# PUBLISHED WEEKLY 4 TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XV.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 8, 1897.

Number 729

You Can Sell\_\_\_\_

# Armour's Washing Powder

2 Packages for 5 Cents.

For particulars write your jobber, o. THE ARMOUR SOAP WORKS, Chicago.



Armour's White Floating Soap

is a sure seller. Name is good, quality is good, and price is right.

# The Universal Verdict

of all those who have eaten MAN-ITOWOC LAKESIDE PEAS is that they are the finest Peas ever put in a can; in fact, some insist that they are better than fresh picked Peas. This season's pack is very fine and somewhat larger than usual and we hope to be able to supply the large demand. Please place your orders as soon as convenient and secure the finest Peas you ever tasted.

The Albert Landreth Go., Manitowoo. Wis.

WORDEN GROCER CO., Jobbing Agents, Grand Rapids.

LARRENCE DE LA LARREN

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

<del>>>>>>=====</del> COF

COFFEE

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.

## 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.

## 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, Detrcit, Mich.

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

## **EDGAR'S**

30 cents per gallon, freight prepaid.

## HOUSEHOLD

W. H. EDGAR & SON, Detroit. Mich.

SYRUP

## 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.											7	50	:		
5	M.											5	oc	:	per	M
															per	
20	M.		٠.									 3	50	2	per	M
															ner	

9999999999999999999

## NAPHTHA AND GASOLINES

e constable de la constable de

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.

+++++++++++++++++



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.

WHITE CITY TAILORS. 222-226 ADAMS STREET, CHICAGO, ILL.

Established 1780.

## Walter Baker & Co. LTD.



on this Continent.

No Chemicals are used in their manufactures.

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

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

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

Buyers should ask for and be sure that they get the genuine goods. The above trade-mark is on every package. Walter Baker & Co. Ltd.,

Dorchester, Mass.

#### Travelers' Time Tables.

DETROIT, Grand Rapids & Western.
June 27, 1897.

## GRAND Trunk Railway System Detroit and Milworks

Detroit and Milwaukee Div

(In effect May 3, 1897.)

Leave. EAST. Arrive.

+ 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 Int. Pts... \* 7:10pm
+12:53pm. Gd. Haven and Int. Pts... \* 8:15am
\* 7:40pm. Gd. Haven Mil. and Chi... + 10:05am
\* 7:40pm... Gd. Haven Mil. and Chi... + 8:15am
+10:00pm... Gd. Haven and Mil.... + 6:40am
+ 10:00pm... Gd. Haven and Mil... + 6:40am
+ 10:00pm... Gd. Haven and Mil... + 6:40am
+ 10:00pm... Gd. Haven Mil. and Chi... \* 8:15am
+ 10:00pm... Gd. Haven and Mil... + 6:40am
+ 2astward—No. 14 has Wagner parlor car. No.
- 18 parlor car. Westward—No. 11 parlor car.

\* Daily. + Except Sunday.

E. H. Hughes, A. G. P. & T. A.

BEN. FLETGEER, Trav. Pass. Aget.,

JAS. CANPBELL, City Pass. Agent.
No. 23 Monroe St.

## CHICAGO and West Michigan R'y

\*Every day. Others week days only. GEO. DEHAVEN, General Pass. Agent.

## GRAND Rapids & Indiana Railway

A. Almquist, C. L. Lockwood,
Ticket Agt.Un. Sts. Gen. Pass. & Tkt. Agt.

## CANADIAN Pacific Railway.

## DULUTH, South Shore and Atlantic

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.	0.004
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., Ma	ranette
E. C. Oviatt, Trav. Pass. Agt., Grand	Rapids.

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

WEST BOUND.	
Lv. Grand Rapids (G. R. & I.)	
Lv. Mackinaw City	4:20pm
Ar. Gladstone	9:50pm
Ar. St. Paul	8:45am
Ar. Minneapolis	9:30am
EAST BOUND.	
Lv. Minneapolis	+6:30nm
Ar. St. Paul	7:90nm
Ar. Gladstone	5.45om
Ar. Mackinaw City	11:00am
Ar. Grand Rapids	10:00pm
W. R. CALLAWAY, Gen. Pass. Ag	t. Minneapolis.
E. C. OVIATT, Trav. Pass. Agt.,	Grand Rapids

Volume XV.

## GRAND RAPIDS, WEDNESDAY, SEPTEMBER 8, 1897.

Number 729

### 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

ELECTRICAL MANUFACTURING CO.,



## COMMERCIAL CREDIT CO., Ltd. GRAND RAPIDS, MICH.

Private Credit Advices. Collections made anywhere in the United States and Canada.

#### Michigan College of Mines.

A State technical school. Practical work.

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

Dr. M. E. Wadsworth. President,
Houghton, Mich.

## 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 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.

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.

RESULTS OF THE COAL STRIKES.

After over two months of idleness of many thousands of the miners of the bituminous coal region which has worked serious injury to many thousands of other workingmen by interference with industries in the deprivation of fuel, there is a probability, amounting almost to certainty, that the strike will be formally ended to-day by the action of a delegate convention of the miners concerned, at Columbus, Ohio.

The length of the struggle with the paucity of its results as compared with the demands of the miners is a consequence of the mismanagement of the labor leaders. These, as usual, set the mark at a recognition of the uniformity of unionism and a rate for mining which conditions could not warrant. To secure these the demand was made that all the miners should strike, whether they were receiving the rate asked for or not. That the motive in this management was to secure the advantage of the miners in their just demands for increased remuneration, rather than the advancement of unionism and their leadership, may be more than questioned.

To those who have watched the movement it would seem that all the advantages that have been gained might have been secured without so long a struggle, if they could not have been secured without a strike at all. Just at the time of its beginning a general improvement in industrial conditions was manifesting itself in the increase of wages everywhere. There is little question that the mine operators stood ready, as soon as the conditions would warrant, to meet the reasonable demands of their employes. But such a method of securing the advance would be no advantage to the labor leaders. To bring them, selves to the front and make their leadership manifest, there must be a strike as great as they could manage to secure, and whatever apparent advantage might be gained would redound to their glory. This effect of unionism is responsible for the months of idleness and consequent suffering among the many thousands of poor miners, for the disorders and riots which, while small considering the magnitude of the movement, have cost some lives, and for the antagonisms which have lost many their places and caused the eviction of their families.

In the prosecution of this strike changes were made in the methods of the managers as a result of the experiences in previous movements. It had been found that violence operated against the interests of strikers on account of enlightened public opinion and so it was discarded as a weapon. In this regard the strike is unique-there was never one so great with so little destruction of life and property. But, even with this modification, the results, as already indicated, show that the union-managed strike is a failure.

Like all other such strikes, the present has given the opportunity for the TRADESMAN COUPONS apostles of radical social changes to country up to July bring themselves into prominence. at \$680,000,000.

Thus we have the attacks upon the judicial branch of the Government, and the ranting of Debs and his ilk. But there is likely to come some good out of this agitation in that the more conservative labor leaders have repudiated this feature of the movement and the division is likely to do much toward securing the retirement of the red-mouthed 'reformers'' to their proper station.

#### FRANCE AND RUSSIA.

Now that the enthusiastic demonstrations in France, on the return of President Faure from Russia are all over, the French people may be at a loss to discover exactly what they were celebrating. There is no doubt but that some sort of a treaty was signed during Faure's visit to St. Petersburg, but it is likely that little more than a friendly alliance was formed. Russia would and might in certain contingencies have considerable to gain.

The exhibition of joy in Paris when Faure returned indicated a conviction on the part of the people that France and Russia had united against Germany, and that the alliance ultimately would force the latter to restore Alsace and Lorraine to the French. But the emperor of Germany was in St. Petersburg ahead of the French President, and from all accounts his reception there was of such a character as to guarantee a continuation of the friendly relations between the two empires. At any rate, it appears to be pretty clear that the Franco-Russian treaty is not an anti-German compact.

It is hinted that the new treaty may be aimed at Great Britain, France guaranteeing to help Russia in case of trouble over the latter's Asiatic interests, while the Czar is to stand by France in case it takes occasion to oppose British aggrandizement in Africa, especially the permanent occupation of Eygpt and control of the Suez Canal. This view of the treaty's purpose is plausible, but it does not imply any more offensive hostility towards Great Britain than that of vigorous diplomatic protest by the allied nations. In other words, France and Russia will unite in peaceful efforts to keep the British in check in Asia and Africa. It would thus appear that there has been no particular occasion for the recent exhibition of frenzied joy by the French peo-

The assassination of the President of Uruguay did not overthrow the Montevideo government. It still asserts its authority under a new head. The rebellion in the republic, however; is reported to be steadily growing, and the chances are that the insurgents will eventually triumph. If it would insure a stable government their victory might be accepted as the best thing that could happen to the country, but somehow the people of Uruguay do not stand by any government long.

The value of the churches and the land on which they are erected in this country up to July 1, 1897, is estimated

#### A DANGEROUS DEMAGOGUE

One of the least pleasant features of the politician's career is the necessity of his making more or less of a study of the science of demagogy. To the man of "lofty aims and high ideals" there is something more than unpleasant in the need for watching every expression and guarding every act to meet the requirements of popular public opinion when it involves that which is not in strict harmony with such ideals or consistent with other obligations and relations.

These reflections are caused by an incident of the recent meeting held in this city for the relief of the suffering miners of Spring Valley, Ill. There is no doubt of the need of relief for this afflicted town, but in the according of such relief it should not be forgotten that the conditions obtaining there are the have nothing to lose by such a compact, direct result of union management. But in the incident referred to the Member of Congress from this district found it necessary to appeal to his esteemed constituents, the labor unions. This he did in a long panegyric of unionism in general, delineating what it has done for the amelioration of the laboring man. Thus all that has gone for the bettering of the conditions of labor, the shortening of hours, raising of wages, was dutifully and demagogically attributed to labor unionism.

But there was something besides labor unionism which did not meet the approval of the eminent statesman, lust why he should have found it pertinent to discuss the matter in connection with his eulogy of unionism does not transpire, but care was taken not to hold unionism responsible for it. This was the matter of strikes. Nowhere in his deprecation of this phase of labor disturbance, which as instigated by unionism is directly responsible for the conditions the meeting was called to relieve, does he hint that there is any possible relation beween strikes and unionism. Ignoring the fact that the strike which he condemns is the most characteristic and common weapon of unionism, he pursues his laudations of the latter, ending with the following astounding statement: "I believe that the time is coming when treacherous, indeed, will be the workingman who is outside of the ranks of organized la-

bor."

If this quotation were an excerpt from the frothings of such apostles of anarchy as Debs and Altgeld it would appear in place and appropriate. Coming from a corporation lawyer of such prestige as Mr. Smith, there is in it that which is not far removed from treason to his employers and supporters. It strikes the Tradesman that there is more than inconsistency in thus toadying to the prejudices of the elements which are most inimical to the best business interestsespecially for a railway attorney who passes the hat when he runs for office a d expects the manufacturers of the city to pay his campaign expenses, so that he may draw \$5,000 a year and thus be able to subscribe \$50 to a fund for the relief of miners who are the victims of the walking delegate.

## Woman's World

lust at present a number of amiable philanthropists, who presumably have no troubles of their own to occupy their minds, are unduly alarmed about the new woman and her work. They describe her as a perfect monster of industry, who works for mere love of toil and without regard to gain. They say that she is invading lucrative fields of toil and forcing men to look out for other situations. Some wiseacres have even gone so far as to attribute the recent financial depression to her machinations and to say that it was not the tariff or the silver question that was at the bottom of the hard times, but the working

Nothing could be more meaningless than a discussion of woman's right to earn money. It would be quite as much to the point and just as profitable to debate her right to breathe. Woman has, at least, a sort of step-sister-in-law inheritance in that provision of the constitution which gives to every one the right to life, liberty and the pursuit of happiness, and if she chooses to pursue happiness down the same path men have trod, who is to say her nay?

The bitterest sting in the woman question is that there should be any question at all. All that the newest woman asks is to be regarded simply and solely as a human being, and not as The world still clings with a woman. persistent faith to the fallacy that a woman's nature and a man's nature are entirely dissimilar and that the same things do not make for happiness in both. A man will frankly admit that he couldn't and wouldn't put up with things that he expects a woman to actually enjoy, and if she, too, is dissatisfied, he feels aggrieved and that she is unreasonable. A man would be a dastard in his own sight if he sat down supinely and let someone else support him, yet for the life of him he can't see why a woman rebels against grudg-ing charity or chokes on the bitter bread of dependence. A single Sunday afternoon's care of the children on the nurse's day out has been known to reduce an able-bodied man to the verge of mental and physical collapse, yet he can't imagine how his wife could ever long for a respite from the nursery.

The answer to these conundrums has always been "woman." Being a woman explained any supposed vagary. Because a woman was a woman she didn't mind disagreeable things and had a curious power of extracting enjoyment out of adverse conditions; or if not enjoyment, at least resignation. Then one day it occurred to her that there was no virtue in being resigned to a thing she could change for the better and she set about altering conditions. She perceived that she was just as much the heir of all the ages as her brother and that he had no monopoly on the good things of life. Because she was a woman there was no use in her groaning over being dependent, when she might just as well be independent. Because she was a woman there was no need for her to lack the luxuries money buys, if she was able to earn it. She offered her labor in the markets of the world and it was found acceptable. That is the whole matter in a nutshell and is all there is to it. Any effort to drag in an ethical question, any more than in a man's work, is absurd. It is possible that many women occupy po. the golf links and the bicycle path and

have. So does every other man who has anything worth having. It may he that some women work who are not forced to it by dire need. If every man who has a competency should retire from business it would leave a great many vacancies for poor and deserving youths, but there would be a great stringency in the money market.

Perhaps the new woman is yet too new for the world to realize that she is a blessing instead of a misfortune. All revolutions are disturbing at first, and it cannot be denied she has shaken things up and instituted a new order. After awhile, when we get settled down again, we shall realize that while she has not done much for herself, she has done more for man. She has forced him upward and onward. She has been the pacemaker, and he has had to do his best not to be outstripped in the race.

One of the things for which men should be grateful to her is that she no longer has to marry for a home or to be supported. Many a man has been sacrificed to this need or to a girl's fear of being called an old maid. Now there is no longer any slur in the epithet. A woman may elect to remain single, she may come and go as she chooses, she may earn her living like a man, and spend it as she pleases without criticism or comment. The situation has its own peculiar charms, and is oftener of her choice than of necessity. The very words have ceased to have the same meaning. "An old maid!" used to mean a sour and disgruntled woman with no home or interests of her own and a consequent desire to meddle in everybody else's affairs. Now, when we say of a woman, "She is an old maid," we mean a woman who is independent either through inherited property or her own labor; one whose life is full of clubs and studies and interests that keep her mind and heart fresh and sweet and young. That is not the kind woman who lays snares to entrap a husband and who prays "any body, good Lord, anybody." On the contrary, she is hard to please, and the man who wins the love of the modern woman, who does not have to marry either for a support or a career, may rest satisfied he is a pretty good sort, as our English cousins would say.

Another blessing we owe to the new woman is the extinction of the brainless and muscleless dude who was satisfied to sit all day in a club window, sucking the head of a cane. In the old time when women fainted at the sight of a mouse and nibbled at bird's wing, he was a possibility. With the advent of the splendidly athletic new woman, who can come in from a morning's stiff work on the golf links as fresh as a flower, who rides and walks and swims and sails a boat, he became an absurdity that was bound to go. She chaffed him, she ridiculed him, she dared him to feats of strength, and when he fell behind exhausted, she mocked him as not being as much of a man as a woman. The bicycle bell of the first woman who ever made a century run sounded the death knell of the effeminate man. "Don't you sometimes wish you were a man, Miss Newgirl?" enquires the young Mr. Sissy of the comic papers, and she responds: "Why, yes, Mr. Sissy, don't you?" and that settled the matter. The young Mr. Sissies could not stand to be derided by the up-to-date girl, and so they betook themselves to

sitions that some man would like to the rowing club to make muscle. There was no other choice left them.

Very much the same thing may be said of incompetency in other lines. The new woman is leaving the lazy and incompetent man no place except the loafer's bench in the parks. She has invaded his colleges and universities, and if he wants the prizes he must put in his best work to get them. She is in business to stay, and if he wants to hold the good places his utmost efforts will be none too good. If he wants to be an oracle to his family he must really read and think, for his wife and daughters are reading and thinking, too.

It is a narrow view that sees any danger in the new order of things. In asserting their rights to achieve such freedom and comfort as they may gain by working for meney, women have but laid claim to the common human right to do the best they can for themselves. If the new woman has pulled off the halo of glory that was wont to surround every masculine head, simply because it was masculine, and smashed it, still women are just as anxious to admire and sit at the feet of man as they ever were. The only difference now is that they want to know that what they worship is worth reverencing. They have simply raised the standard, and their very demand that he shall be stronger and wiser than they will be the stepping stone on which the man of the future will rise to his highest possibilities. DOROTHY DIX.

It is estimated that there is less un-employed unskilled labor in New York now than at any time since 1892. The city's outdoor poor department has at present but few applicants for work, and the winter outlook is said to be most hopeful

## **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

Grand Panide Petail Grocers' Association

Orano Rapids Retail Orocers 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

resident, P. F. Treanor; Vice-President, John McBratnir; Secretary, W. H. Lewis; Treasurer, Louis Schwermer. Regular Meetings-First and third Tuesday venings of each month at Elk's Hall.

Jackson Retail Grocers' Association resident, Geo. E. Lewis; Secretary, W. H. Por-ter; Treasurer, J. L. Petermann

Lansing Retail Grocers' Association 'resident, F. B. Johnson; Secretary, A. M DARLING; Treasurer, L. A. GILKEY.

Adrian Retail Grocers' Association resident, Martin Gafney; Secretary, E F. Cleveland; Treasurer, Geo. M. Hoch.

Traverse City Business Men's Association resident, 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.

# Diamond

High Grade Winter Wheat Flour

> Sold on its merits. Once tried, always used. Sold on the same basis as best patent brands manufactured by Grand Rapids Mills.

Ball-Barnhart-Putman Co.,

Sole Agents, Grand Rapids, Mich.

#### REPRESENTATIVE RETAILERS.

Wm. Reardon, Vice-President Reardon Bros. Mercantile Co.

Wm. Reardon was born in Asphodel township, Peterborough county, Ont., in 1849, living there until he was 7 years of age, when his parents removed to Livingston county, Mich., where the family resided for two years, when they took up their residence at Birch Run. Mr. Reardon's parents were born in Ireland, but came to Canada as children. Mr. Reardon received his education in the district schools of Saginaw county. At the age of 17, his ambition to enter upon business life led him to quit school and try bis fortune in the oil fields of Pennsylvania. After two years he returned to Michigan and, with the fruits of his success in the oil country, went into business at Clio as junior partner in the firm of J. V. Lonsbury & Co., dealers in general merchandise. This was in 1866. The part-



nership continued for three years, when Mr. Reardon went to Midland and established the firm of Reardon, Andrews & Co. In 1873, Mr. Reardon bought out his partners' interests and took his brother. Thomas, into partnership under the title of Reardon Bros. For years they conducted one of the finest and most successful general stores in that locality. In 1895 the business was merged' into a stock company under the style of the Reardon Bros. Mercantile Co., with Mr. Reardon as Vice-President, and the establishment has come to be regarded as one of the leading retail houses in the Saginaw Valley.

The Midland Woodenware Co., of which Mr. Reardon was President and Manager, was one of the largest in Northern Michigan, and contributed largely toward the prosperity of Midland. This business was discontinued land. in 1895.

Mr. Reardon has ever been a publicspirited man, wide awake to the interests of his own town and county. is President of the Electric Light Co., also of the Midland Milling Co. Mr. Reardon is Lieutenant Colonel of the Third Regiment, Uniform Rank, Knights of Pythias, and is now being prominently spoken of as a candidate for commanding officer of the State at the next election. He is an ardent Mason, belonging to Saginaw Valley Com mandery, Knights Templar, and Saladin Temple, Grand Rapids, besides hav-

ing passed to the thirty-second degree.

Mr. Reardon has been married over

young daughters, and a son who is a lawyer in Midland.

Mr. Reardon is one of the most genial and courteous of men. He is an unusually fine conversationalist, possessing in a high degree the ready wit and quick repartee characteristic of the Irish race. He is full of faith in the future of Midland and wholly devoted to its interests, believing that it is yet to be one of the principal towns of the Saginaw Valley. His motto is, "Business on business grounds-the amplest, promptest, most cheerful service for the least money." His platform is, "Live and let live, fair play and half the road."

#### Jeopardizing Trade-Mark Property.

It is strange that a very considerable number of business men should, through carelessness or ignorance, seriously jeopardize this species of property. One of the greatest dangers is unwittingly to give an otherwise valid trade-mark a descriptive significance. This occurs when the trade-mark is a word which, although it be fanciful in itself, takes on a descriptive value so as directly to although it be fanciful in itself, takes on a descriptive value so as directly to convey a meaning descriptive of the goods, their quality, grade, nature or character. This is most likely to occur when the owner has different trademarks for different grides of goods. If such marks do, in fact, designate different grades of goods, they have lost their office as trade-marks and may become public property. But this danger may be present with respect to a sole trade-mark, as for example: The name "Excelsior" is an ideal trade-mark, yet there is the fibered material, akin to shavings, which, as a stuffing for mattresses and upholstery, is much sought after, and this material being properly described as "excelsior," the name is free to the public. This because the originator failed to assert his trade-mark rights, and, indeed, gave the descriptive quality to the name. He should have registered the trademark in the Patent Office, marked the name "Trade mark," and should not have described his goods merely as "excelsior."

Another result of not registering, but relying merely on common-law protection: We have in mind one or two not-

relying merely on common-law protec-tion: We have in mind one or two nottion: We have in mind one or two notable trade-marks lost to the originator by failure to register. It will answer to call one the 'Lion' brand. The originator thought a red lion very proper The trade-mark was not registered, and so it came to pass that ingenious imitations in different parts of our enterprising country eventually became as numerous as the great Barnacle family and more discriminating, until, like old country inns, we had the blue lion and the white lion and lions piebald: lions rampant and lions courant; lions pasrampant and lions courant; lions pas-sant and lions couchant and their kin-To the complaint of the originadred. To the complaint of the originator, it was asserted that his trade-mark was distinctly a red lion, and that he was trying to broaden it to take in other men's property. Testimony pro and con was as plentiful as at a modern trial for heresy and equally as determinate. The originator could have cleared the air had he registered before others adopted resembling marks, and had defined the one essential feature of the lion, with or without improvements on nature and with or without reference to posture. dred.

posture.
Therefore, register all your trademarks, register each distinct feature of each mark separately, and do not make a trade-mark describe the goods to which it is applied, or the object is defeated. defeated.

Some men are always figuring on impossibilities—butting their heads against a brick wall just to hear their brains rattle.

If our faults, as others see them, could be removed, there wouldn't be anything left of us.

Mr. Reardon has been married over twenty-five years, and has two interesting would become of scandal?



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.



This strictiv pure High Grade Powder I have reduced to retail at the fellowing very low prices:
- 602. 105; 902. 155; 1 Hz. 25c.
Guaranteed to comply with Pure Food Law in every respect.

O. A. TURNEY, Manufacturer, Detroit, Mich.

\*\*\*\*\*\*\*\*\*\* HANDLE

CIGARS

For sale by all first-class jobbers and the

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

# 

en in want of a new rof or repairs you can save money by employing led mechanics in this line. We have representatives covering the State of higan regularly, "nd if you have a defective roof, for on us a card and we leall on you, examine your roof and give you an e-timate of the cost of essary repairs or putting on new roof. Remember that we guarantee all work and our guarantee is good.

H. M. REYNOLDS & SON.

PRACTICAL ROOFERS, GRAND RAPIDS, MICH. ESTABLISHED 1868.

## Does Advertising Pay?



In order to learn the practical results of advertising, WE WILL REFUND RAILROAD FARE to and from Grand Rapids to all who come to Grand Rapids during State Fair week from within a radius of 50 miles who purchase from us for cash goods to the amount of \$10 or over.

Our stock is large and complete in Feed and Ensilage Cutters, and Shredders, Horse Powers, Grinders, Sawmills, Engines, Carriages, Wagons, Cream Separators, Bicycles new and secondhand, Harness, Robes and Blankets. Special prices on everything during State Fair week. We have no exhibit on the fair grounds, but will have a large show of our own at our store.

ADAMS & HART, 12 W. Bridge St.

Bring this ad. with you. **Žanamanamanamanamanamanamanaman** 

Save your yeast labels and tin-foil wrappers

FREE! SILVERWARE! FREE!

These goods are extra-plated, of handsome design and are made by one of the largest manufacturers in the United States and will wear five years. 25 of Our Yellow Labels, attached to original tin-foil wrappers, will procure one Silver Plated Teas, oon, and 50 of same will procure one of either, Table Spoon, Fork, Butter Knife or Sugar Spoon. For 75 you will receive one Silver Plated Steel Table Knife, and for 10 a handsome Aluminum Thimble is given.

Present labels, attached to tin-foil wrappers, at our office in this city, and receive premiums free of any charge in return; or hand labels, attached to tin-foil wrappers, to your grocer, with your name and address, and premiums will be delivered through him the following day.

Premiums cannot be mailed under any circumstances.

FLEISCHMANN & CO.

Detroit Agency, 118 Bates St.

Grand Rapids Agency, 26 Fountain St.

Grand Rapids Agency, 26 Fountain St. Circulation of the contraction o

## Around the State

Movements of Merchants.

Caro-Vesta M. Watrous succeeds A. H. Hankerson in the hardware business.

Norway-John E. Anderson succeeds Anderson, Beckstrom & Co. in the meat

Fairgrove—Geo. N. Aldrich & Co. succeed Geo. N. Aldrich in the hardware business.

Reed City-Mrs. A. B. Slosson will open a millinery store in the Slosson building Sept. 20.

Thompsonville-C. O. Smith has opened a shoe store here as a branch of his Traverse City establishment.

Bancroft-R. Sherman & Son are preparing to add a millinery stock to their line of general merchandise.

Thompsonville-Immerman Bros. will open a branch general store at Sherman Sept. 15, with Arthur Platter as Mana-

Edmore-J. F. Snyder has fitted up the store building recently vacated by Mrs. P. Holmes and will open a new grocery store.

St. Ignace-L. Winkelman, the dry goods and clothing merchant, and Miss Fannie Yalomstein were married in Detroit last Wednesday.

Saginaw--Victor Widemann, for many years with Morley Bros., has taken charge of the retail department of the Saginaw Hardware Co.

Byron-V. L. Stark is having one part of the Bean block put in shape for a grocery, and will put in a stock of groceries when completed.

Champion-Thomas Wallace, hardware dealer, has been appointed postmaster. He held the office for several years until the last administration.

Clio-W. J. Gould & Co. and Edson, Moore & Co., of Detroit, have seized Rogers Brothers' general stock by virtue of a chattel mortgage for \$2,061.77.

Bancroft-O. H. Abart, who has been engaged in the grain business for over twenty years, has sold out to John Martin, who has already taken possession.

Ypsilanti-Mrs. E. M. Daniels has sold her millinery stock to Miss Williams, of Montpelier, Ohio, and Miss Ralli, of Detroit. Mrs. Daniels expects to go to Ludington.

Lansing-Claude Cady, who has been the efficient clerk at G. M. Blakeslee's grocery store, has opened a new grocery store at the corner of Pennsylvania avenue and May street.

Lansing-Goodspeed Bros. & Co.'s new shoe store will be managed by Stanley Granger, who has been employed in the main store of the firm at Grand Rapids for several months.

Edwardsburg-The office and fixtures of the defunct Citizens' Bank have been sold to Wm. Shakespeare, of Kalamazoo, for \$1,505. Mr. Shakespeare contemplates opening a bank here.

Jackson-E. C. Boice has purchased the furnishing goods stock in the "Unique" store and will begin business Sept. 15 in the Dwight building. The business will be managed by J. A.

Holly-The produce firm of Jossman & Allen, of Oxford, received a tele-gram from Detroit, quoting the price of rye 10 cents per bushel higher than the real price. They locally purchased several thousand bushels at the advanced price, and it is said are now preparing to sue the Western Union Telegraph Co.

