the tribe called Dactyles. It is said that the forest was set on fire by lightning, and so intense was the heat of the great masses of fallen trees that the bed of iron beneath was melted and trickled in small streams down into the valley.

Schlatter, the divine healer, is against 16 to 1. He has skipped from Canton, Ohio, leaving sixty empty whisky bottles and one wife.

If whisky will keep on after wheat corn may conclude to follow.

THE REVOLT IN INDIA.

But very meager details are being received as to the progress of the revolt in Northern India; but even this fact indicates that the situation is very serious, as there is strong reason for believing that the British government is suppressing news as to the actual situation. There are reasons for believing that the celebrated Khyber Pass, which is the line of communication between India and Afghanistan, has been completely occupied by the rebellious natives, and that the insurgents are now preparing to push the war into India proper.

While the Indian government has assembled a large force for the purpose of crushing the revolt, the possession of the Khyber Pass by the rebels is a serious matter, as the pass is a strong strategic position, and, in the hands of a determined foe, will be difficult to recapture. Of course, it will be retaken; but much loss of valuable lives will have to be suffered. The Khyber Pass has already been the scene of some terrible fighting, and its distinction in that line is likely to be again added to in the not very distant future.

The British government is being subjected to some very severe criticism because it permitted the Khyber Pass to be garrisoned only by native levies instead of by at least a detachment of British troops. It certainly does seem remarkable that this very important position should have been left entirely to the protection of native troops. It is the natural gateway to the Indian empire, and its capture by Russia would sound the death knell of British rule in Southern Asia. Russia has for years been intriguing with Afghanistan, and it has been pretty openly charged that the Ameer of Afghanistan has been instigating the present revolt, although he stoutly denies this.

The British government, or, more properly speaking, the Indian government, has hastened troops to the northern part of India, until it is now believed that a force of nearly twenty-five thousand men has been assembled within striking distance of the rebels. This army will probably prove sufficient to crush out all resistance; but, if necessary, even larger detachments can be assembled promptly, as India has a standing army of 225,000 men, of which about one-third are European troops. If the trouble can be confined to the tribes along the northern frontier, it will probably not prove of long duration; but there is ground for fearing that the rebellion may spread to India proper, in which event a very considerable campaign will have to be undertaken. Religious fanaticism is the most serious foe that has to be combated this time. It is believed that the tribesmen, who are all Mohammedans, have been incited to rebel by emissaries of the Sultan of Turkey, and for this reason the outbreak has taken on the appearance of a religious war. Should all the Mohammedan subjects in India decide to join with their co-religionists in Northern India, the matter might become decidedly serious. More than 20 per cent. of the total population of India are Mahomedans; hence it can be readily seen that a holy war would be a very difficult problem to solve.

California winemakers are planning a unique exhibition for the Omaha exposition. It will take the form of a reproduction of Niagara Falls, the water being represented by the natural juice of the grape and the rocks of the original

being reproduced in glass. The scheme contemplates a large exhibit, involving the use of 100,000 gallons of California red wine to represent the foaming, dashing water. The precipice over which the wine is precipitated will be formed of glass, through which electric lights will shed a light intensifying the warm color of the wine and the grottoes and caves along the banks will also be of glass. These caves will be large enough to contain several people and will be elaborately decorated with California fauna and furnished with cool retreats wherein visitors may rest and partake of the fruits and wines of California while listening to the thunder of the cataract. Along the rocky banks about the cataract will be growing citrus trees in full bearing. This project will be carried out by a syndicate of wealthy Californians.

A chemist has announced that he has discovered a method of treating eggs so that they will not spoil, and he asserts that in the future drinks in which eggs are used will be mixed with eggs chemically insured. Eggs have been manufactured by artificial means so cleverly that it was difficult to tell them from the real article, but the discoverer of this remarkable method of preserving eggs alleges that he is the first man in this field to succeed. Nearly all of the soda water stands serve egg phosphate during the summer months, and it occasionally happens that an egg of the '96 model gets mixed with a '97 phosphate, with results that are disastrous to the soda water proprietor. The inventor of the new method believes that his eggs will do more than the police to keep peace during the summer months where soda water is served. Thus far he has made no explanation of his new invention, but he alleges that it has been thoroughly tested and found satisfactory.

The phenomenal rate of progress which the world has made during the last fifty years is strikingly emphasized by the fact that the inventor of the lucifer match died only a few days ago at his home in England. There is scarcely a province on the globe which has not shared in the benefits of this unique invention, and the triumphs of the match have been, indeed, world-wide. It is difficult to realize that only a few years have elapsed since dire necessity compelled our fathers to resort to such primitive methods of procuring fire as the flint rock and the tinder box. With the introduction of the match, however, these crude methods have been retired and are now looked upon through the eyes of modern progress as quaint traditions which have come down from some remote era. The credit of this unique invention belongs to Sir Isaac Holden, and upon the grave of this illustrious Briton humanity lays its most gratified tribute.

Russia has doubled her population in the past fifty years, the latest census showing 130,000,000. It was Napoleon who remarked that Russia and the United States would eventually dominate the world. France and Germany are flirting with the bear to be on good terms with it when the dominating begins.

Ice cream sold in London streets has been found to contain 7,000,000 microbes to each cubic centimeter. It is said that more than 1,000,000 microbes to the centimeter are unhealthy. The safe plan is always to count them before eating.

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.

Getting the People

Sensible Suggestions Regarding Advertising.

When you have a line of goods with tempting prices, give them a prominent position where people can't miss seeing them as they pass your windows. This is the sort of advertising that never fails to sell goods. There is no experiment about such a method.

There are times when it pays to make a mistake in advertising and frankly confess it. The confession is what does the trick, however. An honest confession is not only good for the soul, but it is a tonic to weakened confidence.

Because a merchant is honest it doesn't necessarily follow that he should keep spouting the fact in so many words through his advertising. If he's fair and square, folks will find it out at his counters.

The power of a wedge is in proportion to its sharpness. The same can be said of an advertisement. It should have point enough to force its way into public indifference and the friction of facts to make it stick after it has entered.

Advertising is a centrifugal force which should create a centripetal force strong enough to draw trade from the extreme limits of the circle where it was exerted.

Advertising skylights and windows ought to be used to throw true light upon a merchant's wares. There should be no deceptive colors used in either.

Don't jab at your rival unless you want to advertise his business and the fact that you fear his power. Such a course is like that of a hen who neglects her chicks to chase a sister hen who has a better brood.

When you set out to make an advertisement funny, don't neglect its business end in order to display your wit.

The main object of advertising is to catch new customers. The old ones are already landed and won't want to get away if you treat them properly.

When you set your foot firmly on an icy sidewalk, you are not so apt to slip and fall as when you step with timid, cat caution. A timid, half-hearted style of advertising often creates doubt and proves the downfall of the thing advertised. If it's a good thing, don't be afraid to say so in forcible words. If it is N. G., drop it and say nothing.

JED SCARBORO.

Consoled Herself with the Thought That There Are Others.

"George," exclaimed Mrs. Lawson, "let me see that paper a minute. There's something in Fugleman's advertisement on the last page, about giving something away to every customer."

Mr. Lawson handed the paper over to his sweet little wife, and went on eating his breakfast.

"I hope they won't all be gone," she said aloud, as she read the announcement, "before I can get there."

"What are they going to give away?" her husband asked.

"A beautiful tea caddy to every purchaser of a dollar's worth of good or more," she excitedly returned. "I wouldn't miss getting one of them for anything!"

"What do you intend to buy?" he enquired.

"O, I don't know yet. But there are lots of things I can find to make up the dollar's worth. A tea caddy's the very thing I've been wanting this long time, and I wouldn't miss the chance for a good deal."

He kissed her and went away, but when he got home again, at night, he found in place of the happy wife he had

left that morning a little woman who was the picture of woe.

"What's the matter?" George Lawson asked.

He had forgotten about the tea caddy, and feared that bad news of some kind had preceded him.

"I shall never buy another cent's worth of anything in Fugleman's store as long as I live," his darling replied.

"O," he said, remembering the advertisement in the morning paper, "didn't they give you a tea caddy after all?"

"Yes," she replied, in scornful tones, "they gave me one. But look at it!"

Then she handed out a little earthen jar with a nick in it, that, if it had been perfect, might have been worth eight or ten cents.

"Why didn't you make them give you a good one!" he asked, patting her cheek and trying to make her believe that he sympathized with her.

"I did ask for a good one," she sobbed; "but what do you think the impudent clerk said?"

"I haven't any idea. If it was anything disrespectful I'll go and lick him!"

"He asked me if I wanted the earth," the weeping woman declared.

"O, he did, did he?"

"Yes, and there I'd just bought a dollar's worth of goods that I don't suppose I'll ever need!"

"The wretch!" hissed George Lawson.

Then he told her not to care, and kissed her, and made her think that he didn't object to the squandering of the dollar at all, and at length her gloom disappeared.

As they sat down to tea, she suddenly said, with a glad look upon her face:

"I'd feel awfully bad about it, dear, if I hadn't seen the caddies that some of the other women got. They were all cracked, or damaged in some way."

But her husband made no reply. He was thinking.

What an Advertisement Should Do. From the Hardware Dealer.

There are two things which a good advertisement should do. First, it should serve to create or increase a desire for the general class of the thing advertised, and second, for the particular kind of thing. One of the best things that an advertiser can do is to make his advertisements sound fair and reasonable. It is well to admit that the other fellow's goods may be pretty good. Then you can go on and say wherein yours have the advantage, and people will believe you are truthful because you are just. If you can once get the public to believe that you are more careful in your statements and more honorable in your dealings than your competitors, a great deal has been accomplished.

London Tea Profits.

A London grocery journal says that the profits of the tea retailer in England are very small, 2 pence per pound being thought good, and one-half that amount being a more usual profit.

A. Slimmer, Iowa's greatest philanthropist, has given to his relatives and to charity over \$1,000,000, yet has refused to have his name or his picture handed down to posterity through them. He has named one hospital fund after an old lady in the town in which he lives, Waverly, Iowa.

A Caribou, Me., farmer grubs stumps by building a fence around them, poking some wheat under them in holes made with a crowbar, and then turning two hungry hogs loose in the inclosure. The hogs root for the wheat and break up the dirt so that the stumps may be dragged out easily.

The authorities of Milan have decided to stop street sprinkling on very warm days, on the ground that the process only aggravates the situation, as moist heat is much more disagreeable than dry heat. It is also argued that the sprinkling favors the growth of injurious bacteria.

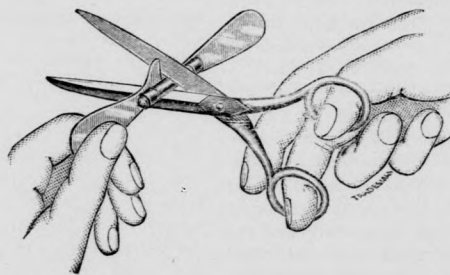
Welcome to Grand Rapids

Every merchant in Michigan is invited to avail himself of the half fare rates on all railroads in the State which will prevail next week on account of the State Fair and visit the Grand Rapids market, where he will be cordially welcomed by the jobbing grocery houses of the city.

Ball-Barnhart-Putman Co.

Grand Rapids, Mich.

Gorbin's Lightning Scissors Sharpener



It is a daisy. Quick seller. Every lady wants one. Lasts a lifetime. The only perfect sharpener made. Will sharpen any pair of shears or scissors in ten seconds. Made of the finest tempered steel, handsomely finished and nickel plated.

SELLS AT SIGHT because every lady can see at a glance the practical benefit she will derive from this addition to her work basket. Her scissors will always have a keen edge.

Put up one dozen on handsome 8x12 easel card.

\$1.50 Per Dozen.

FOR SALE AT WHOLESALE BY

TRADESMAN COMPANY,
GRAND RAPIDS, MICH.

MARCH OF MONOPOLY.

Shall the People Master or Continue to be Mastered.
Ezra Norris in Twentieth Century.

Waves pass over mankind as over the face of the ocean, sweeping away old orders to make way for new. Slavery, so common among most nations at an early period, was thrust aside by the incoming order of serfs; and serfdom was put away by the factory system out of which has grown the great commercial and competitive order. And competition, in business of to-day, is a sort of warfare, into which there comes each year more powerful instruments and measures, compelling the abandonment of all ordinary methods and the adopting of extraordinary; and that, in turn, is swept away by an incoming greater, and so on.

Before such perpetual overturning, business is becoming more and more impossible with men of ordinary capital and ordinary capacity. The result is a death struggle now on in all kinds of business and notably between the large and the small storekeepers.

The men at the head of these stores and combinations are, however, only occupying places that have been made for them. They had the foresight to see what was coming, and have simply walked in in advance of the people; I say advance, for the people must follow, or be servants of these men. These opportunities were unconsciously made by the general business methods of the country; just as the land in our large cities is unconsciously made valuable by the presence of the people; and now the same law that has carried these men forward will impel the people forward to the same greater advantages, when these foremost men will be absorbed in the general movement.

Just so the great changes that have come over the social affairs of the world during all past ages were chiefly the results of economic laws that came forward without purpose on the part of any one. From so-called accidents of wars, fatal pestilences, discoveries, science, politics, art, culture, they came, and we call them economic laws.

Now the history of these great changes show that man's thoughtful, planning, purposeful efforts have had but slight effect in either directing or averting their coming. Slavery was thrust aside in the midst of protests; serfdom was put away in the midst of protests; and now our great competitive order is staggering before the great power of monopoly, in the midst of protests.

But in all of these great evolutionary changes in the affairs of men, however great the protests may have been, they have had but slight effect in staying an incoming order. Economic forces are stronger than men. The former always have and always will rule.

We are now, doubtless, in the midst of one of these world changes and, as usual, on every side is heard the outcry against it; first, by the comfortable class who do not wish to be disturbed; and next, by those whose business will have to be recast and fitted to the new order, perhaps at great loss; and last by the great mass of people who make the mistake of not seeing that such a change is for their good. At this point many shrug their shoulders with no purpose to favor that which is against their personal interests. But all such are very unwise.

Of course, it is not lower prices that we are desiring, but such an adjustment as will give all a chance to live off their labors; to consume what they have produced instead of sharing with the needless middleman. No man wants to carry on his back another who is equally able to take care of himself. So, to throw off this needless class as the monopolists have done, is what the people must do to be free. The more production is aided by the machine, and distribution accomplished by more direct methods, the better for the people. If they can have the savings instead of the few monopolists, as now. These men are monopolists because they have seized these advantages, and the people

will become the monopolists of their own interests when they do the same thing.

