

MICHIGAN TRADESMAN

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Volume XV.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 15, 1897.

Number 730

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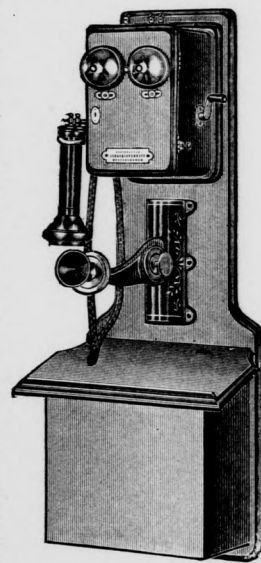
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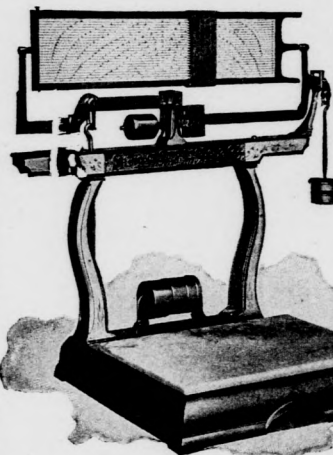
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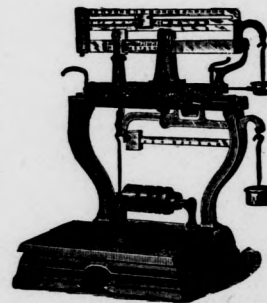
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THE COMPUTING SCALE CO., Dayton, Ohio.

MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 15, 1897.

Number 730

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TRADESMAN COUPONS

THE FACTORS OF IMPROVEMENT.

The fact of a general trade revival is becoming so manifest that there are few who do not begin to realize the change. Even the most conservative pessimists are compelled to admit that material and decided progress has already been made in the direction of normal business conditions. Indeed, the change has been so rapid during the generally dull summer months that observers are led to question whether, when the usual season for activity shall set in, the improvement will not amount to a veritable boom.

There are, of course, many causes for the wonderful change in the industrial situation, and yet there is likelihood of undue prominence being given to some of the factors, while others of greater importance are scarcely noted. Thus the change in the situation is quite frequently attributed to the returns from the sale of the large and high-priced yield of wheat in the West. As a matter of fact, the realization from this source is comparatively insignificant. Thus, when the receipts of wheat at the Western markets are considered, it is found that, since the crop year began, not more than 40,000,000 bushels has been received. Now, when it is considered that much of the returns from this movement of wheat has gone to the settlement of debts, it will be seen that the increased power of buying on this account is very small, and that it has exerted little or no influence, that is as to actual receipts, on account of the farmers being too busy to give attention to buying since the harvest. There is no question but that the wheat situation is a potent factor in the improvement, but as yet it is principally in anticipation.

Where, then, should we look for the causes that as yet have had most influence? Perhaps the most salient one is the depleted condition of all mercantile stocks in the country. During the "lean" years so recently past, while prices were declining, with no apparent prospect of a change, buying was reduced to the last possible degree. Orders were given only for the needs of immediate consumption and empty shelves was the rule. This was a necessary accompaniment to the lessening of prices, for the dealer was not wise who would lay in stock with the probability that it would decline on his hands.

When the improvement in prices became sufficiently pronounced to show that the tide had at last turned, a different feeling soon became manifest. Orders became more liberal and as confidence increased the work of replenishing stocks was undertaken everywhere. This went on to a phenomenal degree, even through the heated term—buyers were more numerous in the markets even during the usually duldest months than had been known for years at any season. The natural consequence of this activity in buying has been the starting up of industrial works all over the country. It has also given a continued impetus to the revival in prices

so that the movement is gaining momentum continually.

The fact that crops and prices are good, with an assured foreign demand, has had, and is having, no small influence; the increasing consumptive capacity of the manufacturing classes is also of great significance, but neither of these has been long enough in operation to produce material results in the situation. But these have given the assurance of future demand, which, taken in conjunction with the depleted stocks of a few weeks ago and the upward turn in prices, has led to the liberality in buying on the part of dealers, which is the direct cause of the real improvement.