Leroy-Dr. G. R. Andrews has purchased a drug store at Hyland Park, a suburb of Detroit. He will employ a pharmacist to assist him, and will practice his profession in connection with the drug store.

Big Rapids-John Dablstrom, merchant tailor at Upper Big Rapids, recently died at Ann Arbor, whither he had gone to consult physicians regarding a kidney disease which had troubled him for several months.

Traverse City-S. Cohen, formerly of this city, now running a store in Kalkaska, will move back to this city soon and open up a clothing and men's furnishing store again. He will still continue to conduct a store in Kalkaska.

Greenville-N. W. Daggett has bought of E. R. Daggett the North Greenville grocery stock. E. R. Daggett expects to move to New York State. Isaac Kipp, of Carson City, will enter into partnership with N. W. Daggett.

Hastings-W. B. Powers has purchased the interest of G. M. Marple in the firm of Burman & Marple, restaurant and bakery, and the new firm name will be Burman & Powers. The business will be conducted at the old stand.

Benton Harbor-P. E. Witherspoon has purchased the interest of Elmer Lowe in the drug and stationery stock of Lowe & Rouse. No change will be made in the firm name at present. Mr. Lowe will undertake the study of medicine.

Owosso-M. Schulein, of the Boston clothing house, has rented a store room at Portland and will put in a stock of goods there. Besides his Owosso store, he runs a business at Three Rivers, and the Portland branch will give him three

Marquette-Duquette & Metz, clothiers, will shortly dissolve partnership. Timothy Duquette will continue the business in his own name and Newman A. Metz will remove to Hancock, where he will embark in the men's furnishing goods business in a building now being erected for his use.

Whitehall-An inventory and appraisal are being taken of the Lauterberg boot and shoe stock with a view to its transfer to James Moore, of Chippewa Lake. Mr. Moore expects to buy the stock and continue the business, moving his family here as soon as the season's operations are done at his mill.

Cheboygan-Kramer & Co. have found their business increasing to such an extent that they have contracted with the Cheboygan Manufacturing Co. to build a balcony over the shelving and around the store to accommodate the large amount of stock necessary to meet the increasing demands of their business.

Grand Marais-Hargrave & Hill are taking inventory of their general stock, preparatory to a dissolution of partner-ship. W. W. Hargrave will continue the business under the management of Roy C. Hill. They recently built a large addition to their store and the entire block will be heated by steam this

Chebovgan-P. L. Lapres, the clothier, recently advertised a tug of war in front of his store and 500 people were present. Judges were selected and a pair of pants was given to the judges, who instructed the men to pull them apart or rip the seams if possible. First three men on a side tried it, then six, then as many as could get hold of the pants, but it was impossible to tear or rip them in any way. The entire street was blocked by men watching the conManutacturing Matters.

Harbor Springs-A. J. Southard will shortly resume operations at the flouring mill.

Marquette-The Lake Superior & Ishpeming Railway will erect a large round house and machine shop here this fall.

Bliss-Wm. O'Neill has purchased 603 acres of pine and cedar timber land in Bliss township and will lumber the tract the coming winter. The tract was owned by Edson, Moore & Co., of De-

Ludington-The basket factory may not be rebuilt. The loss was \$21,900 and the assets, including \$5,500 insurance, foot up only \$23,000. A Chicago creditor has garnisheed the in-

surance money.

Newberry—The cottages in course of construction at the Asylum are well under way. There has been nearly a quarter of a million appropriated and spent already. Every building in use now is overcrowded with patients.

Allegan-A. J. King has purchased the plant and business of the Mancelona Electric Light & Power Co. and will move his family to that place. He was Superintendent and Secretary of the Edison-Allegan Electric Light & Power Co.

Manistee-The East Shore Manufacturing Co. is the newest addition to our manufacturing industries. specialty for the present will be boxes of all kinds, knock-down. The company already has a large contract for Milwaukee parties.

Holland-The J. H. Heinz Co. has offered to add to its pickling factory in Holland an equipment for canning tomatoes and cauliflower, and has agreed to employ over 100 hands, if a \$500 site is donated. A vinegar plant will be built early in the spring.

Sault Ste. Marie-Talk about Klondike! The Soo has one of its own-that of Michippicotten, Ont., on the north shore of Lake Superior, not 100 miles Everybody has gone wild over away. About 200 have already gone there and the very few who have returned report gold showing up well.

Lansing-Harris E. Thomas has resigned as Manager of the Lansing Boiler and Engine Works, and A. L. Clark, of Ann Arbor, has been selected as his successor. Mr. Clark is a graduate of the mechanical department of the University, and for the past four years has been engaged as mechanical engineer at Kalamazoo and Decatur,

Detroit-Articles incorporating the Bagley Dress Stay Co. have been filed in the County Clerk's office. The capital stock is \$10,000, all paid in. The new company will manufacture and sell dress stays and other articles. stockholders are Alley Bagley, of Ypsilanti, 996 shares; George H. Paine, Harry C. Bulkley, John M. Bulkley and Frank B. Leland, all of Detroit, one share each.

Muskegon-It is estimated Moorland, Egelston and Ravenna, the banner peppermint townships of Muskegon county, will only produce about 16,000 pounds of oil, against 36,000 pounds last year. The price received for the mint last year was \$1 and \$1.10 per pound. This year the price is 90 cents and \$1. The peppermint averages better in this section, it is claimed, than in any other locality in the State.

A traveling man usually understands how to talk well and interest his customer. Some of them, however, work their tongues overtime.

Colored Extracts and Sophisticated Mustard Both Prohibited.

Saginaw, W. S., Sept. 4—Would you kindly inform me through the columns kindly leform me through the columns of your valuable journal if extracts that are artificially colored and so branded can be legally offered for sale after Sept. 1? I have been informed that they are unsalable.

Also please inform me if prepared mustard, with the formula plainly printed on wrapper, can be sold after above date?

The answering of above in your payt

The answering of above in your next issue would be much appreciated by a subscriber.

D. McKellar. subscriber.

Under the heading of extracts, Food Commissioner Grosvenor rules as fol-

Vanilla flavoring must be without artificial color after September 1, 1897. Extracts made of more than one principle must be labeled with the name of each principle, or else simply with the name of the inferior or adulterant. For example: An extract made for example: An extract made from vanilla and tonka must be labeled Extract of Vanilla and Tonka, or simply

Extract of Tonka.

The labeling of an extract of vanilla and tonka as Extract of Vanilla, or Compound Extract of Vanilla with the per cent, of each ingredient contained therein, is not proper, and will be considered an adulteration.

In all cases, it is understood that when an extract is labeled with two or more names, the type used is to be similar in size and the name of any one of the articles used is not to be given greater prominence than another. Extracts which cannot be made from the fruit, berry, or bean, and must necessarily be made artificially, as rasperry, strawberry, pineapple, banana, etc., will be allowed to be sold if labeled as "Artificial Extract," until Sept. 1, 1807; after that date their sale

will be strictly prohibited in this State.
Under the heading of mustard, the
Commissioner is equally explicit, as Pure mustard mixed with vinegar and

Pure mustard mixed with vinegar and spices may be sold if labeled" Prepared Mustard" and bear the name and address of the manufacturer, but if any substance or substances are added to cheapen it, such as flour, etc., it will be deemed adulterated.

Mustard mixed with vinegar, spices and other substances may be sold under an original or coin name, but the use of such names as "French Mustard Compound" or any name in which mustard.

pound," or any name in which mustard is a part thereof, will be considered a violation of the law

#### Was President of the Adrian Retail Grocers' Association.

Adrian, Sept. 3—Martin Gafney died Aug. 31 and was buried yesterday. Death was caused by appendicitis.

Mr. Gafney was born in Saulsville, N. Y., in 1834, his parents removing to this State fifty-three years ago, and settling in Palmyra. In 1853 Mr. Gafney opened a grocery store here, locating on North Main street and remained there for five years after which he built ing on North Main street and remained there for five years, after which he built a store on Erie street, which he also occupied for five years. In 1863 he built the store in which he did business up to the time of his death.

Mr. Gafney was always known as a thorough business man, upright and public spirited. Always having a pleasant word for everyone, it is needless to say his presence will be greatly missed.

Mr. Gafney leaves a mother, brother, three daughters and two sons to mourn his departure.

his departure.

## California Navel Oranges in London.

The arrival of the famous giant seed-less oranges from California in London this season has created an extraordinary sensation in fruit-trade circles, not only on account of the malformation, which induced the growers to christen it the navel orange, but because of its mammoth proportions, luscious flesh and exquisite flavor. Directly it came under the notice of auction buyers its reputation was made at the first bid.

ciation.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' Hall Tuesday evening, Sept. 7, President Winchester presided.

The first feature of the program was an interesting address by Wm. N. Rowe, Manager of the Valley City Milling Co., who discussed the flour situation at some length, assuring the members that the obnoxious local cutter had bers that the obnoxious local cutter had been cut off until such time as he would agree to maintain the established price on city brands. He called attention to the annoyance met with from the sale of brands put up in imitation of local brands, and also called attention to the tacit understanding between the millers and the grocers to the effect that the and the grocers to the effect that the latter would push the sale of city makes in preference to outside brands in case millers would agree to co-operate with the grocers in maintaining a uni-

Secretary Klap asserted that the mil-lers were carrying out the agreement more faithfully than the grocers were

J. Geo. Lehman stated that he was pleased with the success of the system and had never seen anything adopted by the Retail Grocers' Association which had caused so much satisfaction as the present method of selling flour.

C. G. A. Voigt, the millionaire miller, also addressed the meeting at some length, stating that the millers had lived up to their agreement with the grocers and that he was very much pleased with the success attending the new method. He also called attention to the failure of some of the dealers to push the sale of local brands as much as he would like and hoped there would be less complaint on this score in the fu-

Mr. Rowe called attention to the relflour, as compared with the price of spring wheat flour, which would necessarily result to the advantage of the

Martin Schram, grocer at 438 Jeffer-son avenue, was proposed for member-ship and the application was accepted.

Homer Klap suggested the adoption of a button or badge to designate grocers on the city market. The suggestion was approved by Messrs. Dyk, Wagner and Lehman, and the latter moved the appointment of a committee to select samples for presentation at the next meeting. The chairman appointed as such committee Messrs. Dyk and Klap. Klap.

John C. Grebel presented the propo-

sition, through the Secretary, for the use of the Association name on a label for a brand of cigars. The proposition was discussed at some length and finally laid on the table.

Election of officers, being next in or-

er, resulted as follows:

President—Frank J. Dyk.

Vice-Presidents—Julius J. Wagner, A.
Rasch, E. D. Winchester, John J. Witters, A. Lindemulder.

Secretary—Homer Klap.

Tressyrer—L. Geo. Lehman

Treasurer-J. Geo. Lehman.

### Status of the Bean Market at St. Louis.

St. Louis, Mo., Sept. 6-There seems to be a disposition on the part of Michigan holders of beans, as well as some of the holders in the larger markets, to force the sale of what they have on hand and clean up before new beans in to interfere with the sale of

Speculative demand has let up en-Speculative demand has let up entirely, and in the absence of consumptive demand, which seldom if ever exists at this season of the year, and with a disposition on the part of buyers to hold off until they see how low beans will go, in all probability there will be further declines in price.

Grand Rapids Gossip

of. The high prices brought them out.

Beans showed up in localities where it was thought everything had been cleaned out. We have been flooded out. We have been flooded lately urging us to sell

with telegrams lately urging us to sell beans, but we have been forced to say to all of these shippers that the buyers have stopped to take a breathing spell, as we predicted in our last week's circular that they would most likely do this week. We have felt all along that the advance was too sharp to be mainthis week. We have left all along that the advance was too sharp to be main-tained in the absence of consumptive demand. It was the speculative de-mand that put the price up, and many of the country shippers grasped the sit-uation and sold at good round prices. We are not in position to predict the

We regret that the price of beans could not be maintained, but the spectulators who had been forcing the price ulators who had been forcing the price up lost heart when they found so many beans in sight, and are now showing disposition to let the market take ca of itself, and even let go at a loss the stock they had previously purchased. It will seek its natural level shortly and then some business can be done. Buyers are fearful of further declines and, therefore, will not take hold. This is natural. MILLER & TEASDALE CO.

#### The Produce Market.

Apples—It is the unexpected which always happens and the statement that apples are a drug on the market will prove a surprise to many people who had come to regard the apple crop in this vicinity as practically a failure. Choice eating varieties command only started by the problem of the statement of the statem

\$1 per bbl. and are sluggish at that.

Beets -25c per bu.

Butter - Separator creamery is strong at 18c for tubs and 20c for jars. Fancy dairy has advanced to 15c and is not plenty even at that price.

Cabbage-\$2.50 per 100. Carrots-25c per bu.

Carrots—25c per Du.
Cauliflower—\$1 per doz.
Celery—10@15c per bunch.
Corn—Green, 5c doz.
Cucumbers—30c per bu.
Eggs—Fancy candled command 14c
for case run and 15c for selected as to
size: The receipts are about equal to
the demand. size: The r

the demand.

Grapes—Home grown Wordens bring
15@20c per 8 lb. baskets.

Melons—Watermelons command 10@
15c for best varieties. The demand has
ceased to a large extent. The same is
true, to a lesser degree, with osage and
musk melons, which have declined to 50c per doz.
Onions—The market has declined to

Onions—The marks.

35@40c per bu.
Peaches—Barnards command \$1@1.25
and Early Crawfords range from \$1.40
@1.60. The hot weather has caused the fruit to ripen with a rush, which is bad for both grower and shipper.

Pears—Clapp's Favorite and Bartlett command 75c per bu. Plums—Bradshaws, Eggs and Green

Gages fetch 60@80c.
Potatoes—Local buyers pay 40c and bill out at 50c. The demand is strong and every indication points to a season of profit to both grower and shipper.

Popcorn—50c per bu.
Peppers—Green, 75c per bu.
Squash—2c per lb.
Sweet Potatoes—Virginia stock commands \$2.25 per bbl. good demand at \$2. Baltimore is in

Tomatoes-30@40c per bu. Turnips -25c per b

The Commercial Credit Co., Ltd., has just issued its seventeenth volume of confidential information for the use of its members. Besides containing a list of people who are not distinguished for their rapidity in paying their bills, it embodies a list of chattel mortgages, it embodies a list of chattel mortgages, justice court and circuit court commissioners judgments, probate court proceedings and a synopsis of the laws of Michigan relating to chattel mortgages, exemptions and limitations of actions. It is a valuable compilation and should be in the hands of every retail merchant in the city. tail merchant in the city.

#### The Grocery Market.

Sugar-The anticipated advance occured on Tuesday, when all grades except No. 4 were marked up a sixpence. Refiners are now well filled with orders, and believe they will continue to be for the next two months. It would not be surprising if they would contrive to produce a shortage during the canning season, and such a thing is very pos-

Tea-An advance is reported in Japan teas of \$2 per picul (133 pounds), but it is not much affecting the market here, for there will be little further importation for this country, except as dealers here shall have bargains in the cheaper grades of teas. Trade is light, with no speculative interest.

Provisions-Lard is about on the same basis as a year ago and may advance further, although this, if it occurs, will have to occur very soon, as the near-by packing season is approaching and this will greatly increase the supply of lard. There has been no change in the price of meats, except in the case of large hams, which have declined about 1/4 c per pound. Picnics and small hams have held their own without changing in price. Dried beef still maintains its exorbitant price.

Fish-There seems to be no limit to the price which mackerel may reach. There is no stock whatever down East, and reports from Ireland are for a short catch, with discouraging prospects. Cod is very firm and is moving better. Lake fish is strong, and with the approach of the cool weather the fish will be sold fresh instead of salted. Some handlers of lake fish prophesy an advance of 50 per cent., although this is considered extreme. Salmon is moving well at unchanged prices. Domestic sardines are very strong by reason of the scarcity of the fish.

Cheese-The consumption of cheese is at present very large and the quality now and during the entire summer has ruled exceptionally fine. Much of the cheese now sold is branded in accordance with the new cheese law, which act as yet has not had any effect on the

#### The Grain Market.

The wheat market during the past week took an opposite turn from the previous week and the longs were in clover. There was a continued advance during the entire week and to-day we note a still further advance of 5c per bushel without a hitch. All this is characteristic and has been anticipated as the situation grew stronger. Again we find that the visible decreased 666.-000 bushels, while last year it increased nearly 1,000,000 bushels during the same week, and the visible is now smaller than it has been since Septem-The exports from both ber, 1887. coasts during the week were 6,200,000 bushels and yesterday we shipped 1,200,000 bushels. The question now arises, with this depletion of our wheat, How long will it take to move all of our crop out of the country? In case speculation is more of a factor, it will have to be watched sharply. At present we are loading wheat for Rio Janeiro, France, Belgium, Breeman, Antwerp and, in fact, to almost every importing point on the globe. Farmers seem inclined to accept present prices, consequently there is a free movement of wheat from first hands. Reports from the Northwest also show that farmers There are a great many more old beans held in Michigan and Wisconsin than the trade in general had any idea New York spice contest. Phone 1589.

The Northwest also show that farmers are free sellers. The writer recently received a letter from a friend who throw away that make other men rich.

sowed his wheat on April 27 and sold the crop on Aug. 27. The wheat was milled and made into bread on Aug. 28, or in four months after sowing the wheat he had bread on his table made from this wheat-rather quick time.

Corn and oats remain stationary. The visible in corn increased 4,347,000 bushels, but in oats only 203,000 bushels.

The receipts of wheat during the week were 57 cars of wheat, 11 cars of corn and 5 cars of oats.

Local millers are paying 90c for C. G. A. VOIGT.

#### Purely Personal.

Geo. Williams succeeds the late Burt Van Duren as house salesman for the Olney & Judson Grocer Co. Mr. Williams is a groceryman by inclination and experience and will surely achieve distinction in his new position.

C. M. Drake, of the commission firm of W. R. Brice & Co., Philadelphia, is spending a fortnight's vacation in this State, whipping the streams for fish and visiting the creameries whose product he handles in the Philadelphia mar-

John Walbrink, of the firm of Walbrink & Pixley, general dealers at Allendale, was recently requested by the W. C. T. U. of Allendale to transport a package of religious papers to the Kent county jail for the use of the prisoners who were religiously inclined. He did as requested, but his reception at the jail was of such a character that he is not open for such commissions in the future.

Aaron Rodges, the veteran Ravenna druggist, recently spent the Sabbath with J. H. Hagy, specialty salesman for the Hazeltine & Perkins Drug Co. On leaving the house, he showed his appreciation of the hospitality shown him by exchanging hats with his host. Later in the day he met a mishap by being on board the Major Watson when she got stuck on a bar in Reed's Lake, and was compelled to wade ashore through the mud in order to catch his train.

## Movements of Lake Superior Travel-

Joe Carrol is again doing this territory, selling shoes for a Rochester, N. Y., house.

F. S. McCurdy (Jeness & McCurdy)

enjoying himself as only Fred can He sells the goods just the same.

Sam Southern (Henry Disston & Sons) is again on deck, selling saws and nursing a broken shoulder. The accident happned a month ago at Rhinelander, Wis

Stellwagen (manufacturers' agent) has left his home in St. Ignace for a seven weeks' trip through North-ern Wisconsin.

W. W. Wixson (Fletcher Hardware Co.) was called home Friday on account of the death of his youngest child.

The vehicle, wholesale saddlery and heavy hardware business formerly conducted under the style of Brown, Hall & Co. will hereafter be continued under the name of the sole owner, Sherwood

M. A. Sanderson, general dealer at Central Lake, has added a line of gro-ceries. The Musselman Grocer Co. furnished the stock.

W. H. G. Phelps has opened a cery store at Kalkaska. The Muss man Grocer Co. furnished the stock.

Clemens Huxol succeeds Fothergill & Huxol in the foundry business at 391 Scribner street.

## Fruits and Produce.

Construction on One Feature of the New Peddling Law.

The following letter, written to Cassius M. Ely, Prosecuting Attorney of Cass county, by Attorney General Maynard, is self explanatory:

Your favor of Aug. 16, requesting a construction of the hawkers and peddlers' law, at hand and noted. The dlers' law, at hand and noted. The particular question upon which you desire information is as to whether parties acting as agents for a clothing firm in Chicago, engaged in soliciting orders for men's ready-made clothing by going from house to house—the orders to be sent to and filled in the city of Chicago, are subject to the license required. ing from house to house—the orders to be sent to and filled in the city of Chicago—are subject to the license required to be paid in the hawkers and peddlers' law of 1897. The consideration of this naturally divides itself into two heads:

(1) Are the terms of the act under question sufficiently broad to extend to and include within the scope of its operation persons engaged simply as agents soliciting business for a principal residing out of the State, the business solicited being the purchase of articles manufactured outside of and to be brought into the State after the contract is made? And, (2), if the persons of that description come within the operation of the act and would, by its terms, be required to pay a license, would not the act be unconstitutional, as applied to those persons? to those persons?

to those persons?

The first question is fully answered by a glance at the law under question. Section one of the law provides: "That it shall not be lawful for any person to engage in the business of hawking, peddling, or pawnbrokerage, by going about from door to door or from place about from door to door or from place to place, or from any stand, cart, vehicle or in any other manner in the public streets, highways or in or upon the wharves, docks, open places or spaces, public grounds or public buildings in any township in this State, without first having obtained from the township board of the township where such business is to be carried on, a license therefor."

Under this section it is clear that any person engaging in the business of hawking, peddling, or pawnbrokerage, unless he comes within the exception of section eight of the act, must obtain a license therefor.

a license therefor.

As to the second question, it is, in my opinion, equally clear that the Legislature has not the right to impose a tax or a license fee upon agents who are soliciting orders for firms residing in another state, such orders to be filled by the importation of goods into this State, on the principle that no state has the right to lay a tax on inter-state commerce in any form, whether by duties laid upon the transportation of the subjects of that commerce, or on the receipts derived from that transportation, or on the occupation of the busition, or on the occupation of the business of carrying it on, for the reason that such taxation is a burden on that that such taxation is a burden on that commerce and amounts to a regulation of it which belongs solely to Congress. This question has, in numerous instances, been before the United States Supreme Court and the principle above referred to was laid down in the case of Robbins vs. Shelby Taxing District, 120 U. S., 489; and subsequently referred to and upheld in the cases of:

Asher vs. Texas, 128 U. S., 129.

Stoutenburgh vs. Hennick, 129 U. S., 141.

Stoutenburgh vs. Hennick, 129 U. S., 141.

McCall vs. California, 131 U. S., 105. Brennan vs. Titusville, 153 U. S., 289. The case of Robbins vs. Shelby Taxing District was a case in which the question involved was identical with the one here presented. Robbins was engaged in the city of Memphis, Tennin the sale of goods for a Cincinnantifirm, exhibiting samples for the purpose of effecting such sales, his employment being that which is usually denominated as a "drummer." This business was declared by the statute of Tennessee to be a privilege for which a license tax was required. The statute made no discrimination between those who represented business houses out of the State

and those who represented like houses within the State. There was, therefore, no element of discrimination in the case; but the conviction of Robbins for case; but the conviction of Robbins for doing business without taking out the license provided for by the statute was set aside by the United States Supreme Court on the ground that, whatever the State might see fit to exact with reference to a license tax upon those who acted as drummers for houses within the State, it could not impose upon those who acted as drummers for business houses outside the State, and who ness houses outside the State, and who were, therefore, engaged in inter-state commerce, any burden by way of a li-cense tax. The opinion by Mr. Justice Bradley is elaborate and enters fully in-Bradley is elaborate and enters fully in-to a discussion of the question, citing many authorities. It affirms in the strongest language the exclusive power of Congress over inter-state commerce; and that whatever may be the extent to which the police power of the State can go, it cannot go so far as to uphold any regulations directly affecting inter-state commerce.

Inasmuch as the law upon this question is well settled and there can be no doubt as to the conclusion reached, I deem it unnecessary to extend this letter further. FRED A. MAYNARD,

Attorney General.

Chicago's New Ordinance to be Rig-idly Enforced.

Chicago, Sept. 4—The sale, or offer for sale, or possession for sale, in the city of Chicago, of any fruit, berries or vegetables in short-weight packages; or in packages not distinctly marked or in packages not distinctly marked with the weight or measure of the contents in pounds, quarts, pecks or bushels, as the case may be; or packed so as to deceive the purchaser as to quality, whether by the use of colored netting or in any other way, is prohibited by an ordinance of the Common Council, which became valid April 12, 1897.

The city authorities have been very lenient in dealing with this ordinance, on the representation of commission merchants and handlers that its enforcement, without time for preparation.

merchants and handlers that its enforcement, without time for preparation, would work hardship upon the shippers who had already secured their season's packages. Public opinion, however, now demands that something shall be done to prohibit the future use of "snide" packages—the short-quart berry boxes and the red tarlatan for basket covers.

Accordingly, the Commissioner of

basket covers.

Accordingly, the Commissioner of Health, Dr. Arthur R. Reynolds, called a conference of the representative fruit men of South Water street to discuss the ordinance and decide as to its enforcement with the least embarrassment and annoyance to legitimate business, while properly protecting the city consumer. There were present at this conference a good representation of the best men in the fruit business, some representative fruit shippers, Commissioner Reynolds and Alderman Charles F. Gunther, the author of the ordinance.

and Alderman Charles F. Gunther, the author of the ordinance.

The ordinance was read, section by section, and a full discussion had of its provisions. The representatives of the city expressed a desire to protect the best interests of the city, without interfering in any wise with trade, and were disposed to so construe the ordinance that it should be of the least possible injury to any legitimate grower or dealer. The opinion of the officers, in which the dealers generally concurred, was that, as the berry season is over, it would be no hardship to firmly announce that, from this time forward, honest quart boxes and honest barrels alone must be used, and that after September I the use of tarlatan, to deceive the purchaser of fruit, must be dispensed with. This will be in time to arrange matters so that no hardship shall be experienced by anyone.

## 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

Established

We carry large stock Field Seeds-Medium, Mammoth, Alsyke, Crimson, Alfalfa Clover Seeds.

Timothy, Orchard Grass, Blue Grass. Redtop Seeds.

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

Peaches—Early Alexanders now in market. Hale's and Rivers peaches will soon follow.

Give us your daily orders.

## MOSELEY BROS.,

26"28-30-32 OTTAWA STREET. GRAND RAPIDS, MICHIGAN, Wholesale Seeds, Potatoes, Beans, Fruits.

New Crop Timothy. Medium, Mammoth and Crimson clover. Alsyke, 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. It any to sell, send good size sample and we will make bid for them. We are also buyers of Alsyke Clover and Pop Corn. If any to offer, kindly advise us.

ALFRED J. BROWN SEED CO., Grand Rapids.



## BUTTER

Handled only on Commission.

## EGGS

On Commission or bought on track.

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

## Miller & Teasdale Co.

Fruit and Produce Brokers

Beans 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.

## **Deal Direct with Fruit Headquarters**

The most satisfactory way to do it is to order by Mail, Telephone or Telegraph.

> Peaches, Plums, Pears, Apples, Melons, Grapes and all Vegetables.

VINKEMULDER COMPANY, Grand Rapids.

## Fruits for Canning

Everything now plentiful and prices within reach of everybody. Never finer. Write for prices.

Bunting & Co., Jobbers, Grand Rapids.

Use Tradesman Goupon Books

#### GOTHAM GOSSIP.

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

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

Special Correspondence.

New York, Sept. 4—The Saturday half-holidays have come to an end and the stores are simply jammed from morning until night; in fact, it is likely that most of them will remain open all day Monday, even though it be a legal holiday. There have been so many bad days in the past that merchants propose now to make hay every day they can. Business holds remarkably good in grocery jobbing circles and the steady influx of visiting merchants continues. The markets are firm and there seems to be very little disposition on the part of buyers to shop around. They take what they want and pay the price and will fix a rate accordingly when they get home. A number of merchants are here from Michigan, some of whom are making their first visit, while others are here after an absence of many years. They all like New York as a market.

Huge stocks of coffee here, immense supplies in sight on the way and a big crop due next harvest all tend to keep down the price of the cheering berry. Rio No. 7 is now worth only 6¾c and there is only a common, everyday business doing. There are in store here and afloat 701,000 bags, against 520,000 last year. The estimates of some give the world's increase during August at 90,000 bags. There is very little doing in a speculative way and the tendency is downward. Mild grades have been in fair demand for the best grades and also for the cheaper sorts; but stocks are not large and no important transactions have taken place.