It would be far better for the people to do honor to science by entering upon the same plans—that is, form a trust of their own. But at this point we are met by a chorus of voices screaming, "visionary," "utopia," "millennium," etc., to which we reply by pointing to the great army of salesmen swarming over the country, filling the hotels and railroad cars; needless jobbing houses all sustained from no other source than your product, so that when it gets back to you the cost from these causes has necessarily run up to perhaps twice what you realized for making it, so that you can buy only one-half of what your own hands produced. Now, if you object to such needless waste of your product; if you object to having one-half taken from you and so choose the less expensive route, then you are on the millennial side with us; but if you still persist, you are crying yourself down. Thus far in man's upward climb, the ideal has become practical; the most extravagant visions have become realities. It is the most natural thing in the world to realize these visions if we will only set ourselves at the work by following natural ways.

What then, are we to do? Can we successfully legislate against economy? Can we successfully legislate against better machinery and better facilities? I think not. These great productive and distributive concerns are with us, not only to stay, but to grow larger and more embracing; and the question for the people to decide is, whether they shall master or continue to be mastered. The attempt to regulate trusts is proving futile, simply because economic forces are stronger than political.

Obviously it must be best for the people not to attempt to undo that which is done, and which is plainly best, but rather in some natural way, to take charge of business in a business way; for there must be an orderly way to do what should be done.

Advantages of the Cheese Business.

Prof. Eberman, of St. Paul, Minn., summarizes the advantages of the cheese business as follows:

Cheesemaking acts as a safety valve for the different branches of dairying of our country. In the first place it furnishes the safest and most convenient method of disposing of all surplus milk. Second, it encourages and fosters an industry that demands the best thought and the most scientific research in the realm of dairying; and again, it furnishes larger comfort, greater wealth and safer returns than any other enterprise or industry to which the dairyman may give his attention or in which he may invest his means.

A car famine is not half so serious as a grain famine, and the report that there are not enough cars to move the grain that is now being offered to the railroad is one to cause rejoicing rather than sorrow. For good wheat or corn in elevators will keep until the cars can be secured to move it and the unprecedented demand for cars shows that the big stocks of grain are so much in demand that they will be turned into ready cash sooner or later and soon at the latest. The reported car famine is therefore one of the most hopeful indications of an old-fashioned business boom that has manifested itself as yet. For freight cars are quite as numerous as at any former period and if the present stock is inadequate to meet the present necessities it follows that the greatest grain movement the country has ever known is in progress.

A farmer in the Shenandoah valley has contracted to sell his 4,000 barrels of apples to a London firm for \$5.50 a barrel. The variety is the Albemarle, or old Newton pippin, which is considered the choicest of all apples in England.

Tit for Tat.

Doctor—You're a long time paying my account, sir.
Hardup—Well, you were a long time curing me.

The world has no use for the man who is down on his luck. But it will never cease to admire the man who, although failing once, is up and at it again, full of faith and fight. Fate is kindest to those who fight her the hardest.



WHITE CITY TAILORS,

222-226 ADAMS STREET, CHICAGO, ILL.

If you are a merchant and have lost money trying to handle

Clothing

write us for information how to supply your customers with new, fresh, stylish and well fitting garments at satisfactory prices to them and profit to you. No capital or experience required.

Standard line of Men's Suits and Overcoats, \$4.00 to \$16.00.

WHOLE WHEAT FLOUR

contains the entire grain of wheat with only the fibrous covering removed. Every pound of this flour represents 16 ounces of food value.



It contains all the elements required to build up the daily wastes of the human system. Bread made from it is easily assimilated; is highly nutritious and is most palatable.

Every grocer should have it in stock. Manufactured by...

GUARD, FAIRFIELD & CO., Allegan, Mich.

Michigan trade supplied by the Olney & Judson Grocer Co., Grand Rapids.

Every Dollar

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

TRADESMAN COMPANY, Grand Rapids



MICHIGAN BARK & LUMBER CO.,

527 and 528
Widdicomb Bld.
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.



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.

OWEN VS. NOEL.

Do Not Agree on the Department Store Problem.

Bliss, Aug. 30—I note that we have the Ontario octopus presented to us again in the Tradesman of Sept. 11. The absorbing question seems to be: What are you going to do about it? Your correspondent seems to think that the paternalistic qualities of government should be invoked. In my opinion that will never do. The idea of a paternal government! I have seen that idea often deprecated in other papers besides the Tradesman, and I am not in love with the paternal in government myself.

In the onslaught against the department stores, octopus, or whatever it is called, the sympathy and aid of the smallest crossroads dealer in the country is sought, and what may be a small dealer anywhere look for in return, after the ends sought are accomplished, provided they can be and are?

The octopus spirit is practically manifested towards every dealer of small means anywhere and everywhere and only the foolish fail to see it. I won't follow this lead any farther, for I might utter some thoughts that would not, just now, at the present stage in the evolution of an irrepressible letter system, be available for your columns.

If the business men of Toronto and every other city that is supporting an octopus will do a little systematic analyzing and then properly synthesize, they will discover the cause of the prosperity of their dreaded octopus. They will find that the family of every proprietor—and the proprietor—too, of every corner grocery in the city goes to the octopus for catch bargains in dry goods and every article that he does not keep in his store; and, likewise, the family of the proprietor of the central dry goods store goes to the same octopus for catch bargains in groceries and all articles not kept in his own store; and so on through the list. The patrons of these small stores follow the lead of the store proprietor.

The relief that is effective and effectual does not lie in anything that "papa government" can do. Something, however, that paternal government might or could do would, possibly, be effective. The development and force of the evil complained of is due solely to the business methods in vogue—not all the business methods, by any means, but those that have the strongest and deepest hold upon business men and their patrons—buying and trying to buy at less than cost to producer and affecting to sell at less than cost to themselves. These methods do prevail, and no one but a knave will attempt to deny it. The different methods of attack on the octopus mentioned by your correspondent seem to be neutralized by the "light of reason" turned on by him. Now, what are you going to do about it? The "doing" is going to lie, in the first place, in discountenancing and discontinuing the deharmonizing, desocializing and, withal, dehumanizing—not to say anything about dechristianizing—system of discounts, graded—or degraded—according to the amount of goods bought. Every purchaser of goods who buys to sell again should have goods at the same prices, no matter whether he buys in five dollar lots or five thousand dollar lots. This, I know, would be a terrible innovation in practical trade methods, but this is a day of terrible innovations to any but the hapless sleepers. I think it was in January, 1887, that I first saw this idea advanced in the Practical Druggist, being suggested as the only practical—and I may say practicable—way of preventing cutting on proprietary medicines.

The idea that a man who buys goods in large quantities should have them at a great discount is so engrafted in the very souls of the average little crossroads and corner grocery keepers that they advocate the principle as being correct with as much éclat as does the famous octopus itself, and they lose sight of the fact that it is the means, solely, of keeping them enslaved.

Another terrible innovation comes in

the declaration "that every consumer of goods, no matter whether he be a boot-black, farmer, boardinghouse keeper or mammoth hotel proprietor, should pay identically the same price, whether bought in pound, piece, barrel, dozen or gross lots. This seems like a strange declaration, as well as terrible, but when a proper need of humanizing morality is impressed into business methods, strangeness will disappear and blessedness will appear. As long as business methods are maintained, just so long will the octopus flourish, fight it as you may with the aid of "papa government" or what not.

GIDEON NOEL.

The Return of Confidence—Pointer for Clerks.

A. N. Oldman in Hardware.

"What constitutes a return of business confidence?" asked the man on the nail keg, in my store, the other evening.

The 'Squire, some years ago, learned it all; and what he does not know, he makes up.

"Business confidence?" responded this walking cyclopedia of opinions. "It is only a general agreement among business men, to let her go!"

"For instance?" I asked.

"Just this way. Suppose I had here in my trousers pocket one thousand dollars—"

"Can we imagine that?" asked the little fellow by the stove.

"And suppose I hold on to that thousand, because I am afraid to spend it. I lack confidence you see—am afraid I won't get it back, because times are hard. After a while something happens—they pass a tariff bill, or get up a war in Africa, or I see the moon over my left shoulder—and I say to myself: I guess it will be safe to send that wad where it will be doing some good. So I take it out, and pay Bill that ten dollars I owe him—"

"Shall I write the receipt, Squire?" asked Bill.

"And then I go to Smith and order a new harness, and buy a keg of nails of Oldman here, and get a new suit of clothes, and lay in my coal. That thousand and dollars gets into the arteries of trade, and circulates through the system politic, and does a lot of good. Each man who gets a portion of it feels better. He takes it, and pays some one he owes, or purchases something he needs. That's all there is to it."

"Then the whole country depends on you, does it? When do you propose to set her going, Squire?" asked the man on the nail keg.

"Fellows with your microscopic minds," answered the old man with dignity, "fail so often in their intellects, because they don't generalize. Everybody here except you, knows that I used myself only as an example. A return of confidence comes, when seven out of every ten men, the country over, say to themselves, 'Why better times are here at last!' and act accordingly. They begin to buy and to pay, and there she is. Before you know it, the whole thing is on a swing. Factories open, stores stock up, freight rushes to the railroads, wages are paid out, consumers begin to purchase, and the depression is over. That's what it is, and that is all there is to it."

I guess that, for once, the old man was right. The next drummer who strikes this store, will get an order sure!

I once had two clerks. Eames was getting twelve dollars a week and Roberts fifteen. Eames asked for a raise. I told him that his services would not, as yet, justify it and that the business could not afford it. He was not satisfied, even after I told him I would do better by him just as soon as I could.

A few days afterwards Roberts had occasion to criticise his associate for a very apparent lack of interest in the work in hand. Eames answered, "Well I guess I do it well enough for twelve dollars a week."

It was in that spirit his work was done. He was getting only twelve dollars and was determined to earn no more until paid more. Roberts, on the other hand, put in his best efforts and tried to make

himself more valuable with every day that passed.

I am to-day paying Roberts \$2,100 per year, while I was compelled to discharge Eames at the end of his first year.

* * *

They are telling a good story on my friend, the grocer next door. The other day a woman came in and said: "I want two dozen hen's eggs. They must all be eggs laid by black hens."

The grocer said: "Madam, I am willing to accommodate you, but you have got the best of me this time. I don't know how to tell the eggs of a black hen from those of a speckled or white one."

Said she: "I can tell the difference mighty quick."

"If that is so, madam, will you kindly pick out the eggs for yourself?" She did so, and when the two dozen were counted into her basket, the grocer looked at them and said suggestively:

"Well madam it seems as though the black hens laid all the big eggs."

"Yes," said she, "that's the way you tell them."

He Knew His Business.

"Did you say that this is to be a wedding present?" asked the clever salesman in the china store.

"No; I didn't say anything of the kind," replied the man who was making the purchase. "And I don't see that it makes any difference to you."

"Not the slightest," was the reply. "I merely thought you might like to have us take off this price mark and paste on another with a higher figure on it."

A story is told of the late Baron Hirsch that conveys a valuable lesson. After writing a message announcing the gift of a fortune to a school, the great millionaire went over the telegram carefully a second time, condensing it so as to save a franc.

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.

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



Antiseptic Fibre Package Co.,

Manufacturer of Packages for marketing Lard, Butter, Jelly, Mincedmeat, etc. Sealed air tight. Pay for themselves in securing higher prices.

187-189 Canal St.,

GRAND RAPIDS.

JOHN HICKS.

Career of the Urbane Druggist of Rocky Bend.

M. Quad in American Druggist.

Of the character or adventures of John Hicks before he made his appearance at Rocky Bend I have nothing to say. It was rumored that he was an army sutler at one of the frontier posts before he turned druggist, but public gossip is always a little venomous. He reached Rocky Bend at a time when we had three so-called doctors, and two so-called drug stores, and his urbane and gentle character at once stood out like a knot on a log. He arrived just as Hank Watkins had been killed by a powder-blast, and as he helped to gather up the fragments he paused for a moment to rub his hand and say:

"Really, now, but I can truthfully say that I lament this sad occurrence and hope the spirit of the deceased has found rest above. I pledge you my word, gentlemen, that I am actually grieved."

It was with our best wishes that Mr. Hicks bought out the two drug stores and made a consolidation and opened business. For a few days the three doctors were a little shy of him, but after discovering that he knew no more about drugs than they did about medicine, they naturally cottoned up and made a strong quartette. Luck must have been with these doctors for the preceding six months, as no patients had died on their hands; but things were different soon after Mr. Hicks opened up. A miner named John Shine wanted some quinine, and three hours after taking a dose he was dead. The news was borne to the druggist, and there was a cloud of sorrow on his brow and a lump of pathos in his throat as he said:

"Really, gentlemen, but I am grieved to hear it—much grieved. It may be possible that I gave him arsenic or strychnine, as I was busy at the time and my bottles were not labeled; but if so, I hope the public will excuse me. Poor man! I hope he did not go out of the world blaming me."

A few days later one of the doctors sent in a prescription for fever, which nearly killed the patient, and some of the sick man's friends were pig-headed enough to want to raise a row about it. The doctor laid it on the druggist, and the druggist smilingly met the kickers with:

"Really, now, but I'm sorry such a thing should have occurred—very sorry. The prescription called for only two ingredients, but as the patient has been my friend, I threw in two or three more to prove my appreciation! Convey to him my sincere regards, and assure him that my object was in every sense a worthy one."

It was an open question with the public at Rocky Bend as to whether the doctor or the druggist knew most about drugs, but it was not an open question with Mr. Hicks. He knew that he could give the three pointers all day long and far into the night, and he soon displayed a willingness to do it. A Chinaman was taken ill, and one of the doctors prescribed calomel. Death followed the dose in a few hours, and certain people who were down on the doctor began to talk. He cleared his skirts, and when they came to Mr. Hicks that urbane and sympathetic druggist rubbed his right hand over his left and mournfully exclaimed:

"Ah! then, but another soul has ascended to heaven from Rocky Bend! Gentlemen, I grieve. Yes, I really grieve. No, it is not Dr. White's fault. His prescription called for calomel, but knowing that his practice among the heathen had been very limited, I took the liberty of changing it to morphine. Morphine always pulls a Chinaman through any sort of sickness, and how this fellow came to die is a puzzle. Gentlemen, please bear my condolence to his friends, and assure them that I felt I was acting for the best."