Bank Notes.

Fenton—A new bank has been practically organized to take the place of the old State Bank of Fenton. For some time parties have been engaged in perfecting an organization for a bank at this place and it is now an assured fact. The new bank has not as yet been named but its place of business will be at the State Bank of Fenton building, the same having been purchased of the receiver, C. Tinker. E. M. Newell, who has had twenty-five years' experience in the banking business, will undoubtedly be the cashier of the new bank, but its other officers have not as yet been selected. It will be organized with a capital stock of \$25,000 and will do a conservative and legitimate banking business. Its stockholders represent many of the best business men of our village.

Otsego—Having decided to locate in Duluth, where a more lucrative position awaits him, H. H. Martindale has sold his interest in the bank of W. C. Edsell & Co., to Mr. Edsell. Mr. Edsell has secured the services of C. I. Clapp, who will officiate in the capacity of cashier when Mr. Martindale's connections with the bank cease.

Ovid—The Ovid State Bank has been organized with a capital stock of \$25,000.

Status of the Bean Market at St. Louis.

St. Louis, Mo., Sept. 15—It is hard to predict the future market on beans and yet our customers and most of our correspondents are asking us this question daily which of course, we are unable to answer. Our crop report from the Agricultural College at Lansing this week says, "The weather has been exceedingly warm and very favorable for making a crop of beans. These conditions have existed during the past two weeks and we are able to report an abundant crop in prospect and, while the acreage is not as much as last season, the yield will be much better than we had reason to expect a month ago." This has caused many holders of beans in the State of Michigan to close out what old stock they had on hand if possible before the new crop came in and prices are lower. The market has been \$1@1.02 in Chicago the latter part of this week, and \$1.03@1.05 in East St. Louis for choice handpicked pea beans in grain bags, carload lots. We have sold several cars at these figures, but were only able to sell where a merchant found himself out of stock and needed the beans. **MILLER & TEASDALE CO.**

The Grain Market.

Wheat was the center of attraction in the grain market during the past week. Prices varied considerable and on Friday the pinnacle was touched, as wheat reached a dollar in Chicago, Detroit and many other markets. The bears had their bear dance on Friday and when the market opened on Saturday, prices were lower and the retrograde movement began at once and did not stop until Monday, when a decline of 7c was recorded. On Monday our visible showed up with an increase of 949,000 bushels. Aside from this increase, the conditions are unchanged. The news of the shortage in France is as strong, if not stronger, than heretofore. The Hungarian Minister of Agriculture reports a shortage, and the threshing is very unsatisfactory. The exports make the world's shortage 200,000,000 bushels. Wheat did not move as freely during the past week, which is probably due to the fact that many of the farmers were attending the State Fair, some were getting ready for seeding, the setback in prices prevented some from selling as they are holding off for higher dollar wheat, and we think they are likely to get it. Many may doubt it, but we can see no reason to alter our early statement in regard to prices. We notice from a report issued by the Secretary of State that Michigan will have 24,500,000 bushels of wheat. His earlier estimates were 18,000,000 bushels, and we did not agree with him then, as we figured on about 20,000,000 bushels. We still disagree with him and are of the opinion that 22,000,000 bushels is all that we will raise. The great question arises, Why does Michigan seed only 15 per cent. of her tillable land to wheat? It is claimed that we have 10,000,000 acres under the plow. Why is this so? Indiana, with only two-thirds the area of Michigan has grown 55,000,000 bushels of wheat against 33,000,000 bushels (the largest amount produced in this State in one year), which we consider a very poor showing for a State so well adapted to wheat raising as Michigan.

There is nothing to say of coarse grains. Owing to the large receipts, corn did not advance. There is a shortage in the oat crop and prices on this cereal seem to be somewhat better and steady.

Receipts during the week were 62 cars of wheat, 11 cars of corn and 5 cars of oats—about normal.