There is a little more cheerful feeling in tea. Orders have come to hand which indicate light supplies in many parts of the country and buyers here from all directions have turned in a very decent amount of orders. At the auction sales there is a firmer tone, and in some cases an advance of a cent or more was made. Twelve hundred packages of Formosa was sold.

Refined sugar has shown more activity than for some time. Orders have come in freely, but no advance has been

more was made. Twelve hundred packages of Formosa was sold.
Refined sugar has shown more activity than for some time. Orders have come in freely, but no advance has been made in posted rates. There has been a pretty good demand for foreign refined, which is held at full value.

Somewhat larger arrivals of domestic rice have taken place, but not enough to affect the general tone of the market. Dealers are firmly holding to their supplies and will part with the same only at full rates. Foreign sorts have ad vanced and business is not large, as buyers seem to think there has been too much of an appreciation. Domestic rice, fair to good, 41/404/36/5/c.

Spices are firmer. This may be owing to unfavorable foreign advices. Prices show no particular change and wouldbe purchasers were not over anxious.

In molasses there is not much doing in a general way. Buyers and sellers seem to be disagreeing and the market has assumed a passive attitude. Some business has been done in jobbing cir-

cles, but the season will hardly be called open until another month. Good to prime centrifugal, 17@21c; open kettle, good to prime, 26@28c. Syrups are steady. Prices are practically unchanged, but the general tone is in favor of an advance. Good to prime sugar, 15@18c.

In canned goods, dollar tomatoes are freely prophesied. The whole market is active and brokers are urging sales with great animation. The chances are certainly in favor of an advancing market for come time to the chances are ket for some time to come and now is probably a good time to buy. It is a 'bull' market all through. Standard Maine corn is worth 70@90c and the market is strong.

Dried fruits are strong. Pacific Coast holders do not seem at all anxious to accept the offers sent from here. Raisins are in most request and offers have been turned down. The situation, taken as a whole, is certainly in favor of the buyer. Evaporated apples are very firm and are held at 6¾ @7c for nice

Beans are firm and the supply offering is not large. Choice red kidney, \$2.20@2.25; pea, choice, \$1.20. Choice marrow, \$1.45.

The butter market has taken a downward turn and the tone is decidedly dull. Sellers are willing to make some concession and are urging exporters to come to the rescue. Fancy Western,

The cheese market is—well, there is no cheese market. It is impossible to make sales except at a loss, and a good deal of stock is here without a single deal of stock is here without a single bid or prospect of one. Exporters are doing nothing and the cold storage warehouses must be used to a large extent very soon. These remarks apply to both large and small size State full cream. A small fraction over 9c is the top of the market and the outlook for the future is not very pleasant to contemplate.

template.

The egg market is dull, with strictly fresh near-by goods fetching only 18c and Western 15@16c.

One of the curious sights in the residence portion of the city is supplied by the peddlers who are to be seen standing at the area doors of many of the houses at the peddlers who are to be seen standing at the area doors of many of the houses in the most expensive parts of the city. They call to see the servants, as it is plain that nothing in their baskets could appeal to the persons who live in such houses. A few small articles such as pins, shoestrings, and short pieces of cheap cotton goods make up their stock in trade. They have nothing to offer that could not be bought at a lower price in the department stores, but they have learned that important principle of economics which says that the propinquity and convenience of an article sometimes give it a value which it would never have otherwise. So a great many of these peddlers manage to make a good living in the tenement districts as well as in the regiors where only well-to-do people live. They all lock prosperous and some of them are women, although there is perhaps a majority of men and boys. This means of making a living might seem precarious

to one not aware of the surprisingly large profits that come from such small tradings. When an Italian in a police court the other day said that he had made \$60 in one day in selling fruit from a street stand, it may well be understood that there are greater opportunities in similar occupations than one would expect to find. Even these street peddlers going from door to door with articles that could be had of better quality and at cheaper price elsewhere are among the most prosperous of their race in that part of the city in which they live—for they are all of one race and come from their own quarter of the city. New York eats more and better oysters than any other city in the country. Be-

New York eats more and better oysters than any other city in the country. Between 4,000 and 5,000 bushels a day, running 500 oysters to the bushel, is the regular quantity. These are mostly the high-grade oysters. Those that aren't quite so good are shipped to the West. For a time this shipment will reach 20,000 bushels per day; but within six weeks or two months the Western ap-

petite will be satiated to such an extent that it will demand only 10,000 bushels for its daily food. Besides this, 6,000 barrels of bivalves will go abroad every week, mostly to England. Formerly American oysters were not regarded with enthusiasm by Englishmen. The first shipload sent over fell into the hands of the health authorities. The hands of the health authorities. The health authorities sat in solemn conclave upon those oysters and condemned them to be returned to the deep whence they came. So they were thrown overboard. More shiploads went over, some of which got past the health authorities and into the hotels and restaurants, achieving such an instant and general popularity that there was a strenuous demand for the American shellfish, which has endured ever since.

In Warren, Pa., the druggists propose to close all their stores except one on Sunday. Each of the stores will have Sunday in turn, while the others will give their employes a rest.



## R. HIRT, Jr.,

Market St., Detroit.

## 

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

The Ensing Celery Co, 447-449 W. North St.,

KALAMAZOO, MICH.

Correspondence Solicited. Satisfaction Guaranteed.

## Butter and Eggs Wanted

WRITE US.

Apples, Peaches, Berries, etc.

Hermann C. Naumann & Co.,

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



## ABSOLUTE

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

FOR THE TRADE.

## THE VINKEMULDER COMPANY,

PHONE 555.

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

## 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.

## W. R. Brice & Co.,

## Commission Merchants

Butter, Eggs and Poultry

23 South Water Street, Philadelphia, Pa.

SPECIAL NOTICE.

We want Live Poultry in Car Load Lots.

Write for Information.



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

ONE DOLLAR A YEAR, Payable in Advance

ADVERTISING RATES ON APPLICATION.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - SEPTEMBER 8, 1897.

#### THE FIFTEENTH YEAR.

With the issue of last week the Michigan Tradesman completed its tourteenth publication year. This week's issue, therefore, marks the beginning of its fifteenth year.

With a larger paid circulation than that of any other trade journal of its class; with a rapidly increasing subscription list and a gradually enlarging advertising patronage; with a positive conviction that its field of usefulness is constantly expanding and that its circle of friends is correspondingly widening, the Tradesman enters upon its fifteenth year with complacency, thankful for past patronage and with every confidence in the future.

#### THE PUBLIC AND FRANCHISES.

If the policy which is said to be the favorite one with Hon, Seth Low, the independent candidate for Mayor of Greater New York, shall prevail-that a private corporation shall pay well for a public franchise-in that event the reflex influence must be of very considerable account in all other American cities and add largely to the general popularity of the idea.

The campaign in Greater New York has not been either the beginning or the most pronounced assertion of such a doctrine. Many municipalities, at this time, of far less pretension than Greater New York are exacting fair pay for the grant or use of public franchises and in so doing are largely decreasing their municipal burdens. In some instances taxation is being reduced to a minimum until the saving of general taxes by the corporation almost compensates for the payment of the franchise fee. Whatever the outcome may be in New York, the general public are now widely awake to the extent of their losses in the past and sources of income for the future from this fruitful

There is a general tendency in this country, in fact, to resort to state socialism, or the operation by the community of all its own franchises, but the better way for us, probably, would be to make these franchises valuable to the public treasury through an annual rental and continue to throw the diffimanagement upon private companies. | men to the front.

One thing is certain, however-the public will not longer be content to see its privileges used for the aggrandizement of private companies without either adequate, cheap and courteous service, on the one hand, or direct compensation to the public treasury, on the other. Either large rentals must be paid when the cost of service to the public is high or indifferent, or else the service must be so accommodating and at such a low price that the public feel they could do no better by public ownership and operation of the plants. The present campaign in New York will be watched with special interest with reference to this very point. The various municipalities of the country are becoming aroused in the premises and it is hardly likely that in any community hereafter the "free for all" with "any kind of service to the public," will as a policy again prevail. Citizens owe a duty to themselves and to their posterity as well as to capital in their midst.

#### LABOR'S MISFORTUNE.

By his declaration in favor of armed resistance to the courts of the country, applauding the Chicago anarchists and expressing his purpose to dispossess capitalists of the property "amassed at the expense of labor," Eugene V. Debs has alarmed a good many people who are fearful that such a propaganda will precipitate a revolution on the part of the laboring classes.

The man who talks open or forcible resistance to the Government in this country has rendered himself harmless except as to any personal conduct into which his fanaticism may lead him. We have been taught from the very beginning of our Government to revere our American systems and depend upon the ballot to right our wrongs. idea of a large standing army for the purpose of maintaining our Government has never been popular, nor has such a necessity ever been admitted from 1789 to 1897. The Government has lived and lives to-day upon the conservative patriotism of the people.

It has been one of labor's misfortunes that men like Debs have forced themselves to the front as leaders, with extreme and often dangerous views, that, while not shared by any considerable number of American workingmen, have yet been made to appear as the voice of organized labor and caused an unjust popular judgment against the poor dupes who blindly follow such leadership. The great body of American laborers do not look upon capitalists generally as robbers and oppressors, but feel that there is a mutuality of interest and aims between labor and capital.

The sooner the conservative elements of organized labor repudiate the extremists and close the mouths of the would-be leaders who talk "armed resistance" and violent methods, the better it will be for the cause of honest labor everywhere. The great masses of the people in all the departments of commercial and industrial life sympathize with the workingman, but they do not approve of Debsism. Organization, and the peaceful but powerful method of the ballot intelligently ap plied to evils of which labor complains, can accomplish revolution, without the necessity of a resort to force. In a word, the cause of labor is being hurt by its false and self-seeking friends, and the best remedy is to put only its

#### GENERAL TRADE SITUATION

Now that the time has come when recovery usually sets in after the summer dulness, there is a decided increase noted on all sides in the ratio of business improvement. Increased resumption of manufacturing operations in all lines has given encouragement as to the development of purchasing power, and the merchants of the country are hastening to replenish their long-rundown stocks at a rate without precedent for this time of year.

The stability of the movement in the direction of increased activity is indicated by the steady upward movement which continues in all branches of the stock market. Speculative efforts are made to bear certain stocks by pressure of sales, but any effect in this direction is followed by a prompt rebound to a higher level, to be followed again by the steady advance.

The advance in prices of iron and steel products has been quite general, but as yet only 4½ per cent. from the lowest point; and, while the demand has greatly increased for nearly all kinds of finished products, the resumption of many works also increases the output. The expected settlement of the coal miners' strike will remove an important cause of embarrassment in Eastern States and this great industry will then stand on a better footing.

As might be expected, the high averages in the grain markets make them very erratic: but the movement for the week has scored an advance of about 5 cents for wheat, bringing it close to the mark set by the advance two or three weeks ago. Movement of this cereal and other grains has been phenomenal, the limit being the ability to furnish handling and storage facilities and means of transportation. The effect has been to produce a decided increase in the rates for the latter, in some cases of lake transportation amounting to 100 per cent. advance.

In textile manufactures there is better feeling than at any time for years. In some cases prices have been advanced beyond the market on purpose to check orders in the confidence that there will be improvement before the mills get out the orders now under way. The manufacturers of boots and shoes are still receiving liberal orders for this fall, although not enough to keep all concerns at work full time, and shipments in August were slightly smaller than in either of the three previous years, although larger than 1892. Spring orders are still held back to a large extent, as the advance in prices, although small compared with the rise in hides and leather, leads dealers to shrink from contracts far

#### EXCESSIVE LEGISLATION.

Governor Griggs, of New Jersey, recently delivered an address on "Legislation and the Needs of Reform in Lawmaking," which has attracted no little attention. No country enacts so many laws as the United States, because, in addition to the National Congress, there are the Legislatures of the various states to reckon with. The life of the average law passed in this country is short, and it is a fact well known that very much of the legislation got through with annually consists of repealing in whole or in part laws previously enacted.

Although the number of laws actually enacted bears but a small proportion to too many are constantly added to the cess.

statute books. Out of the 14,584 bills and resolutions introduced in the Fiftyfourth Congress, only 948, or 6½ per cent, actually passed. Even that number was an enormous addition to the laws of the country. Fortunately, the legislatures of most of the states do not meet annually, nor do their sessions last as long as those of Congress. In proportion to the time they sit, however, they pass more laws than does Congress.

As a result of this legislative activity, so many laws are added to the statute books annually that it is difficult for the legal fraternity to keep fully informed as to new acts. No lawyer makes any pretense of keeping abreast of the laws of any state but his own, and to do even that is no easy task. As a result of this excessive legislation, many laws are placed upon the statute books which should never have been put there; hence much of the time of every legislative body is occupied in repealing laws passed by its predeces-

How to remedy this propensity for over-legislation is a problem which even Governor Griggs fails satisfactorily to solve. Constitutional restrictions may prevent in some measure hasty legislation by enforcing delay; but even the constitution cannot limit the right of the people to make laws through their representatives. The people will never submit to have their laws made for them by a body of educated lawmakers-lawyers, for instance-nor would it be wise to extend the veto power of the Executive, nor subject the laws to the revision of the judiciary beyond the existing power of the Supreme Court to determine the constitutionality of any particular act.

The constant multiplication of laws and the constant changes in the economic laws of the country are decidedly demoralizing to business. It is for this reason that business men dread the sessions of Congress and the meetings of the state legislatures, and always feel a relief when they adjourn.

The people themselves are, of course, mainly responsible for excessive legis-The average American has lation. learned to look to Congress or to the legislatures for a remedy for every possible evil or abuse. The result is that the legislative bodies meddle with matters with which properly they ought to have no concern whatever. Under such circumstances it is not astonishing that much of their time is passed in undoing work previously done.

Mexico's determination to patronize her home industries, on the ground that her dollars are as good as gold, is the biggest advertisement she ever sent abroad and will develop her resources quicker than all other agencies com-

It is now settled that the injunction s the devil's weapon. A judge in West Virginia has enjoined a minister from preaching the gospel.

Florida is shipping sponges to Europe with profit. Turn about is fair play. Lots of sponges seen in American society have come from abroad.

Cold customers like to deal with a sunny and genial salesman. It thaws em out.

Energy is the only kindling that can culties and responsibilities of their most conservative as well as intelligent the number proposed, still a great deal be depended on to start the fire of suc-

#### WOMAN AND WORK.

Mrs. Charlotte Smith, President of the Federation of Women's Clubs, recently went before a labor organization in New York City and argued that the competition by women with men in the various fields of labor is caused by the fact that such large numbers of men refuse to marry and support the women. In default of such support, the women are forced to go out from their homes to work for their own support. In this way women have been driven to invade almost every field of labor. These women, being wholly dependent on their own exertions, are in no position to stand out for higher wages, but, being at the mercy of employers, are obliged to accept from one-third to one-half the compensation ordinarily paid to men for the same sorts of work. In this way men are displaced by women at lower wages, and the men so turned out must find employment in callings with which they are not familiar, and always at re-

duced compensation.

Closely following Mrs. Smith comes
Mrs. Ella Wheeler Wilcox, who discusses
the matter under the heading, "Why All
Men Should Marry." The following
extracts serve to show the trend of her
argument:

No matter to what independence woman may arrive in the matter of liberty of action, she finds no such pleasure outside of home life as is by nature and custom open to man. Since it is man's prerogative to decide the question of his own and of some woman's life in this important matter, he who elects to be a bachelor ought to be ready and willing to pay a tax towards the support of single women. Since he refuses to maintain one woman and receive the value of her affection and companionship in return, let him aid in the support of many, with no reward save his own self-respect.

Woman was intended by the Creator to be supported by man. Everything

Woman was intended by the Creator to be supported by man. Everything in the organization of the two beings indicates that fact. Man should earn money, woman should use it in the maintenance of the family. Man should give gladly, woman receive gratefully. The child-bearer should never be the wage-earner; and, however the modern woman may disdain the idea of being regarded merely as a child-bearer, we can never get around the fact that she was intended by nature to be the mother of man. If bachelors deprive her of the privilege they should hasten to relieve her of a life of self-support or dependence in her old age.

Every sane-minded and healthy-bodied

Every sane-minded and healthy-bodied woman is entitled to three children. The world is maintained and society exists by the birth of children. Bachelors who decline to become husbands and fathers should be taxed to supply what might be termed a "reparation fund." If single women refused to draw upon this fund it could be used in the support of homes for the aged or in the education of orphans.

the education of orphans.

The majority of single men in cities pay several hundred dollars a year in club dues. Of course, the dues are but a small portion of the expenses of club life. Any bachelor who is able to pay \$100 in club dues ought to be taxed \$25 per annum for the support of single women over 40 years of age, besides a separate tax for the "reparation fund."

No man should be taxed until he has passed his 35th birthday, because until that age a man may be merely postpon-

No man should be taxed until he has passed his 35th birthday, because until that age a man may be merely postponing marriage to make himself worthy of it, but after 35 he is liable to settle down into chronic bachelorhood unless aroused to the necessity of action.

down into chronic bachelorhood unless aroused to the necessity of action.

No woman, unless an invalid, should receive the benefits of the bachelors' taxation before 40, because many women remain single into their thirties from choice, remembering that Cleopatra and Helen of Troy were both past that age when they inspired historic passions, and many mothers of successful families have married for the first time in their

late thirties. But it is always a tragedy when a woman passes into her fourth decade with no companion by her side. Unless she has some great life work, like Florence Nightingale or Emma Willard, her outlook is desolate and sad.

The simple fact is that the woman question and the labor question are not only closely connected in every way, but they constitute two great problems which society must solve in the near future. The natural law of the sexes is that they shall be intimately associated and shall co-operate in the labors of life; but the tendency of the conditions that are rapidly forcing themselves upon human society is to place the sexes in competition and to cultivate antagonism. This is against the order of nature, and, while nature cannot be extinguished, it can be modified and its laws can be turned from their ordinary courses. The whole of human society and of human morals is built upon certain established laws of association. Change these laws, and what effect will be exerted on the entire fabric of society is a most momentous matter for consideration.

The census of 1890 gives the total numbers of persons in the United States at that time employed in gainful occupations as 22,735,661, of which 18,821,009 were males and 3,914,571 were females. Of the latter, 1,667,698 were engaged in domestic service ordinarily considered appropriate to the sex, while the balance, 2,246,873, were engaged in all other occupations as follows:

Agriculture, fisheries and mining ... ... 679,523
Professional service, such as actors, artists, law, medicine, newspapers, etc. ... 311,687
Commerce, navigation and railroads ... 228,421
Manufacturing and mechanical industries. 1,027,242

Here are two and one-quarter million of women engaged in work which in 1860 was wholly performed by men, and which probably no woman dreamed of entering, and these numbers of women mean just so many men who were driven into other fields for a support, or out of employment into dissipation, debauchery and trampdom, and not a few are to-day burdens on their women. Formerly, when the men went out to work and the women kept the homes, each industrious man could earn enough to support a wife and children also. Now, with the women at work at lower wages, many of them have to support families.

This amounts to the women becoming the maintainers of the family, while the men are the recipients of that maintenance. This is a new situation, but is one that claims prominence. It is not the result of accident, but of growth. It is an evolution, and evolution is movement. Where is the movement going to end? The time will come when women will refuse to undertake the sole care and maintenance of families. In such cases there will be no families.

The beauty, delicacy and inferior strength of women in civilized races is due to the fact that they have been loved, admired, cared for and saved from hard labor as much as possible. Among savage peoples, the women are as powerful physically and as rugged in constitution as are the men. The women perform all the hard labor, and almost without exception are ugly. If the women of civilization are to become amazons, they will slowly revert to the primitive type of vigor and physical strength.

Men hurrying to Alaska expect to make a fortune of a cool half million. It will be cool enough if they strike the gold fields when the dirt is frozen and cannot be washed.