Among the stock were about two dozen bottles of liniment, three or four bottles of hair-dye, and half a gallon of sweet oil. As none of these things had

a sale, Mr. Hicks one day mixed them all together and made a sort of elixir. He had just got it ready when a miner came in with a bad cough and was recommended to try a dollar's worth. He was followed by a miner who wanted a tonic, and number three complained of pains in his chest. For a couple of days the elixir went for all sorts of ailments, from toothache to consumption, but then the returns began to come in. It hadn't actually killed anybody, but it had upset a score of men more or less badly, and as soon as they could crawl out they brought up at the drug store.

"Gentlemen, I beg to assure you of my regrets," replied the urbane Mr. Hicks, "and you can be satisfied it shall never occur again. It was an experiment on my part—an experiment undertaken with the noblest of intentions, and it is needless to say that its failure has caused me the deepest sorrow. Have a blue-mass pill at my expense and let us forget all about it."

We didn't exactly know what to do with Mr. Hicks. He was so urbane and sympathetic that one hated to kick, and yet it became plainer every day that it was only a question of time when he'd clean out the population of Rocky Bend by his picturesque way of running a drug store. In three months he made about twenty blunders, half of them fatal, and the only offset was that he never lied nor sought to excuse himself. He finally got morphine and quinine mixed up again and caused the death of Sam Barlow, and the mayor of the camp felt it his duty to go over to the store and say:

"Look yere, Hicks, you've killed another man!"

"But with the best of intentions, I assure you," replied the urbane.

"D—n your intentions! Didn't Sam Barlow send for quinine?"

"He surely did."

"And you must have sent him morphine in place of it."

"Very likely, as the two bottles stand side by side and are not labeled. Yes, I must have sent him morphine, and as he was a good customer, I gave down weight. Please bear to his surviving friends my assurance that—"

"But this has got to stop!" said the mayor.

"Yes, it ought to stop."

"You evidently know nothing about drugs."

"Next to nothing, but in case of any death through my ignorance I shall always stand ready to tender my heartfelt sympathies. I think I will leave the drug business and go to freighting hay and provisions up from Yuba."

Inside of a week he found a buyer and departed, but on the day he left he walked around and viewed the graves of his victims and then said to the mayor:

"I can't find but twelve, and two of these are Chinamen, but please announce to your people that I cherish only the friendliest feeling and have done as well as I can."

Necessity of Enforcing the Law.

Correspondence Detroit Free Press.

I note your editorial on kerosene and gasoline in your issue of August 21, and heartily coincide with all you have to say in regard to the necessity of more care in the sale of oil and gasoline, so that one may not be taken for the other.

I assume from your editorial that you are not aware of the fact that the Legislature of 1880 passed a law compelling druggists, grocers and peddlers handling gasoline and other explosives of similar character to label the container each time it is filled, giving the name of the explosive and the words, "Explosive when mixed with air." There seems to be a good deal of ignorance in regard to the existence of this law in some parts of the State, but where it is enforced it works well. If you were to call attention editorially to the existence of the law and the necessity of its enforcement, I think you would be doing the people of Michigan an excellent service.

It is easy enough to rectify whisky, but it's hard to rectify the errors which whisky causes.

The Mexican Orange Worm.

The prejudice that has undoubtedly been caused by the publication of warnings against Mexican oranges in consequence of a worm with which this fruit is said to be infested, will undoubtedly affect their sale in the United States during the coming season. So wide-spread is the work of this pest that even in South Africa it is believed that some of the great damage to the fruit crops of that country comes from this same source. Undoubtedly Mexican orange trees will be quarantined whenever an attempt is made to export them into any other country.

Is the Law Enforced

In Your Township?

Under the new law the operations of country peddlers can be considerably curtailed—in some cases abolished altogether—by the energetic enforcement of the statute. It is the duty of the merchant to see that the township board of his township enforces the law. The Tradesman has had drafted by its attorney blank licenses and bonds, which it is prepared to furnish on the following terms:

LICENSES,
10 cents per dozen;
75 cents per 100.

BONDS,
25 cents per dozen;
\$1.50 per 100

Please accompany orders with remittances.

TRADESMAN COMPANY,
Grand Rapids.

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 Klap; 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 McBRATNIE; Secretary, W. H. LEWIS; Treasurer, LOUIE SCHWEMER. 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. B. JOHNSON; Secretary, A. M. DARLING; Treasurer, L. A. GILKEY.

Adrian Retail Grocers' Association

President, MARTIN GAFNEY; 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.

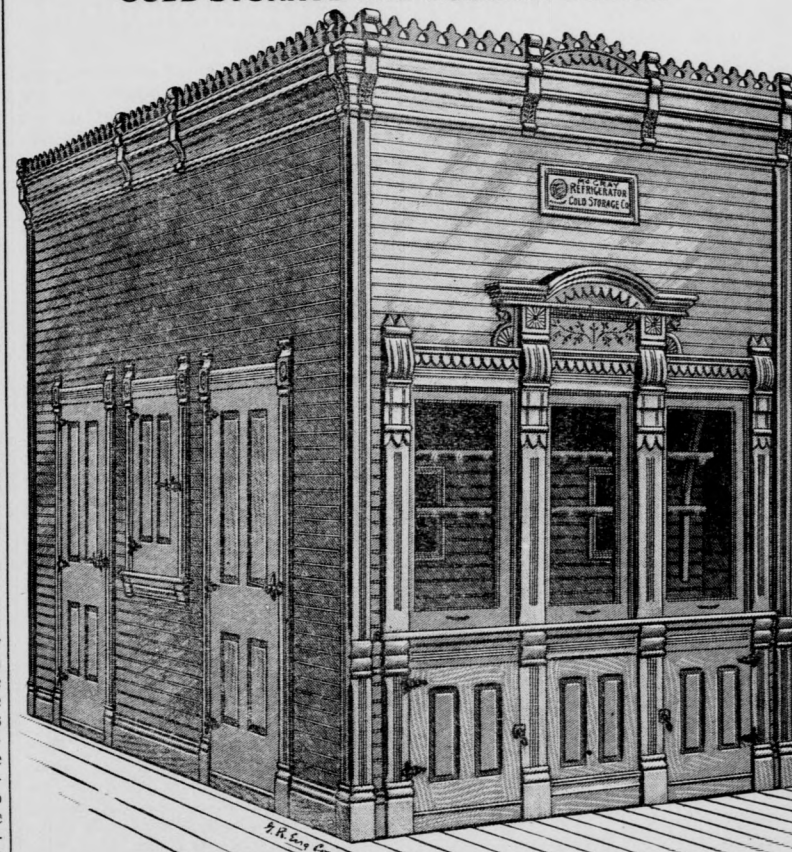
Alpena Business Men's Association

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

Grand Rapids Retail Meat Dealers' Association

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

McCray 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.

Shoes and Leather

The Importance of Proper Rubber Fitting.

Rubber fitting is a feature of the shoe trade that is given little attention by nine out of ten retailers, in ignorance, perhaps, of the fact that two-thirds of the complaint of poor quality of the goods is due wholly to the lack of fit.

It is a nasty rainy day and there is a rush and a scramble for rubbers on the part of a wet-footed, in-a-hurry public. The clerks are hustling to get rid of a dozen customers in a dozen minutes. They haven't time and the patron hasn't time to fuss with the fitting as would be done were shoes being purchased. Then again there isn't much profit in rubbers and the shoe man doesn't care about the trivial (?) matter of fit.

The shoes are wet and muddy and the clerk isn't inclined to handle them any more than he is obliged to.

On goes a rubber. If it's not too loose all right. The customer pays the price and gets out, glad to have it over with so easily.

He doesn't appreciate the fact that the sole of the rubber is narrower than the sole of his shoe and that every step he takes is helping to punch the leather through the rubber, straining the over-shoe at every seam and giving it four times the wear a properly fitted rubber would receive in equal service. If he did he would insist on a proper fit and not accept the rubbers until he secured it.

Doubtless the retailer doesn't give the matter the attention it deserves in his own mind and doesn't realize that he is to blame for complaint that comes in regarding the wear of the rubbers he sells, but jumps at once to the conclusion that the rubbers are no good and swears at the manufacturers for turning out "rotten stuff."

Are you guilty?

If you are it's time to reform.

Fit your rubbers carefully. See that they are plenty long and wide enough, without being so large that they will slip off of their own accord.

See that the sole is broad enough so that the vamps are not being encroached on by the leather sole to do duty beneath it.

If the leather shoe has a broad Scotch edge be careful that the sharp corner at the shank is not punching out through the rubber.

People are calling for thin rubbers these days. They don't want heavy goods for general wear except in regions where the weather is severe.

Thin rubbers won't stand much twisting and straining. The soles may be built for wear and the entire rubber be made with the main purpose of giving good service, but it cannot fulfill its mission unless fitted properly.

There may be small profit in rubber selling, but this is no excuse for careless fitting. If rubbers are sold at all they should be sold right. The customer is entitled to all the wear there is in the goods and should be given every opportunity to get it all out of them.

The dealer owes it to himself to give satisfaction in his rubber trade as in his shoe business. It pays.

Manufacturers are making it a comparatively simple matter to fit rubbers correctly and easily. They are following the styles in leather goods closely and duplicating in rubber the successful toes bought out by shoe manufacturers.

Retailers are purchasing on the same principle. This season they are buying Coin toes—the dime and quarter sizes—in women's rubbers and Coin and Bull-dogs in men's. Having goods in stock to fit the leather goods that are selling there is no reason why the retailer cannot fit his rubber customers properly if he will.

Dealers will find it, advisable, too, to recommend cap toes on pointed toe rubbers. Caps do not add to the appearance of broad-toed rubbers, but are a decided improvement on narrow toes. Nor are looks their greatest recommendation. The doubled thickness reinforces the rubber at a point where the strain from a pointed toe shoe comes hardest and the cap is consequently of considerable value in the extra wear given to the rubber.

Ladies particularly are fond of the capped toe rubber and invariably choose it as being prettier than the plain. The shrewd salesman finds in this fact and in the other one that capped toes are made only in the first quality goods an opportunity to dispose of the more expensive goods where cheaper ones would have been purchased otherwise.

If the lady customer is shown a plain rubber and a capped one and is told that one is 50 cents and the other 60 cents, she may choose the 50 cent shoe for economy's sake, believing the 10 cents difference to be due to the capped toe. If, on the other hand, she is informed that the capped toe rubber is first quality and the plain toe second grade and that it is in reality economy to purchase the better goods, the capped toe will appeal to her love for beauty and prod her sense of judgment to yielding up the extra dime.

In divers ways can the average retailer get out of his rubber business more than it is yielding him to-day, without adding to his expense or work.

Dissatisfied customers hurt the rubber department even as they injure the leather shoe trade and by proper fitting and good treatment the retail merchant can make satisfied patrons where to-day every pair of rubbers going out of his store is reasonably certain to foment trouble.

If you have not tried it before, try it the coming season. Fit your rubbers carefully. It pays.—Shoe and Leather Gazette.

During the last two years, Victoria, Australia, has successfully dealt with the labor question by the formation of labor colonies and village settlements for the unemployed. The colonists received governmental help in raising their first crops. This came in the shape of loans at low rates of interest, and secured on the crops. The village settlements were made near swamp lands, the reclaiming of which provided ample labor and support for all able to work. Thus, while aiding the settlers to support themselves, the government has realized large profits from the enhanced value of the lands. In this way 2,500 families have been provided for, and are now permanently settled on these once waste lands.

The largest farm in England, but which dwindles into significance when compared with thousands of American holdings, is located in Lincolnshire and contains 2,550 acres. The laborers average wages of 56 cents a day, and, "by the kindness of their masters," are allowed a potato patch.

Be gentle. The sea is held in check, not by a wall of brick, but by a beach of sand.

We Manufacture

Men's Oil Grain Creoles and Credmeres in 2 S. and T. and $\frac{1}{2}$ D. S., also Men's Oil Grain and Satin Calf in lace and congress in 2 S. and T. and $\frac{1}{2}$ D. S., all Solid—a good western shoe at popular prices.

We also handle Snedcor & Hathaway Co.'s shoes in Oil Grain and Satin. It will pay you to order sample cases as they are every one of them a money getter. We still handle our line of specialties in Men's and Women's shoes.

We still handle the best rubbers—Lycoming and Keystone—and Felt Boots and Lumbermen's Socks.

Geo. H. Reeder & Co.,

19 South Ionia Street,
Grand Rapids, Mich.



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.



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.

...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.

The First Settlement of Holland by the Hollanders.*

In the autumn of 1844, I moved from the town of Richland, county of Kalamazoo, with my wife and child, to a place called by the Indians Old Wing, which is on section three in the now township of Fillmore. At that time Fillmore was attached to the township of Manlius. At Old Wing there was, by Government appointment, a mission established for the Ottawa tribe of Indians.

My first occupation was the building of a dwelling house for the missionary and teacher—the Rev. George N. Smith—who received his appointment from the United States Government. There was also appointed to the mission by the Government a farmer and an interpreter.

Before I had completed the dwelling house for the missionary I received the appointment of farmer, at a salary of \$400 per year. The salary of the missionary was the same. The interpreter's salary was \$100 per year. My appointment as farmer gave me a good opportunity to form an acquaintance with the Indians. They were receiving from the Government annually about \$8 per capita in money, and, in addition, pork, flour and tobacco. Joseph Wakazoo was the chief. His family consisted of a wife and three daughters and one son. The wife's name was Tabita; the eldest girl was named Mary, the next Catherine, the next Tenis and the youngest, a son, was named Joseph. Mascauba appeared to be next to the chief. He had three sons—Louis, Joseph and Francis. I remember other names to-wit: Peter Wakazoo, who was a brother of the chief; Musquogwun, Chigwa, Shina-coshe, Shawshawgwa, Shawbatesc, James Ricket (interpreter), Robert McShinley (fur dealer) and John Claymore. The last three named were half bloods. The chief, Joseph Wakazoo, died, and his brother, Peter Wakazoo, was the chief thereafter. The mission was in charge of the Congregational church. The Indians were nearly all Roman Catholics, and if they had been permitted, would have had a Roman Catholic for their missionary and teacher. They were pleased to have their children learn to read and write, and for that purpose, near the dwelling of their missionary and teacher—Rev. Geo. N. Smith—on section three, they had a building, 24x30 feet in size, for school, meeting and council purposes, which was built of logs hewed on the outside and inside. The Indians at their village on the south shore of Black Lake—about one mile west of the city of Holland—had a frame building about the same size, where they met for meetings when visited by a Catholic priest. They also had at the village a cemetery, which was fenced. The fence was about ten feet high, constructed by logs set endwise close together in the ground.