Millers are all buying wheat and are paying 88c. **C. G. A. VOIGT.**

Experiments are being made at Portsmouth, England, with cordite as ammunition for quick-firing guns for the purpose of determining the visibility of the flash at night and how far it would guide an enemy's fire. Cordite is said to give a much smaller flash than powder.

Organ-grinding has been taken up by a Felixstowe, England, curate to obtain money for his church building fund. He pays \$10 a month for the hire of the barrel organ, and in three weeks has collected \$75.

Woman's World

About the Ugly Girl.

The woman of the world, who is still charming, although neither young nor beautiful, was trying to comfort the ugly girl.

"My dear," she said, "I know just how it is. I know there isn't any philosophy in the world that ever reconciled a woman to being ugly. When we pretend we don't care, we are simply telling fibs to other people and trying to deceive ourselves with braggadocio. Why should we not care? How can we help caring, when at every turn through life beauty is held up to us as the most potent power and greatest charm in woman? When a new woman appears on the scene or is expected to appear, do you ever hear people asking each other, 'Is she good? Is she clever?' No, the very first question is, 'Is she pretty?' Goodness is taken for granted, cleverness is something a woman always has to atone for by other virtues, but beauty is a letter of credit the whole world is ready and anxious to honor at sight."

This seems a hard saying, but there is never the slightest use in fighting against a fact. We just have to accept it, as we do many another of the rainy-day things of life, and make the best of it. Being human, there is a kind of comfort in the fact that the race is not always to the swift nor the battle to the peachy-complexioned. To be beautiful is a blessing so great that nature vouches it in an inverse ratio to its desirability. There are millions of beautiful children; thousands of exquisitely lovely young girls, hundreds of women who are pretty at 30, and a very few who carry their good looks past the 40 years mark; but plainness may be relied on to hold its own. The woman who has never been a beauty will never be called on to endure the torture of being told that she has faded, and it not infrequently happens that she who has been noted for homeliness in her youth achieves a kind of Indian summer bloom in middle life.

It has not escaped your attention, perhaps, that there are many kinds and varying degrees of ugliness. There is the woman who is ugly because she is too lazy and self-indulgent to be good looking. There is the woman who is hopelessly ugly because she is dull, and there is the woman, who is ugly with mitigating circumstances and attractions. For the lazy woman and the stupid woman nothing can be done, but the clever woman, to whom nature has been churlish and niggardly in the matter of looks, often outwits the stingy dame and creates for herself an effect of beauty where there is really no beauty at all. It is a trick of dress, or manners, or walk, or carrying herself 40 per cent. above her looks, instead of 20 per cent. under. No one ever knows how she does it, but whenever and wherever I see it I recognize it for consummate generalship and genius, and take off my best bonnet to it.

The first thing an ugly woman should do is to beware of vanity. By that sin angels have fallen and beauties made guys of themselves. How much more necessary, then, for the ugly woman to quarantine against it. Let her sit down and take a calm and unbiased inventory of herself. It has been said by a philosopher that every woman's room should be lined with mirrors, not as an incentive to vanity, but its corrective.

To see ourselves as others see us is a chastening discipline. It is a lack of mirrors that sends women out into the world with their skirts and belts showing a yawning chasm, full of honest, but unromantic looking safety pins. It is a dearth of mirrors that induces well-meaning, but mistaken women of sallow complexion to buy pale greens, and faded blondes to purchase nondescript tans. Who has not seen the reckless homely woman rushing into millinery confections where angelic beauties feared to tread? Buying things which emphasized every harsh feature and defect of coloring, and which nothing but superhuman vanity could ever have induced her to suppose she could wear.

It takes women a long time to realize that there is tact in clothes. It takes a longer time and a fortitude that is akin to heroism for one to make up her mind that there are things she cannot wear. Half of the ugliness in the world comes in right here. The fat woman has a mad yearning to wear an empire belt that makes her look twice as big around and cuts down the height a third. The skinny woman has an uncontrollable mania for stripes and tight effects that call attention to her boniness. The first unmistakable sign of approaching age and failing intellect is when a woman is bent and determined on perching a rakish sailor hat on the top of her honest gray hair. There is no subject better worth studying than this deep, subtle philosophy of clothes. After the first flush of youth is gone, or except in those rare cases of marvelous beauty, of which we have all read but few have seen, a woman's reputation for prettiness depends upon her clothes. We get a general effect of beauty, and do not stop to analyze where it comes from. "Clothes do not make the man," is a good enough proverb for men, but let "Fine feathers make fine birds" be the illuminated motto that the ugly girl hangs above her dressing table.