# 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.



## H Brand Chat Means Something

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

Clark-Jewell-Wells Co.,

Western Michigan Agents, Grand Rapids.

~~~~~~~~~~~~~~~~~

The Retail Credit Problem.

The subject of credits is of perennial The kinds of business, locations and surroundings where it is practicable to conduct a strictly cash-overthe-counter business are relatively few. The list comprises such kinds of business as depend most upon location and transient or passing trade, where the principal expense is rent, location serving all the purposes of publicity. These may be practically cash stores, but progressing from these in any direction the difficulties of credits increase.

These difficulties are not all found in the dealing with customers of the most moderate means, with whom the need of credit is the lack of present fundsindeed, as a rule, the more abundantly blessed with wealth are the ones who like to obtain credit and are slowest in meeting such obligations. Thus, many of the fashionable stores in the larger cities suffer as seriously on this account as the less pretentious enterprises elsewhere. To be sure, there is a large and honorable class of those possessed of worldly goods who take an interest and pride in seeing that all obligations are promptly met. These include the ones who have attained their wealth through effort in which the element of credit has figured-who "know how it is themselves''-or those of the more considerate, who have given the subject thought, and on general principles of rectitude and fair dealing are careful in this regard, appreciating that what to them would be of little moment may be of the greatest importance to some hapless tradesman. There is one class of the stores catering to the most fashionablethe most snobbish-trade, in the great cities, in which credit is the rule; and it may not be considered a difficulty. These are the ones where the orders are given without reference to expense, where the aristocratic purchaser does not wish to stoop to the petty details of cost and payment. Such are willing to pay for the exemption, and the merchant charges to all, roundly and properly, the loss and annoyance sure to be caused by many.

But, in the vast sea of general trade, considerations of credit are on different bases. There is a pretty general idea that very much of it is the result of necessity. As a matter of fact, the necessity is more the result of the idea-the result of habit and of the almost universal laxness in matters of business. It is largely owing to the fact that so great a proportion of the people cannot, through lack of education, keep money and spend it according to need. It seems to be the only way for such to run into debt and, under the stress of knowing they must pay, do so on receipt of their income from wages or elsewhere as quickly as possible lest it slip between their fingers. This trait is so widely prevalent that it has created and makes necessary the vast system of credits which is the great curse of trade throughout the country to-day.

Thus, there is little use in preaching the desirability of conducting business on a strictly cash basis. Habits of saving, and method in the management of finances, are matters of education, which cannot be imparted by a dealer to his patrons; so, if he takes a stand against all credits, it means the turning of a considerable portion of his trade to those who will meet the requirement.

But it by no means follows that the dealer must resign himself to the present slipshod methods, which would show days.

almost as great a lack of providence on his part as that which makes credit necessary to the customer. In the present system-or lack of system-there is no provision for the careful supervision and limiting of accounts, or for the securing of accuracy in the passbook and other entries. Thus it is that there are so often large accounts which have run beyond the ability of payment, or mistakes and disputes have crept in, to the serious annovance and loss of the business. These conditions may largely be remedied by the adoption of systematic methods of handling the accounts and credits. Means should be employed to bring all unduly lengthening accounts under constant notice, and the wise merchant is the one who earliest meets the difficulties and determines, if even in the wrong way, how the matter is to

There are comparatively few cases in which it is not possible to meet the needs of those who have not yet learned to pay as they go without the passbook and the ledger with their disagreements and annoyances. Among these methods may be noted cash cards of varying denominations for keeping the account of the trade, on which the transactions are indicated by a punch, or the numerous coupon systems, in which the dealer retains a positive evidence of the amount of the indebtedness in such form as to limit the transactions and secure accurate settlement. The cash system is the best. When people have learned to pay as they go, it will be universal. But that millennium is not here yet, and until it comes the problem of managing this greatest hindrance to profitable trade will continue to engage much of the attention which might be better em-ROSENSTEIN.

She Had Her Nerve with Her. om the Shiawasse American

A certain business man of Owosso recently met with a case of pure nerve in one of the "gentler" sex which almost took away his breath. A woman came into his store and made a purchase which amounted to just 10 cents. She tendered a \$5 bill in payment, claiming that was all the money she had. The merchant went after the change, which he handed to the woman, and then stooped down and picked up a dime which had dropped from his pocket and rolled under the next counter. The woman asked him what the coin was and he told her 10 cents. She demanded it, saying she had dropped it. The man reminded her that she had just a few minutes before declared that she did not have any money except the \$5 A certain business man of Owosso redid not have any money except the \$5 which she produced. Even then her nerve did not forsake her; but she didn't get the money.

How Local Newspapers Can Help Trade. From the Traverse City Herald.

The Milwaukee Clothing Co., which secured a reduction of license from the council, has discontinued business in the Brosch block and left the city. This was one of those concerns which could not continue to do a profitable business here because their money could not buy space in the local newspapers to advertise their goods in competition with the local merchants who help support the city and its institutions.

Switzerland, although she spends only half a million dollars yearly on her army, can turn out 100,000 trained men in two days in case of need, and has a reserve of 100,000 more and a landsturm of 270,000. The army maneuvers this year will be held in the mountains of the Engadine

Oft the cloud that wraps the present hour serves to brighten all our future

# TRADE AND NEW CUSTOMERS



sirable. It's just what every active merchant is seeking, and those most successful are using the co-operative system-giving their cus-tomers the benefit of their advertising bill.

## We Can Help You

we not giving good service. Premium Advertising suc cessfully and can instruct you how to conduct it on a safe and profitable basis.

## Harvest Time

That's just what it is now for active advertisers.

The above cut shows our No. 7 Parlor Table in Oak, Polished Antique finish,

and is usually given with \$25,00 to \$30,00 in trade.

We want to send you our catalogue, showing a fine line of useful premium goods. Then we believe you will send us a trial order, with which we include a full supply of circulars, coupons and placards, all sent on 60 days' trial, subject to approval.

## Stebbins Manufacturing Co.,

Lakeview, Mich.

MENTION TRADESMAN.

# Soissors 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. 

#### SUCCESSFUL SALESMEN.

#### Miss Rena Challender, Representing Jennings & Smith.

Miss Rena Challender began ber career as a traveling salesman two years ago, when she took out a line of cocoanut for Wetmore & Pride, of Chicago. She subsequently traveled for the Mc-Ginnis Oyster Co. and Bunte Bros. & Spoehr, manufacturing confectioners of Chicago. She has recently engaged to carry the line of Jennings & Smith and starts out on her initial trip for this house Sept. 20.

Miss Challender has had a somewhat eventful career, considering her years, and she talks of herself so modestly and interestingly that the Tradesman is disposed to present the salient features of her life in her own words:

I began life on a clearing in Leelanaw county, Mich., where I was born in 1872. As my parents realized that I must fight the battle of life alone, I was apprenticed at the age of 14 to the printing trade in the office of the Luther Lance, where a patent inside paper was printed on an old hand press. Here I learned the principles of my chosen profession from a thoroughly competent printer, who carefully taught me every point, telling me I must have experience in the business from 'devil' to editor. Within a few years I could 'set a job' or an advertisement for the paper, manage the press, pick up local happenings, read proof, etc. From the start I learned that in my struggles with the world I must not depend upon others, but invariably act quickly and with confidence in myself. I had worked at my trade only one year when the editor went on a Western trip and left me alone to get out the paper by myself. As we had only the two outside pages to print, it being a patent inside, there were only two forms to make up.

B

5

I shall never forget a funny little incident that happened. All went very nicely until press day came. It was an extremely hot day in August. I had my forms made up and on the press, and had just donned my press costume. It consisted of an old black shirt, a shirt waist with one sleeve missing and the other rolled up to the shoulder, and a little cap, which I wore to keep ink out of my hair. If my skirt had been 'overas I often wished, I would not have had my accident. Doubtless the new woman would wear bloomers.

We had exchanged the old hand press for a Liberty press that would hold our two pages, but we had 2,800 impressions to run off that hot day, and was editor, 'devil' and 'boss' all alone.

"I got my press oiled, my ink in the fountain, and everything going nicely, when I heard some one in the office. threw off the impression and left the press running, and as I started to leave my skirt caught in the cog wheel and got twisted in such a way that I could not get loose. I called, and who should come to my assistance but a very nicely dressed gentleman who represented some paper house! He wore a very nice light suit, and in turning the press wheel back to release me, each time that he bent over he rubbed against the ink barrel which stood by the press; and the amount of ink he rubbed off from the barrel made his light trousers a sight to

entered into competition with men. Many difficulties were encountered, but they were surmounted by careful attention to business. I invariably received my just dues and wages, and was made foreman' of the composing room of the afternoon daily after serving one year at the case, and was also intrusted with the mechanical department. There were in the office four presses-a large cylinder, a pony cylinder and two small jobbing presses. I held this position for two years, and was then sought out to assume charge of an illustrated, eightpage morning newspaper, where none but women were employed. I attended to the making up of the paper and behold. We were a pair to draw to-I, acted as foreman of the office.



in my ridiculous regalia, and he smeared with ink from head to foot. He asked for gasoline, and after trying to get off the ink-and making himself look a hundred per cent. worse-left the office, forgetting to state his business and muttering something about country print shops. I have often wondered if he ever thinks of his experience with a girl 'pressman' that smeared him with ink. As for me, my paper came out all right after I got loose from the press, and my unknown friend unconsciously contributed to my advancement to the unique distinction of forewoman in a press room.

"From this office I went to a daily

"After I had been a full-fledged printer six years I wanted other worlds to conquer, and procured a position as a commercial traveler, which I have successfully maintained for two years past. The prejudice I have met with on the road has been slight and hardly worth mentioning. I once in a while meet a traveling man who 'thinks a woman has no business on the road.' But when I ask him to explain he can only say, 'It is no place for her.' Yet that same man will step out of his way to assist me in making a sale.

"In my opinion there are few professions or trades that a woman cannot enter, but to maintain her position she

line. It pains one to notice that so few rise above a mere mediocre existence and that many either settle down to the humdrum of a married life, where they live unhappy, or support their worthless husbands by their own toil. No woman who looks forward to the final rounding out of her life by an alliance with one of the sterner sex can expect to reach the topmost round of success in her profession or calling; but, if successful, her contact with men will help her to chose a husband when the times comes.

"My experience on the road has not been unlike that of other women who have embraced the calling of traveling salesman. People that see traveling salesladies have some very queer ideas and imagine a great many things. questions are always asked: 'Is it not awfully embarrassing to call at a place of business and show your samples?' What do you do when a buyer refuses, etc.?' I never think of feeling out of my place when calling on the trade. It is only a matter of business. I have my line of samples such as my customer handles, and I know he has to keep my line of goods in stock. The next thing is to get him interested in my samples. Most naturally he will say: 'No, I do not want anything in your line to-day.' Then I talk to him, get him to look at my samples, and when you get a buyer interested enough to look at your samples you can, nine times out of ten, get some kind of an order. If even a small one, it's a start-Women are getting in the traveling commercial line now, and it will not be an uncommon thing after a while to see them handling a great many different lines. About the only line that will be barred to them will be the liquor business, as a woman can't go out and get drunk with her customer and sell him a carload of beer.

"I find, in my experience, a great many of the commercial men are posed to our being on the road. I have had them make this remark to me: 'I suppose when you women take out a commercial line you do your work for less money and cut your expense account.' Now there is the secret of the whole prejudiced feeling. It is impossible for a woman to travel on less than a man. There are many little things that take the place of cigars and similar other treats that the sterner sex are compelled to offer their customers. A lady has always more or less tipping to do for kindnesses shown by baggagemen and porters, and we stand the treat to have that free, independent feeling, No lady should humble herself to anynewspaper office in Manistee, where I must closely follow the independent one for the sake of saving on her ex-



## BELLE QUALITY OUR MOTTO ISLE PICNIC

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

pense account. You must be a good business fellow' in a thorough business way, and your customers and contemporary salesmen will soon look on you as a woman of business and not one of the humble, please-give-me-an-order, pleading kind.

"How do I manage for trains? The same as a man would. It makes no difference about the hour-I can always get up for my train and have never missed a train or lost a sample case yet. My two sample cases weigh about seventy-five pounds and I always carry them. The busman or the brakeman generally puts them on the train for a good cigar. In most towns I have a boy carry them for me, but if a boy is not in sight and my time is limited I carry them myself. But this does not occur very often.

"The road is about the hardest work a woman can do. There is the constant strain of interviewing different people. One must be scmewhat of a judge of human nature here. I can generally tell how to address my man the moment I see him. It comes natural What I say to one won't even feaze another. I like traveling very much and enjoy meeting business people. I do not think people are as cranky as the outside world imagines them. I would rather have a customer say, 'No' than Yes' at first. If a person is very easy and willing to buy, I look up his rating, for my house might object to filling his order.

'One meets with very queer people. It is amusing to go to small towns and watch the people size you up. I have had the boys and even women tollow me into a store and gather around to hear what I was saying and see what I was showing. They would gaze with open mouth and eyes, and sometimes a customer or I would tell them some yarn that would send them away discussing the wonderful thing. Then one meets queer people in business. One firm I called on I asked to see the buyer and the clerk informed me he had gone hunting. As it was my last store on the way to the train and an hour before train time, I thought I would make out my orders there, and asked permission the clerk to write at the desk. He blushed and gave his consent. The desk was like the common, ordinary business man's desk. I sat down to it and wrote for about twenty minutes, when I felt something move under the desk. pushed my stool back, and what should it be but the poor buyer, crouched there to hide from the 'lady drummer!' He came out on his hands and knees, looking over his shoulder at me and saying as he went out the back door: 'Send me fifty cases of cocoanut. I won't say a word and don't tell the joke.' Well, it was too good to keep, and I had a good lot of fun out of it with the boys on the road, and I guess he has had to 'set 'em up' more than once on the strength of that joke. There are a great many such little incidents that happen that are very amusing.

"How do I spend my leisure hours? Well, in various ways. I generally carry some light fancy work, of which I am very fond, and while waiting for a train in some little lonely station I work on that. And then often one meets with other travelers who are also waiting for the train, and we play whist, cinch or whatever game pleases the crowd. Sundays are spent in writing letters and reading, and it is most generally the dullest day of the week.

"I think that traveling people have more to contend with than any other not.

class. Their road is by no means a path of roses. But a salesman or saleslady must always be cheerful and not call on customers with a cloud on the brow, for it would spoil all. If I enter a store and find another salesman there I leave the place until he has finished, as the buyer would come to see what the lady wanted, and if I told him I would see him when he was at liberty his reply would be: 'I am not busy now; I can see you.' Then I should spoil the other fellow's sale and could not get the whole attention of the buyer and would spoil both sales. I think commercial people should treat each other with courtesy, and women should not take advantage of a brother salesman on the ground that they are women. I am not woman suffragist, but I think if a woman puts herself in a man's place she must do as he would under the circumstances, and not complain of the heavy work.

"No woman should undertake to handle a commercial line unless she has a good, strong will of her own and lots of pluck, for a humble, complaining woman will surely fail and spoil the road for worthier sisters. I intend to make the road my business, and do not care for any other occupation. I think, if a woman works on a true business basis and does not go beyond a woman's limit and attends strictly to business, she will succeed. A woman need not be a crank, but, as 'the boys' say, 'a good fellow;' and always gain the confidence of your customers. By dealing squarely with them you will keep your trade. I always tell my customers exactly what they are buying, and do not exaggerate one mite. I hope some day we will have enough women on the road to have an association of our own."

#### Uses and Limitations of Condensed Milk.

Dr. Charles G. Kerley, of New York, has reached the following conclusions as the result of an extensive experience in treating the maladies of children:

1. In the artificial feeding of infants, always determine as exactly as possible the percentages of the food constituents.

2. Condensed milk alone is an indifferent substitute for mother's milk, no matter what the age of the infant may be.

may be.
3. Condensed milk alone should not

be given after the third month.

4. Condensed milk, fortified, may be made an acceptable diet for infants; alone, it is a food upon which a certain number of children exist until age or a changed condition allows of a better diet; and inasmuch as there is nothing to take its place among the very poor, its value to them is inestimable.

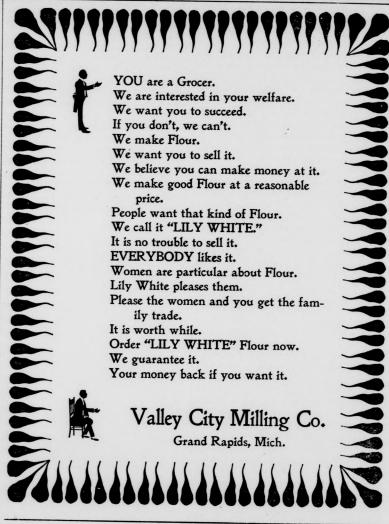
One of the projects to celebrate the inauguration of Greater New York is a great industrial fair in 1900. Circulars have been sent to business men advocating the scheme, and most of the replies so far have been favorable.

With the assistance of the latest machines a piece of leather can be transformed into a pair of boots in thirty-four minutes, in which time it passes through the hands of sixty-three people, and through fifteen machines. and through fifteen machines.

It is said that if the earth's atmosphere were suddenly increased in thick-ness to 700 miles the sun could not pen-etrate it and the earth would soon be wrapped in ice.

Only seventy years have elapsed since the first railway in the world was fin-ished. During that comparatively brief period 400,000 miles have been constructed.

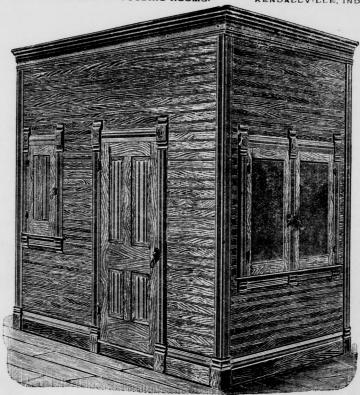
The devil is proud of a grumbler, no matter whether he belongs to a church or



## MGGRAY REFRIGERATOR AND GOLD STORAGE GO.,

Manufacturers of Fine Roll Top Butter and Grocery Refrigerators and Store Fixtures.

COLD STORAGE AND COOLING ROOMS. KENDALLYTLLE, IND.



STYLE F.

FINISHED IN ASH, OAK, OR GEORGIA PINE.

The above cut represents our Sectional Butcher Refrigerator, ten feet long, six feet wide, and eight height made to orde. The walls are made four inches thick. They are packed with two inches of maineral wool (the best non-conductor of heat and cold known) and two thicknesses of paper. The front Tennessee yellow poplar. The walls are all made in sections and are so made with lap joints held to down.

vn.

Retail partition and quarter department are properly furnished with all fixtures necessary in a coolroom. Ice door only three feet from floor.

#### The More We Have the More We simply have been able to live as they Want.

Any thoughtful person who has given consideration to the condition of the masses of the population of the world's most civilized countries knows that today the workpeople are better off in every way than ever they were before in any period of history.

Even as late as a century ago the lower classes of many European countries lived under conditions of extreme hardship. They were ground down by tyrannical and arbitrary governments, and they were impoverished by taxes which amounted in many cases almost to a confiscation of property. The nobility had special rights and powers over the persons and possessions of the common people, and it was the general degradation into which the French people were plunged that drove them into the bloody and ferocious revolution known as the "Reign of Terror."

Since then all has been changed. The blessings of liberty are now enjoyed to a greater or less extent by the people of every country, and there are no longer any slaves in the United States, in Brazil, Cuba or in Russia, while the light of education which shines out from millions of schools supported by the various governments has had an enormous effect in bettering the condition of the people, who now think for themselves and know for themselves where once they were dependent for information upon their masters, or other privileged classes, and were forbidden to think at

But the improvement in the condition of the people has not been confined to the acquisition of freedom and of edu-It is seen in the lightening of cation. their labor by machinery, in the in-crease of wages, and in the cheapening of all the necessaries of life and of not a few of the luxuries, putting them in the reach of millions of persons of classes to whom such indulgences were impossible within a few decades.

Some figures, drawn from actual statistical facts, showing the extraordinary progress in material welfare made by the people of this country and presented and grouped in an article in the Atlantic Monthly for August, by Hon. Carroll D. Wright, United States Commissioner of Labor at Washington, are instructive in this connection. A report made to the Senate of the United States in 1893, by the Committee on Finance, gives the course of wholesale prices and of wages from 1840 to 1891, inclusive, a period of fifty-two years. The report deals with seventeen great branches of industry.

It shows that, taking 1860 as the standard at 100, rates of wages rose from 87.7 in 1840 to 160.7 in 1891; that is, an increase of 60.7 per cent. from 1860, and of 73 per cent. from 1840 Taking an average according to the importance of the industries—that is to say, of each industry relative to all industries-it is found that the gain from 1840 to 1891 was 86 per cent. On the other hand, the hours of labor have been reduced 1.4 hours in the same period in the daily average. In some industries the reduction of hours has been much greater, while in others it has been less.

There is no doubt about the increase in wages for the period mentioned; but if the prices of all articles of consumption had correspondingly gone up, thereby increasing the cost of living, no the masses of the people. They would order.

had done previously.

But what are the real facts? According to the same report, taking all articles on a wholesale basis and as compared with the standard of the year 1860, the prices of 223 articles were 7.8 per cent. lower in 1891 than in 1860; and taking 1840 as the standard, with eighty-five articles the difference was 3.7 per cent. Examining prices of articles on the basis of consumption, leaving rent out of consideration, the cost of living, without counting wages, is shown to have been between 4 and 5 per cent. less than in 1860; and, taking in the fact that wages have materially increased, it is seen that while the people in this country to-day have lower costs of living than ever before, they earn higher wages.

Appealing still further to the Commissioner's figures, it is seen that in 1850 the average annual earnings of each employe engaged in manufacturing and mechanical pursuits, including men, women and children, in round numbers were \$247; in 1860, \$289; in 1870, \$302; in 1880, \$347, and in 1890, \$445. Here is a steady, positive increase in the average annual earnings of the employes in our great industrial pursuits.

In harmony with the steady increase of the earning power of the people, and with the cheapening of the ordinary expenses of living, is the fact that the people live in better houses; they have better facilities of transportation to and from their work; by reason of better systems of sanitation both on land and sea, the people are saved from destructive epidemics of disease which once devastated many parts of the country and from which the workpeople and their families were unable to flee. This freedom from frequent visitations of sickness to the workers and their families is a distinct gain, since their earnings are not so liable to be swallowed up by ill health.

The enormous increase and improvements in the facilites for gaining education, and the multiplication and extraordinary cheapening of books and newspapers, have exerted an incalculable influence in raising the condition of the people, and the century which is about to close, in respect to the numerous and brilliant inventions and discoveries in mechanism and electricity and chemistry, has done more to lighten and to dignify labor than was ever gained in all the previous centuries of the world's existence.

The obvious conclusion to be drawn from all this amelioration of the condition of the masses of the people is that they should be contented and happy. But never, unless it was when the peo-ple of the nations, groaning under Roman despotism, were anxiously awaiting the coming of the celestial King, whose advent had long before been a subject of prophecy, has there been such popular discontent as now.

Millions of people in this great, free epublic are so carried away by this dissatisfaction with the existing state of affairs that they want to overthrow the entire political and social system of the country. This is not the expression of few discontented demagogues, but it proclaimed in hundreds of newspapers all over the country, and is the basis of an organized assault against the Government, having for its object the substitution of communism and anarchy special benefit would have accrued to for governmental restraint and law and

There seems no other reason for such extraordinary revolution in popular feeling than that, having already so greatly improved their condition, people can brook no superiority in social or material position. They must either rise to the first rank in wealth and influence, or else drag down all above them. It is a laudable ambition that prompts men to desire and seek to rise to the summit. But the competition for the highest places is most arduous and exacting.

The more men get the more they covet. The higher the position to which they rise, if it be not the highest, the keener the rivalry and the more bitter the disappointment for those who lose. But when millions, realizing the hopelessness of the struggle and yet are filled with a sense of their failure, it is not strange that resentment and indignation should take the place of aspiration, and that these should address themselves to the work of dragging down and leveling. FRANK STOWELL.

The man who keeps himself busy watching his enemies is bound to neglect his friends

## WHOLE WHEAT FLOUR

ins the entire grain of wheat with the fibrous covering removed, y pound of this flour represents to so 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

Mr. Groceruman e e e e

> Have you placed that order yet for Silver Polish? Why delay longer? Include a sample order of

> > SILVER Tripoleene POLISH

(The no-acid kind.)

In the next order that you give your jobber. As an inducement to have your order NOW we will make a price for this week of 75c per doz. Let your order come.

Circulture



# If You Sell Oysters

At a Profit

right in DURABILITY, CON-VENIENCE and PRICE. Write

'How to Keep Oysters Fresh''

Chocolate Cooler Co., Grand Ravids. 

## <del>\*\*\*\*\*\*\*\*\*\*</del> Still to the Front Glydesdale Soap THE LEADER OF LEADERS

No grocery stock complete without this brand.

Schulte Soap Gompany, Detroit, Mich.

\*\*\*\*\*

## Shoes and Leather

Kid Shoes for Men the Coming Spring Season.

Every year, of late, we have heard more and more of the kid shoe as a summer foot covering for men. A few seasons back when the chrome-tanned goat shoe first made its appearance the experiment was looked upon with considerable interest and not without a deal of unfavorable comment. In short, it was dubbed a freak of the trade, in many quarters.

This past week I learned that a wellknown and cautious manufacturer of men's and boys' shoes has given it as his determination to use kid exclusively in his colored lines the coming season in place of calf.

Inferring from this that kid is, in this manufacturer's judgment at least, no longer a theory, but a condition, in men's shoes, I hastened to interview him, with the object of learning what had impelled him to this step.

To my enquiries he said: "Yes, I have given a great deal of attention to this subject of late and I believe I shall make no mistake in confining myself to kid in colors the coming season.

'The reason for this departure is that colored calfskin has not been satisfactory with me. Reclamations have been so great that I have not been able to the profit out of the business that I uld. I may almost assert that not more than one out of size pro-ored calf shoes wear satisfactorily.

are doing the best they can. They acknowledge, however, that the colored calf does not wear as it should, and the proof of it is found in every shoe store in the land, in the inscription on the wall, 'We do not warrant colored shoes. Tanners are experimenting constantly with a view to producing a colored calf that will wear like black calf, and some of them are, I believe, getting very close to it by improved and new processes. As it has been, and is now in most cases, the colored calfskin cuts to great disadvantage. The first cut breaks easily. The second cut is firm and all right. The third is much poorer. That is, this is the case if the cutting is properly done, but usually the skin is cut the quickest way possible." "Do you think many manufacturers

will follow the same course as yourself?'

I asked.
"No," was the reply, "I do not. It isn't every man that wants kid shoes. It isn't every retailer who will buy kid shoes for men. The colored calf shoe is popular and a good seller, but I believe can do a more satisfactory business on kid. I believe I can give better wearing shoes and that consumers will be better satisfied. I may be mistaken. Some seasons back I adopted kangaroo calf for my fine goods and pushed it. To-day I don't use a foot of kangaroo It was too light for my trade. They didn't get the wear out of it that they wanted and consequently my kangaroo calf shoes are now made from stock considerably heavier than regular kangaroo calf, which is suitable for women's rather than men's goods. The

shrinks the skin from 7 to 9 per cent. Now on goat, kid and sheepskins this is all right, because the texture of these skins is open and loose and the shrinking benefits them by giving greater firmness. With beef hides it is different. The entire run of beef hides from the calf to the bull are of close, firm texture and a shrinkage of 7 per cent. almost closes the pores, making it difficult for the quick chrome process to penetrate thoroughly into it.

"Then you don't consider the chrome process suitable to beef hides?'

"Well, I won't say that. The pure chrome process I hold to be better adapted to goat, kid and sheep skins than to calf, but I find that tanners are adulterating or modifying the chrome process to reduce the shrinkage, and some of them are achieving very satisfactory results. I have samples of such a stock which I am going to give a thorough trial and I believe it will prove all that its makers claim."

"Then your change to chrome kid is practically an experiment and not particularly significant?" I queried.

"Yes, that's about the way of it. I believe I can make more money out of kid by lessening the sum of reclamations and am going to try it. believe there will be more kid shoes worn by men next season than ever be-

Referring the same subject to a kid man, I was told:

There will undoubtedly be more kid shoes worn by men next season than in the past. Kid is a porous leather and keeps the feet cool by admitting air and giving ventilation. Then it is soft and comfortable. Men who once wear a pair of chrome kid shoes learn and appreciate these features for summer wear and are particularly pleased at the good service given. The leather has only one drawback-and that is its scuffing up, but this is not observed much except on pointed toes and, with toes growing broader, is not a serious

"The colors will not be so numerous as the present summer. brown will be the favored shade and oxbloods, greens, purples, etc., will not be in it very extensively. Indeed, I don't believe manufacturers will be so anxious to grab up fads another year. Retailers find it too easy a matter to fire back the goods on some pretext or other."-T. B. in Shoe and Leather Gazette.

#### The Ideal Clerk.

From the Hardware Reporter.

He has not been discovered. When found, he will be possessed of attributes that will distinguish him from his felthat will distinguish him from his fellows. He will be neat and cleanly in person and dress, courteous and pleasant in manner, not given to obsequiousness, but having a dignity of manner that distinguishes the gentleman from the cad. He will be attentive to the wants and interests of customers and employers serving them both at the wants and interests of customers and employers, serving them both at the same time and in the same degree. He will know the goods he handles, but will not know more than the customers about the goods they want. He will be quick, energetic, thoughtful, precise, attentive and obliging. He will consult the wishes and follow the instructions of his employer and will watch the clock of his employer and will watch the clock at his home more carefully than he watches the clock at the store. He will women's rather than men's goods. The kangaroo calf-experiment was a failure. It is quite possible the kid one may be, but I believe I am right and shall try it."

"Won't chrome calf fill the bill as well as chrome kid?" I ventured.

"I don't think so and I'll tell you why. The chrome process of tannage



# SHOE THE BABY NEATLY

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

## HIRTH, KRAUSE & CO., Grand Rapids.

Our Specialties:

Children's Shoes, Shoe Store Supplies, Goodyear Glove Rubbers.

## We Manufacture\_

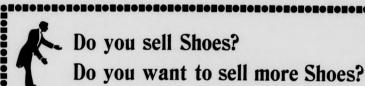
Men's Oil Grain Creoles and Credmeres in 2 S. and T. and ½ D. S., also Men's Oil Grain and Satin Calf in lace and congress in 2 S. and T. and ½ D. S., all Solid—a good western shoe at popular prices.

We also handle Snedicor & 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 Keyone—and Felt Boots and Lumbermen's Socks.

## Geo. H. Reeder & Co.,

19 South Ionia Street, Grand Rapids, Mich.



## Le 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.

#### What a Last Maker Has to Say of last makers will be blamed, when they the Shortening of Lasts.

In regard to the late craze for shortening lasts, I think it is well that some one should bring the matter before the attention of shoe manufacturers, jobbers and retailers. When the Twentieth Century last was adopted and proved such a costly failure, it was due to the fact that the extremists spoiled the fit, wear and appearance of the shoes made after that pattern and drove that style out of existence, resulting in injury to the trade in general. What I mean is this: they carried the length too far, made the lines from ball to toe too straight and thin, thereby giving insufficient room for the toes. Then again, many lasts were made out of the proportions governing the feet. For instance, lasts were made with the break at the ball too short or too long, with draft too short and sides of last too thin. These same faults in a last with the top of the heel too far in at the back cannot fit the

Then there is a ruling fashion in the making of upper patterns which is all wrong and which had considerable to do with the long, slim, thin-toed lasts becoming a failure. People do not have feet like a jay bird, with the longest toe behind. In some cases the patterns were cut with such a crooked or curved heel and leg that the spreading of the ankle joints when the boot is but-toned or laced catches the ankle about one and a half inches above the counter. Thus the foot is forced forward from one-half to a full size, causing the shoe to slip at the heel and forcing the toes into the front of the shoe with insufficient room; also inclining the heel of the boot to throw back, so it wears caused the shank to flatten down.

All these things I have seen in the Twentieth Century lasts and I have seen some graduated up in length from a size 4 to a 6 in length, with a 4 measurement in girth and used for a last with two sizes extension toe.

These things were bad. Are we going to create another loss by shortening lasts without regard to the proportions of the foot? We have facts that are indisputable in regard to this matter and these are the foot and the shoe that it can endure.

For instance, take a size 4 last. The foot that can wear that length will measure in the size stick 2½. This is not new or my invention. It is older than I am and in all my experience I have found it to be correct. A 21/2 foot can wear a 4 shoe with just room enough, if the toes are of a reasonable thickness. Any old experienced shoemaker will bear me out in this statement. Therefore, taking this for a basis of measurements for the length of lasts, and just coming from the Twentieth Century last, which made the foot look slim and natty, is it reasonable to suppose that the people, especially the ladies, are going to wear stub toes?

If not, what then? Manufacturers will have to be careful how short they are going to make their shoes, or else the manufacturer who does use judgment, and is governed by a knowledge of how to fit the feet, will get the bulk of the trade the coming season.

Those manufacturers who do not understand, and cannot find a competent person to explain it to them, if they get left in a push for business owing to not the same old cry, "I lost on long shoes, quently the foot cannot be gotten into now I have lost on short shoes." The the shoe, when the same boot could be

are their best friends. If a shoe manufacturer will go to a last maker who understands his business and allow him (the last maker) to know a little about what fits, he will find that he will secure proper fitting lasts.

Now the call is for lasts one-half to a size extension toe. If you use one-half extension it may do to save leather, but is not enough to give the foot the appearance required. Then, of course, consumers will call for a longer shoe, which will necessitate fitting the foot to a 5 B instead of 4 C, which means that you are selling from 5 to 9 instead of 4 to 7 to fit the same foot.

My experience, after carefully keeping a record of lasts made to fit the feet, and looking over duplicate orders for sizes for lasts, has been that the average woman's foot will measure size 3 in the size stick. To fit the foot properly in length the last should be 51/2 size. In such a shoe the foot will have just room enough and not look squatty. This may seem a large shoe to some manufacturers, but try it, watch it, make lasts to fit feet, then decide. You will find that I am right. I base what I say on thirty years' experience at last making.

Here is one way to determine the length of shoe for a given foot: Lift the foot off the floor, measure its length in the size stick, then stand on size stick and see the difference. Then stand erect, mark around the great toe, then step forward with the left foot, but do not lift right from floor, and before you take your weight off the right foot mark around the great toe again and you will find that the foot will advance and recede one-quarter inch in walking. This one-quarter inch shows that the 21/2 foot as it stands in a size 4 shoe advances and recedes one-quarter inch, a fraction less than a size marked in shoes. Then why not make this a standard length for a 4 model size and stick to it? If you make lasts shorter they must be worn by ladies whose feet measure 1, 11/2 to 2, which is below the average foot.

Consequently a lady will tell a dealer, when he puts a shoe marked 5 on her foot, that she never wore a 5 before and she will look elsewhere to find the size she has always worn. I know some old shoemakers will say, "I used to make shoes by my old size stick, which was half a size shorter than the stick in use now, and they fitted all right." Retailers sold more large sizes then than they do now, to fit the same feet, and they were stub toes and had bunions and corns. There is no argument about it. The foot demands comfort and style and a certain amount of leather, measure it whatever way you may.

There is another trouble brewing on this same point. It is the tendency of some jobbers to demand of the shoe manufacturer a boot with just as long a vamp as the Twentieth Century shoe carried with two or three sizes extension toe, and to keep the toes of shoes looking as light and as thin as were the extension toes; they demand a double lining, a box toe, etc., to make the boot strong.

There is just one place for the vamp of a shoe, in my mind, and that is, make any style of vamp, so long as the seam does not ride on the joints of the foot, whether it be a two-inch or a four-inch vamp. Putting a four-inch vamp onto a 4 standard last closes the shoe so that having proper fitting shoes, will have the last cannot be pulled out. Conseworn had it a vamp in proportion to a 21/2 foot.

When it comes to extending the toes of lasts, that can be done according to taste; but when it comes to the shortening of lasts, you are running up against the feet of people who want comfort in footwear, whether the shoe man makes a dollar or not. If your shoes fit the consumer properly they will be worn and the demand will increase; while, on the other hand, if they are not good fitters they are given the go-by. Therefore, my advice to shoe manufacturers is to go slow in regard to shortening up their lasts.

Thos. W. GARDINER.