The Indians were not willing to comply with the requirements of civilized life; they preferred to gain a living by hunting, trapping and fishing. They had small clearings where they planted corn, potatoes and squash. They left the largest trees on the ground and planted their crops between them. I persuaded some of them to clear off the large trees, so that I could plow their lands. The Government furnished for their use one yoke of oxen, an oxcart, plows, harrows and chains. They had objections to settling for a permanent living on their farms, thinking that by so doing they would become the slaves of their cattle and hogs. They would rather secure their meat by hunting, and when they wanted meat, take their rifles and get it, and when they returned to their wigwams, lie down and rest, instead of waiting upon and feeding the dumb brutes. They did not like the custom of hotels in charging the traveler for something to eat. They were a merry lot of fellows to work with, especially when we succeeded in getting them to a "logging bee."

There was no reservation of land here

*Paper read at semi-centennial celebration at Holland, by Isaac Fairbanks.

for the Indians. They purchased their land from the Government. They made boats of birch bark large enough to carry quite a number of persons and so light that two persons could carry one. The best reason I know why the Indians left and went to Grand Traverse, where there were fewer white settlers, was that the settlement of this place by the Holland colony interfered with their mode of living. Before the settlement of the Holland colony, Holland, Zeeland, Fillmore, Overisel and Laketown were almost entirely unsettled and heavily timbered with valuable timber. The trees so shaded the ground that the sun's rays were prevented from reaching it. The roads, which were very few, were almost impassable. It was a hard day's work to go with the oxen and cart from the mission settlement to the Indian village and return the same day, and it took about two days to go with the oxen and cart to the Kalamazoo River, at New Richmond. We had no road to Grand Haven, and when we desired to make the trip would go to Point Superior and take the Indian trail or take the shore of Lake Michigan. I remember that at one of the annual payments of the Indians at Grand Haven, we had to wait a day or two and could not proceed with the payment because the chief had taken too much scuta wabo (fire water) and skillfully dodged every question as to where he had obtained it. We had the same law then as now—that it was not lawful to sell intoxicating liquor to an Indian. When the paymaster would ask the chief where he got his liquor he would not tell, but would respectfully commence to speak about his trials and difficulties with his people.

At Point Superior there was the frame of the sawmill and several dwelling houses. At Port Sheldon there was a splendid hotel and several other buildings.

Our cattle and Indian ponies found a good living in the woods in both summer and winter and kept in good condition without hay or grain.

Of the character of the Indians, I can say that they were kind and law abiding, and in their manner of life their wants were provided for. They would cheerfully feed the hungry the best they had without money or price. Their greatest enemy was intoxicating liquor. I now refer to January 1, 1847, when Dominie Van Raalte, in company with John R. Kellogg and the missionary, George N. Smith, gave me a call, waded through the snow, which was then about two feet deep, from the mission to Black Lake, when the site for Holland city was selected. I remember the time from the practice of the Indians of firing a salute near our dwelling to usher in the new year. These gentlemen came to erect the first shanties during the same winter. They found a place to sleep at night on the floor of my log house (I had a large fireplace in one corner and fire there was kept burning day and night for several weeks.) I think the first shanty was built on the east half of the southeast quarter of section number 28, in the township of Holland, town five north and fifteen west. Few, if any, of those early pioneers are left to tell of their hardships. It was evident to me that when they left their native land their trust in God came across the ocean with them, and when spring came their songs of praise could be heard in the woods. I well remember the earnestness manifested by Dominie Van Raalte, not only in caring for the temporal wants, but in his strong desire to make Holland a Godly town. The further development of the settlements was convincing evidence that the God in whom they trusted was with them.

India rubber as a paving for streets was tried on a bridge in Hanover, Germany, a little more than a year ago, and proved so satisfactory that experiments are being made in Berlin and Hamburg with it for ordinary roadways. It is said to be perfectly noiseless, unaffected by heat or cold, and less slippery and more durable than asphalt.

Investigating Reports of Unclean Salmon.

It is reported that representatives of a large English buyer of salmon are now on the Fraser River investigating into the manner in which salmon is put up in order to ascertain whether there is any truth in the reports of uncleanness. Special enquiries are being made into the physical condition of Chinese employees, and white employees hope that, as a result of the report, Chinese labor may be dispensed with in the Province.

We all praise contentment, but none of us practice it.

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.



New Catalogue of

Tinware and Enameled Ware

just out. Drop us a postal for it.

Wm. Brummeler & Sons,

Manufacturers and Jobbers,

260 S. Ionia St.

Grand Rapids.

PICTURE CARDS FOR COUNTRY FAIRS.

Nothing takes so well with the visitors at fairs as picture cards, which are carefully preserved, while ordinary cards, circulars and pamphlets are largely destroyed and wasted. We have a fine line of picture cards, varying in price from \$3 to \$6 per 1,000, including printing on back. Samples mailed on application.

TRADESMAN COMPANY, GRAND RAPIDS.

Ruberoid Ready Roofing

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

H. M. REYNOLDS & SON,

Detroit Office, foot of 3d Street.

GRAND RAPIDS, MICH.

Bicycle Sundries

Everything up to date.

Lamps, Tires, Pedals, Saddles, Locks, Bells, Pumps, Cements, Etc.

ADAMS & HART,

Wholesale Bicycles and Sundries,

12 W. Bridge St., Grand Rapids.

Send for catalogue and discount sheet.

Mention where you saw this ad.

ENGRAVERS

BY ALL THE LEADING PROCESSES

PORTRAITS, BUILDINGS, MACHINERY, STATIONERY HEADINGS, EVERYTHING.

HALF-TONE ZINC-ETCHING WOOD ENGRAVING

TRADESMAN COMPANY GRAND RAPIDS, MICHIGAN.

What Nationality Produces the Best Grocers.

Stroller in Grocery World.

I've been rubbing up against grocers for a good many years. I've seen probably all kinds and varieties that there are to see. I don't believe there is a mentionable type of grocer that at some time or another I haven't struck. So that probably I am as well qualified to speak on the subject of nationality as anybody.

My experience and observation have taught me that the nationality of a man has absolutely nothing to do with his success in business. Not only that, but education hasn't much more to do with it, either. That's an extreme statement, I'm free to admit, but, nevertheless, I've seen that in my time which makes me a believer in just that doctrine. Superior to nationality, education and everything else is a man's own ability. The well-educated man of a highly-civilized nationality may be an utter failure as a business man, while the uneducated, illiterate son of some nationality that usually carries with it incapacity and looseness, may rise to the highest heights of success.

Don't think I'm drawing these statements from my imagination. What I say I've seen. Listen.

The most successful grocer I ever knew, considering his facilities and the obstacles he had to deal with, was a mulatto who could neither read nor write. Now, there's a case. The negro race is supposed to embody the very antipodes of shrewdness in business or in anything else. Everybody looks on a negro, whether a black or a mulatto, as lazy, shiftless and as poor a manager as they make 'em.

You'd think that the fact of a man's being a negro would be enough to kill his success, without illiteracy, and yet here was a case where both these elements of weakness were present, with the result just as I tell you.

This mulatto was one of those inately-shrewd, far-seeing men who are apt to make a success of whatever they undertake. He had his daughter do all the clerical work for him, such as keeping accounts, and so on, although he knew all the time what was going on. Every night the girl went over the books with her father, telling him every one of the day's transactions to the last detail. The result was that that fellow, although he lacked the very first so-called rudiments of success in anything, knew where he stood when he went to bed every night. That's more than some grocers who can read and write do.

The mulatto's store was not an aristocratic one at all. It was on the edge of a large city in that borderland between the North and the South. He had a large trade, however, and up to the time when my acquaintance ceased it was constantly increasing. He had an absolute knowledge of what people would buy and what they wouldn't. He seemed to feel what was right to do, and to do it by a sort of intuition. He was as circumspect in his dealings as anybody could possibly be, and when he promised to have an order delivered at 10 o'clock, it was delivered either at 10 or before, never even one minute after. And that's more than some better-educated grocers do, too.

When I last heard of this fellow, which was about seven months ago, he was making money, and was reputed to be well fixed. He is a man of probably 45 years, and is a West Indian negro, not one of the ordinary African variety. He was said to own several houses, and I know he owned the building where he had his business.

Now, that's one case. Here's the other end of it:

Several years ago an old friend of my father's family—school teacher by profession, and a good one—became reduced by circumstances over which he had no control, and found himself unable to get a position at his regular profession. He was a New Englander, and as smart as a whip—at school teaching. His friends, among whom was my father, got together and raised a little money for him, and on this he

opened a little grocery store in a location where I'm satisfied I could have made a go of it. There was so little competition there that the poorest business man on earth, almost, ought to have succeeded.

But my friend, the school teacher, didn't succeed, all the same. With everything in his favor—good location, very slight competition, the good wishes of the community, and almost everything else nameable, he failed, and in a very short time, too.

The reason he failed was simply because of atrociously bad business methods. He didn't understand keeping the stock up, and very frequently let it run down. I have actually known that man to be out of granulated sugar for two days at a time. He was shiftless and forgetful, too. When he promised to deliver goods at such and such a time, it would be several hours later when they got there, and I have even known him to forget to deliver them at all.

The result of this sort of thing materialized very quickly. The people got disgusted, just as they ought to have done, and went several squares out of their way to get their groceries somewhere else. The professor worried along for a few months, and then went to smash, and his creditors, besides the friends who loaned him the money to

start on, are still whistling for their cash.

Both of these cases may be exceptions rather than rules, but they show, nevertheless, that there are times when both nationality and education count for very little in the race for dollars. Here was a poor, unlettered negro—a nigger!—who succeeded in spite of his unpromising nationality and his illiteracy, while a bright school teacher from New England—that mother of shrewdness and sharpness—failed, utterly with the best of nationalities and the best of education.

Big Indiana Sugar-Beet Syndicate.

Advices from New Carlisle, Ind., reached the city last week that Nelson Morris, of Chicago, had associated himself with an Indiana syndicate, which has purchased a large tract of land in the Kankakee region for the development of the beet-sugar industry. It is proposed to build an immense plant and reclaim several thousand acres of the land in the vicinity to open a vast area for this industry.

A man who has advice to sell feels hurt when there are no purchasers; but he should know that when anything happens to a man he can get more advice in an hour than he can follow in a year.

The Pink Shirt Waist.

There's a luster in her optics
And a heaven in her smile,
There's poetry in her carriage,
There's decorum in her style,
Oh, her voice is low and pleasing,
And her modesty and grace
Lend a sweetness to the maiden
In the pink shirt waist.

With her sunny tresses falling
Like a cataract of gold
O'er divinely molded shoulders,
Snowy white, but never cold—
Oh, the heart with rapture's bobbing
While I view the blue eyes chaste
Of the maiden who's attired
In the pink shirt waist.

She abhors the baggy bloomers
So suggestive of the Turk;
She affects no stunning costumes—
Calls them all the devil's work;
She is pleased and well contented
To be modest, pure and chaste,
And adorn her perfect figure
With a pink shirt waist.

She's familiar with the flowers,
Knows their origin and name;
She has read the classic authors
Who've achieved immortal fame.
You may bet she is a corker,
For she rode a mile unpaced
In fifty-seven seconds
And a pink shirt waist.

An Englishman has patented a process for compressing flour into blocks in molds, rendering it, he claims, less liable to atmospheric and insect damages and requiring less space, while its breadmaking qualities are not impaired.

The President of the United States of America,

To

HENRY KOCH, your clerks, attorneys, aged, salesmen and workmen, and all claiming or holding through or under you,

GREETING:

Whereas, it has been represented to us in our Circuit Court of the United States for the District of

New Jersey, in the Third Circuit, on the part of the ENOCH MORGAN'S SONS COMPANY, Complainant, that it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District of New Jersey, against you, the said HENRY KOCH, Defendant, to be relieved touching the matters therein complained of, and that the said

ENOCH MORGAN'S SONS COMPANY,

Complainant, is entitled to the exclusive use of the designation "SAPOLIO" as a trade-mark for scouring soap.

Now, Therefore, we do strictly command and perpetually enjoin you, the said HENRY

KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you, under the pains and penalties which may fall upon you and each of you in case of disobedience, that you do absolutely desist and refrain from in any manner unlawfully using the word "SAPOLIO," or any word or words substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring soap not made or produced by or for the Complainant, and from directly, or indirectly,

By word of mouth or otherwise, selling or delivering as "SAPOLIO," or when "SAPOLIO" is asked for,

that which is not Complainant's said manufacture, and from in any way using the word "SAPOLIO" in any false or misleading manner.

Witness,

The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 16th day of December, in the year of our Lord, one thousand eight hundred and ninety-two.

[SEAL]

ROWLAND COX,

Complainant's Solicitor.

[SIGNED]

S. D. OLIPHANT,

Clerk

Commercial Travelers

Michigan Knights of the Grip.

President, JAS. F. HAMMILL, Lansing; Secretary, D. C. SLAGHT, Flint; Treasurer, CHAS. McNOLTY, Jackson.

Michigan Commercial Travelers' Association.

President, S. H. HART, Detroit; Secretary and Treasurer, D. MORRIS, Detroit.

United Commercial Travelers of Michigan.

Grand Counselor, F. L. DAY, Jackson; Grand Secretary, G. S. VALMORE, Detroit; Grand Treasurer, GEO. A. REYNOLDS, Saginaw.

Michigan Commercial Travelers' Mutual Accident Association.

President, A. F. PEAKE, Jackson; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids. 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.

Not Afraid of the Sound of His Own Voice.

Grand Rapids, Aug. 30—In connection with your recent very able editorials on the interchangeable mileage, permit me to submit the following:

I notice an advertisement in our local dailies to the effect that there will be placed on sale Sept. 1 a 1,000 interchangeable mileage book, good on thirty-five roads of the Central Passenger Association; that this is the most favorable one ever offered, and is the joint result of conferences of travelers and general passenger agents, etc. Upon investigation, I find that these 1,000 mile books are sold at \$30, good for one person only and limited to one year; that strips must be exchanged at each station for a ticket, and that if all the conditions are complied with, a rebate of \$10 is promised when the book is used up.