After all, beauty is a kind of indefinite term. Those we like, and whom we find agreeable, we always think pretty, and herein lies the greatest solace of the homely woman. "If she be not fair to me, what care I how fair she be?" is the unalterable opinion of a selfish world that wants to be flattered, and caressed and amused. The ideal woman is beautiful, clever and sympathetic. In reality, nature is seldom prodigal, and the beautiful woman is rarely intellectual, and almost invariably self-centered and selfish. This is the reason why people often weary of merely physical charms, and why the ugly woman has been able to hold her own against the allurements of beauty.

Cultivate sympathy, little sister, as the very best substitute for beauty that has yet been found. Of the woman who can laugh with our joys and weep over our woes we never tire. We like to sit at her feet and rehearse our triumphs and explain our defeats. She makes every man feel that he is the finest fellow in the world, whether his achievements were gained on the football field, or simply embrace the perfect art of coloring a meerscham pipe. She makes every woman feel she has found a long-lost sister. If we bore her she never shows it. If she has troubles of her own we are never inflicted with them. She diffuses admiration of other people. The pretty girl demands it as her right. It is sweeter to be admired than to admire. I submit the inevitable corollary to your consideration.

Our Exhibit at the State Fair

Will create a demand for

SILVER *Tripholene* POLISH

(The no-acid kind.)

Are you prepared for the demand? We will continue our 75c per doz. price for another week, then—back it goes to \$1.00 per doz.

Bicycle Sundries

Everything up to date.

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

ADAMS & HART,

Wholesale Bicycles and Sundries,

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Send for catalogue and discount sheet.

Mention where you saw this ad.

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For sale by all first-class jobbers and the

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

An Instantaneous Success



Ask the price; we'll ship the soap.
Not for sale by department stores.

Ball-Barnhart-Putman Co.,
Grand Rapids, Mich.

The pretty woman may justly feel that she pays her way through life by being a kind of living picture. The homely woman has no such claim, and must take the trouble to make herself agreeable. She must cultivate her mind, she must read and think and be able to charm dull care away. Is such a woman ever ugly? Never. To do this requires energy, self-sacrifice, the ruthless annihilation of self, and the strangling of personal vanity. But believe me, little sister, its reward tarries not, and such a girl is never without an attendant swain. Even when men are scarce she has beaux to spare, while the merely pretty girl is left to her own devices.

I have said nothing of the beauty in to which refined and lovely thoughts and high ideals often mould the homeliest face. Be sure that life writes its story in our faces. If you live beautifully you grow into a kind of beauty. It is the soul shining through, and transfiguring the clay like the light through an alabaster vase. That is the best, little sister, and that may belong to us all.

DOROTHY DIX.

That Awful Silence.

If woman's critics may be thought to constitute any criterion, the most admirable feminine virtue is silence. The talkative woman has furnished the text for many a song and sermon. Wits have derided her garrulity, moralists have groaned over her tendency to gossip and declared that a woman's tongue was always found at the bottom of all trouble. "Your children are all dumb?" enquired that lovable old vagabond, Rip Van Winkle, of the ghostly dwarf of the Catskills. "And they are all boys? My, my, my, what a pity! What wives they would make!"

No doubt there are many occasions when "speech is silver and silence is golden," as the proverb has it. We must all plead guilty to having said many things that had better been left unsaid, yet there are times when silence can seem more appalling than any freedom of speech. The most oppressive of domestic tyrants are not those who say what they think and are done with it. They are those who wrap themselves in an awful silence, under whose ghastly influence cheerfulness withers away and conversation languishes and dies.