#### Pushing One Thing.

Wm. Henry Beagle in Printers' Ink 'A shoemaker makes a good shoe be-A shoemaker makes a good shoe because he makes nothing else," says Emerson, and the idea may be taken up with advantage in almost any line of business. A merchant tailor in a town of 60,000 population made some cassocks for a few local priests. Now he is advertising himself in the Catholic papers and by circulars to the clergy of that church as a "Cassockmaker," and that church as a 'Cassockmaker,' and sends hundreds of these garments all over the United States and is kept busy the year around. At home he is simply a merchant tailor doing a good business, while his out-of-town customers know him only as a man whose particular business is making cassocks, and who, making a specialty of this feature, is enabled to supply a better cassock and at a lower price than they can get elsewhere the year around. At home he is simelsewhere.

Advertisements too often attempt to include the entire range of the store, when an announcement calling attention to some particular article or line would be much more generally read and productive of results. To illustrate: If a grocer had an advertisement on cheese, pointing out the fact that he not only sold good American cheese, but also Roquefort, Neufchatel, Limburger, Du Brie, grated cheese, etc., it

6

would do much more than cause a dewould do much more than cause a demand for cheese; it would emphasize the fact that he kept a variety of the best kinds of groceries, and the reader who wanted olives, macaroni, beef extract or caviar would be apt to think that this was just such a store as he would be able to obtain them at.

The shoe store that advandage the

would be able to obtain them at.

The shoe store that abandons the usual form of shoe advertising, with its technical descriptions and its alleged reductions, and hammers away at the one idea of the best and greatest variety in shoes at two dollars per pair (or whatever the most popular price might be) would, I am satisfied, find the change a profitable one. change a profitable one.

## ALL LEADERS



STARK'S SPECIALTIES: Solid, Serviceable, Stylish Shoes MEN'S, BOYS' YOUTH'S.

Custom made for dealers to retail at \$2 to \$5. They have a record for nearly Half a Century of Uniform Reliability.

Entire new line of samples now ready for winter of '97 and spring of '98.

To insure an early call and secure exclusive gency, address A. B. CLARK, Lawton, Mich.

E. H. STARK & CO... WORCESTER, MASS.

## 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. **©&?&?&?&?&?&?&?** 

P. STEKETEE & SONS.

WHOLESALE DRY GOODS.

GRAND RAPIDS, MICH.

## Clerks' Corner

The Good Effects of the Saturday Half Holiday.

Written for the TRADESMAN.

For a number of years the Retail Dry Goods Clerks' Association, of Denver, Colorado, have made unceasing efforts to secure the Saturday half holiday during July and August. Until this summer, however, their efforts have been without success. Every legitimate means had been used by the Association to secure the desired result. Several of the newspapers had espoused the good cause and frequently articles appeared in their columns urging the merchants to concede to the Association's request. Committees visiting the different merchants in furtherance of the scheme were always treated with the greatest consideration and respect.

Their arguments in favor of the half holiday were listened to with earnest attention but were always met with that "stumper" of an answer, "We shall lose a great deal of money by closing our stores for a half day every week. Your argument is all in favor of the clerk. He loses nothing. He is paid for a half day's work which he does not do. He spends the half day in the open air amusing himself at our expense, and the only result to us is the loss of a half day's trade. You can hardly blame us if we do not think as you do in regard to this matter. You say that Eastern cities long ago adopted the Saturday half holiday. That is all very true; but you must remember that the conditions in the Eastern cities are altogether different from the conditions in Denver. As retail clerks, you are all aware that we have here a great deal of transient trade, that is, people who are here to-day and away to-morrow. This is especially true in the summer time, and particularly in July and August when the thousands of tourists from all over the country pour into Denver, This is their starting point for the mountains. Here, naturally, are laid in needed supplies for the wagoning and camping parties. A half day each week of this trade we cannot afford to lose. Our regular trade we know would not desert us because they could easily accommodate themselves to the circumstances of the case, but the transient trade would not do so-they would naturally go farther down town and buy what they needed at the smaller stores that keep open Sunday and every other

It was a difficult matter to offset this argument. Nevertheless, the Association did not despair; and, as each summer season came and went, they continued to sow the good seed, the most of which seemed to fall by the wayside. But some of it was destined to fall upon good ground, and from this grew and ripened the Saturday half holiday.

One of our young and representative business men, who had always regarded the movement as one in the right direction, finally took the matter in hand and in one short week accomplished what the Association had for years been trying to bring about.

The result was hailed with delight by the army of clerks throughout the city. A visit to the parks, gardens or boulevards on Saturday afternoons, where picnic and wheel parties of clerks might be seen by the score, was convincing proof that they were making the most

What good did the merchant get from

it? He himself got a half day in which he could lay aside the cares of business and wheel or drive in the parks or on the boulevards if he wished to do so. He had the consciousness that, through his kindness, his employes were having a good time, were reveling in the luxury of pure outdoor air and exercise, were reinvigorated both in mind and body for the work of the coming week. But, best of all, there was a warm spot in the heart of every employe for the man who was willing to grant them the half holiday.

Did trade fall off and did the mer-chants "lose a great deal of money?" I have waited until the end of the holiday season so that I could answer this ques-Every store that closed reports that their trade during the two months exceeded the trade of the corresponding two months in any previous year, and I fully believe that this increase of trade is due to the fact that the half holiday has not only made the clerks healthier in body, but has brought about a healthier state of things between the employe and the employer. I can state from personal observation that I have never seen better or more persevering salesmanship than that shown by the young men in my department since the half holiday began. There is a heartiness and an earnestness in it that never was shown before. MAC ALLAN.

#### The Promise of Prosperity.

If any persons think that prosperity means the sudden acquisition of great pecuniary wealth and the consequent ability to spend their lives in luxury and idleness, then very few of them will ever realize what they require to make

The great body of the American people are more sensible and more reasonable than to indulge in such idle and foolish dreaming. Man's lot is labor. He was put here to work, and by work only can he prove his title to an honorable, useful member of the community in which he lives.

Employment at fair wages is the most that any reasonable man can claim, but not all he has a right to strive for. is entitled to all the wealth and honor he can gain by his honest exertions, and the whole of fortune is open to him if he can but win it; but he must begin with work.

If, in announcing the arrival of better times and the approach of prosperity. we mean that the farmers have made good crops, with an extraordinary demand for some of their products and a fair trade in others, then the announcement will not be denied.

If, in stating the situation, attention is called to the fact that, in the handling of the crops to supply active demands, railways are moving loaded cars as fast as they can, and are buying new cars and hiring thousands of new men to assist in the operation of their traffic, then it cannot be denied that some of the most unequivocal signs of a revival of business are at hand.

If it be shown that every sort of business is being enlivened; that country merchants are actively buying goods in the cities, and that various industrial establishments are starting fires in furnaces that have long been closed, and are employing people who have for some time been idle, then it is apparent that there is something solid and reliable in the talk heard on all sides of a revival of business prosperity.

The bank clearings in the chief cities of the country show large gains over those of this time last year. The commercial agencies report increased activity in trade and industries. European food crops are largely deficient, and the European peoples are drawing heavily for breadstuffs upon the United States. This foreign business brings into the country much money which in an ordinary season would not come here. In the meantime the exports of cotton and petroleum and other American products are making a great deal of business, and the promise is that before the lapse of many months this vast country will be humming, like a beehive, with busy industries and active investments that belong only to good times.

The facts stated cannot be successfully disputed, and they fill the people with well-grounded hopes, such as have not been cherished for many months, and they communicate to business a thrill of activity to which it has long been a stranger. These, to all reason-able people, are the signs and concomitants of returning prosperity, and they mean a condition of affairs that will increase, and expand, and grow, until it will flower out into the crowning

glory of the good time which distinctly approaches a boom, but is better than any boom, because that is the last stage just before the collapse and inevitable catastrophe which follow good times, and comes at the moment when speculation is too rife, and business too much inflated, and times too good to last.

Years must elapse before the next financial panic, and in the meantime those years, constituting a season of prosperity upon which the country is entering, will be filled with commercial and industrial enterprises and great business activity. These are the conditions which make prosperity, and there can be no other sort. It is not made by acts of Congress, nor by any exercise of the powers of the Government, but by the people themselves, in the return of confidence in themselves and in the restoration of the confidence of capital in the people.

This country is going to have a series of busy, fruitful years, and they will bring prosperity to those who know how to get the best out of the conditions they will create. FRANK STOWELL.

## Is the Law Enforced

## In Your Township?

Under the new law the operations 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

TRADESMAN COMPANY, Grand Rapids.

-----

# *`* hey all say "It's as good as Sapolio," when they try to sell you

their experiments. Your own good sense will tell you that they are only trying to get you to aid their new article. : : : : : : : :

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

## **Commercial Travelers**

#### Michigan Knights of the Grip.

President, Jas. F. Hammell, 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 Treas-urer, 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. Fair-child, Jas. N. Bradpford, J. Herry Dawley, Geo. J. Heinzelman, Chas. S. Robinson.

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

#### Another Salesman on Record on the Ledyard Monstrosity.

Grand Rapids, Sept. 6—In your last issue I notice an article on the new interchangeable mileage book, written by L. M. Mills. I most heartily endorse it. No man is more familiar with

1

by L. M. Mills. I most heartily endorse it. No man is more familiar with the wants of the traveling man than he. As to my position on this book, I cannot see where it can possibly be a practical thing. While we might submit to placing in the hands of the railroad corporation a sum of several million dollars to help them pay dividends or debts, there are so many opportunities where by we would never get any of it back that I cannot endorse the scheme. They are the judge and the jury. Anything that they should see fit to call violation would certainly have to go. Their instructions to the conductor are, "Don't have any words. Let them kick." You quietly submit—that's violation. No \$10 back. There are so many of these loopholes where they can take advantage and call it violation that I cannot see one chance in twenty of getting anything back for the covers of the book. Then, again, we have many cases when a traveler buys a ticket and before it is half used up, he quits the road or dies. Then he cannot use the balance. Who is the sufferer in this case? If the man is dead, he cannot sign his name for a new book, so cannot get pay for the old covers. This is an important feature. We must all die. Who gets the last rake-off? This should be called the endless chain interchangeable book, because it goes die. Who gets the last rake-off? This should be called the endless chain interchangeable book, because it goes

terchangeable book, because it goes on forever.

As regards getting our \$10 back when the mileage is used up, the general opinion is that we can exchange the old covers at any ticket office. This is not the case. We must put up another \$30 and leave the covers with the station agent for him to send for us, or send them ourselves to the Commissioner. After due time, we get our \$10 back; that is, provided we have not violated. The Commissioner scrutinizes the signatures on the original stub, then on The Commissioner scrutinizes the signatures on the original stub, then on all of the different pieces of coupons, and still further on the ticket that we give the conductor, as we must sign that or violate. So the chance seem to be ninety-eight to one that we are not entitled to anything back. Of course, we are all the time being educated to a great system; but I am afraid by the time we get educated we won't have

time we get educated, we won't have anything left to buy tickets with.

As to the exchange part of the ticket, there are quite a number of the books in the hands of the travelers already. And they tell me that in no instance have they been able to get these. they bell me that in no instance have they been able to get the coupons exchanged for a ticket in less than four minutes, and in a number of cases it has been from twelve to fifteen. I wonder how it will work here in Grand Rapids on a Monday morning? Usually there are from seventy-five to 200 traveling men leaving here to the trivate. eling men leaving here on the trains that leave between 7 o'clock and 7:45. Of that number, take 100 for illustration: They want tickets for ninety different towns. Are those ticket sellers familiar enough with the different stations brains.

throughout the Central Traffic Association to enable them to tear out mileage correctly without first examining a railway guide? I think not. This all takes time and I prophesy that quite a portion of that 100 would be obliged to take the afternoon train. Now, this ticket is issued for train No. 4. I understand that the ticket reads for this train only. We must take this train, even if it is gone. If not, we violate. Now, I think if the traveling man can be induced to go down to the station the night before and get in line, he will no doubt catch train No. 4.

Again, a change of route is made every day by some of the boys. They find out, after getting off the train at the destination of the ticket, that their customer is out of town. They find it out the last minute—too late to get the ticket required. The result is, wait for afternoon train, pay 3 cent cash fare, or violate. Now, it is a noted fact that at two-thirds of the stations the ticket agent is out helping load or unload baggage or express or attending to other train duties. To get him in and work on a

agent is out helping load or unload bag-gage or express or attending to other train duties. To get him in and work on a ticket for six to ten minutes would cause a delay of the train, which would cause a discharge of the conductor, as his orders are to make his time card and all connections. Our houses emand all connections. Our houses employ us to get orders—not lay around country depots trying to educate ticket agents how to tear out mileage. It is orders they want and to get them means making several towns a day. It is absolutely necessary to make every train each way. Our customers are often busy and we cannot get their attention until nearly or quite train time. To get their order we must have the last minute, which makes it impossible to get to the station in time to get the required permit. This forces us to get on the train and pay a 3-cent cash fare, while we have in our pocket a ticket which has cost us 3 cents a mile. We must put up the cash or violate. I cannot but call this injustice.

These circumstances are bound to exist.

not but call this injustice.

These circumstances are bound to exist. I am not trying to tell any fairy tales, but quoting what does happen with some of us every day. I cannot possibly see how this book can be practical and I have yet to find the first railroad man but who agrees with me. Of course, I have not run up against any of the general managers. Probany of the general managers. Probably if I had they would have told me that they know better what we want than we know ourselves.

than we know ourselves.

One other pleasant feature is, when we change roads at junction points, we have the privilege of calling on the ticket agent again and getting his permit to ride over his line. This will be very pleasant, as it gives us exercise, and especially if it is about 2 o'clock in the morning and we are privilege. in the morning and we are enjoying a good sleep in a sleeping car. We can get up and air ourselves and get needed

I believe that a book could be gotten I believe that a book could be gotten up and sold for \$20, with a photograph attached to the cover, and that a circle could be punched out half on the cover and half on the photo that would throw all the safeguards around the book that would be required. All the railroad managers ask or claim to ask is a safeguard against their side partners, the scalpers, and I think the photograph would cover it all.

I might go on and enumerate the

would cover it all.

I might go on and enumerate the different phases where this book is absolutely unjust, but I cannot ask you to devote a whole paper to cover the subject. I think that I have pointed out briefly some of the principal obnoxious features which are sure to show up every day in the year, and that I voice the sentiment of nearly or quite every traveling man.

GEO. F. OWEN.

When your heart is bigger than your head you don't need a pocketbook. In other words, be generous but don't slop over.

It is almost an impossibility to convince some men who have inherited money that they haven't inherited

#### Gripsack Brigade.

Perry Barker (A. E. Brooks & Co.) was laid up last week by an attack of tonsillitis.

Profitable trade, like profitable crops, requires cultivating. Only weeds grow spontaneously.

It is the little provocations we resent most bitterly. The great evils we allow to walk on us.

When a man fully realizes that he is doing poor business, he at once begins to do a good business.

Don't brag too much on securing a new customer. It might drive an old patron to a competitor.

Experience sold at diamond prices would be cheap—but then no man would buy a secondhand article.

A trade journal speaks of "a whole-sale jobbing house." Why not mention sweet candy or dirty mud?

Manners indicate breeding; actions reveal your character, and you are judged by the company you keep.

We may not agree with a man's politics or religion, but we never question his ideas on finance when he pays his bills.

Don't trust any man who sees nothing but good, or the man who sees nothing but evil or who is indifferent to every thing.

An honest reputation obtained by doing your duty may be neither brilliant nor startling, but it is conducive to happiness.

When your expense account grows bigger each year it is best to make an inventory of your friends and lop off a certain class.

A good name is a good thing to have on St. Peter's ledger, but in this world it is a good thing to have a bank account behind it.

go out to B. A. Beneker (Spring & Company), whose little daughter was killed by a street car accident last Monday.

Wm. Boughton (C. E. Smith Shoe Co.), who has been confined for some weeks at Butterworth hospital, was able to be out yesterday. His condition is much improved, although he is still very weak.

The Michigan Spice Co. was given a judgment against Geo. W. Sevey for \$15 and costs last Saturday as the culmination of a controversy resulting from "the retirement of the Spice Co. from business. Mr. Sevey was given 30 days' notice to quit, in accordance with a previous arrangement, and was paid his salary for that length of time, although he found employment with Jennings & Smith within two weeks. Although Mr. Sevey lived at home during that 'time, he insisted on his expenses being paid and withheld collections to cover this claim. The Spice Co. sued for the amount thus withheld and recovered judgment, as above stated.

A Plymouth correspondent of the Detroit Tribune writes that paper as follows: Traveling men who stop off here say that the members of the fraternity are giving the new interchangeable mileage book a frost. It has been referred to as the Ledyard monstrosity and a scheme to create a sinking fund. There is a large amount of red tape attached to the little book, which is annoying to the average knight of the grip. Many think the railroads have kept poor faith with them, and that the present arrangement is a poor fulfillment of promises made last winter when the State Association was about to

### 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 then 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.

## ount behind it. The sympathy of the fraternity will COLUMBIAN TRANSFER COMPANY

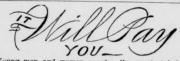
CARRIAGES, BAGGAGE AND FREIGHT WAGONS

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

## **NEW REPUBLIC**

Reopened Nov. 25.
FINEST HOTEL IN BAY CITY.

Steam heat,
Electric Bells and Lighting throughout.
Rates, \$1.50 to \$2.00.
Cor. Saginaw and Fourth Sts.
GEO. H. SCHINDHETT, Prop.



## HOTEL NEFF

FRANK NEFF, Propr.

GRAND LEDGE, MICH.

One block east of depot.

#### 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.

appeal to the Legislature for a ticket. | Cor. Grove and Lafayette Sts., Greenville, Mich.

## Drugs--Chemicals

#### MICHIGAN STATE BOARD OF PHARMACY.

S. E. PARRILL, OWOSSO F. W. R. PERRY, Detroit A. C. SCHUMACHER, Ann Arbor GEO, GUNDRUM, Ionia L. E. REYNOLDS, St. JOSEPh

President, F. W. R. Perry, Detroit. Secretary, Geo. Gundrum, Ionia. Treasurer, A. C. Schumacher, Ann Arbor Coming Examination Session—Lansing, Nov. 2

## MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President—A. H. Webber, Cadillac. Secretary—Chas. Mann. Detroit. Treasurer—John D. Muir, Grand Rapids

#### Why College Education in Pharmacy Should be Made Compulsory.

Proper pharmaceutical education is a necessary preparation for the intelligent and safe practice of pharmacy. Such pharmaceutical education cannot be acquired by the mere reading of books or picked up in the drug stores. It requires systematic courses of instruction in well-equipped schools under the direction of competent teachers. It must include practical work, or, in other words, laboratory courses, in structural botany, pharmacognosy, microscopy, chemistry, and pharmacy. It demands a thorough study of the Pharmacopoeia such as is quite impracticable without the aid of the facilities afforded by a well-conducted pharma-ceutical school. The intelligent interpretation and application of the descriptions, standards, directions, processes and tests of the Pharmacopoeia cannot possibly be acquired in any other way. The time necessary to the real mastery of the Pharmacopoeia cannot be taken in the store during business hours; the work cannot be accomplished without the help of a thoroughly competent teacher whose duty it is to explain and illustrate and to suggest and answer questions; and the right use of the lessons learned can be acquired only by continued and repeated laboratory exercises, such as are not at all practicable in the store.

Ability to answer the State Board's questions may be acquired by cramming. There is no way by which cramming can be prevented; but uninterrupted work at a good pharmaceutical school employing methods of instruction which develop all the mental faculties, train the senses, and afford sufficient exercise for mind, eye and hand, to inculcate right judgment, correct observation, and skillful execution, must take the place of cramming.

The statement is repeated ad nauseam, by men of untrained minds, that it makes no difference how or where a man acquires his knowledge if he only has it, and that an examination is all that is necessary to determine whether he possesses it or not. This is utterly untrue, however plausible it may sound

The final examinations are the least important portion of a college course: the regular daily mental exercise, properly directed, and the habits and methods of work acquired at the college are its most valuable features, and these can never be gained otherwise than by systematic courses impossible outside of the college walls. Nothing can take the place of the college course, except individual instruction given by preceptors such as cannot be found in the shops, and under conditions such as do not exist anywhere except in the col-

The laws of all countries except England and the United States make special courses of pharmaceutical education compulsory. College courses extending over four years are required as a preparation for the practice of medicine in our own country, and six-year courses in medicine are already being proposed in such a way as to warrant the belief that they will soon be introduced.

We pharmacists claim that our profession is coequal with the profession of medicine, that pharmacy is a scientific calling, that the pharmacist is a peg higher up than the grocer or coal-dealer; but unless this claim is pure burlesque it is high time to demand that a respectable course of college training for the practice of pharmacy shall be made obligatory as a prerequisite for the issuance of a license to practice phar-OSCAR OLDBERG.

#### Official Cold Cream Criticised.

Since the last revision of the United States Pharmacopoeia, many complaints have been made by physicians as to the deterioration of ointments of metallic oxides and other medicinal substances, when made with unguentum aquae rosae as the unction vehicle. The cause of these rapid changes is the admixture of a small per cent. of borax, which has been added because of its saponifying the oil of almond partially, and thereby holding the rosewater in suspension all the more readily. My experience with both formulas has led me to the firm conviction that the change to the use of borax was a very unwise one, for many reasons. The first objection is illustrated in a series of ointments of various mercurials in daily use, and the results are, on inspection, obvious. These preparations were made on May 10, 1897, and in all cases one would be unable to recognize the mixtures. The preparation of ointment of yellow oxide of mercury is particularly objectionable, and its unsightliness is not the least of its failings. This ointment is frequently ordered by physicians for use in the eye, and when made with official cold cream is totally unfit for use because of the terribly irritating properties of the reduction product. It is a question as to whether the change from the Pharmacopoeia of 1880 was not made in deference to a demand from those who are simply unwilling to work hard in an effort to get a good or fit preparation. There is no difficulty in making a good and sightly mixture by the old process when worked right and long enough. It would be much better to drop the preparation entirely from the Pharmacopoeia than to continue it and make it necessary for us to keep both preparations in stock, for the reasons given before. F. B. STEDEM.

#### Nine Out of Twenty.

Ionia, Sept. 1—The Michigan Board of Pharmacy held a special meeting at Sault Ste. Marie, August 24 and 25. Nineteen candidates appeared for registered pharmacist's certificates and one applied for assistant registered pharmacist's certificate. The successful candidates were as follows: didates were as follows:

PHARMACISTS. A. J. Bellaire, Gladstone. A. J. Belaire, Gladstone.
Lewis H. Cooper, Fowlerville.
William J. Dahlke, St. Joseph.
John W. Lutes, Richmond.
William A. Reid, Sault Ste. Marie.
Carl V. Richardson, Carson City.
Raymond C. Smith, Homer. Otto Swanton, Edenville.

ASSISTANT. Arthur G. Bailey, Sault Ste. Marie.

The next meeting will be held at Lansing, November 2 and 3. GEO. GUNDRUM, Sec'y.

Substituting Brine for Blood in Laudanum Poisoning.

From the Philadelphia Time

'With his respiration but five in five minutes we saved him.

The speaker was Dr. Albert D. Blackburn, chief of the medical staff at the Presbyterian Hospital. The man referred to had been brought there by the patrol wagon several weeks ago nearly dead from the effects of a quantity of laudanum which he had swallowed with the suicidal intent, but who now, thanks to the sudden thought, or, more likely, the inspiration which seized Dr. Blackburn, when all the usual methods were failing to restore consciousness and seemed but a moment to linger mighty glad that the breath of life

still lingers in his breast.

"For hours we worked with him," continued the doctor. "We applied the stomach pump, but the blood had absorbed the poison. We tried other methods. We worked assiduously, almost frantically. Reluctantly we were forced to acknowledge that we could get no results, for the patient sank lower and lower. We were at our wits' ends.

"Suddenly this line of thought struck me: That man's respiration is but five

me: That man's respiration is but five in five minutes; he is practically dead. The stomach pump will do no good, for the blood has absorbed the poison and is pregnant with it. The only way to the blood has absorbed the poison and is pregnant with it. The only way to get it out of the system is to bleed him, to deprive him of the very essence of life, in order to give him life! Then I thought bleed it has a system of the poison and is presented by the control of the poison and is presented by the poison and the poison and is presented by the presented by thought blood is largely a saline solu-tion; we can prepare a like solution with the proportions the same and inject this into the body to take the place of the poison-filled blood. The body will do the rest; it will assimilate the solution and make it blood.

"The chance was a desperate one, but the circumstances called for it. So we bled the man, and the two pints which we let out were as black as ink, which we let out were as black as ink, so pregnant with the poison was it. Quickly we injected an equal quantity of the saline solution; then with our anxiety at a high tension we stood around to watch and await results.

"Once we thought we detected a slight increase of respiration, but we dare not trust too much. A few minutes later we were sure of it. Slowly the respiration began to rise and slowly but surely the organs began to once more resume their functions. Still we watched, fear-ing a relapse. None came. "Then, at last, the man was out of danger. He stayed under our care for

danger. He stayed under our care for a few days, and when we sent him away he had totally recovered from the effects of the poison which he had put into his system. To-day he is a hale and hearty man.

It is highly probable that this method of overcoming poison is a novel one. No one seems to know of any like instance. At least, several reputable physicians of this city, when seen yesterday, said that no case of a similar nature had ever come under their notice, nor were they aware that such a method had ever been applied with success before. However that may be, the method is undoubtedly an efficacious one, and will probably be the means of sav-It is highly probable that this methand will probably be the means of say ing the lives of many people who have swallowed deadly poisons accidentally or with a desire "to take arms against a sea of troubles, and by opposing end them."

#### The Drug Market.

There are no very important changes to note this week in the drug line, although the tendency of prices is upward.

Opium-The market has advanced but different holders in New York are quite wide apart in their views. expect to see much higher prices within the next thirty days.

Morphine-This article is as yet unchanged.

Quinine-Is firm at prices noted last

Seeds-Canary has advanced and, as the crop is not as large as estimated, still higher prices are looked for. Hemp has also advanced and is very firm. California yellow mustard, on account of light stocks, is higher.

Linseed Oil-On account of lower market for seed, this article has declined.

Turpentine-This article has ad-

A wise man should have money in his head, not in his heart.

### PATENT MEDICINES

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

THUM BROS. & SCHMIDT, Analytical and Consulting Chemists, 84 CANAL ST., GRAND RAPIDS, MICH.

Special attention given to Water, Bark and Urine Analysis.



## MILTON KERNS,

No. 52 9th Street,

Pittsburgh, Pa.

# **El Puritano**

## Finest 10c Cigar on Earth

Bouquetts 1-40 Perfectos 1-20 \$60.00 1-40 (5½ in.) \$70.00

B. J. REYNOLDS,

Grand Rapids.

BATEMAN & FOX, Bay City.

JOHNSON & FOSTER.

Detroit.

Distributers for Michigan.

cent cigars ever made. Sold by BEST & RUSSELL CO.. CHICAGO. ented in Michigan by J. A. GONZALEZ, Grand Rapi

## WHOLESALE PRICE CURRENT.

Advanced-

| Declined-                                                                             |                            |                                                                                                               |                                                                                                                                                        |
|---------------------------------------------------------------------------------------|----------------------------|---------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------|
| Acidum                                                                                |                            | Conium Mac 35@ 50                                                                                             | Scillæ Co @ 50                                                                                                                                         |
| Aceticum                                                                              |                            | G Cubebæ                                                                                                      | Prunus virg                                                                                                                                            |
| Boracic                                                                               | 2900 4                     | Executintos 1 00@ 1 10<br>Erigeron 1 00@ 1 10                                                                 | Tinctures                                                                                                                                              |
| Citricum<br>Hydrochlor                                                                | 40@ 4:<br>3@               | Geranium, ounce @ 75                                                                                          | Aconitum Napellis R 60<br>Aconitum Napellis F 50<br>Aloes 60                                                                                           |
| Nitrocum                                                                              | 8@ 10<br>12@ 14            | Gossippii, Sem. gal. 50@ 60<br>Hedeoma 1 00@ 1 10                                                             | Aloes and Myrrh 60<br>Arnica 50                                                                                                                        |
| Salicylicum                                                                           | 60@ 6                      | Lavendula 90@ 2 00                                                                                            | Assafœtida 50<br>Atrope Belladonna. 60                                                                                                                 |
| Sulphuricum<br>Tannicum<br>Tartaricum                                                 | 1 25@ 1 40<br>38@ 40       | M 12 TT 13                                                                                                    | Benzoin                                                                                                                                                |
| Ammonia                                                                               |                            | Myrcia. 4 0000 1 50                                                                                           | Benzoin Co. 50<br>Barosma 50<br>Cantharides 75                                                                                                         |
| Aqua, 20 deg                                                                          | 4@ 6<br>6@ 8               | Picis Liquida 100 19                                                                                          | Capsicum 50                                                                                                                                            |
| Carbonas<br>Chloridum                                                                 | 12@ 14<br>12@ 14           | Ricina @ 35                                                                                                   | Cardamon         75           Cardamon Co         75           Castor         1 00                                                                     |
| Aniline<br>Black                                                                      | 2 00@ 2 25                 | Rosmarini. @ 1 00<br>Rosæ, ounce. 6 50@ 8 50<br>Succini 40@ 45                                                | Catechu                                                                                                                                                |
| Red<br>Yellow                                                                         | 8000, 1 00                 |                                                                                                               | Columba                                                                                                                                                |
| Yellow                                                                                | 2 50@ 3 00                 | Sassafras                                                                                                     | Cassia Acutifol 50                                                                                                                                     |
| Cubeæepo. 18<br>Juniperus                                                             | 13@ 15<br>6@ 8             | Sinapis, ess., ounce. @ 65 Tiglii                                                                             | Cassia Acutifol Co . 50<br>Digitalis                                                                                                                   |
| Xanthoxylum Balsamum                                                                  | 25@ 30                     | Thyme, opt. @ 1 60<br>Theobromas 15@ 20                                                                       | Ergot         50           Ferri Chloridum         35           Gentian         50                                                                     |
| Copaiba                                                                               | 50@ 55<br>@ 2 40           | Potassium<br>Bi-Carb 150 19                                                                                   | Gentian Co                                                                                                                                             |
| Peru<br>Terabin, Canada<br>Tolutan                                                    | 40@ 45<br>75@ 80           | Bichromate 13@ 15<br>Bromide 48@ 51                                                                           | Guiaca ammon 60<br>Hyoseyamus 50                                                                                                                       |
| Cortex                                                                                |                            | Carb                                                                                                          | Iodine                                                                                                                                                 |
| Abies, Canadian                                                                       | 18<br>12                   | Cyanide 35@ 40                                                                                                | Lobelia                                                                                                                                                |
| Cinchona Flava<br>Euonymus atropurp<br>Myrica Cerifera, po.                           | 18<br>30<br>20             | Potassa, Bitart, pure 28@ 30<br>Potassa, Bitart, com @ 15                                                     | Nux Vomica 50                                                                                                                                          |
| Prunus Virgini                                                                        | 12<br>12<br>12             | 1 Duass Milias 700 91                                                                                         | Opii                                                                                                                                                   |
| Quillaia, gr'd<br>Sassafraspo. 18<br>Ulmuspo. 15, gr'd                                | 12<br>15                   | Prussiate 20@ 25<br>Sulphate po 15@ 18                                                                        | Rhatany. 50                                                                                                                                            |
| Extractum                                                                             |                            | Radix Aconitym 20@ 25                                                                                         | Sanguinaria 50                                                                                                                                         |
| Glycyrrhiza Glabra.<br>Glycyrrhiza po<br>Hæmatox, 15 lb box.                          | 24@ 25<br>28@ 30           | Anchusa 100 19                                                                                                | Stromonium 50                                                                                                                                          |
| Hæmatox, 1s                                                                           | 11@ 12<br>13@ 14<br>14@ 15 | Arum po. @ 25<br>Calamus 20@ 40<br>Gentiana po. 15 12@ 15                                                     | Valerian 50                                                                                                                                            |
| Hæmatox, ½s<br>Hæmatox, ¼s                                                            | 16@ 17                     | Grychithizapv. 15 16@ 18                                                                                      | Zingiber 20                                                                                                                                            |
| Carbonate Precip                                                                      | 15                         | Hydrastis Can., po @ 40 Hellebore Alba po 15@ 20                                                              | Æther, Spts. Nit. 3 F 30@ 35                                                                                                                           |
| Citrate and Quinia<br>Citrate Soluble                                                 | 2 25<br>75                 | India, po                                                                                                     | Ether, Spts. Nit. 4 F 34@ 38<br>Alumen                                                                                                                 |