For the past eight years the writer has been closely identified with the efforts of the Michigan Knights of the Grip to secure an interchangeable mileage book. The general passenger agents of the local roads have generally been disposed to recognize our claims and acknowledge the justness of the business principle that a man who travels from 10,000 to 20,000 miles a year is entitled to special concessions, and six years ago they informed our Railroad Committee, of which the writer was a member, that they would gladly grant concessions of mileage and baggage, to our fraternity, but that the interstate commerce law prevented them from so doing. After four years of earnest and systematic labor of the more prominent organizations of commercial travelers of the United States, we secured an amendment to the bill, permitting railroads to grant special concessions of mileage and baggage to commercial travelers, not thinking it necessary to have the bill compel them to do so, as we had faith in their promises; but it now appears that they are subject to a powerful foreign influence, and that this is the reason they have been unable to grant our requests. Two years ago when threatened by hostile legislation, they enlisted our influence in defeating the uniform rate of 2 cents per mile on all roads, promising a satisfactory interchangeable mileage book as soon as it was possible to issue one. At this time we had not asked for, nor expected, one of less than 5,000 miles, good for one year, as there is no legitimate commercial traveler who is not in a position to use several of such books in each year. Our members did loyal work and faithfully kept their promises. Unfortunately for us, our influence was excited, in no small degree, against the railroad legislation, believing it would result in a curtailment of passenger service and having faith that the railroad officials would fulfill their promises to us. Now, after two years of patient waiting, many conferences and painful travail, the Central Passenger Association has brought forth an alleged interchangeable mileage book, which I fear its own mother will fail to recognize as such.

Through all this we recognize the fine Italian hand of the powerful Eastern railway syndicate which has ever ignored the reasonable requests of commercial travelers of this State, as evidenced in the fact that a few years since every railroad in the State, with the single exception of the Lake Shore, granted members of any recognized association of commercial travelers the appreciated concessions of a week-end ticket, and 250 pounds of baggage free; but the continued and aggressive warfare of the above system compelled the more liberally disposed roads to finally withdraw these privileges.

I note a few of the advantages (?) of this "most favorable" book:

1. A forfeit of \$10 is exacted of every honest man that he will be honest.
2. If the ticket accountant is satisfied that the signature on each portion of the mileage book is that of the original purchaser, the latter will get a rebate of \$10. Every conductor as well as every traveler, is well aware of the fact that it is an utter impossibility to always write a signature on freight or passenger train in motion, with a pencil, similar to the original with pen and ink, and should one signature not exactly correspond with the original in ink, the \$10 rebate is forfeited.
3. Quite frequently a traveler is engaged with a customer up to the last moment and is compelled to run to catch a train just as it is moving out of the station; or close connections at a junction point give no opportunity to exchange your mileage for a ticket.
4. As every traveler knows, he may board a train intending to make a certain town, but for reasons that may develop, he may wish to stop off at a nearer point or go to a farther one, and in either case, after having removed his wrappings, with a possibility of the thermometer 20 below zero, or in a driving rain, he must leave the train and go in the station and get another ticket.

These are a few of the advantages (?) that are apparent to every commercial traveler, and time and the use of them will doubtless develop more of the same kind. We have waited long and patiently for what we have considered our just rights. We asked for bread and they have given us a stone, and I trust every self-respecting commercial traveler will refuse to purchase or use this travesty on an interchangeable mileage book. Our only recourse, to my mind, seems to be an appeal to our Legislature, which has shown a strong disposition to pass a bill that would be to our entire satisfaction; and it is a well-known fact that we now have a Governor who will not cover himself with the disgrace of vetoing such a bill. I ask the hearty co-operation of every commercial traveler to this end.

L. M. MILLS.

Uncle Rube Will Be There.

The following program has been arranged for the annual picnic of the Grand Rapids traveling men, to be held at Reed's Lake Saturday afternoon, Sept. 4:

Everybody will meet at the Ramona pavillion at 2 o'clock sharp (with a large lunch basket well filled). At 3 o'clock they will take the ship, Major Watson, for Alger park, where the ball game and other games will be thrashed out. After the games all will return to the pavillion and a grand old picnic supper will be given.

The pie contest will take place at that time. Several noted pie eaters have already been booked and three dozen fat custard pies will be on hand for the struggle. The ladies race will be very exciting, as quite a number are now scoring at Comstock park. Uncle Rube will not be allowed to enter for the ladies race or the pie eat.

The hop in the evening will be held at the pavillion just north of the Lake-side Club.

Love of business is the true alchemy that turns work into gold,

Gripsack Brigade.

It takes sense as well as cents to make dollars.

Your pantaloons pockets are never made large enough to hold both money and hands.

The salesman who boasts that he is a fixture with his house generally tells the truth, for he never moves up.

One little indiscreet word very much resembles a banana peeling. It has tripped up many a good man.

The man who promises you his trade if you join his church won't be long in finding fault with your politics.

Whenever your competitor begins to talk about your personal habits, you can rest assured you are making inroads on his trade.

Albert C. Antrim, the veteran traveling representative of the Alabastine Co., is in town on his usual semi-annual posting-up visit.

When your competitor announces that he is "keeping his eye on you" you ought to feel glad. He has to turn away from his business to do it.

No matter how much ability you may possess, it is useless unless exercised. The best medicine is good for nothing if you can't get the stopper out of the bottle.

There are grades in traveling salesmen just the same as in canned goods, but the choicest can of fruit and the best salesman are worthless when they get swelled.

The sympathy of the fraternity will go out to C. H. Sheldon (W. A. McGraw & Co.) in the death of his eldest daughter, Mrs. C. P. Beck, of Hillsdale. Mr. Sheldon was called home from Petoskey, arriving only about an hour before his daughter lost consciousness.

Belding Banner: W. B. Travis has severed his connection with the Ballou Basket Co. and will travel for a Chicago firm, the McCready Cork Co. H. S. Campbell has been tendered and has accepted the position and will begin work September 1. His territory is the South and West.

John McCleary, who has represented the Musselman Grocer Co. on the road for the past two years, has resigned his position to indulge in a prospecting tour through the Pacific Northwest. "Mac" is a pleasant gentleman and an energetic worker and deserves success in whatever field he may finally conclude to locate.

Harry J. Person, formerly engaged in the grocery business at Lansing, but for the past year on the road for the Chicago branch of H. O. Wilbur & Son, has undertaken the representation of Armour & Co., in the towns along the line of the G. R. & I., north of Grand Rapids. He will make his headquarters at this market, visiting his trade every two weeks.

It is a little discouraging, as Brother Mills intimates in his communication in another column, to note the apathy of some of the officers of the Michigan Knights of the Grip on the question of the new interchangeable mileage book, when ninety-nine out of every 100 traveling men condemn the books as an insult to the fraternity and regard the attitude of the roads as an exhibition of bad faith and double dealing which will not be tolerated. Those who sow to the wind must expect to reap the whirlwind, and the Tradesman exceedingly regrets to note the arbitrary positions assumed by railway managers who have usually been friendly to the boys by reason of the dictatorial attitude of the Vanderbilt interests.

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., Grand Rapids. Telephone 381-1

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.

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

Cor. Saginaw and Fourth Sts. GEO. H. SCHINDHETT, Prop.

IT 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, Prop.

GRAND LEDGE, MICH.

Rates, \$1.00.

One block east of depot.

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

Term expires
S. E. PARKILL, Owosso - 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 Session—Lansing, Nov. 2 and 3.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President—A. H. WEBBER, Cadillac.
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SLIPPERY BUSINESS.

Gathering Bark from a Certain Kind of Elm Tree.

From the Memphis Commercial Appeal.

Slippery elm bark is widely used in medicine to-day. Long ago, when doctors thought water when drunk clear was certain death to a person with fever, slippery elm came to the rescue of suffering thousands, and when it was put in water the patient was allowed to drink it. As the years went on and the doctors grew in wisdom, new uses were found for slippery elm bark. There are big factories in which this bark is pulverized and it is prescribed by physicians and sold by the druggists for various uses. Sometimes it is for a poultice for some inflamed and irritated place. Again, it may be used when there is internal irritation to soothe and allay the suffering. Its uses are legion, and for years the frugal people who live in the rural districts of the East have had lucrative employment in gathering this bark.

In later years the Eastern supply has grown so short that the manufacturers have had to cast about for new forests, and have turned to the South for their supply. Accordingly last spring Allen Asher, of Memphis, received an enquiry from an Eastern house wanting from 100,000 to 200,000 pounds of the bark. This was last April. Mr. Asher inserted an advertisement in the papers enquiring where and in what quantities the bark could be found here. There were hundreds of responses, and a thriving industry has been established. Mr. Asher tells the story of the bark in this manner:

"To get slippery elm bark in large quantities is a new industry in this section of the country. Heretofore the Eastern manufacturers have been able to get all they desired from nearby points. Six or eight months ago we had an enquiry from a large manufacturer who is engaged in the business of manufacturing pure powdered licorice root, tobacco flavor, etc. He desired to know if we could get any slippery elm bark in this section of the country and the probable cost and quantity to be obtained, and at the same time stated that on account of its scarcity with them the price had advanced two cents a pound.

"After looking into the matter carefully I found there was any quantity of the bark to be had in this section. In Mississippi, Arkansas, Tennessee, and Alabama I found by advertising that this bark was very plentiful, mostly on ridges contiguous to rivers, creeks, or bodies of water, and I immediately corresponded with several hundred persons who had answered my advertisement, telling them I wanted the bark in large quantities, and endeavored to secure all this bark I possibly could. The mill which wants it desires to get from 100,000 to 200,000 pounds annually. This, of course, is a large quantity of the bark, owing to the shape in which it is desired, and the fact that when dry it is not nearly so heavy as when stripped from the tree. A great many parties who wrote to me with a view to getting it out have, for one cause or another, failed to do so, while there are numbers of others getting the bark and shipping it regularly.

"If the people would pay particular attention to gathering this bark for the

market, it is so easily gathered and requires so little work, that it would be quite remunerative, especially as it can be gathered from the time the sap rises until the fall. It is not necessary to cut down or kill the trees. It is better to not cut them down nor kill them. If enough bark is left the parts stripped will be covered thicker and better in time. All that the mill requires is that the outside or rough part of the bark be taken off clean to the white part of the bark. Then, that the bark be thoroughly dried and while drying protected from the weather. If it is left out in the weather so the rain and dew fall on it, it will mildew and become discolored. When protected from the weather and thoroughly dry it is almost perfectly white. After the rough part of the bark is taken off it can be stripped from the trees in any width and in pieces from three to twelve feet long and then doubled over itself three to three and a half feet long before drying so that when dry it can be made into nice shipping bundles easy to handle in transit.

"I don't think the people realize how much could be made in this manner by men and children engaged in farming, and it is really an extra duty, and can be performed when the crops are laid by or when the weather is too wet to plough or do other field work, or at any spare time. The frugal Eastern people have been gathering it for years to supply the increasing demand of manufacturers and druggists.

"We pay 3½ cents a pound for the dry bark. So far the most of our supply has come from Northern Alabama, Crittenden county, Ark., and along the line of the Illinois Central Railway as far down as Grenada, Miss., but we could handle many times what we now get, and would be glad if greater numbers of people would become interested in this industry. Many might find it more profitable than cotton."

Details of Mr. Sourwine's Plan to Prevent Cutting.

Following are the details of the plan proposed by John J. Sourwine, of Escanaba, to prevent the cutting of patents:

The National Wholesale Druggists and Proprietors' Association will establish a National Guaranty Label of some original and distinct design, and have the same registered in the United States and Canada.

Make all legitimate druggists who desire it members of the Guaranty Association, provided they shall have taken the prescribed oath to sell goods at established prices in the application for membership hereinafter named.

No person shall become a member of the Guaranty Association who is not a regular registered pharmacist, except in states which have no pharmacy laws, in which case all persons having an established retail drug trade, except at department stores, must, besides taking the prescribed oath, have the endorsement of one or more wholesale druggists who are members of this Association.

In cases of two or more persons constituting a firm, each individual of said firm must sign application under oath, and labels will be issued under firm name and number.

The National Association shall issue all membership certificates and guaranty labels and the same shall not be transferable.

Membership certificates shall be made in duplicate, one for the retailer or wholesaler and the other to be placed on file in the offices of the National Association or in main office of state association acting under the authority of the National Association.

Each membership certificate shall be numbered consecutively, as the applications are received by the National Association, said certificate and labels issued thereon to be of the same number and recorded under the same firm name and number.

All applications for membership must be accompanied by money sufficient to cover expense of printing labels, etc., as hereinafter provided by the National Association.

The said Association shall also establish a uniform rate for labels, not to exceed the actual cost of printing or engraving and maintaining officers in charge.

No retail dealer shall be allowed to use the guaranty label until the bottle or package is sold, when each and every bottle or package sold shall be labeled with the label containing the retail dealer's name and number thereon.

Wholesale druggists will be required to become members, first, using same blank and oath as retailers, and manufacturers will sell to no firm not a member of this Association.

Manufacturers will also have a private number for each wholesale firm and will stamp or print said private number on each and every bottle or package sold to wholesale members of this Association, which will preclude the use of guaranty labels by wholesalers.

The form of application for membership shall contain the following specifications:

1. To sell only at the established wholesale price.
2. To sell only at the established retail price.
3. To sell at wholesale to no one who is not a member of this Association.
4. To sell to no department stores or any person or firm known to be a cutter.
5. To not allow any clerk or member of the firm or any person connected or disconnected with the firm to sell or trade otherwise than as stated above, or sell, trade or give away guaranty labels, under any conditions whatever, nor to allow the firm name to be used for the same purpose.
6. To report any violations of the above to the National or State Associations.
7. To give no rebate.

8. To place a guaranty label on each and every bottle or package, represented in the National Manufacturers' Association, when said bottle or package is sold.

9. To forfeit and return all labels, membership certificates and papers belonging to said National Guaranty Association for any and all violations of this plan.

10. The above to be subscribed and sworn to before a notary public, with two reputable citizens as witnesses.

The Drug Market.

Trade in this line is very satisfactory, the volume exceeding that of last year. While the market is exceedingly firm on a great many articles, there are few changes to note.

Opium, Morphine and Quinine are unchanged.