This is not often a feminine fault. Women like to cry aloud their grievances, and get a kind of recompense from suffering by the pleasure of discussing it. The sullen silence is generally a masculine foible. It is often the lordly way with which a man punishes the women of his household. He descends to breakfast, or comes home to dinner with a face like a thundercloud. Something is wrong. He eats and drinks in silence. He reads his paper with a portentous dumbness that strikes despair and consternation into the bosom of his family. In vain they ask what is the matter. Is he ill? What has gone wrong? Who has offended? To all their solicitous enquiries he responds "nothing" in a tone of voice that implies everything, and is an arraignment of the entire household from the wife to the kitchen maid. Such a man always takes great credit to himself for "not saying anything" when he is angry, but the average woman would rather deal with the cheerful sinner who swears what is known as a "blue streak" when he is mad and then lets the matter rest. The man who speaks

his mind can at least be dealt with openly and frankly, and at the worst gives a woman a chance to defend herself. Against silence one can bring no counter accusation, or urge no excuse. It is an arctic wall that freezes up all approaches to an understanding and reconciliation.

Too much silence is no less a menace to friendship than too much speech. How many misunderstandings and how many heart burnings could have been avoided if only there had been a little more candor! One fancies a slight; one imagines a friend a little less cordial, or something occurs that one does not quite understand. Often—almost always—the trouble could be set right by a slight explanation, and it is one of the tragedies of friendship that we trust it so little we dare not ask if what hurts us is of intention or by accident. Pride counsels silence, and so we go our lonely way on either side of a chasm that a word might bridge.

Probably, after all, silence is a virtue we admire chiefly in the abstract. The taciturn and moody woman is never the one we voluntarily choose as a companion. Better the one who chirps as blithely and as meaninglessly as a canary than the one who is dumb in the face of our joys and misfortunes and knows not how to say the right word in the right place. For there is a duty of speech no less than a duty of silence.

KATHERINE COLE.

Will Canned Goods Go Out.

A writer in a Boston paper speaks as follows: "There is coming a day when the canned-fruit industry will cease to be an enormous money-making enterprise, and the few who are now beginning to see the future of a business dealing with dried fruits will be multi-millionaires. And the best of it will be that the profit of it will not be wholly to the dealers. Dried fruit sells at about half the price that canned fruit commands, and it will go five times farther. When such a reason will not appeal to a housekeeper the fact that it is superior to canned goods on account of the modern processes will make some impression. In California they have learned to prepare prunes so well that large quantities are shipped to France, the home of the prune, while California raisins have practically driven foreign raisins out of the market, and thousands of pounds of apricots and pears go to Europe."

An interesting fact in connection with the American cotton industry is that the good grades of our "Sea Island" cotton are so much superior to the best grades of Egyptian staple that they sell for from 50 to 100 per cent. more. The reason given for this, and, indeed, well understood by all dealers and manufacturers, is the great difference in the characteristics of the two growths. Egyptian cotton has a long, strong, silky staple, from one and a half to one and five-eighths inches in length, while the staple that is known as "upland" cotton ranges from three-fourths to one inch, and "Sea Island" cotton is from one and a half to two and a half inches. But for some special purposes the Egyptian cotton is of superior quality and usefulness to any American cotton. It is especially preferable, for example, for sewing thread, fine underwear and hosiery of certain descriptions, and for goods requiring smooth finish and high luster. A further desideratum is realized in the property possessed by the cotton in question, that of imparting to fabrics a soft finish like silk, and this character, together with its luster, has led to its being mixed in the manufacture of various kinds of silk goods.

How poor an instrument may do a noble deed.

Energetic determination is closely allied to wisdom.

Some Facts About Garlic.

From the New York Sun.

About three-quarters of the garlic used in this country is imported from Italy. It comes in hampers containing about 110 pounds each. Garlic is raised in this country in Connecticut, in Louisiana, in Texas, and in New Mexico. All garlic, both imported and American, is put up in strings or bunches, something like the bunches in which onions were once commonly sold in this country, but much longer. American garlic is shipped in crates and barrels; some from the far Southwest comes in long cylindrical baskets.