| Ferrocyanidum Sol.<br>Solut. Chloride                                                 | 40<br>15                   | Iris ploxpo35@38 35@ 40<br>Jalapa, pr25@ 30<br>Maranta, ¼s@ 35                                                | Annatto 40@ 50                                                                                                                                         |
| Sulphate, com'l, by<br>bbl, per cwt                                                   | 50                         |                                                                                                               | Antimoni, po 4@ 5<br>Antimoni et PotassT 40@ 50<br>Antipyrin @ 1 40                                                                                    |
| Sulphate, pure                                                                        | 7                          | Rhei. cut. 75@ 1 00                                                                                           | Argenti Nitras oz                                                                                                                                      |
| Arnica                                                                                | 12@ 14                     | Spigelia                                                                                                      | Balm Gilead Bud 280 40                                                                                                                                 |
| Anthemis<br>Matricaria                                                                | 18@ 25<br>30@ 35           | Sanguinaria po. 40                                                                                            | Calcium Chlor., 1s @ 9                                                                                                                                 |
| Folla<br>Barosma                                                                      | 15@ 20                     | Smilax, M 6 40 Smilax, M 6 25                                                                                 | Calcium Chlor., ¼s. @ 10 Calcium Chlor., ¼s. @ 12 Cantharides, Rus.po @ 75 Capsici Fructus, af. @ 15 Capsici Fructus, po @ 15 Capsici FructusB,po @ 15 |
| Cassia Acutifol, Tin-<br>nevelly                                                      | 18@ 25                     | Scillæpo.35 10@ 12                                                                                            | Capsici Fructus, af. @ 15<br>Capsici Fructus, po. @ 15                                                                                                 |
| Salvia officinalis, 4s                                                                | 25@ 30                     | Valeriana, Eng. po 30 @ 25                                                                                    |                                                                                                                                                        |
| ura Ursi                                                                              | 12@ 20<br>8@ 10            | Zingiber a 1200 16                                                                                            | Cera Alba S & F                                                                                                                                        |
| Acacia, 1st picked                                                                    | <b>@</b> 65                | Zingiber j 25@ 27  Semen                                                                                      | Cocous 400 42                                                                                                                                          |
| Acacia, 1st picked<br>Acacia, 2d picked<br>Acacia, 3d picked<br>Acacia, sifted sorts. | @ 45<br>@ 35               | Anisumpo. 15 @ 12<br>Apium (graveleons) 13@ 15                                                                | Centraria @ 33                                                                                                                                         |
| Acacia, sifted sorts.<br>Acacia, po                                                   | @ 28<br>60@ 80             | Apium (graveleons) 13@ 15<br>Bird, 1s                                                                         | Chioroform 6000 63                                                                                                                                     |
| Aloe, Cape po. 15<br>Aloe, Socotri po. 40                                             | 12@ 14<br>@ 12<br>@ 30     | Coriandrum. 1 25@ 1 75<br>Coriandrum. 8@ 10                                                                   | Chioral Hyd Cret 1 500 1 col                                                                                                                           |
| Ammoniae                                                                              | @ 30<br>55@ 60<br>25@ 28   | Cannabis Sativa         4@ 4½           Cydonium         75@ 1 00           Chenopodium         10@ 12        | Cinchonidine P&W 200 251                                                                                                                               |
| Renzoinum                                                                             | 50@ 55<br>@ 13             | Formion Dipterix Odorate 2 00@ 2 20                                                                           | Cocaine                                                                                                                                                |
| Catechu, 1s                                                                           | @ 14<br>@ 16               | Lini 70 9                                                                                                     | Creta                                                                                                                                                  |
| Euphorbium po. 35                                                                     | 48@ 55<br>@ 10             | Lini, grdbbl. 3 4@ 4½<br>Lobelia                                                                              | Creta, precip 96 11                                                                                                                                    |
| Galbanum                                                                              | 65@ 70                     | Pharlaris Canarian. 4@ 4½ Rapa                                                                                | Crocus 18@ 20                                                                                                                                          |
| Guaiacumpo. 35<br>Kinopo. \$3.00                                                      | @ 35<br>@ 3 00<br>@ 60     | Sinapis Albu 7@ 8<br>Sinapis Nigra 11@ 12                                                                     | Cudbear       @ 24         Cupri Sulph       5@ 6         Dextrine       10@ 12         Ether Sulph       70                                           |
| Mastic                                                                                | @ 40                       | Frumenti W D Co 2002 250                                                                                      | Emery all numbers 90                                                                                                                                   |
| ShellacShellac, bleached                                                              | 25@ 35<br>40@ 45           | Frumenti, D. F. R. 2 00@ 2 25<br>Frumenti 1 25@ 1 50                                                          | Emery, po                                                                                                                                              |
| Tragacanth                                                                            | 50@ 80                     |                                                                                                               |                                                                                                                                                        |
| Absinthiumoz. pkg<br>Eupatorium .oz. pkg                                              | 25<br>20                   | Saacharum N. E 1 90@ 2 10<br>Spt. Vini Galli 1 75@ 6 50                                                       | Gambier                                                                                                                                                |
| Lobeliaoz. pkg                                                                        | 25<br>28                   | Vini Alba 1 25@ 2 00                                                                                          | Glassware, flint, box 60, 10&10                                                                                                                        |
| Majorumoz. pkg<br>Mentha Pip. oz. pkg<br>Mentha Vir. oz. pkg                          | 23<br>25                   | Sponges<br>Florida sheeps' wool                                                                               | Clue, brown   90   12   130   25                                                                                                                       |
| Mentha Vir. oz. pkg<br>Rueoz. pkg<br>TanacetumV oz. pkg                               | 39<br>22                   | Nassau sheeps wool                                                                                            | Grana Paradici 20                                                                                                                                      |
| Thymus, V. oz. pkg Magnesia.                                                          | 25                         |                                                                                                               |                                                                                                                                                        |
| Calcined Pat                                                                          | 55@ 60<br>20@ 22           | wool, carriage @ 1 25<br>Extra yellow sheeps'<br>wool, carriage @ 1 00                                        | Hydraag Chlor Cor. @ 70<br>Hydraag Ox Rub'm @ 90                                                                                                       |
| Carbonate, Pat<br>Carbonate, K. & M<br>Carbonate, Jennings                            | 20@ 25<br>35@ 36           | Grass sheeps' wool,                                                                                           | HydraagUnguentum 45% 55                                                                                                                                |
| Oleum                                                                                 |                            | nard, for state use (2 75                                                                                     | Hydrargyrum @ 65<br>Ichthyobolia, Am 65@ 75<br>Indigo 750 100                                                                                          |
| Absinthium 3<br>Amygdalæ, Dulc                                                        | 2000 =0                    | state use @ 1 40                                                                                              | Indigo.       75@ 1 00         Iodine, Resubi.       3 60@ 3 70         Iodoform.       @ 4 20                                                         |
| Amygdalæ, Amaræ 8<br>Anisi 2<br>Auranti Cortex 2<br>Bergamii 2<br>Caijputi            | 00@ 8 25<br>40@ 2 .0       | Acacia @ 50                                                                                                   | Lycopodium 40@ 45                                                                                                                                      |
| Bergamii 2<br>Cajinnti                                                                | 403 2 50                   | Zingiher @ 50                                                                                                 | Mac18 656 75                                                                                                                                           |
| Cajiputi. Caryophylli cedar. Chenopadii. Cinnamonii. 1                                | 55@ 6J                     | Ipecae         6         60           Ferri Iod         6         50           Rhei Arom         6         50 | drarg Iod @ 25<br>LiquorPotassArsinit 10@ 12                                                                                                           |
| Chenopadii                                                                            | @ 4 00<br>75@ 1 90         | Rhei Arom                                                                                                     |                                                                                                                                                        |
| Citronella                                                                            | 00 45                      | Senega @ 50<br>Scillæ @ 50                                                                                    | Mannia, S. F 50@ 60   Menthol 62                                                                                                                       |

|    | Morphia, S.P.& W 1 95@ 2 20                                                                                                                | Sinapis 2 18                             | Times 3                          |
|----|--------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------|----------------------------------|
|    | Morphia, S.N.Y.O.&                                                                                                                         | Ginania ant                              | Linseed, pure raw 40 43          |
| =  | 1 C. CO 1 85@ 9 10                                                                                                                         | Snapis, opt @ 30<br>Snuff, Maccaboy, De  | Linseed, boiled 43 46            |
|    | Moschus Canton @ 40                                                                                                                        |                                          | Neatsfoot, winterstr 65 70       |
|    | Myristica, No. 1 65@ 80                                                                                                                    | Voes @ 34                                | Spirits Turpentine 33 40         |
|    | Myristica, No. 1 65@ 80                                                                                                                    | Snuff, Scotch, DeVo's @ 34               | 1 10                             |
| _  | Nux Vomicapo.20 @ 10                                                                                                                       |                                          |                                  |
|    | Os Sepia 15@ 18                                                                                                                            | Soda Boras 7 @ 9<br>Soda Boras, po 7 @ 9 | Paints BBL. LB                   |
| 50 | Pepsin Saac, H. & P.                                                                                                                       |                                          |                                  |
| 50 | D. Co                                                                                                                                      |                                          | Red Venetian 1% 2 @2             |
| 50 | Picis Liq. N.N. 1/2 gal.                                                                                                                   | Soda, Carb 1½@ 2                         | Ochre, yellow Mars. 13 2 @4      |
| -  |                                                                                                                                            | Soda, Bi-Carb 3@ 5                       |                                  |
|    |                                                                                                                                            | Soda, Ash 31/200 4                       |                                  |
| 60 | Picis Liq., quarts @ 1 00                                                                                                                  | Soda, Sulphas @ 2                        |                                  |
| 50 | Picis Liq., pints @ 85                                                                                                                     | Spts. Cologne @ 2 60                     | Putty, strictly pure. 21/2 23/03 |
| 60 | Pil Hydrargpo. 80 @ 50                                                                                                                     | Spts. Ether Co 5000 55                   | Vermilion, Prime                 |
| 60 | Piper Nigrapo. 22 @ 18                                                                                                                     | Spt. Myrcia Dom @ 9 00                   | American 13@ 15                  |
| 50 | Picis Liq., pints       @ 85         Pil Hydrargpo. 80       @ 50         Piper Nigrapo. 22       @ 50         Piper Albapo. 35       @ 30 | Spts. Vini Rect. bbl. @ 2 46             | Vermilion, English. 70@ 75       |
| 50 | FIIX DUITEUIL (m. 7                                                                                                                        | Spts. Vini Rect. ½bbl @ 2 51             | Green, Paris 131/2 19            |
| 60 | Plumbi Acet 10@ 12                                                                                                                         |                                          | Green, Peninsular. 1300 18       |
| 50 | Pulvis Ipecac et Opii 1 10@ 1 20                                                                                                           |                                          | Lead, Red 51/60 8                |
| 60 | Pyrethrum, boxes H.                                                                                                                        | Spts. Vini Rect. 5gal @ 2 56             | Lead, white 51/20 6              |
|    | & P. D. Co., doz @ 1 25                                                                                                                    | Less 5c gal. cash 10 days.               | Whiting, white Span @ 70         |
| 50 |                                                                                                                                            | Strychnia, Crystal 1 40@ 1 45            | Whiting, gilders' @ 30           |
| 50 |                                                                                                                                            | Sulphur, Subl 21/2@ 3                    | White, Paris Amer. @ 100         |
| 75 | Quassiæ 8@ 10                                                                                                                              | Sulphur, Roll 200 214                    | White, Paris Amer @ 1 00         |
| 50 | Quinia, S. P. & W 28@ 33                                                                                                                   | Tamarinds 800 10                         | Whiting, Paris Eng.              |
| 75 | Quinia, S. German. 22@ 31                                                                                                                  | Terebenth Venice 2800 30                 | cliff @ 1 40                     |
| 75 | Quinia, N.Y 28@ 33                                                                                                                         | Theobromæ 42@ 45                         | Universal Prepared. 1 00@ 1 15   |
| 00 | Rubia Tinctorum 12@ 14                                                                                                                     | Vanilla 9 00@16 00                       |                                  |
| 50 | SaccharumLactis pv 18@ 20                                                                                                                  |                                          | Varnishes                        |
| 50 | Salacin 3 00@ 3 10                                                                                                                         | Zinci Sulph 7@ 8                         | 1. ministres                     |
|    | Sanguis Draconis 400 50                                                                                                                    |                                          | No. 1 Turp Coach 1 10@ 1 20      |
| 30 |                                                                                                                                            | Oils                                     | Extra Turp 1 60@ 1 70            |
| 50 | Sapo, W 12@ 14                                                                                                                             | BBL. GAL.                                | Coach Rody 9 750 2 00            |
| 50 | Sapo, M 10@ 12                                                                                                                             | Whale, winter 70 70                      | Coach Body 2 75@ 3 00            |
| 50 | Sapo, G @ 15                                                                                                                               | Lard, extra 40 45                        | No. 1 Turp Furn 1 00@ 1 10       |
| 50 | Siedlitz Mixture 20 @ 22                                                                                                                   |                                          | Extra Turk Damar. 1 55@ 1 60     |
| 50 |                                                                                                                                            | Lard, No. 1 35 40                        | Jap. Dryer, No.1Turp 70@ 75      |
|    |                                                                                                                                            |                                          |                                  |

# Hazeltine & Perkins Drug 60.

\*\*\*\*

## Sundry Department

We invite examination of our remodeled and handsome sundry department now in charge of Mr. J. H. Hagy. We display in sample show cases complete lines of the following goods.

Perfumes Soaps Combs
Mirrors Powder Puffs
Tooth, Nail, Hair, Cloth, Infant, Bath, and
Shaving Brushes
Fountain and Family Syringes

Tweezers Key Rings Cork Screws

Razors Razor Strops
Violin, Guitar and Banjo Strings
Atomizers

Suspensory Bandages
Toilet and Bath Sponges

And many other articles too numerous to mention. Goods are up to date and prices right.

## Hazeltine & Perkins Drug Go.

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.                                                                                                                | CHEDGE                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                                    |                                                                                                                 | T                                                                                                             |                                                                                                                                         |
|-----------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------|
| doz. gross<br>Aurora55 6 00                                                                                                 | CHEESE.  Acme                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | CATSUP. Columbia, pints                                                                                                            | FARINACEOUS GOODS.<br>Farina.<br>24 1 lb. packages                                                              | Souders'.  Oval bottle, with corkscrew.  Best in the world for the                                            | SALERATUS. Packed 60 lbs. in box.                                                                                                       |
| Castor Oil                                                                                                                  | Byron @ 9½<br>  Elsie @ 10                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | CLOTHES PINS. 5 gross boxes40                                                                                                      | Bulk, per 100 lbs 3 50 <b>Grits.</b> Walsh-DeRoo Co.'s 2 40                                                     | money.                                                                                                        | Church's       3 30         Deiand's       3 15         Dwight's       3 30                                                             |
| IXL Golden, tin boxes 75 9 00  Mica, tin boxes75 9 00  Paragon55 6 00                                                       | Gem                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | CONDENSED MILK.                                                                                                                    | Bulk in 100 lb. bags3 40                                                                                        | Grade<br>Lemon.                                                                                               | Taylor's3 00                                                                                                                            |
| BAKING POWDER.                                                                                                              | Ideal                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | Gail Borden Eagle 6 75<br>Crown                                                                                                    | Barrels                                                                                                         | 2 oz 75<br>4 oz 1 50                                                                                          | Granulated, bbls 1 10<br>Granulated, 100 lb cases 1 50                                                                                  |
| Absolute.                                                                                                                   | Sparta @ 9½<br>  Brick @ 9                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Daisy         5 75           Champion         4 50           Magnoita         4 25           Challenge         3 50                | Dried Lima                                                                                                      | Regular<br>Vanilla.                                                                                           | Lump, bbls                                                                                                                              |
| 1 lb cans doz                                                                                                               | Edam                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | COUPON BOOKS.                                                                                                                      | Maccaroni and Vermicelli. Domestic, 10 lb. box                                                                  | SOUDERS 2 oz 1 20 4 oz 2 40                                                                                   | SALT. Diamond Crystal. Cases, 24 3-lb boxes                                                                                             |
| 1 lb cans 3 doz. 45 1 lb cans 3 doz. 75 1 lb cans 1 doz. 1 00                                                               | Limburger.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | TRADESMANS STRADESMAN                                                                                                              | Common       2 00         Chester       2 10         Empire       2 3J                                          | FLAVORING REGULAR 202150                                                                                      | Barrels, 100 3 lb bags2 75<br>Barrels, 40 7 lb bags 2 40                                                                                |
| Bulk                                                                                                                        | CHOCOLATE. Walter Baker & Co.'s. German Sweet                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                                                                                                                    | Green, bu                                                                                                       | COYAL 2 OZ 1 50 4 OZ 3 00                                                                                     | Butter, 28 lb. bags. 30<br>Butter, 56 lb bags. 60<br>Butter, 20 14 lb bags. 3 00                                                        |
|                                                                                                                             | Premium                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                    | Split, per lb. 2  Rolled Oats.  Rolled Avena, bbl. 4 75  Monarch, bbl. 4 45                                     | MEMEDYSEXIRACI XX Grade Vanilla.                                                                              | Butter, 280 lb bbls                                                                                                                     |
| 0 010 00                                                                                                                    | Cotton, 40 ft, per doz 1 00<br>Cotton, 50 ft, per doz 1 20                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Tradesman Grade.                                                                                                                   | Monarch, ½ bbl                                                                                                  | DAYTON.0. 2 oz 1 75 4 oz 3 50                                                                                 | 100 3 lb sacks       2 60         60 5-lb sacks       1 85         28 11-lb sacks       1 70                                            |
| ARCTIC 3                                                                                                                    | Cotton, 60 ft, per doz 1 40<br>Cotton, 70 ft, per doz 1 60<br>Cotton, 80 ft, per doz 1 80                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 50 books, any denom 1 50<br>100 books, any denom 2 50<br>500 books, any denom 11 50                                                | Quaker, cases 3 20 Sago.                                                                                        | GUNPOWDER. Rifle—Dupont's.                                                                                    | Worcester. 50 4 lb. cartons3 25                                                                                                         |
|                                                                                                                             | Jute, 60 ft. per dos 80 Jute. 72 ft. per dos 95                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 1,000 books, any denom20 00<br>Economic Grade.                                                                                     | East India                                                                                                      | Kegs 4 00<br>Half Kegs 2 25<br>Quarter Kegs 1 25                                                              | 115 2½1b. sacks                                                                                                                         |
|                                                                                                                             | Bulk                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 50 books, any denom 1 50<br>100 books, any denom 2 50<br>500 books, any denom 11 50                                                | 24 2 lb packages                                                                                                | 1 lb. cahs                                                                                                    | 30 10 lb. sacks       3 50         28 lb. linen sacks       32         56 lb. linen sacks       60                                      |
| Soic                                                                                                                        | COCOA SHELLS.<br>20 lb bags                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 1,000 books, any denom20 00                                                                                                        | Fish.                                                                                                           | Choke Bore—Dupont's. Kegs                                                                                     | Warsaw.                                                                                                                                 |
| BAKING POWDER                                                                                                               | Less quantity 3 Pound packages 4 CREATI TARTAR.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | COUPON                                                                                                                             | Georges cured @ 4<br>Georges genuine @ 5½                                                                       | Half Kegs                                                                                                     | 56-lb dairy in drill bags 30<br>28-lb dairy in drill bags 15                                                                            |
| 34 lb cans. 6 doz case 38                                                                                                   | 5 and 10 lb. wooden boxes, 30-35                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Universal Grade. 50 books, any denom 1 50 100 books, any denom 2 50                                                                | Strips or bricks 5 @ 7½ Halibut.                                                                                | Eagle Duck—Dupont's. Kegs                                                                                     | Ashton. 56-lb dairy in linen sacks 60                                                                                                   |
| 1 lb cans, 4 doz case 66<br>1 lb cans, 2 doz case 1 00<br>5 lb cans, 1 doz case 5 00                                        | Green.<br>Rio,                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 500 books, any denom11 50<br>1,000 books, any denom20 00                                                                           | Chunks                                                                                                          | Half Kegs                                                                                                     | Higgins. 56-lb dairy in linen sacks 60                                                                                                  |
| 6 oz Eng. Tumblers 85 El Purity.                                                                                            | Fair     10       Good     12       Prime     13                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Superior Grade. 50 books, any denom 1 50 100 books, any denom 2 50                                                                 | Holland white hoops keg. 70<br>Holland white hoops bbl. 8 50<br>Norwegian                                       | LICORICE.                                                                                                     | Solar Rock. 56-lb sacks                                                                                                                 |
| 1 lb cans per doz                                                                                                           | Golden                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 500 books, any denom11 50<br>1,000 books, any denom20 00<br>Coupon Pass Books,                                                     | Round 100 lbs<br>Round 40 lbs                                                                                   | Calabria         25           Sicily         14           Root         10                                     | Common.         65           Medium Fine                                                                                                |
| Home.  ⅓ lb cans 4 doz case 35                                                                                              | Santos. Fair                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Can be made to represent any denomination from \$10 down. 20 books 1 00                                                            | Mess 100 lbs                                                                                                    | MASON FRUIT JARS.<br>Pints, 1 doz. box, per gross 4 75                                                        | SEEDS.                                                                                                                                  |
| 1 lb cans 4 doz case 55<br>lb cans 2 doz case 90                                                                            | Prime                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 50 books 2 00<br>100 books 3 00<br>250 books 6 25                                                                                  | Mess 10 lbs                                                                                                     | Quarts, 1 d'z. box, per gr'ss 5 00<br>Half gal. 1 d'z. b'x, p'r gr'ss 7 00<br>Fruit Jar Rubbers, p'r gr'ss 25 | Canary, Smyrna 4<br>Caraway 10<br>Cardamon, Malabar 80                                                                                  |
| JAXON                                                                                                                       | Mexican and Guatamala.   Fair                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 500 books                                                                                                                          | No. 1 100 lbs. 12 75<br>No. 1 40 lbs. 5 4)<br>No. 1 10 lbs. 1 43<br>No. 1 8 lbs. 1 16                           | Mason Caps only, per gross 2 25<br>Glass Cover Fruit Jars,<br>"The Best" Fruit Keeper.                        | Hemp, Russian 4<br>Mixed Bird 44<br>Mustard, white 64                                                                                   |
| 14 lb cans, 4 doz case 45<br>15 lb cans, 4 doz case 85                                                                      | Fancy                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 500, any one denom'n 3 00 1000, any one denom'n 5 00                                                                               | No. 2 100 lbs. 10 75<br>No. 2 40 lbs. 4 60<br>No. 2 10 lbs. 1 22                                                | Pints, 1 doz box, per gross 5 50<br>Quarts, 1 d'z. box, per gr'ss 5 75<br>Half gal. 1 d'z b'x, p'r gr'ss 7 75 | Poppy 8 Rape 5 Cuttle Bone 20                                                                                                           |
| 1 lb cans, 2 doz case 1 60<br>Jersey Cream.                                                                                 | Prime                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 2000, any one denom'n 8 00                                                                                                         | No. 2 8 lbs                                                                                                     | MINCE MEAT. Ideal, 3 doz. in case                                                                             | SNUFF. Scotch, in bladders 37                                                                                                           |
| 1 lb. cans, per doz 2 00<br>9 oz. cans, per doz 1 25<br>6 oz. cans, per doz 85                                              | Interior                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Apples. Sundried @ 3½ Evaporated 50 lb boxes 5 @ 6                                                                                 | Russian kegs 55                                                                                                 | MATCHES.                                                                                                      | Maccaboy, in jars 35<br>French Rappee, in jars 43                                                                                       |
| Our Leader.                                                                                                                 | Mandehling                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | California Fruits. Apricots 9 @10                                                                                                  | No. 1 100 lbs     4 00       No. 1 40 lbs     1 90       No. 1 10 lbs     55       No. 1 8 lbs     47           | Diamond Match Co.'s brands.  No. 9 sulphur                                                                    | SPICES. Whole Sifted.                                                                                                                   |
| 1 lb cans                                                                                                                   | Arabian24                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Nectarines 6 @   Peaches 7½@ 9                                                                                                     | Whitefish. No. 1 No. 2 Fsm 100 lbs 6 00 5 00                                                                    | No. 2 Home 1 10<br>Export Parlor 4 00                                                                         | Cassia, Batavia in bund 20                                                                                                              |
| Peerless.  1 lb. cans                                                                                                       | Clark-Jewell-Wells Co.'s Brands<br>Fifth Avenue28<br>Jewell's Arabian Mocha28                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Pears 8 @ Pitted Cherries 12 Prunnelles 12                                                                                         | 40 lbs 2 70 2 30 10 lbs 75 65 8 lbs 63 55                                                                       | New Orleans.                                                                                                  | Cassia, Saigon in rolls 32<br>Cloves, Amboyna 15<br>Cloves, Zanzibar 9<br>Mace, Batavia 60                                              |
| American                                                                                                                    | Wells' Mocha and Java                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | California Prunes. 100-120 25 lb boxes @ 3%                                                                                        | FLAVORING EXTRACTS.                                                                                             | Fair     14       Good     20       Fancy     24       Open Kettle     25@35                                  | Nutmegs, fancy       60         Nutmegs, No. 1       50         Nutmegs, No. 2       45                                                 |
| CONDENCED                                                                                                                   | Valley City Maracaibo         18½           Ideal Blend         14           Leader Blend         12                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 90-100 25 lb boxes @ 4<br>80 - 90 25 lb boxes @ 4¼<br>70 - 80 25 lb boxes @ 5                                                      |                                                                                                                 | Half-barrels 2c extra.                                                                                        | Pepper, Singapore, black 9<br>Pepper, Singapore, white 12<br>Pepper, shot 10                                                            |
| COMPENSED                                                                                                                   | Worden Grocer Co.'s Brands<br>Quaker Arabian Mocha28                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 60 - 70 25 lb boxes                                                                                                                | SA E                                                                                                            | Clay, No. 216                                                                                                 | Pure Ground in Bulk. Allspice                                                                                                           |