Tartaric Acid—Manufacturers have advanced their price.

Cream Tartar—This article has advanced, in sympathy with tartaric acid.

Cinchonidia—The large demand has developed considerable activity in this article and there have been large transactions in New York. Manufacturers have advanced quotations 3c per oz. The stocks are very light and there is little being produced. It is believed the article will soon be out of market.

Linseed Oil—Although seed is a little easier, oil continues firm at the advance.

Glassware—This article is being sold at reduced prices. Manufacturers are firm and their price is unchanged, but competition among drug jobbers has caused a decline.

There can never be any greatness without self-denial.

"MASTER" "YUMA"

The best 5 cent cigars ever made. Sold by

BEST & RUSSELL CO., CHICAGO.

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

HANDLE

S. C. W.

CIGARS

For sale by all first-class jobbers and the

G. J. JOHNSON CIGAR CO., GRAND RAPIDS.



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 (5½ in.)	\$70.00

B. J. REYNOLDS,
Grand Rapids.

BATEMAN & FOX,
Bay City.

JOHNSON & FOSTER,
Detroit.

Distributors for Michigan.

MILTON KERNS,

Manufacturer,

No. 52 9th Street, Pittsburgh, Pa.

Advanced—Tartaric Acid, Cream Tartar, Turpentine.
Declined—

[illegible]

Hazeltine & Perkins Drug Co.
Grand Rapids, Mich.

GROCERY PRICE CURRENT.

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

AXLE GREASE.	
Aurora.....	doz. gross 55 6 00
Castor Oil.....	doz. 60 7 00
Diamond.....	doz. 50 4 00
Frazer's.....	doz. 75 9 00
IXL Golden, tin boxes	75 9 00
Nica, tin boxes.....	75 9 00
Paragon.....	doz. 55 6 00

BAKING POWDER.	
Absolute.	
1 lb cans doz.....	45
1 lb cans doz.....	85
1 lb cans doz.....	1 50
Acme.	
1 lb cans 3 doz.....	45
1 lb cans 3 doz.....	75
1 lb cans 1 doz.....	1 00
Arctic.	
Bulk.....	10



1 lb cans, 6 doz case.....	38
1 lb cans, 4 doz case.....	66
1 lb cans, 2 doz case.....	1 00
5 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 60

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

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

CANDLES.	
8s.....	7
16s.....	8
Paraffine.....	8

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

CHEESE.	
Acme.....	@ 9 1/4
Amboy.....	@ 9 1/4
Byron.....	@ 8 1/4
Elsie.....	@ 9
Gem.....	@ 10
Gold Medal.....	@ 9 1/4
Ideal.....	@ 9 1/4
Jersey.....	@ 9
Lenawee.....	@ 8
Riverside.....	@ 8 1/2
Sparta.....	@ 8 1/2
Edam.....	@ 7 1/2
Leiden.....	@ 18
Limburger.....	@ 15
Pineapple.....	@ 43 85
Sap Sago.....	@ 18

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

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

Chicory.	
Bulk.....	5
Red.....	7

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

CREAM TARTAR.	
5 and 10 lb. wooden boxes.....	30-35

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

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

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

Maracaibo.	
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 1/4
Wells' Perfection Java.....	25 1/4
Sancaibo.....	23
Valley City Maracaibo.....	18 1/4
Ideal Blend.....	14
Leader Blend.....	12

Worden Grocer Co.'s Brands	
Quaker Arabian Mocha.....	28
Quaker Mandehling Java.....	30
Quaker Mocha and Java.....	27
Toko Mocha and Java.....	24
Quaker Golden Santos.....	18
State House Blend.....	16 1/4
Quaker Golden Rio.....	16

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 00
Jersey.....	11 00
McLaughlin's XXXX.....	11 00

Extract.	
Valley City 1/4 gross.....	75
Felix 1/4 gross.....	1 15
Hummel's foil 1/4 gross.....	85
Hummel's tin 1/4 gross.....	1 43

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

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



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

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

Coupon Pass Books.	
Can be made to represent any denomination from \$10 down.	
20 books.....	1 00
50 books.....	2 00
100 books.....	3 00
250 books.....	6 25
500 books.....	10 00
1,000 books.....	17 50

Credit Checks.	
500, any one denom'n.....	3 00
1,000, any one denom'n.....	5 00
2,000, any one denom'n.....	8 00
Steel punch.....	75

DRIED FRUITS—DOMESTIC Apples.	
Sundried.....	@ 3 1/4
Evaporated 50 lb boxes.....	@ 6

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

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

Raisins.	
London Layers 2 crown.	
London Layers 3 crown.	
Dehesias.....	
Loose Muscatels 2 Crown.....	4 1/2
Loose Muscatels 3 Crown.....	5
Loose Muscatels 4 Crown.....	5 1/2

FOREIGN.	
Currants.	
Patras bbls.....	@ 5 1/2
Vostizkas 50 lb cases.....	@ 5 1/2
Cleaned, bulk.....	@ 7 1/4
Cleaned, packages.....	@ 7 1/4

Peel.	
Citron American 10 lb bx.....	@ 14
Lemon American 10 lb bx.....	@ 12
Orange American 10 lb bx.....	@ 12

Raisins.	
Ondura 28 lb boxes.....	@ 8 1/2
Sultana 1 Crown.....	@ 9 1/4
Sultana 2 Crown.....	@ 9 1/4
Sultana 3 Crown.....	@ 9 1/4
Sultana 4 Crown.....	@ 9 1/4
Sultana 5 Crown.....	@ 11 1/4

FARINACEOUS GOODS.	
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Farina.	
24 1 lb. packages.....	1 75
Bulk, per 100 lbs.....	3 50

Grits.	
Walsh-DeRoo Co.'s.....	2 40
Bulk in 100 lb. bags.....	3 40

Hominy.	
Barrels.....	2 25
Flake, 50 lb. drums.....	1 00

Beans.	
Dried Lima.....	3 1/4
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.....	50
Split, per lb.....	2

Rolls.	
Monarch, bbl.....	4 00
Monarch, 1/2 bbl.....	2 15
Private brands, bbl.....	3 00
Private brands, 1/2 bbl.....	2 10
Quaker, cases.....	3 20

Sago.	
German.....	3 1/4
East India.....	3

Wheat.	
Cracked, bulk.....	3 1/4
24 2 lb packages.....	2 50

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

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

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

Flacker.	
Mess 100 lbs.....	11 50
Mess 40 lbs.....	4 90
Mess 10 lbs.....	1 30
Mess 8 lbs.....	1 07
Mess 6 lbs.....	9 75
No. 1 100 lbs.....	4 20
No. 1 40 lbs.....	1 13
No. 1 10 lbs.....	93
No. 2 100 lbs.....	8 00
No. 2 40 lbs.....	3 50
No. 2 10 lbs.....	95

Sardines.	
Russian kegs.....	55

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

Whitefish.	
No. 1 No. 2 Fam.....	
100 lbs.....	6 00 5 00 1 75
40 lbs.....	2 70 2 30 1 00
10 lbs.....	75 65 33
8 lbs.....	63 55 20

SOAP.

Laundry.

Armour's Brands.	
Armour's Family.....	2 70
Armour's Laundry.....	3 25
Armour's White, 100s.....	6 25
Armour's White, 50s.....	3 20
Armour's Woodchuck.....	2 55
Armour's Kitchen Brown.....	2 60
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.....	2 10
Blue India, 100 3/4 lb.....	3 00
Kirkoline.....	3 75
Eos.....	3 65

One box American Family free with five.



100 cakes, 75 lbs.....	2 80
Single box.....	2 75
5 box lots.....	2 70
10 box lots.....	2 60
25 box lots.....	2 60



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.....	2 75
Governor Yates, 4 1/2 in.....	2 50
Uno, 100 3/4 lb. bars.....	2 50
Doll, 100 10-oz. bars.....	2 65

Scouring.

Sapolio, kitchen, 3 doz.....	2 40
Sapolio, 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 1-lb. packages.....	4 1/2
40 1-lb. packages.....	4 1/2
20 lb. boxes.....	4
40 lb. boxes.....	3 1/2

Common Gloss.

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

STOVE POLISH.



No. 4, 3 doz in case, gross.....	4 50
No. 6, 3 doz in case, gross.....	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
Standard.....	5 25
Granulated in bbls.....	5 00
Granulated in bags.....	5 00
Fine Granulated.....	5 00
Extra Fine Granulated.....	5 13
Extra Coarse Granulated.....	5 13
Diamond Confec. A.....	4 88
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 63
No. 7.....	4 46
No. 8.....	4 46
No. 9.....	4 38
No. 10.....	4 34
No. 11.....	4 25
No. 12.....	4 18
No. 13.....	4 06
No. 14.....	4 00
No. 15.....	3 94
No. 16.....	3 88

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-Wells 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.

S. C. W.....	35 00
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H. Van Tongeren's Brand.

Star Green.....	35 00
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Malt White Wine.....	7
Pure Cider.....	8

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Candies.

Stick Candy.

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

Mixed Candy.

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

Fancy-In Bulk.

Lozenges, plain.....	6 @ 9
Lozenges, printed.....	6 @ 9
Choc. Drops.....	11 @ 12
Choc. Monumentals.....	6 @ 14
Gum Drops.....	6 @ 5
Moss Drops.....	6 @ 7 1/2
Sour Drops.....	6 @ 8 1/2
Imperial.....	6 @ 8 1/2

Fancy-In 5 lb. Boxes.

Lemon Drops.....	6 @ 50
Sour Drops.....	6 @ 50
Peppermint Drops.....	6 @ 60
Chocolate Drops.....	6 @ 60
H. M. Choc. Drops.....	6 @ 75
Gum Drops.....	6 @ 30
Licorice Drops.....	6 @ 75
A. B. Licorice Drops.....	6 @ 50
Lozenges, plain.....	6 @ 50
Lozenges, printed.....	6 @ 50
Imperial.....	6 @ 50
Mottoes.....	6 @ 55
Cream Bar.....	6 @ 50
Molasses Bar.....	6 @ 50
Hand Made Creams.....	80 @ 90
Plain Creams.....	60 @ 80
Decorated Creams.....	60 @ 90
String Rock.....	6 @ 60
Burnt Almonds.....	1 25 @ 55
Wintergreen Berries.....	6 @ 55

Caramels.

No. 1 wrapped, 2 lb. boxes.....	6 @ 30
No. 1 wrapped, 3 lb. boxes.....	6 @ 45
No. 2 wrapped, 2 lb. boxes.....	6 @ 45

Fruits.

Oranges.

Choice Naples.....	160s @ 30 50
200s.....	200s @ 30 75
Rodis.....	160 Imperials @ 40 50
200 Fancy.....	200 Fancy @ 50 00
St. Michaels.....	150-175-200 @ 40 50

Lemons.

Strictly choice 300s.....	6 @ 75
Strictly choice 300s.....	6 @ 40
Fancy 300s.....	6 @ 45
Ex-Fancy 300s.....	6 @ 50

Bananas.

Medium bunches.....	1 25 @ 1 50
Large bunches.....	1 75 @ 2 00

Foreign Dried Fruits.

Figs, Choice Layers.....	6 @
Figs, New Smyrna.....	6 @
14 lb boxes.....	6 @
Figs, Natural in.....	6 @
30 lb. bags.....	6 @
Dates, Fards in 10 lb boxes.....	6 @ 8
Dates, Fards in 60 lb cases.....	6 @ 6
Dates, Persians, H.M. B., 60 lb cases, new.....	6 @ 5 1/2
Dates, Salts 60 lb cases.....	6 @ 4

Nuts.

Almonds, Tarragona.....	6 @ 12 1/2
Almonds, Ivaca.....	6 @ 11
Almonds, California, soft shelled.....	6 @ 7 1/2
Filberts new.....	6 @ 7 1/2
Filberts.....	6 @ 10
Walnuts, Greenoble.....	6 @ 12 1/2
Walnuts, Calif No. 1.....	6 @ 10
Walnuts, soft shelled.....	6 @ 12
Calif.....	6 @ 12
Table Nuts, fancy.....	6 @ 11
Table Nuts, choice.....	6 @ 10
Pecans, Med.....	6 @ 10
Pecans, Ex. Large.....	6 @ 10
Pecans, Jumbos.....	6 @ 12
Hickory Nuts per bu., Ohio, new.....	6 @ 3 50
Cocoanuts, full sacks.....	6 @ 3 50
Peanuts.....	6 @ 7
Fancy, H. P., Suns.....	6 @ 7
Fancy, H. P., Flags.....	6 @ 7
Roasted.....	6 @ 7
Choice, H. P., Extras.....	6 @ 4
Choice, H. P., Extras, Roasted.....	6 @ 6

SAGINAW TO MACKINAC.

Ever Changing Scenes and Incidents
Noted En Route.

Petoskey, Aug. 28.—From Saginaw to Mackinac is a pleasant journey for the present day tourist; or, to use the Michigan name for the class of pleasure seekers that annually invade this State, "resorters." Upon first hearing this word I was a little confused and unable to appreciate the application, but having spent two summers with them and having seen them in every phase, I am convinced that the name could not have been better chosen. The Michigan resorters is a distinct class unto himself, once seen, easily recognized, but rather difficult of description. Willis has said that American people are like a paper of pins—one row exactly like another. If his estimate be correct, then we can apply it with perfect security to those Americans who summer in Michigan. As I mingle among them these summer days I am wondering why people "resort" and what pleasure they derive from it. Surely it is a negative pleasure at best, their happiness seeming to consist in not being unhappy.

The Michigan Central Railway, in harmony with its usual disregard for the comfort or convenience of its patrons, furnishes but two trains a day from Saginaw to Cheboygan and one more as far as Grayling. This last consumed four hours of my precious time in making the distance of ninety miles. At this season the cars are crowded and my journey proved a severe lesson in patience, and but for the interesting study of human nature furnished by the aforesaid "resorters" enroute for Northern points, would have been well nigh unendurable. One interesting couple claimed my attention—evidently husband and wife—he with every pocket (and I am told men have twenty)—bulging with railway guides and time-tables; the wife poring anxiously over a map, tracing out routes with a much-beringed forefinger. Seeming to have found the object of her search, she showed it with a little air of triumph to her husband, who then consulted the conductor. This resulted in another search on the map and another interview with the conductor, and much discussion between themselves, which later became rather heated, as it seemed their ideas as to destination did not exactly harmonize. Wisely, let it be hoped, the husband gave up the contest, and with the words, "Well, have it your own way," retired to the smoking car, leaving his wife to trace out a route which I hope may lead to a spot where peace will reign.