Garlic is sold by the pound, or by the single bulb, which is sold for a penny. In its commercial form, whole and dry, garlic does not yield the strong smell for which it is famous. In a wholesale produce establishment, where garlic was stacked up in quantities, there was no noticeable odor from it, but if one of the several smaller bulbs of which each root is composed, and which are called

cloves of garlic, be broken off and broken in two, the powerful odor becomes perceptible.

The aggregate consumption of garlic in this country is large, and our exports of it to South American countries, which include American garlic and imported garlic reshipped, amount to enough to be reckoned in tons.

France's Attitude Toward Oleo.

The sale of oleomargarine or butterine, or any other counterfeit butter is prohibited in any French colony, except when sold at certain specified stores or places, and in packages plainly branded on every side in such a way as to show at a glance the character of the commodity. The penalties for violation are very severe, and already shipments from the United States have been seized for infringement of these provisions.

The interest taken in the purchases of customers wins trade.



MILTON KERNS,

Manufacturer,

No. 52 9th Street, Pittsburgh, Pa.

El Puritano

Finest 10c Cigar on Earth

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

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The Michigan Tradesman

Needs no introduction to those advertisers who have tried it columns. Those who have not tried it, and are desirous of reaching the Michigan trade, will find it the best and most direct means for the purpose. It is old enough to be strong—no experiment. Its circulation is paid-in-advance—not of the "how many" but of the "how good" kind. It is positively without a hobby—devotes all its time to its own business and that of the merchant. Treats everybody alike. Nobody owns us. Is this what you are looking for? Sample and rates on request.

Around the State

Movements of Merchants.

Barkville—Ole Harstad has embarked in general trade at this place.

Tustin—I. M. Haybarker, meat dealer, has sold out to A. E. Gawley.

Birch Run—Brucker & Co. have embarked in general trade at this place.

Quincy—Mason Spaulding has purchased the meat market of Griffin & Plue.

Menominee—Ira S. Bier has moved his bazaar stock from Cheboygan to this place.

Mendon—G. E. Mitchell & Co. succeed G. E. Mitchell in the dry goods business.

Arden—T. Sherman has sold his interest in the grocery store at Arden to Henry Pepper.

Hastings—G. McMarple has opened a confectionery store and bakery in the Newton building.

Pentwater—M. A. Rice will close out his jewelry stock and take up his residence in California.

Palmyra—Fisher & Bailey, meat dealers, have dissolved, E. Fisher continuing the business.

Calumet—U. S. Burnside succeeds Burnside & Van Zant in the confectionery and fruit business.

Battle Creek—E. Trump will shortly remove his dry goods stock to Sturgis, where he will re-engage in trade.

Clio—The general stock of Rogers Bros., inventoried at \$1,957.56, was bid in by Geo. W. Buckingham at \$1,010.

St. Louis—L. E. Lenhoff has returned to St. Louis from Buffalo and taken the management of his father's clothing store.

Lansing—Geo. T. Davis has shipped his bakery outfit to Bay City and will re-engage in the bakery business at that place.

Eaton Rapids—L. A. Bentley celebrated the twenty-fifth anniversary of his engaging in the shoe business at this place last week.

Alma—L. Hirschowitz, of Saginaw, has leased the corner store in the Church block and will move his stock of dry goods to this place.

Marquette—The Hotel Superior will close Oct. 1, after a very successful season's business. This hotel is one of the best on Lake Superior.

St. Louis—Llewellyn Smart has sold a half interest in his merchant tailoring business to Geo. Mahon. The firm will be known as Smart & Mahon.

Grand Ledge—B. W. Courts has sold his men's furnishing goods stock to Geo. H. Sheets and will embark in the manufacture of custom-made shirts.

Decatur—Henry Byers has purchased of L. G. Stewart the store adjoining that gentleman's grocery, and will move his jewelry stock to that location in the near future.

Lansing—Roy Marsh has opened a jewelry store in the building formerly occupied by the Little Downey, at the corner of Washington avenue and Wash-tenaw street.