| PEAKL                                                                                                                       | Quaker Mandehling Java30<br>Quaker Mocha and Java27<br>Toko Mocha and Java24                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 30 - 40 25 lb boxes @ 14 cent less in 50 lb cases Raisins.                                                                         |                                                                                                                 | Cob, No. 3                                                                                                    | Cassia, Batavia 22<br>Cassia, Saigon 35<br>Cloves, Amboyna 20                                                                           |
| BLUING                                                                                                                      | Quaker Golden Santos 18<br>State House Blend 16½<br>Quaker Golden Rio 16                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | London Layers 2 crown-<br>London Layers 3 Crown.                                                                                   | EXTRACTS.                                                                                                       | 48 cans in case.  Babbitt's                                                                                   | Cloves, Zanzibar         15           Ginger, African         15           Ginger, Cochin         20                                    |
| 1 doz. pasteboard Boxes 40<br>3 doz. wooden boxes 1 20<br>BROOMS.                                                           | Package.  Below are given New York prices on package coffees, to                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | London Layers 5 Crown. Dehesias                                                                                                    | Jennings'. D. C. Vanilla D. C. Lemon                                                                            | PICKLES.                                                                                                      | Ginger, Jamaica 22 Mace, Batavia 70 Mustard, Eng. and Trieste 20                                                                        |
| No. 1 Carpet                                                                                                                | which the wholesale dealer                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Bobbles                                                                                                                            | 2 oz.     1 20     2 oz.     75       3 oz.     1 50     3 oz.     1 00       4 oz.     2 00     4 oz.     1 40 | Barrels, 1,200 count 4 00<br>Half bbls, 600 count 2 50                                                        | Nutmegs,                                                                                                                                |
| No. 3 Carpet.       1 50         No. 4 Carpet.       1 15         Parlor Gem       2 00                                     | 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 big shipping the latest the state of the st | Currants.   Patras bbls                                                                                                            | 6 oz3 00 6 oz2 00<br>No. 8 4 00 No. 82 40<br>No. 106 00 No. 104 00                                              | Small. Barrels, 2,400 count 5 00                                                                              | Pepper, Sing., black       .10@14         Pepper, Sing., white       .15@18         Pepper, Cayenne       .17@20         Sage       .18 |
| Parlor Gem         2 00           Common Whisk         70           Fancy Whisk         80           Warehouse         2 25 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                    | No. 2 T.1 25<br>No. 3 T.2 00<br>No. 3 T.1 35<br>No. 4 T.2 40<br>No. 4 T.1 50                                    | Half bbls, 1,200 count 3 00                                                                                   | SYRUPS.                                                                                                                                 |
| 8s7                                                                                                                         | weight of package. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Citron American 10 lb bx @14<br>Lemon American 10 lb bx @12<br>Orange American 10 lb bx @12                                        | HERBS. Sage                                                                                                     | Domestic. Carolina head                                                                                       | Corn.  Barrels                                                                                                                          |
| Paraffine                                                                                                                   | Arbuckle                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Raisins. Ondura 28 lb boxes @ 81/2                                                                                                 | INDIGO.  Madras, 5 lb boxes 55 S. F., 2, 3 and 5 lb boxes 50                                                    | Carolina No. 1       5         Carolina No. 2       4½         Broken       3                                 | Pure Cane.                                                                                                                              |
| Canitowoc Peas.  Lakeside Marrowfat 1 00 Lakeside E. J. 1 20                                                                | Extract.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Sultana 1 Crown       Ø         Sultana 2 Crown       Ø 9½         Sultana 3 Crown       Ø 10½         Sultana 4 Crown       Ø 10½ | 15 lb pails                                                                                                     | Japan, No. 1                                                                                                  | Good                                                                                                                                    |
| Lakeside E. J 1 30<br>Lakeside, Cham. of Eng 1 40<br>Lakeside, Gem, Ex. Sifted. 1 65                                        | Hummel's foil ½ gross 1 15<br>Hummel's foil ½ gross 85<br>Hummel's tin ½ gross 1 48                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Sultana 4 Crown @ @ @ @ @ @ @ @ @ @ @ @                                                                                            | Condensed, 2 doz 1 20<br>Condensed, 4 doz 2 25                                                                  | Java, No. 1                                                                                                   | Boxes                                                                                                                                   |
|                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                    |                                                                                                                 |                                                                                                               |                                                                                                                                         |

| SOAP.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | SUGAR.                                                                                                | Candies.                                                             | Grains and Feedstuffs                                                                                                                                                                              | Provisions.                                                                                 | Const                                                                                                                                        |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------|
| Arm , 's Brands. Armour's Lamily 2 70                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | Below are given New York<br>prices on sugars, to which the<br>wholesale dealer adds the local         | Stick Candy.                                                         | -                                                                                                                                                                                                  | Swift & Company quote a                                                                     | Crockery and Glassware.                                                                                                                      |
| Armour's Laundry 3 25 Armour's White, 100s 6 25 Armour's White, 50s 3 20                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | shipping point, giving your                                                                           | Standard bbls. pail                                                  | 6 DU                                                                                                                                                                                               | Barreled Pork                                                                               | AKRON STONEWARE.                                                                                                                             |
| Armour's Kitchen Brown 2 of                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | from the market in which he                                                                           | Standard Twist 6 @ 8                                                 | Winter Wheat Flour. Local Brands.                                                                                                                                                                  | Mess         9 5           Back         11 0           Clear back         11 2              | Butters.                                                                                                                                     |
| Armour's Mottled German 2 40                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | including 20 pounds for the weight of the barrel. Cut Loaf                                            | Jumbo, 32 1b @ 65                                                    | Straight                                                                                                                                                                                           | Pig                                                                                         | 10 gal. per gal                                                                                                                              |
| Single box                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Domino 5 56                                                                                           | Boston Cream                                                         | Graham 4 40<br>Buckwheat 2 40                                                                                                                                                                      | Dry Salt Meats.                                                                             | 15 gal. meat-tubs, per gal. 8                                                                                                                |
| 5 box lots, delivered                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | Powdered                                                                                              | Competition @ 65                                                     | Subject to usual cash dis-                                                                                                                                                                         | Briskets                                                                                    | 30 gal meat-tubs, per gal. 10                                                                                                                |
| JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd3 33                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                       | Royal @ 71                                                           | ditional.                                                                                                                                                                                          | Hams, 12 lb average 10 Hams, 14 lb average 93                                               | 2 to 6 gal., per gal 51/2                                                                                                                    |
| American Family, wrp'd 3 33<br>American Family, unwrp'd.3 27<br>Dome                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Diamond Confec A 5 of                                                                                 | Broken                                                               | Worden Grocer Co.'s Brand. Quaker, \( \frac{1}{2} \s \text{S} \) 5 60 Quaker, \( \frac{1}{2} \s \text{S} \) 5 00                                                                                   | Hams, 16 lb average 914<br>Hams, 20 lb average 834                                          | Milkpans.                                                                                                                                    |
| Savon. 2 50 Dusky Diamond, 50 6 oz. 2 10 Dusky Diamond, 50 8 oz. 3 00 Blue India, 100 ¾ 1b. 3 00 Kivichica                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Confec. Standard A 4 94<br>No. 1 4 81<br>No. 2 4 81                                                   | English Rock. @ Kindergarten. @ 8½ French Cream @ 9                  | Quaker, ½s                                                                                                                                                                                         | Bacon, clear                                                                                | Fine Glazed Milkpans.                                                                                                                        |
| Blue India, 100 ¾ lb 3 00<br>Kirkoline 3 75<br>Eos 3 65                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 110. 1 4 10                                                                                           | Valley Cream                                                         | Clark-Jewell-Wells Co.'s Brand. Pillsbury's Best 1/8 s. 6 05 Pillsbury's Best 1/4 s. 5 95                                                                                                          | Cooked ham                                                                                  | 1 gal. flat or rd. bot., each 51/2 Stewpans.                                                                                                 |
| One box American Family free with five.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | No. 6 4 4 6<br>No. 7 4 63<br>No. 8 4 50<br>No. 9 4 44                                                 |                                                                      | Pillsbury's Best \( \frac{48}{28} \). \( \frac{5}{2} \) 95<br>Pillsbury's Best \( \frac{48}{28} \) paper. \( \frac{5}{2} \) 85<br>Pillsbury's Best \( \frac{48}{28} \) paper. \( \frac{5}{2} \) 85 | Compound                                                                                    | ½ gal. fireproof, bail, doz. 85<br>1 gal. fireproof, bail, doz.1 10                                                                          |
| Schulte Soap Co.'s Brand.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | No. 9. 4 44<br>No. 10. 4 38<br>No. 11. 4 31                                                           | Choc. Drops 11 @14                                                   | Grand Republic 1/8                                                                                                                                                                                 | 50 lb Tubsadvance                                                                           | Jugs.                                                                                                                                        |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | No. 12                                                                                                | Gum Drops @ 5<br>Moss Drops @ 5                                      | Grand Republic, 48 5 80                                                                                                                                                                            | 10 lb Pails advance 34 5 lb Pails advance 34                                                | ½ gal. per doz 50<br>1 to 5 gal., per gal 6½<br>Tomato Jugs.                                                                                 |
| SS 4A OE BYLUKS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | No. 14     4 06       No. 15     3 00       No. 16     3 94                                           | Imperials @ 8½                                                       | Gold Medal 1/8 6 00                                                                                                                                                                                | Sausages.                                                                                   | ½ gal., per doz                                                                                                                              |
| 100 cakes, 75 lbs.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | TABLE SAUCES.                                                                                         | Fancy-In 5 lb. Boxes. Lemon Drops @50                                | Parisian, 188                                                                                                                                                                                      | Frankfort 6½                                                                                | Preserve Jars and Covers.                                                                                                                    |
| 5 box lots 2 75<br>10 box lots 2 70<br>25 box lots 2 60                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Lea & Perrin's, large4 75<br>Lea & Perrin's, small2 75<br>Halford, large3 75                          | Peppermint Drops. (250)<br>Chocolate Drops (260)                     | Olney & Judson's Brand                                                                                                                                                                             | Blood 672 Tongue 9                                                                          | l gal., stone cover, doz1 00                                                                                                                 |
| Wolverine Soap Co.'s Brands.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Halford, large 3 75<br>Halford small 2 25<br>Salad Dressing, large 4 55<br>Salad Dressing, small 2 65 | Gum Drops                                                            | Ceresota, ¼s                                                                                                                                                                                       | Beef. Extra Mess                                                                            | 5 lbs. in package, per lb 2  LAMP BURNERS.                                                                                                   |
| WOLVERINE                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | TOBACCOS.                                                                                             | A. B. Licorice Drops @50<br>Lozenges, plain @50<br>Lozenges, printed | Worden Grocer Co.'s Brand.                                                                                                                                                                         | Rump                                                                                        | No. 0 Sun                                                                                                                                    |
| The state of the s | Cigars.                                                                                               | Mottoes                                                              | Laurel, ¼s. 5 90<br>Laurel, ½s. 5 80                                                                                                                                                               | Kits, 15 lbs                                                                                | Tubular. 50<br>Security, No. 1 65<br>Security, No. 2 85<br>Nutmer 85                                                                         |
| Single box        2 65         5 box lots, delivered       2 60         10 box lots, delivered       2 50                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Clark-Jewell-Wells Co.'s brand.<br>New Brick35 00                                                     | Hand Made Creams. 80 @90                                             | Bolted                                                                                                                                                                                             | 1/2 bbls, 80 lbs                                                                            | Climax 1 50                                                                                                                                  |
| Allen B. Wrisley's Brands.<br>Old Country, 80 1-lb. bars 2 75                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Morrison, Plummer & Co.'s b'd.                                                                        | String Rock                                                          | St Car Food agreement.                                                                                                                                                                             | 1 40 1/2 bbls, 80 lbs                                                                       | No. 0 Sun                                                                                                                                    |
| Good Cheer, 60 1-lb. bars                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Governor Yates, 4½ in58 00<br>Governor Yates, 4¾ in65 00<br>Governor Yates, 5¼ in70 00                | Wintergreen Berries @55                                              | No. 1 Corn and Oats. 13 50<br>Unbolted Corn Meal 13 00<br>Winter Wheat Bran 11 00<br>Winter Wheat Bran 11 00                                                                                       | Pork                                                                                        | No. 1 Sun 1 88<br>No. 2 Sun 2 70<br>First Quality.                                                                                           |
| Sapolio, kitchen, 3 doz 2 40                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Monitor30 00                                                                                          | No. 1 wrapped, 2 lb.                                                 | Screenings                                                                                                                                                                                         | Buttarine 60                                                                                | No. 0 Sun, crimp top,<br>wrapped and labeled 2 10<br>No. 1 Sun, crimp top,                                                                   |
| Sapolio, hand, 3 doz 2 40 Washing Powder.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | H. & P. Drug Co.'s brand.  Quintette35 00                                                             | No. 1 wrapped, 3 lb.<br>boxes                                        | New Corn.                                                                                                                                                                                          | Rolls, dairy                                                                                | No. 2 Sun, crimp top,                                                                                                                        |
| Rub-Ho-More                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | G. J. Johnson Cigar Co.'s brand.                                                                      | boxes                                                                | Car lots                                                                                                                                                                                           | Canned Masta                                                                                | No. 0 Sun. crimp top                                                                                                                         |
| 3                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                                                                                       | Fruits.                                                              | $\begin{array}{cccc} \text{Car lots.} & 22\frac{1}{2} \\ \text{Carlots, clipped.} & 25\frac{1}{2} \\ \text{Less than car lots.} & 27 \end{array}$                                                  | Corned beef, 2 lb. 2 10 Corned beef, 14 lb. 14 00 Roast beef, 2 lb. 2 10 Potted ham, 48. 50 | wrapped and labeled 2 55 No. 1 Sun, crimp top, wrapped and labeled 2 75 No. 2 Sun, crimp top, wrapped and labeled 2 75                       |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 0 10 1                                                                                                | Oranges. Choice Naples.                                              | Hav                                                                                                                                                                                                |                                                                                             | CHIMNEYS—Pearl Ton                                                                                                                           |
| A Mast Present, but Bracton  Washing Rowder                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 100 00 00 00 00 00 00 00 00 00 00 00 00                                                               | 160s                                                                 | No. 1 Timothy carlots 9 00<br>No. 1 Timothy, ton lots 10 00                                                                                                                                        | Potted tongue \( \frac{1}{2} \s \tag{60} \) Potted tongue \( \frac{1}{2} \s \tag{100} \)    | No. 1 Sun, wrapped and labeled                                                                                                               |
| THE SUMMIT CITY SOAP WORKS.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | S. C. W                                                                                               | 160 Imperials                                                        | Crackers.                                                                                                                                                                                          | Erock Mant                                                                                  | No. 2 Hinge wranned and                                                                                                                      |
| 100 12 oz pkgs                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | A                                                                                                     | Strictly choice 360s @3 50<br>Strictly choice 300s @3 50             | The N. Y. Biscuit Co. quotes as follows:                                                                                                                                                           | Fresh Meats.                                                                                | labeled 4 88 No. 2 Sun, "Small Bulb," for Globe Lamps 80                                                                                     |
| STARCH.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | STAR GREEN                                                                                            | Ex.Fancy 300s @4 50                                                  | Seymour XXX 4 Seymour XXX, 3 lb. carton 4½ Family XXX                                                                                                                                              | Beef. Carcass                                                                               | La Bastie.  No. 1 Sun. plain bulb, per doz                                                                                                   |
| KINGSFORD WEG                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                                                                                       | Bananes.                                                             | Family XXX 3 lb corton                                                                                                                                                                             | Loins No. 3 9 @12<br>Ribs 9 @12                                                             | No. 2 Sun, plain bulb, per<br>doz                                                                                                            |
| STURRED CONSTRAIN                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | CIGAR<br>Star Green35 00                                                                              | Medium bunches                                                       | Salted XXX, 3 lb carton 4½ Soda.                                                                                                                                                                   | Rounds 6½@ 7½ Chucks 4 6 5 Plates @ 3                                                       | Rochester.                                                                                                                                   |
| STARCH LANGS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                                                                       | Fige Chaice I                                                        |                                                                                                                                                                                                    | Pork. Dressed                                                                               | No. 1, Lime (65c doz) 3 50<br>No. 2, Lime (70c doz) 4 00<br>No. 2, Flint (80c doz) 4 70                                                      |
| 40 1-lb packages 6                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Malt White Wine                                                                                       | 10 lb                                                                | Zephyrette                                                                                                                                                                                         | Loins @ 8 Shoulders @ 6½ Leaf Lard 5½@ 8  Mutton.                                           | Electric.  No. 2, Lime (70c doz) 4 00  No. 2, Flint (80c doz) 4 40                                                                           |
| Kingsford's Silver Gloss.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | No. 1, per gross                                                                                      | Dates, Fards in 60 lb                                                | Overton                                                                                                                                                                                            | Carcass                                                                                     | 1 gal tin cans with spout. 1 25                                                                                                              |
| 6-lb boxes                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | No. 2, per gross                                                                                      | Cases                                                                | Turina Oyster, AAA 4                                                                                                                                                                               | Carcass 71/2@ 8                                                                             | 1 gal galv iron with spout. 1 65<br>2 gal galv iron with spout. 2 87<br>3 gal galv iron with spout. 3 50                                     |
| 64 10c packages                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Fish and Oysters                                                                                      | Dates, Sairs 60 lb cases @ 4                                         | SWEET GOODS—Boxes. Animals 9 Bent's Cold Water 13                                                                                                                                                  | Hides and Pelts.                                                                            | 3 gal galv iron with spout. 3 50<br>5 gal galv iron with spout. 4 75<br>3 gal galv iron with faucet 4 75<br>5 gal galv iron with faucet 5 25 |
| Common Corn.<br>20 1 lb. packages                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Fresh Fish.                                                                                           | Nuts.                                                                | Cocoanut Taffy 8<br>Coffee Cakes                                                                                                                                                                   | Perkins & Hess pay as follows:                                                              | 5 gal galv iron with faucet 5 25 5 gal Tilting cans 8 00 5 gal galv iron Nacefas 9 00 Pump Cans                                              |
| 40 1 lb. packages                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Whitefish @ 9                                                                                         | Almonds, Tarragona @121/2                                            | Graham Crackers 6<br>Ginger Snaps, XXX round 5                                                                                                                                                     | Green Hides.                                                                                | 5 gal Rapid steady stream. 9 00<br>5 gal Eureka non-overflow 10 56                                                                           |
| Common Gloss.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                                                                                       | Almonds, Ivaca                                                       | Gin. Snps, XXX home made 5 Gin. Snps, XXX scalloned 5                                                                                                                                              | Part cured                                                                                  | 5 gal Pirate King 9 50                                                                                                                       |
| 6-1b packages                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Boiled Lobster @ 18                                                                                   | Wainuts, Grenobles @10                                               | Imperials                                                                                                                                                                                          | Kips, cured                                                                                 | LANTERNS.  No. 0 Tubular                                                                                                                     |
| STOVE POLISH.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Cod       @ 10         Haddock       @ 8         No. 1 Pickerel       @ 8         Pike       @ 7      | Walnuts, Calif No. 1. Walnuts, soft shelled Calif                    | Molasses Cakes                                                                                                                                                                                     | Callskins, cured 9 @101/                                                                    | No. 13 Tubular Dash 6 30<br>No. 1 Tub., glass fount 7 00<br>No. 12 Tubular, side lamp . 14 00<br>No. 3 Street Lamp 3 75                      |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Red Snapper @ 8                                                                                       | Pecans, Med                                                          | Pretzels, hand made 6<br>Pretzelettes, Little German 6<br>Sugar Cake                                                                                                                               | Shearlings       5@ 30         Lambs       25@ 60         Old Wool       60@ 90             | LANTERN GLORES                                                                                                                               |
| Chameline                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Mackerel @ 12½                                                                                        | Pecans, Ex. Large @12<br>Pecans, Jumbos @14<br>Hickory Nuts per bu   | Sultanas                                                                                                                                                                                           | Oils.                                                                                       | No. 0 Tubular, cases 1 doz. each, box 10 cents 45  No. 0 Tubular, cases 2 doz. each box 15 cents.                                            |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Oysters in Cans.<br>F. H. Counts @ 38                                                                 | Ohio, new @ Cocoanuts, full sacks @3 50  Peanuts.                    | Pecan Wafers                                                                                                                                                                                       | Barrels. Eocene @11½                                                                        | each, box 15 cents                                                                                                                           |
| ENAMELINE &                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Selects                                                                                               | Fancy, H. P., Suns. @ 7                                              | Boston Ginger Nuts 6                                                                                                                                                                               | W W Michigan @ 8½ Diamond White                                                             | LAMP WICKS.                                                                                                                                  |
| No. 4, 3 doz in case, gross 4 50<br>No. 6, 3 doz in case, gross 7 20                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Shell Goods.                                                                                          | Choice, H. P., Extras. 6 4                                           | Penny Cakes                                                                                                                                                                                        | D., S. Gas. 6 8 Deo. Naptha 6 7½  ylinder 25 636                                            | No. 0 per gross       20         No. 1 per gross       25         No. 2 per gross       38                                                   |
| , 0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | , par 100 300 1 W 1                                                                                   | Roasted @ 6                                                          | Belle Isle Picnic 10                                                                                                                                                                               | lack winter                                                                                 | No. 3 per gross 58<br>Mammoth 70                                                                                                             |

#### Downed Old Nicotine

"Did I ever tell you why I swore off smoking?" asked a veteran traveling man, as the younger members of the party lighted up their weeds and settled back for an after-dinner smoke. "No? party lighted up their weeds and settled back for an after-dinner smoke. "No? Well, I'll amuse myself with a recital of my troubles, while you fellows are busy trying to make chimneys of yourselves. I think I must have had a hereditary desire to smoke. Anyhow, I started in before I had reached my teens, borrowing my respected parent's old briar pipe and burning up his strong tobacco out in a secluded corner of the old barn. Of course, I was discovered old barn. Of course, I was discovered and read a severe lecture on the danger to a boy's health from the nicotine. Of course, I promised not to do it again, but somehow in my childish way again, but somehow in my childish way I figured out that my health was as good as my dad's and that if he could stand it I could. So I kept on sub rosa. One day, when I dropped a match and nearly burned the barn down, I did get a fright and let the weed alone for a couple of weeks, but it was not long before I was soon at it again. The older I grew the more I smoked, and between pipe, cigar and chewing tobacco, I managed to keep using tobacco pretty continually. The last thing before I went to bed in the evening I would drop a little chunk of juicy plug in my mouth and roll off to pleasant dreams. If I did not find it there in the morning it mouth and roll off to pleasant dreams. If I did not find it there in the morning it did not make much difference. For a long time I did not realize how strongly the tobacco habit was becoming fixed on me. I always flattered myself with the belief that I could quit whenever I wanted to. One bright summer day I planned to go out with a friend to spend the day shooting in the country about fifteen miles from town. My friend did not smoke. In the morning when we the day shooting in the country about fifteen miles from town. My friend did not smoke. In the morning when we were starting out I carefully provided a big pouchful of tobacco, a handful of cigars, a pipe, and a generous hunk of chewing. These I did up in a bundle and dropped in the rear of the buggy with the guns. I had a little plug in my pocket, and this kept me pretty busy until we reached the shooting ground. The first thing I did was to look for my 'supplies.' You can imagine my horror and dismay to find them gone. The bundle had been jolted out of the buggy on the way out. It was then that I realized what an important part of my existence tobacco had become. All day long I suffered the tortures of Tantalus. I could do no shooting; I was too nervous for that. I could do not had a pathing but seconds. had become. All day long I suffered the tortures of Tantalus. I could do no shooting; I was too nervous for that. I could do nothing but speculate on the possibility of getting tobacco to satisfy my longings. If there had been a place within five or six miles where I could get some I would have cheerfully gone. But there was not. My friend could not understand my sufferings, but he could see that I was sufferings, He tried to get me interested in other things in vain. Finally, I proposed that we go back to town early in the afternoon. He good-naturedly consented, and we started. My one idea when we started back was to get to some place where I could get a cigar as quickly as possible. But I never smoked the cigar I wanted so badly. I have never smoked it yet. Somehow the scales fell from my eyes before I reached town and I saw my-self wearing all the galling chains of abject slavery to a foolish habit. I made a declaration to myself then and there. I said, 'Nicotine, old boy, you ll never have a chance to tother we this way l said, 'Nicotine, old boy, you'll never have a chance to torture me this way again.' He never did. It was the greatest battle of my life. The enemy did not die until he reached the last ditch, but I beat him.''