A wan pale mother with four children occupied seats across the car from me. One, a wee baby, cried incessantly. Another, a boy, persisted in promenading the length of the car, much to his mother's distress and the annoyance of the passengers. The other two were girls who quarreled constantly. All were sticky and begrimed with candy and wholly disagreeable. After a particularly violent scrap between the girls, followed by the boy getting a bump, the poor mother exclaimed, "What shall I do with you children?" A gentleman behind me replied, sotto voce, "Chloroform them." Much speculation still leaves me at a loss to think where the resort is that can furnish leisure to this vain seeker after rest.

Presently we arrive at Grayling, a little village, with a record of former lumber glories. Here "all change cars," and here the Michigan Central Railway has one of its really excellent eating-houses. While waiting my attention was called to a party which had evidently been upon a fishing expedition down the Grayling River. There were three men, with their wives and children. One of the gentlemen seemed to have been the business manager and was now busy getting the catch of fish packed in ice for shipment home. He was also busy swearing at everything and everybody about the station, occasionally hurling an under-breath oath at his wife, who was profuse with advice as to how and what he should do. The other gentlemen of the party stood about smoking and indifferent. One of

the ladies was engrossed in a novel, never once looking up. The other scolded the children who were fretting and impatient. All were burned and covered with the evidence of mosquitoes and all smelled strongly of peppermint. Upon enquiry I was told that it is the custom to rub oil of mint upon the face and hands to prevent flies and mosquitoes from devouring one. Looking at this group I asked myself, Have their dreams of the pleasure of a summer outing been realized?

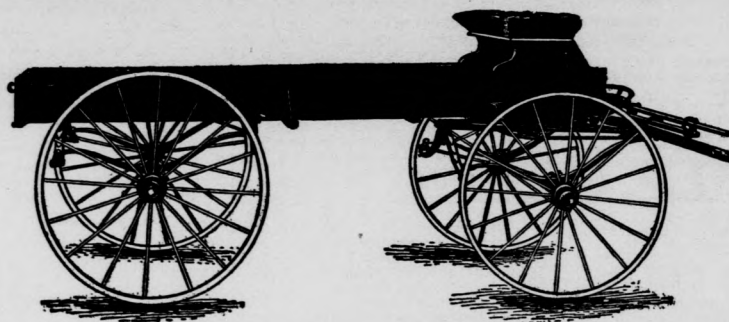
After long and patient waiting my train arrives and I am soon in Gaylord. Here the old soldiers are having a reunion and, with their wives and daughters, seem also to be having a good time. The streets are gayly decorated, the fife and drum make even our young pulses throb quickly with patriotic enthusiasm, and one can but see the renewed life infused into the brave old hearts that beat to its sound thirty-five years ago.

At Cheboygan the resorter was less in evidence, most of them having taken boats for points further north. Business, which is likewise my pleasure, claimed me for the day; and who would not find pleasure in doing business with such firms as E. J. James, the Pfister & Vogel Leather Co. and Howard & Horton? Business may be prosaic to some; to me it is an always interesting and pleasant occupation. When attended by success, it is positively fascinating, failure only presenting a condition to be overcome. Then all the side lights which, if one is alive to the possibility of pleasure and information to be deduced therefrom, make this business life quite worth the living. Said one of the world's greatest philosophers, "The proper study of mankind is man." Where so great an opportunity for pursuit of this study as offered to the traveling man, as he goes in and out among men, finding them off parade?

My next point was Mackinac Island. Taking the early morning train for Mackinaw City it was my privilege to be a fellow passenger with the second division of the Michigan Naval Reserve, which was also enroute for the Island, where they were to go into training on the United States man of war, "Michigan," then lying in the harbor of Mackinac Island. This division of the State Naval Brigade is composed exclusively of Saginaw men, most of them being representative business men and social leaders. Those going for the week's training numbered fifty, including the band, and a fine band it is, too. The transfer from railway train to the steamer and again from boat to the Fort on the Island gave us a chance to admire their excellent discipline—wonderful as admirable—for they moved as one man. Later in the day I had the pleasure of a visit to the Fort. As I watched the young sentry, brave in new uniform and glistening rifle, my mind turned backward to those days in 1780 when the Fort was occupied by the British and I wondered if this youth might not be treading in the very footsteps of some ancestor, whose spirit had led him here to this familiar spot. If so, what an example of the irony of fate!

An amusing incident occurred while I was asking this young marine some questions. An officer approached, saluted and said, "Let me have your gun." Without a moment's hesitation, the gun was handed over. Then the officer very sternly said, "Young man, I can put you in the guard house for that. Remember this lesson. While on guard, never let go of your gun under any circumstances." With another salute the officer passed on, leaving the sentry and myself gazing blankly after him.

Of the Fort itself my pen can give no adequate description, but as Mackinac Island is the ultimate goal of all resorters and almost every one has at some time resorted, my failure cannot matter much. The two most noticeable features was its height above the town, something like 150 feet, which became ten times that to my weary feet as I climbed up to it. The thickness of its walls, over six feet of solid masonry,



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.

Labels for Gasoline Dealers

The Law of 1889.

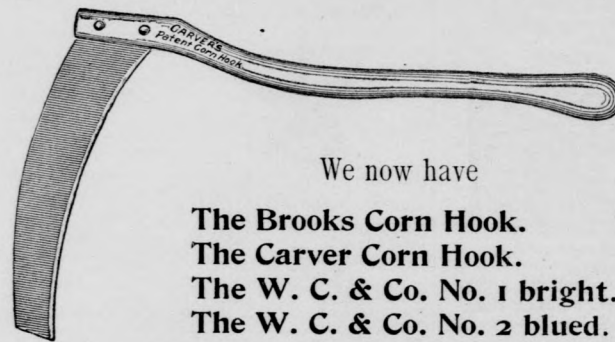
Every druggist, grocer or other person who shall sell and deliver at retail any gasoline, benzine or naphtha, without having the true name thereof and the words "explosive when mixed with air" plainly printed upon a label securely attached to the can, bottle or other vessel containing the same, shall be punished by a fine not exceeding one hundred dollars.

We are prepared to furnish labels which enable dealers to comply with this law, on the following basis:

1 M.....	75c
5 M.....	50c per M
10 M.....	40c per M
20 M.....	35c per M
50 M.....	30c per M

TRADESMAN COMPANY, Grand Rapids.

Corn Hooks



We now have

The Brooks Corn Hook.
The Carver Corn Hook.
The W. C. & Co. No. 1 bright.
The W. C. & Co. No. 2 blued.

Get in your orders now and be ready when the demand begins.

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

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.

would not prove a very formidable defense against the modern Krupp gun.

From the Fort I went to the United States man of war, Michigan, which lay in the harbor, ready to receive the different divisions of the Naval Reserve and give them practical lessons in seamanship and naval tactics. This ship is the oldest in the United States navy now in service, having been built in 1851. She is under the command of Capt. Richard Rush. By him I was introduced to Lieutenant Schierman, with the command to show me all the wonders of the ship and answer any questions I might ask. Listening to Lieut. Schierman's fascinating description of the life of a naval officer, I quite rebelled, as I recognized the fact that this was one glory woman could never attain.

Duty is the first word in a naval officer's vocabulary; chivalry, the second. The command to "fall in" deprived me of my further information as to things naval and nautical, but gave me the greater pleasure of seeing real marines drill. Their uniform is most fetching and ninety-six handsomer men rarely are seen—firm of step, erect of figure, clear of eye—evidences that discipline and regular living produce perfect types. Their drill was perfect, and when a portion of the dock upon which these seamen stood, gave way, falling some six feet with an awful noise, the line of men next in front, not six inches away from the fallen timbers, never moved a muscle. Think you those men couldn't face the guns of any enemy? I experienced a new sense of security as I realized that in case of war I would have the protection of such men. The Algomah, which was to take me away, gave the final whistle and I most reluctantly left this beautiful island, which, since 1670, has been rich with heroic and romantic incidents.

Night was falling when our steamer reached Mackinaw City, and I once more found myself in the everyday world. A few hours later I reached Petoskey and, with a sigh of content, entered the Cushman House, where that prince of hosts, Mr. Lewis, welcomes cordially all knights of the grip. A houseful is no matter. A place must be found for the old friends, so I find myself resting among all the giddy whirl of pleasure-seekers—perhaps the only serious mind of the hundreds beneath the roof. I feel almost that I am a discordant note in this "quickstep" of life's music, yet did I respond to a less serious tone I would certainly be out of harmony with my own soul. As I write, I hear the laughter of the gaily dressed young girls who promenade the veranda, the swish of silken skirts past my door, a band of music down the street, the clang of the bells on the cars crowded with people off for an excursion; and, from a not far distant room, the voices of men, one saying, "I took every trick. Why, I had all trumps," which makes me suspect a game of "sacred whist" is in progress—probably four lonely homesick traveling men seeking to make the hours speed that keeps them from loved ones. "Sermons in stones and lessons in running brooks"—here I find my lesson. He who takes tricks with trumps deserves no credit. The ease with which he wins will soon weaken his forces and make him an easy conquest to the man who, by finesse and mental accumen, is able to "take tricks without trumps."

EMMA L. ALLEN.

Lansing and Grand Ledge Excursions.

Sunday, Sept. 12, occurs the annual picnic of the Arbeiter Society at Lansing. Dedication of flag, old country games, music, plenty to eat and drink and a jolly good time. Don't miss it. Also the usual attractions at Grand Ledge. The D., G. R. & W. R. R. train will leave Bridge street, 8:30; Union station, 8:45 a. m.; returning, leave Lansing 9 p. m. and Grand Ledge at 9:30 p. m. Round trip rate to Lansing, \$1; Grand Ledge, 75 cents.

GEO. DEHAVEN, G. P. A.

There is no Keeley institute able to cure the gold fever.

How to Achieve Success Behind the Counter.

Correspondence Hardware.

There are many young men of to-day—and old men, too, for that matter—who seem to think that the chief thing their employers keep them for, is to put in time, a sort of bric-a-brac as it were. That is, they get to work early in the morning, on time, perhaps, watch the clock all day, and are among the first to leave the place at night. Many times they leave a little piece of work for the next day that would have taken but a few moments to finish. Of course, they pat themselves on the back and try to square things by saying they are not paid for overtime, but when the time arrives when they think they should be getting a raise in salary, they find the employer generally looks to their worth to him and not to the length of service. If the young man of to-day would have success, he must come as near as his position will allow him to being his employer's right-hand man. His desire must be to please. He must study to make his employer feel that he is a necessity from a personal as well as from a business standpoint.

As an apprentice or office-boy he must be among the first at the office in the morning, and the last to leave it at night. He should learn all he can of the business, show himself willing and anxious to please all above him, improve himself mentally, try not to forget what has once been shown him, and, whenever called upon to do anything not to his especial liking, which he will be many times, do it cheerfully.

When in a higher position, he should study his employer's interests. Try and find the short cuts, don't be wasteful, take a little responsibility upon his own shoulders sometimes, let his employer see and feel that he can trust him in matters of business that require mental as well as physical ability. Don't be a machine. If he studies his employer's interests, there will be no fear that he will be taken care of by the employer.

There is one thing that might be well to consider in reference to the foregoing, as to what success is. Success doesn't necessarily signify the accumulation of great riches. Many a man who has been born rich, has been anything but a success in life. Success means more than this. It signifies the ability to make and hold a position in this life, with the power to command an income sufficient to support oneself and home with all the necessities, and with a feeling of security as to whatever might happen, barring ill-health or death. In any case always live within your income. Many a young man has lost both good name and friends, as well as exceptional opportunities, through getting into debt.

American Hardware Leads the World.

From the New Orleans Times-Democrat.

"American builders' hardware has just taken a fall out of the English article," says Orville Ewing, manager of a big local concern. "Some months ago an old Scotch captain dropped into my office and asked to see hinges, etc. He said he was building a house at Dunoon, Scotland, and that his wife had taken such a fancy to the American made locks and hinges on his steamer that she wanted to take them off and put them in the new house. To save his ship, the captain had promised to bring back the American article on his next trip, and he soon selected a quantity of building hardware of different kinds.

"That was last fall; but a couple of days ago the captain made me a second visit and brought with him the plans of his handsome residence and selected hardware fittings for every part of the building from the parlor to the coal-house. He said that the articles he had previously carried with him were extravagantly admired by all who saw them, and that it was impossible to secure anything approaching them in style and finish in England. With that, the fittings in question were of the quality generally put into New Orleans houses erected at a cost of two to three thousand dollars."

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
Garden.....	30 00
BOLTS	
Stove.....	60&10
Carriage new list.....	70 to 75
Flow.....	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 05
Wire nails, base.....	1 75
Base.....	
10 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
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 1/2c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 40&10	

HOUSE FURNISHING GOODS	
Stamped Tin Ware.....	new list 75&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50
WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/4 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 30 2 40
Nos. 22 to 24.....	3 45 2 60
Nos. 25 to 26.....	3 55 2 70
No. 27.....	3 70 2 80
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	2 90
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	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 05
Barbed Fence, painted.....	1 70
HORSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Clistern.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	6 1/4
Per pound.....	6 1/4
SOLDER	
1/2 @ 1/4.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00
BOILER STEEL TIN PLATE	
14x56 IX, for No. 8 Boilers, 1 per pound.....	9
14x56 IX, for No. 9 Boilers, 1 per pound.....	9

TRADESMAN ITEMIZED LEDGERS



Size 8 1-2x14—Three Columns.

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

Invoice Record or Bill Book.

80 Double Pages, Registers 2,880 invoices.....	\$25.00
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TRADESMAN COMPANY
GRAND RAPIDS.

The Grain Market.

Wheat during the week has, to say the least, been a puzzle to the long as well as the short sellers. With immense exports, such as we do not often see, we find wheat has receded during the week almost 10c per bushel in the grain centers. Conditions remain the same, if anything stronger, still prices sagged, as above stated. However, we think that farmers will not scramble over each other in order to sell their wheat. The reasons thereof are several: First of all, they are very busy preparing for the fall seeding; secondly, they are as well posted as almost any one as regards the wants of the country and, therefore, they are not selling as freely as they would under other circumstances. We also might add right here that the area to be sown in wheat the coming season will be at least 25 to 33 per cent. larger than what was sown in 1896. The exports were again very heavy from both coasts, being 5,800,000 bushels. Still the visible showed a decrease of 1,256,000 bushels, leaving only 15,000,000 bushels in sight, against 45,000,000 last year. As has often been stated, it is impossible for any one to predict prices in times like these. Any little thing may make wheat sell off 10c or advance 10c.