Seney—C. E. Morse will soon make his home at Grand Marais, where his firm, Morse & Schneider, has a large general store. The Seney store will remain as it is.

Benton Harbor—Chester C. Sweet has sold his dry goods and grocery stock to E. W. Moore—who recently sold his interest in the general stock of E. W. Moore & Co. to B. E. Ferry—who will continue the business at the same location. Mr. Sweet will continue the hardware business, the same as heretofore.

Coopersville—Wm. Asman, who has been engaged in the bakery business at Grand Haven for the past seven years, has removed to this place and embarked in the same business.

Kalkaska—O. C. Goodrich has removed his drug stock from South Boardman to this place. He will occupy the building formerly used as a hardware store by Lehner & Phelps.

Ovid—J. D. Gleason, of Fairfield, and his son Edward, of Ovid, have purchased the stock of groceries and meats of C. N. Race. The firm name will be known as J. D. Gleason & Son.

Lansing—Edwin S. Butts, of the furniture firm of Ferrey & Butts, has purchased the interests of the Ferrey estate and will hereafter conduct the business under the name of the E. S. Butts Furniture Co.

Alma—M. Pollasky sold a carload of hides Monday for a figure far above any he has ever received before during all his experience in that line. It was 60 per cent. above last year's best, and 90 per cent. above 1894.

Marquette—A. M. Bigelow & Co. succeed A. M. Bigelow and have purchased the defunct W. D. Manness stationery stock. The "Co." is A. E. Boswell, who for years has been connected with the Marquette Mining Journal.

Riverdale—M. C. Lathrop has purchased the interest of Jehiel Woodward in the firm of Lathrop & Woodward, dealers in groceries and boots and shoes, and will continue the business in his own name at the same location. Mr. Woodward will take up his residence in Tennessee.

Zeeland—Burglars recently effected an entrance to the clothing store of Wm. Ossewaarde and purloined a quantity of goods valued at about \$200. An entrance was made by prying open the front door with a pickaxe. This store has been visited and burglarized annually for the past eight years.

Jackson—John C. Bader, who has been engaged in the hardware business in Jackson since 1851, conducting a business of his own since 1870, and has for years been closely identified with Jackson's business growth, lies at the point of death from cancer of the throat.

Holland—G. G. Smeenge has moved his grocery stock into the Beach block and the store vacated by him is being refitted and overhauled. In about three weeks it will be taken possession of by John Nies, who thereafter will occupy a double store, making his frontage 42 feet and the depth of his store 80 feet.

Saginaw—J. D. Draper, who has been conducting a grocery at 410 Genesee avenue, has purchased the grocery stock of Edouard Goeschel, at 109 South Jefferson avenue. Mr. Goeschel is to devote his energies solely to the boot and shoe trade, and the stock in the Draper store is to be consolidated with that purchased of Mr. Goeschel, who will occupy the store at 109 South Jefferson avenue.

Port Huron—Wm. Springer and Aaron Rose have purchased the clothing stock of Alex. Jacobi and will continue the business under the style of Springer & Rose. Mr. Springer was engaged in the clothing business on Huron avenue until he was appointed postmaster, about ten years ago. Mr. Rose has been associated with Mr. Jacobi for a number of years past and is well posted in the business. Mr. Jacobi will at once take up his residence in Chicago, where he will engage in other business.

Manufacturing Matters.

Hubbardston—Magee & McDermid, of Greenville, have started a cigar factory here.

Saginaw—The Melchers Lumber Co. succeeds Melchers & Co. in the lumber business.

Marquette—The new storage building of the Marquette Brewing Co. is nearing completion.

Applegate—The butter factory which started here last spring has closed for lack of support.

Jonesville—J. J. Deal & Son have found it necessary to enlarge their carriage manufacturing plant to take care of their increasing business.

Munising—The Munising Railway will build an extension this winter and expects to make connection at Little Lake on the C. & W. M. Railway.

Menominee—The new shoe factory is about ready to build. Arrangements have been completed for the establishment of an industry to employ 100 hands.