The Cartridge Trust. From the St. Paul Trade Journal.

The use of breech-loading rifles and The use of breech-loading rifles and pistols requiring copper and brass shells for their cartridges has greatly increased the ability of the soldier and huntsman to shoot quickly and with effect, and has given them ammunition easily carried and not apt to be injured by dampness, or even long-continued immersion in water; and the use of such ammunition has become world wide, and has amassed large fortunes for the concerns which control its manufacture.

In this country, however, this industry has become a strong monopoly, and it would seem one which demands an outrageous price for its commodities. The list price for long cartridges, such as are used for sporting and military rifles, is about \$30 per thousand, and the profits made by the jobber and retailer are very small and closely calculated. About the very best the jobber can do is somewhere between \$26 and \$27 per thousand cartridges.

can do is somewhere between \$26 and \$27 per thousand cartridges.
When, however, these cartridges are sold to the national and state governments, these prices are very nearly cut in half, and the big contracts made with foreign governments are on a basis considerably lower.
This condition of things exists in

This condition of things exists in spite of the fact that copper, lead, gunpowder, fulminate of silver and other materials have depreciated in price from materials have depreciated in price from 33 to 50 per cent. since the manufacture became established, and wages have been almost equally reduced, and skilled hand labor replaced by marvelously ingenious and wonderfully effective machinery. It is safe to estimate that a thousand cartridges to-day do not cost more than one-half as much to make as they did in the eighties, and yet there has been no material reduction in the price.

yet there has been no material reduction in the price.
Once in a while an "independent" concern starts in to make cartridges, but the few which have started have soon closed, it is said, through the purchase of the plant by the established concerns. It is certain that this pool of cartridge manufacturers is one of the strongest and relatively most profitable of all existing combinations.

Effect of the New Ordinance on Chicago Shippers.

Chicago, Sept. 6—The provisions of the ordinance are severe on fraudulent packing, but the representations of the commission merchants had a good effect with the Commissioner and the result is satisfactory. The chief offenders were snide dealers who repack fruit and thus defend dealers by destruine the destruine defraud dealers by destroying the de-mand for their good fruit. Already there have been a great many commendations of the move, and, as far as heard from, Michigan shippers who pack honestly are heartily in favor of the move, as they feel that at present every one, honest or otherwise, is accused of dishonest practices. practices.
One of our shippers who has been

shipping to us steadily for twenty-five years said to us: "It is just what we want. We are tired of being called frauds for the benefit of curbstone swindlers and dishonest packers." Some small fry so-called commission mer-chants are trying to create the impreschants are trying to create the impression that the committee appointed by the dealers themselves had procured the passage of the ordinance; while the fact is, they exerted all their influence to modify the harshness of its provisions, and collectively and individually worked hard to extend the time, so that all should have a chance to get ready; but there are always some ready to find fault.

The only objection reported is from those who want to use tarlatan to palm off inferior fruit as good. It will not be long before fruit covered in the old way will be looked on with suspicion of being stuffed, both in the city and

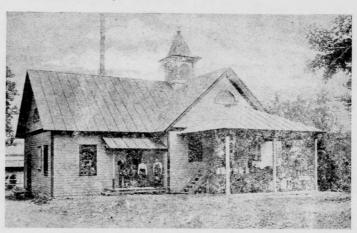
"Honest dealings and honest dollars" is the motto in the fruit business, and to that no one can object.

BARNETT BROS.

### No More Trade-Mark Frauds

No More Trade-Mark Frauds.
The Treasury Department is making active preparations to rigidly enforce the provisions of Section II of the Dingley tariff act, which was carefully drawn for the purpose of preventing the importation of goods under counterfeit ed domestic trade-marks, etc. All laws in heretofore passed have proven of little effect for this purpose, but the Department feels confident that the present law will protect American manufacturers in their property rights in their trademarks, and in order to promptly put the provision into force instructions have been sent to officers of the custom service throughout the country.

## Elgin System of Creameries

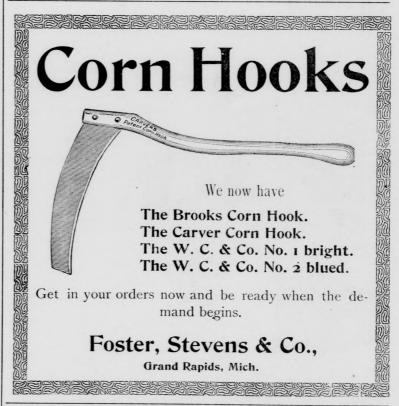


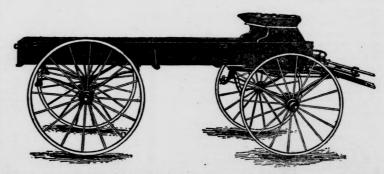
A MODEL CREAMERY OF THE TRUE SYSTEM

#### True Dairy Supply Company, 303 to 309 Lock Street, Syracuse, New York.

Contractors and Builders of Butter and Cheese Factories, Manufacturer and Dealers in Supplies. Or write

R. E. STURGIS, General Manager of Western Office, Allegan, Mich.





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

Write for new catalog.

BROWN & SEHLER, Grand Rapids, Mich.

The Street Traffic Problem. Written for the TRADESMAN

One of the most urgent mechanical and economic problems pressing for solution to-day is that of self-propelling vehicles. The rapid increase of street traffic in the great cities is coming to make the condition in all of them almost intolerable. All are familiar with the resemblance to pandemonium which is now the principal characteristic of every city street sustaining any considerable traffic. The barbarous use and treatment of draught animals in any such street is repugnant to all refined sensibilities and a blot upon our civilization.

The injury wrought by the present methods of street traffic is manifest in many ways. Aside from the resemblance to bedlam, which makes the threading of one's way by any means through the confusion a serious and hazardous task, there is, in the present method, tremendous waste of time and energy. Thus, the regulation of speed in the moving of all vehicles is the pace of the slowest. Stand and watch the movement of the processions which are making noise and confusion enough for breakneck speed and note how painfully slow and labored is actual progress. The manifest expenditure of energy is always sufficient for many times the work accomplished. on account of the necessarily rough condition of the streets, with the need of provision to move the loads in the roughest and steepest places.

It has long been recognized as a duty to the refinements of civilization that everything in municipal management repugnant to the finer sensibilities shall be as quickly and effectually removed as possible. The only exception to this rale is in the treatment of the accumulations of mud and other filth in the streets. In this regard the throngs moving upon all our great city highways are long suffering, if not patient. The material deposited in the streets is either secured to its place, or to whatever it may come in contact with, by being converted into a plastic mortar, or it is a source of contamination and disease by being converted into dust and propelled by what should be the health-giving breeze.

Now, the general progress of economic science has gone beyond what warrants this situation. Methods of building streets and providing for the transit of passengers and freight through them have advanced to a point which should work a decided modification of the present unbearable conditions. But the conservatism of habit must necessarily operate to hinder the application of these, as of all, radical economic improvements. But, while there seems to be so little accomplished in remedying the situation-while, indeed, the continued increase of traffic is more than balancing the improvements and making confusion worse confounded-yet there is to come the amelioration of the present conditions. The problem has not been given up; and, while so little is said of it that many are becoming discouraged, quiet but rapid strides are being made toward a practical and effectual solution. In one direction the progress is being made in the improvement and cheapening of impermiable and smooth pavements, in another and more radical in the preparation for domore radical in the preparation for doing away with animal traffic. This latter question is most complicated, for it this may be accomplished, and organizations are being created to meet the but there must be a new education in emergency.

the management of mechanical instead of animal power.

Just now there seems to be the greatest progress in the development of mechanically driven vehicles in France and England. Thus, accounts are frequent of automotor road races in the former country, in which the entries are numerous and the races successful. In England still greater progress has been made in the direction of systematic use of the new vehicles. We read that a company has just placed a dozen electrical cabs on the streets of London. These are similar in appearance to an ordinary cab, run with accumulators underneath, have rubber tires and are lighted by electricity. They are reported as giving every satisfaction. When it is considered how difficult the use of such vehicles must be, in the present conditions, it will be manifest that, with the confusion removed, there would be no doubt of their practicabil-

As in other mechanical inventions of this character, the European countries for a time seem to take the lead, and no doubt history will be repeated when Yankee genius comes fairly into operation. Improvement will then come with a rush, our streets will quickly feel the change and the perfected apparatus will be sent to displace the cruder experiments which are now marking the progress of the movement in Old World cities. NATE.

#### Obscuration of the Merchant. From the Industrial World.

One of the recent tendencies of the One of the recent tendencies of the times, active now for several years, is the avoidance of the middleman in commerce. The individual consumer buys from the general supply house and ignores the retail merchant. The retail merchant ignores the wholesale tail merchant ignores the wholesale dealer and buys direct from the manu-

Production had exceeded supply and Production had exceeded supply and the manufacturer, hoping to dispose of his surplus product, opened negotiations directly with the retail dealer. The supply house, noting the enforced economies of the people, advertised cheap goods and built up a trade.

The continuance of these methods is doubtful. The retail merchants, suffer-

The continuance of these methods is doubtful. The retail merchants, suffering from the effects of the supply houses and the department stores, are organizing all over the country for self-protection and co-operation. Within several months hardware associations have been organized in three or four Western States and the formation of similar organizations in other states is similar organizations in other states is under discussion.

Recognizing the evil consequences to himself of the tabooing of the middle man, the retail dealer, to be consistent, must recognize the wholesale merchant, and cease buying from the manufacturer. The latter must discover that, by selling

The latter must discover that, by selling directly to the retailer, he has not in the general aggregate added a pound to the consumption of goods, but only confused previous methods of doing business.

If it were to permanently cheapen the cost of goods to the ultimate consumer, there would be great difficulty in correcting the innovation. That it does not so cheapen the cost of the same class of goods is the verdict which many buyers are reaching. It is therefore very likely that most phases of the short cut channel are only temporary and that the current of trade will, with the return of normal business conditions, resume its old course. its old course.

The occupation of the merchant or trader is in no danger of extinction or serious impairment. The needs of people are multiplying. Buying must become more general. It only remains for the trade, both wholesale and retail,

| _  | 1117.20 2011/111                                                                                                                                   |   |
|----|----------------------------------------------------------------------------------------------------------------------------------------------------|---|
| -  | Hardware Price Current.                                                                                                                            |   |
|    | AUGURS AND BITS Snell's                                                                                                                            |   |
|    | Snell's         70           Jennings', genuine         25&10           Jennings', imitation         60&10    AXES                                 | 1 |
|    | First Quality, S. B. Bronze 5 00 First Quality, D. B. Bronze 9 50 First Quality, S. B. S. Steel 5 50 First Quality, D. B. Steel 10 50              |   |
|    | BARROWS         Railroad       \$12 00 14 00         Garden       net 30 00                                                                        |   |
|    | BOLTS           Stove         60&10           Carriage new list         70 to 75           Plow         50                                         |   |
|    | BUCKETS Well, plain \$ 3 25                                                                                                                        |   |
|    | BUTTS, CAST           Cast Loose Pin, figured         70&10           Wrought Narrow         70&10                                                 | 1 |
|    | BLOCKS Ordinary Tackle                                                                                                                             |   |
|    | CROW BARS Cast Steel                                                                                                                               |   |
|    | CADS                                                                                                                                               | - |
|    | Ely's 1-10                                                                                                                                         |   |
|    | CARTRIDGES                                                                                                                                         |   |
|    | Rim Fire.       50 & 5         Central Fire.       25 & 5         CHISELS                                                                          |   |
|    | Socket Firmer         80           Socket Framing         80           Socket Corner         80           Socket Slicks         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                       |   |
|    | Com. 4 piece, 6 in         doz. net         55           Corrugated         1 25           Adjustable         dis 40&10                            |   |
| ;  | EXPANSIVE BITS  Clark's small, \$18; large, \$26                                                                                                   | - |
|    | New American         70&10           Nicholson's         70           Heller's Horse Rasps         £C&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                                                                                                                       |   |
| 1  | Door, mineral, jap. trimmings                                                                                                                      |   |
|    | Adze Eye. \$16 00, dis 60&10<br>Hunt Eye. \$15 00, dis 60&10<br>Hunt's. \$18 50, dis 20&10<br>NAILS                                                |   |
| 1  | Advance over base, on both Steel and Wire. Steel nails, base                                                                                       |   |
| r  | Steel nails, base                                                                                                                                  | - |
| 5  | 6 advance 20<br>4 advance 30<br>3 advance 45                                                                                                       |   |
|    | 2 advance 70<br>Fine 3 sdvance 50                                                                                                                  | - |
| ,  | Casing 10 advance       15         Casing 8 advance       25         Casing 6 advance       35                                                     | 1 |
|    | Finish 10 advance 25<br>Finish 8 advance 35                                                                                                        |   |
| 9  | Finish 6 advance                                                                                                                                   |   |
| d  | Coffee, Parkers Co.'s                                                                                                                              |   |
| 5  | MOLASSES GATES           Stebbin's Pattern         60&10           Stebbin's Genuine         60&10           Enterprise, self-measuring         30 |   |
| y  | PLANES                                                                                                                                             | 1 |
| t  | Ohio Tool Co.'s, fancy.                                                                                                                            |   |
| e  | PANS Fry, Acme                                                                                                                                     |   |
| r  | RIVETS Iron and Tinned 66 Copper Rivets and Burs 66                                                                                                |   |
| s, | 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                             | 3 |
| sh | HAMMERS                                                                                                                                            | - |
| e  | Kip's                                                                                                                                              |   |
|    |                                                                                                                                                    |   |

| _ |                                                                                                                                                                                                                                                                                                                                                          |
|---|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| - | HOUSE FURNISHING GOODS                                                                                                                                                                                                                                                                                                                                   |
| - | HOLLOW WARE   Pots   .60&10                                                                                                                                                                                                                                                                                                                              |
| - | #INGES Gate, Clark's, 1, 2, 3                                                                                                                                                                                                                                                                                                                            |
| - | Pots                                                                                                                                                                                                                                                                                                                                                     |
| - | Gate Hooks and Eyes                                                                                                                                                                                                                                                                                                                                      |
|   | ROPES         5¼           Sisal, ¼ inch and larger         5½           Manilla         8                                                                                                                                                                                                                                                               |
|   | Steel and Iron                                                                                                                                                                                                                                                                                                                                           |
|   | SHEET IDON                                                                                                                                                                                                                                                                                                                                               |
|   | Com. smooth. com.   Nos. 10 to 14.   83 30   82 40                                                                                                                                                                                                                                                                                                       |
| - | wide not less than 2-10 extra.                                                                                                                                                                                                                                                                                                                           |
|   | SAND PAPER List acct. 19, '86dis                                                                                                                                                                                                                                                                                                                         |
|   | SASH WEIGHTS   Solid Eyes   Per ton 20 00                                                                                                                                                                                                                                                                                                                |
|   | TRAPS   60&10                                                                                                                                                                                                                                                                                                                                            |
|   |                                                                                                                                                                                                                                                                                                                                                          |
|   | Bright Market.   75                                                                                                                                                                                                                                                                                                                                      |
|   | Barbed Fence, galvanized 2 05 Barbed Fence, painted 1 70 HORSE NAILS                                                                                                                                                                                                                                                                                     |
|   | Au Sable   HORSE NAILS   dis 40&10                                                                                                                                                                                                                                                                                                                       |
|   | Baxter's Adjustable, nickeled   30   Coe's Genuine   50   Coe's Patent Agricultural, wrought   50   Coe's Patent, malleable   80   80   Coe's Patent, malleable   80   80   80   80   80   80   80   8                                                                                                                                                   |
| ) | MISCELLANEOUS   50                                                                                                                                                                                                                                                                                                                                       |
| 3 | METALS—Zinc                                                                                                                                                                                                                                                                                                                                              |
| ) | Per pound 632                                                                                                                                                                                                                                                                                                                                            |
| ) | SOLDER 124 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                                                                                                                                                                                                                                                                                                                     |
|   | TIN-Allaway Grade   10x14 IC, Charcoal   5 00   14x20 IC, Charcoal   5 00   10x14 IX, Charcoal   6 00   14x20 IX, Charcoal   6 00   14x20 IX, Charcoal   6 00                                                                                                                                                                                            |
|   | Bach additional X on this grade, \$1.50.                                                                                                                                                                                                                                                                                                                 |
| ) | 14x20 IC, Charcoal, Dean.     5 00       14x20 IX, Charcoal, Dean.     6 00                                                                                                                                                                                                                                                                              |
| ) | 20x28 IC, Charcoal, Dean. 10 00<br>14x20 IC, Charcoal, Allaway Grade 4 50<br>14x20 IX Charcoal Allaway Grade 50                                                                                                                                                                                                                                          |
| 5 | 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 IC, Charcoal, Allaway Grade     11 00       Roll FD SIZE TIN DI ATE |
| 5 | BOILER SIZE TIN PLATE  14x56 IX, for No. 8 Boilers, per pound  9                                                                                                                                                                                                                                                                                         |
| ) |                                                                                                                                                                                                                                                                                                                                                          |

# TRADESMAN



#### Size 8 1-2x14—Three Columns.

| 2      | Quires, | 160 | pages |  |  |  |  |  |  | 82 | 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 in-voices..... \$2\_00

## TRADESMAN COMPANY

GRAND RAPIDS.

Between the Devil and the Deep Sea. Stroller in Grocery World.

Down in Southwestern Pennsylvania where the West Virginia borderland is almost in sight is a sorely-perplexed young grocer. He can't work in the daytime for thinking of the dilemma he tis in, and he can't sleep at nights for the same reason. He is tied hand and foot, and I shall be very much surprised if I hear in a year that he is still in

When I heard of the position this young fellow was in, I vowed that it was the most curious, without exception, that I had ever heard.

The young grocer whom I refer to is the son of the pioneer grocer in this Southwestern Pennsylvania town. The Southwestern Pennsylvania town. The father, whose name I shall call Jones, went there at least fifty years ago, when the town was a mere village, and when there wasn't but one other grocery store for five miles. He saw the place grow up around him, and take on the habiliments of a good-sized, thriving, bustling country town.

And as the town grew the business.

And as the town grew, the business and the income of Mr. Jones grew with it, until when he rounded out a long and busy life of 75 years, and came down to his deathbed, he was worth the best grocery business in town, yielding at least \$4,000 a year, and about \$75,000 besides. The old gentleman Jones was one of the leading men of the town was one of the leading men of the town—church trustee, school trustee and holder of various local offices. He had a boy—the son of his old age—born when he was about 50 years old. This boy was the sole heir. Had he not existed, the old man's property would have gone to a lot of nephews and nieces.

Only a few months before old Mr. ones breathed his last, there came to that town what is known as a cutter. For the cutter the place was virgin ground. It had never known anything like him before. The dealers there had pursued the even tenor of their ways for year after year, handling a fair line of goods, as country stocks go, and being accus-tomed to charge a good price for them. The most of them were well-to-do from the revenues of their stores. Old man Jones' store, in particular, was one of the modern old-fashioned sort. It wasn't an old-fogy store at all, but one of those places where a good stiff profit is charged on everything and where the people are willing to pay it.

where the people are willing to pay it.

Into this peaceful scene burst the cutter, and the town went wild. He did the usual sensational cut-price trade, painted his store in gaudy colors and used cheap, flimsy circulars covered with fake bargains.

The other grocers of the place held a meeting one week after the cutter started in business to see what should be done. All of them had lost some trade by the cutter, for he was underselling them and not half trying. For instance, where they were getting 6 cents a pound for granulated sugar, he sold it for 5 cents, and even then got a fraction of a cent more profit than a fraction of a cent more profit than he did in other places. I forgot to state that this cutter had several branch stores in the western portion stores in the western portion of the

The meeting devised nothing by way of remedy, for there was nothing to devise. The only way to meet such comvise. The only way to meet such competition was to meet the cutter's prices and these grocers, accustomed all their lives to the uninterrupted serenity of profits, refused stubbornly to their margins one jot or one My old friend Jones was especially bitter against the methods of the cutter. Jones was a grocer of the old school. He kept a good grade of stuff and thought he had a right to his profit. So he averred that he would close his place before he would meet the cut grocer's prices.

place before he would meet the cot. St.

Cer's prices.

Things went along this way for a few months, when the old man died. By that time the grocery business in that town had reached a critical crisis.

One or two of the old grocers, seeing their trade slipping away, inaugurated cut prices, and met every one of the cutter's moves. The major number, however, stuck to their high prices,

and had the mournful but dignified satisfaction of seeing their trade dwindle and the cutter's grow.

The young man Harry was the old man Jones' sole heir, and as he was well fixed when he died, the people of the place looked on Harry, who was about 25 years old, as being quite a rich man. When the old man's will was read, there arose in that place a tidal wave of discussion which for the time engulfed every other subject. A numwave of discussion which for the time-engulfed every other subject. A num-ber who saw the inevitable trend of affairs pitied the young fellow, while a great many gloried in the old man's

sturdy adherence, even in death, to his ideas of right while in the flesh. Not to keep you in suspense, the will left everything to his son Harry, pro-vided that the rate of profit which the old man had established should in old man had established should in every case be maintained, and that no attempt should be made to follow the cutter's moves. I understood from another grocer of the place that the net profit of that store, year in and year out, was fully 20 per cent. The will provided for a couple of executors, or quondam guardians, to whom the books of the store should be shown once in six months. It also provided that in six months. It also provided that unless the young man was willing to take the bequest with this condition, he was to have \$1,000, and the balance of the estate should go to other relatives. The old man was so fearful lest the business he had builded should degraphers to the bight had been approximated the state to be the best to be should degraphers to be the bight and the state should be should degraphers to be the bight and the state that the sta generate from the high plane where he had placed it to the low level of a cut store, that he took this radical method

store, that he took this radical method of providing against it.

Do you wonder that that young fellow is perplexed? That he is worried? On the one side is the certainty that sooner or later, and probably soon, the scale of grocery prices in that town must be scaled down, and that when that time comes none of those grocers will be netting anything like 20 per cent. When there are six or seven dealers in a town, and one far undersells all the others, something's got to drop, that's sure. The chances are that inside of a year not a single grocer in that place will be netting 20 per cent. profit, although I happen to know that, before the cutter made his appearance there, the average net margin was more than the average net margin was more than

So that, if the young man fulfills the conditions of his father's will, which he must do to get the property, he will be absolutely out of the run of competition with the other grocers there, and the business will gradually disintegrate

and go to pieces.

On the other hand, if he meets the general range of prices—although he simply can't do that, for such a course would mean the forfeiture of the prop-erty. The will provided that, before the deeds should be turned over to the son, he should make sworn affidavit that he would fulfill all the conditions of the bequest. Now, in such a case as this, my friend, what would you do?

After partaking of ginger beer, apples, nuts, chocolate, three bottles of ginger ale, and some sherbet and water at a picnic, and then putting away his regular tea at home, a nine year-old London boy complained of a pain in his inside. The Coroner next day called it gastro-enteritisis.

Cinematographes seem to be decidedly dangerous. A fire broke out in a Paris theater from one recently, producing a panic, as the audience remembered that the machine was the cause of the charity bazaar tragedy.

England's readiness for war is shown by the fact that the British troops in Crete have just been supplied with straw for bedding, the War Office hav-ing taken only four months and a half to provide for it.

A law of the State of Massachusetts prohibits towns from offering more than \$500 as a reward for the arrest and con-viction of a murderer.

The assessed valuation of Wyoming shows an increase of \$300,000 as comAmerican Cotton by American Workmen for the People of America.

The following from the St. Louis Dry Goods Reporter of August 28, relative to the Merrick Thread Company and their relationship to the retail merchant and consumer, is so true and forceful that we publish the article entire. It should be read by every retail merchant. This entire true Americanism will This spirit of true Americanism will be appreciated and receive the substantial support that their independent pol-

icy merits:
The manufacture of thread for family use in the United States, with the exception of the Merrick (and possibly one other company) is virtually in the hands of a combination controlled by foreign capital. The Merrick Thread Co. have steadily refused to co-operate Co. have steadily refused to co-operate in any combination, and by so doing, have been a most disturbing element in the purposes of the thread combine. They have, by their competition, on more than one occasion, compelled the combination to reduce the price of their product, and thus put money in the pocket of the retailer. Were it not for the independent course pursued by the Merrick Thread Company, is it not fair to suppose that this combination of Merrick Inread Company, is it not fair to suppose that this combination of European capital would have extorted from the American consumer a much larger price for thread, which is a necessity in the poor man's cottage and the palatial home of the wealthy? That the thread manufactured by the Merrick Company is superior in quality to that manufactured by the combination is sufficiently attested by the fact that manufacturers use the Merrick almost exclusively, notwithstanding the combination threads cost less made for manufacturing purposes

exclusively, notwithstanding the combination threads cost less made for manufacturing purposes.

The Merrick Thread Company, while standing as a barrier to protect the American public from the extortion that would otherwise be exacted by the thread combination, have also made it possible for the retail merchant to realize a fair profit from handling their possible for the retail merchant to realize a fair profit from handling their product. As manufacturers, they go directly to the retail merchant, the retail merchant, therefore, securing all

the profit.
When these prominent features are considered—that the Merrick Thread Company are connected with no combination, are purely an American enter-prise, that their make of thread is equal, if not superior, to that made by the combination, that their thread can be handled by the retailer with a larger nanded by the retailer with a larger profit—it ought not to require much reflection on the part of the dealer to determine where he should place his thread orders, purely as a matter of business judgment, regardless of the feeling which in most of us, in a spirit of sympathetic spontaneity goes out to sympathetic spontaneity, goes out to those who seem to be standing in their business methods for the interests of the American public. The Western agency of the Merrick Thread Company is at 177-179 and 181 Fifth Ave., Chicago.

In each eye of the common house fly there are about 4,000 facets. They are so minute that they can only be detected under the microscope.

### WANTS COLUMN.

#### BUSINESS CHANCES.

FOR SALE-BOOT AND SHOE STOCK INvoicing about \$1,800. Best location and only exclusive shoe store in town of 2,400 inhabitants. Address No. 391, care Michigan Tradesman. 391

FOR SALE-160 ACRES OF GOOD ROLLING prairie land in Brown county, South Dakota; 20 acres under cultivation; \$4 per acre. Address R.A. Wohlfarth, Aberdeen, So. Da. 386

R A. Wohlfarth, Aberdeen, So. Da. 386

FOR SALE—SECONDHAND SCALES, REpaired and warranted, at very low prices; we take secondhand scales in trade when parties want scales of larger capacity, etc. Address Standard Scale & Fixture Co., 8t Louis, Mo. 385

FOR SALE—GOOD CLEAN STOCK OF GROceries and notions in country village; doing a nice business; can leave postoffice with purchaser. Reason for selling, poor health. Address G. W. Townsend, Watson, Mich. 387

chaser. Reason for senting, poor nearth and ress G. W. Townsend, Watson, Mich. 387

WANTED-MY EGG AND BUTTER TABLES are now completed. Saves time, figuring; neatly printed. Order booked, price 50 cents. Cash must accompany order. G. M. Adams, Plymouth, Mich. 390

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

FOR SALE-JUDGMENT FOR 88.08 AGAINST Miles H. Winans, real estate agent in the Tower Block. Tradesman Company, Grand Rapids.

Rapids. 382

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

Woodworth avenue, Grand Rapids, Mich. 366

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.

FOR SALE—ONE 100-HORSE POWER SLIDE

Total Sale Power of the property o

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.

WANTED-PARTNER WITH \$2,000 FOR tinshop, plumbing and furnace work and jobing, 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.

Mich. 298

With a control of the con

WANTED-1.000 CASES FRESH EGGS, Ithaca, Mich. 73

WANTED-1.000 CASES FRESH EGGS, Ithaca, Mich. 74

73

249

#### PATENT SOLICITORS.

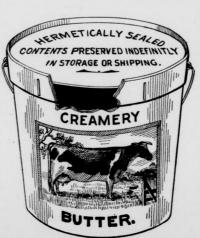
FREE-OUR NEW HANDBOOK ON PAT ents. Cilley & Allgier, Patent Attorneys. Grand Rapids, Mich. 339

#### MISCELLANEOUS.

WANTED—SITUATION BY AN EXPERI-enced man as salesman or manager of gen-eral merchandise or grocery business. Referen-ces the best. Address No. 89, care Michigan Tradesman. 280

WANTED-POSITION IN GROCERY OR general store; twelve years' experience; qest of references; capable of filling any position of trust. C. Westmore, Norvell, Mich. 388

WANTED-POSITION BY MALE STENOG-rapher owning typewriter; experienced and accurate. Address Box 566, Grand Rapids.



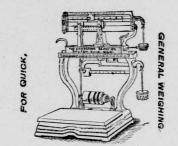
## Antiseptic Fibre Package Go.

Manufacturer of Packages for marketing Lard, Butter, Jelly, Mincemeat, etc.

Pay for themselves in securing higher prices. Always clean and attractive. Furnished with your advertisement printed upon them Cheaper than packages

> 187-189 Canal St. Grand Rapids, Mich.

THE DAYTON
MONEY=WEIGHT SCALE



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.

# Mrs. Jones' Home Made Catsup



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



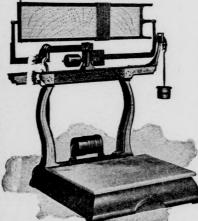
This Catsup has been analyzed by the Chemist of the Ohio Pure Food Commission and found to be ABSOLUTELY PURE and in conformity with the rigid Ohio state laws.

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

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

WILLIAMS BROS. & CHARBONNEAU, Detroit, Sole Proprietors.

# 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 Cream of Wheat for Bakers

Cannot be excelled. It is a perfect flour manufactured from spring wheat, in which the following points are prominently retained: Strength, color, water absorption, amount and quality of bread.

# The Cream of Wheat for Grocers

Is a trade winner. It is a scientific blend of the finest Dakota and Minnesota hard spring wheats and is unequaled for family bread baking. You should handle this flour; it is a trade winner. Splendid advertising matter furnished.

# The Cream of Wheat

Has for the past fifteen years been sold on the market and each year has seen a steady increase in its sales. It is the most profitable spring wheat flour for bakers, jobbers and wholesale and retail grocers to handle.

# The Cream of Wheat

Is milled in a strictly modern 500 barrel roller process mill, in which only the latest improved machinery and highest skilled labor are employed. Each and every sack or barrel comes to you fully guaranteed and is made with the aim of pleasing a class of bakery and family trade that are satisfied with none but the best. Write for prices and samples.

JOHN H. EBELING, Green Bay, Wis.