Of course, we are aware that the Chicago operators have made lots of money by the recent rise and in all probability they are bearing the market to reap another benefit.

Corn has shown unusual strength during the week, while the visible supply increased 6,000,000 bushels. The main cause for the strength is the unfavorable weather conditions, as it has been exceedingly dry in the corn regions for the last four weeks. Hardly a drop of rain has fallen, and, besides, the nights have been too cool to make good corn and, as has been stated, there will probably be a great many more nubbins than usual, which will reduce the crop very materially.

Oats have remained very steady, without much fluctuation. There will probably not be much change for some time to come in this market.

Receipts during the week have been only fair, having been 60 cars of wheat, 4 cars of corn and 6 cars of oats.

C. G. A. VOIGT.

Flour and Feed.

Conditions have been such for the past week that buyers, as a rule, prefer to wait for the speculative fever to cool off before buying for fall and winter stocks. The sudden and rapid advance took the trade by surprise and very few have yet come to fully understand the situation and prefer to await future developments.

The difference in price of wheat and flour is so marked, as compared with the very low prices which have ruled for the past few years, that buyers are cautious, believing it to be dangerous to buy flour freely with wheat above 90 cents.

There is no ill feeling on the part of the trade or the people in general because of the advance; on the contrary, it is hailed with delight as a harbinger of better times, and the conditions are such that, were it not for the merciless unlimited short sellers of options on the leading exchanges, which are constantly at work to depress values, we might, with confidence, entertain the hope and belief that present values would be well maintained and gradually enhanced as the season advances.

The business man of to-day, however,

finds the price of many of the commodities in which he trades subject to the influence of reckless uncontrolled speculative trading, which has become a serious menace to commercial prosperity. In no branch of business, however, is it more pronounced than in the grain trade and its evil influence is widespread, depressing and dangerous to the welfare of all our people.

The Grand Rapids mills are all running at full capacity and have orders on their books for a number of good round lots, which will insure their steady operation for some time. The price of flour in the local markets has been changed in accordance with the price of wheat and is from 20 to 25 cents per barrel lower than last week. Millstuffs are in excellent demand, with prices fully \$1 per ton higher. Feed and meal are also in good demand, with prices slightly advanced, in keeping with the high price of corn. WM. N. ROWE.

The Ancient Hardware Dealer.

From the statements made by a contemporaneous archaeologist, the stocks of mechanics' tools and even of some house furnishing goods carried by the hardware dealers of ancient Pompeii and Herculaneum, if such stores existed, did not differ so widely from those of to-day. On looking at the iron tools grouped together in an old factory there, this man, Professor Goodman, says he could almost imagine he was gazing into a modern tool shop, except for the fact that there was a coating of rust on the iron. Sickles, bill hooks, rakes, forks, axes, spades, blacksmith's tongs, hammers, soldering irons, planes, shovels, etc., are much like those used to-day. Incredible as it may appear, the Pompeians had wire ropes of perfect construction. Their bronzes reveal great skill and artistic talent. The bronze brazier and kitchener had boilers at the side, and taps for running off the hot water. Ewers and urns have been discovered with interior tubes and furnaces precisely like the arrangement now in vogue in steam boilers. Metal safes had substantial locks. Many of the locks and keys are most ingenious, and some very complex.

Amen.

From the New York Sun.

Pabst is, presumably, a brewer doing business in Milwaukee. He uses as an advertisement of his beer a portrait of Lincoln holding aloft the national flag. We wish Pabst to understand that this is an offense so comprehensive that it cannot fail to throw suspicion on his integrity as a maltster.

A Texas traveling man tells a good joke on himself. The traveler has quite a reputation as a poker player, and usually manages to come out ahead a good deal oftener than he quits loser. His friends all know his penchant for the international game. In fact, he always takes a particular pleasure in telling whenever he makes a good killing, which is not infrequently. His house knows it as well as anybody, but they go on the principle that it does no harm so long as he wins. One evening, or rather one morning, recently, when this usually lucky traveler was going home with his pockets pretty well lined with money that had belonged to other men early in the evening, he was held up and robbed of every cent he had in his clothes by a couple of highwaymen. The first thing he did next morning was to wire his house as follows: "Was robbed last night; send money by next express." The reply came promptly: "Sent money to-day; other fellow must have held six aces."

In 1883 Japan had only eighty-three factories with machinery. Ten years later their number was 1,163.

Movements of Lake Superior Travelers.

J. R. McKeand has severed his connection with the Bodden Packing Co. and will look after the copper country interests of the Cudahy Packing Co., with headquarters at Houghton.

E. Henwood has accepted a position with the Bodden Packing Co., to take care of its copper country interests. Mr. Henwood needs no introduction to the older business men of that section. He has been in business there for twenty years.

J. H. Russell, Jr. (I. T. & G. H. Bownan), is working this territory. Mrs. Russell is visiting at Marquette and Bert puts in Sundays with her there.

B. W. Sweet (Globe Tobacco Co.) has finished this territory and gone to the Lower Peninsula.

W. H. Severance, the Middleville druggist, is seeking relief from hay fever at the Northern resorts.

WANTS COLUMN.

BUSINESS CHANCES.

FOR SALE OR EXCHANGE—DESIRABLE hardware stock, fixtures and tinners' tools. Good location. G. H. Kirtland, 1161 South Division street, Grand Rapids 383

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. 372

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

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

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

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

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

TOWN SEVERAL GOOD FARMS LOCATED in Ringgold and Union counties, Iowa. The best grazing country in the world—right in the midst of the celebrated Blue Grass region of Southern Iowa. All have No. 1 good soil and can't be beat for grain and stock raising. I want to trade any or all of these farms for a well established store. Write at once. A. O. Ingram, Mount Ayr, Iowa. 373

FOR EXCHANGE—TWO FINE IMPROVED farms for stock of merchandise; splendid location. Address No. 73, care Michigan Tradesman. 373

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

PATENT SOLICITORS.

FREE—OUR NEW HANDBOOK ON PATENTS. Cibley & Algier, Patent Attorneys, Grand Rapids, Mich. 339

MISCELLANEOUS.

WANTED—RELIABLE SALESMAN WITH experience in the seed business to sell general line of seeds. Reference required. Address No. 384, care Michigan Tradesman. 384

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 STENOGRAPHER owning typewriter; experienced and accurate. Address Box 566, Grand Rapids. 375



If You Sell Oysters

At a Profit

Something to keep them fresh in is a necessity. Our CABINETS are right in DURABILITY, CONVENIENCE and PRICE. Write for particulars.

'How to Keep Oysters Fresh'
sent to any address on request.

Chocolate Cooler Co., Grand Rapids.

Mr. Groceryman

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

SILVER *Tripolene* 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.

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, \$50. For catalogues, address Dr. M. E. Wadsworth, President, Houghton, Mich.

DIAMOND CRYSTAL SALT

has made many good customers for many wise dealers. It's the only SALT THAT'S ALL SALT.

See Price Current.

DIAMOND CRYSTAL SALT CO., St. Clair, Mich.



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. 18 parlor car. Westward—No. 11 parlor car. No. 15 Wagner 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...7:20am 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 5:50pm 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
Ar. Petoskey...3:45pm 8:00am
Ar. Bay View...3:55pm 8:10am
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. City, Petoskey & Mack...+ 7:45am *10:00pm
Trav. City, Petoskey & Mack...+ 2:20pm + 5:10, m
Oadillac...+ 5:25pm *11:10am
Petoskey & Mackinaw...+ 11:10pm + 6:30am
Trains leaving at 7:45 a.m. and 2:20 p.m. have parlor cars, and train leaving at 11:10 p.m. has sleeping cars to Petoskey and Mackinaw.
Southern Div. Leave Arrive
Cincinnati...+ 7:10am + 8:25pm
Ft. Wayne...+ 2:00pm + 2:10 p.m.
Cincinnati, Louisville & Ind...+ 10:15pm * 7:20am
*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 + 7:00pm
Ar. Muskegon...9:00am 2:10pm 7:00 m
Ar. Muskegon...10:25am 8:25pm
Ar. Milwaukee, Steamer...4:00am
GOING EAST.
Lv. Milwaukee, Steamer...7:30am
Lv. Muskegon...+ 8:10am + 11:45am + 4:10pm
Lv. Muskegon...+ 8:55am + 6:35pm
Ar. G'd Rapids...9:30am 12:55pm 5:30pm
Ar. G'd Rapids...10:00am 8:00pm
*Except Sunday. *Daily. +Sunday only.
Steamer leaves Muskegon daily except Saturday and Sunday. 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...12:20pm 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

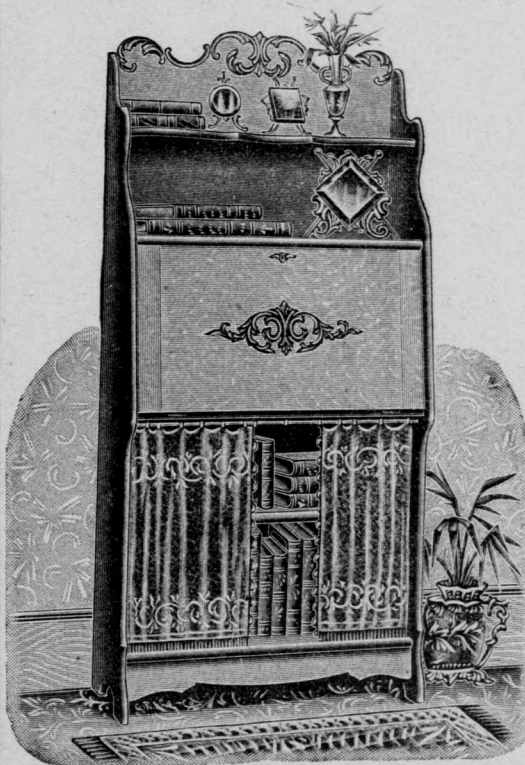


YOU are a Grocer.
We are interested in your welfare.
We want you to succeed.
If you don't, we can't.
We make Flour.
We want you to sell it.
We believe you can make money at it.
We make good Flour at a reasonable price.
People want that kind of Flour.
We call it "LILY WHITE."
It is no trouble to sell it.
EVERYBODY likes it.
Women are particular about Flour.
Lily White pleases them.
Please the women and you get the family trade.
It is worth while.
Order "LILY WHITE" Flour now.
We guarantee it.
Your money back if you want it.



Valley City Milling Co.
Grand Rapids, Mich.

Fall Advertising!



Yes, it's time to install your method for Fall Trade. Everything indicates that business will be good, owing to the large crop average throughout the country. We want you to investigate our system, founded on the correct principle of

Mutual Co-operation

You are grateful to your customers for the patronage extended you—then show it by giving them the benefit of your advertising bill. They'll appreciate it and tell their friends—which means new customers. Our large factory is busy making handsome oak furniture and household articles for "live merchants." Our printing presses are constantly making circulars, coupons and placards. We will furnish you a complete supply free with a trial order. Think the matter over seriously, and remember we send a complete outfit to you on 60 days

trial, subject to approval. Catalogue for asking if you mention Tradesman.

STEBBINS MANUFACTURING CO., LAKEVIEW, MICH.

STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

OILS

NAPHTHA AND GASOLINES

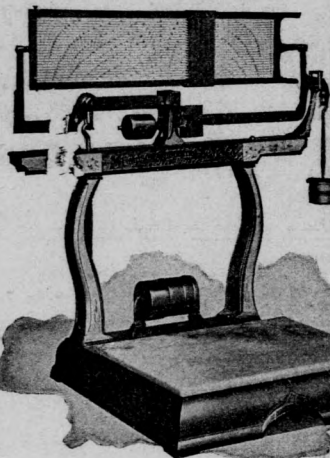
Office and Works, BUTTERWORTH AVE.,

GRAND RAPIDS, MICH.

Bulk works at Grand Rapids, Muskegon, Manistee, Cadillac, Big Rapids, Grand Haven, Traverse City, Ludington, Allegan, Howard City, Petoskey, Reed City, Fremont, Hart, Whitehall, Holland and Fennville

Highest Price Paid for Empty Carbon and Gasoline Barrels.

The Stimpson Computing Scale



Simplicity, accuracy, weight and Value shown by the movement of one poise.

It is the acme of perfection and not excelled in beauty and finish.

We have no trolley or tramway to handle.

We have no cylinder to turn for 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 on their merits.

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.

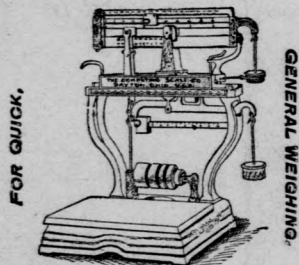
All we ask is an opportunity to show you the Scale and a chance to convince you that our claims are facts. Write us and give us the opportunity.

The Stimpson Computing Scale Co.,
ELKHART, IND.

Represented in Eastern Michigan by
R. P. BIGELOW,
Owosso.

Represented in Western Michigan by
C. L. SENSENEY,
Grand Rapids, Telephone No. 266.

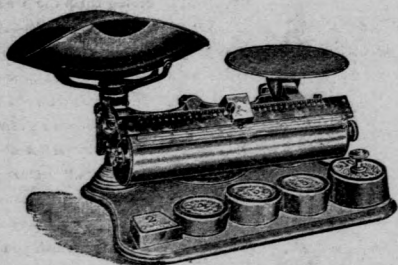
THE DAYTON
MONEY-WEIGHT SCALE



FOR QUICK,

GENERAL WEIGHING.

WEIGHS AND HANDLES GOODS
as accurately as money can be changed.



A Watch on Your Profits And a Fine Scale Combined

It is the Money Weight Scale System, made only by The Computing Scale Company, Dayton, Ohio.

18 different sizes and kinds of fine scales.

Prices from \$15.00 up, according to finish and capacity.

Weighing in pounds and ounces is the cause of as much loss to merchants as selling for credit.

We want to show you how our scale system will help you to make more money out of your business.

Write us for proofs.

THE COMPUTING SCALE CO., Dayton, Ohio.