Marquette—A movement is on foot for the unwatering and operation of the old copper mine on the Michipicoten Island. There is a large mine there and copper is abundant.

Nunica—The Nunica creamery has been compelled to close on account of the supply of milk not being large enough to enable the manager to operate the plant at a profit.

Zeeland—Wm. H. Beach and Jas. Cook have purchased the "Little Wonder" flouring mill of H. H. Karsten and will continue the business under the style of J. Cook & Co.

Howard City—R. H. O'Donald announces his intention of building and equipping a cheese factory here if the farmers round about will guarantee him the milk from 400 cows.

Marquette—John Gordon has resigned his position as superintendent for the Dead River Milling Co. and will put in three camps northwest of this city to cut his own timber this winter.

St. Louis—At the annual meeting of stockholders of the Home Co-operative Creamery Association, it was decided by unanimous vote to sell the property and franchise at public auction Oct. 7.

Sault Ste. Marie—Rebuilding of the burned Hotel Iroquois has been begun. The new building will be much larger and better than the old and will be ready for the tourist business next season.

Alma—Messrs. Torrey & Bennett have dissolved partnership in the Anti-Coffee Company. Mr. Torrey will be supported by several men of means and will push the business more energetically than before.

Bad Axe—The business men of this place feel so elated over the return of good times that they all take a day off about every two weeks, close their stores and go to a neighboring resort for a day's outing.

Adrian—The Adrian Veneer Package Co. has been organized by M. H. Higby, Geo. Sinclair (Alanson) and C. W. Gates (Cleveland) for the purpose of embarking in the manufacture of cheese boxes, market baskets, berry boxes, and other packages formed of light wood.

Jackson—The Central City Co-operative Foundry Co. has begun business at the old Bennett foundry. The company is composed of A. C. Smith, Geo. J. Buchfink and Geo. Schott, and it is the intention to do a general foundry business, besides manufacturing the Smith valve boxes. A. C. Smith will be manager and the company will start with a force of half a dozen hands.

Lansing—The Paragon Refining Co., of Toledo, is preparing to open a branch office in this city and has begun grading for a new building near the Michigan Central tracks, halfway between the union depot and North Lansing. The Hall Lumber Co. has secured the contract for erecting the storehouse.

Croswell—Last year the Croswell cheese factory throughout the months of July and August made about forty cheeses a week. Through the same months this year it turned out eighty-six cheeses per week. This shows that the Croswell cheese factory, since it commenced operations, has each year more than doubled its output. Last month's sales brought about \$4,000 into the hands of the farmers in the vicinity.

Menominee—The new shoe factory is evidently an assured fact. The concern will be known as the Menominee Boot and Shoe Manufacturing Co. and the incorporators are among the best known business men of the city. The amount of stock held by the home people is \$35,000 and by LeMars, Ia., parties \$30,000, which gives the local parties a controlling interest in the concern. The building will be 150x100 feet in size, three stories high and will be erected on a site to be donated to the new company and selected by the board of directors. One hundred and fifty hands will be employed to start with. The cost of the building will not exceed \$5,000.

Bay City—Things are shaping themselves for the extensive mining of coal in this county in the near future. Within six months several testholes and a number of shafts will have been sunk, by outside parties with considerable means. Local concerns are securing options on farm lands for the mining of coal only. Chief among the outsiders are J. H. Somers & Co., from Cleveland, and parties from Owosso and Cornua. Somers & Co. will operate on the Marston farm and adjacent property on the Kawkawlin road. The terms of their contract make it necessary for them to begin work within six months. That there is coal in abundance within a few miles of this city has been proven. Capital is now being enlisted to bring it to the surface, the same as is being successfully done in Monitor township.

Better Be on the Safe Side.

Marquette, Sept. 10—If it would not be too much trouble for you, we would like to find out if we would be likely to have any trouble by using a Hoyt & Co. computing scale. We, with several others, have given an order for one, but we have been informed that if we use them we will be compelled to pay a royalty on them. The scales are here, but we have not taken them from the warehouse yet. WERLE & LONG.

In the absence of more definite information as to the identity of the parties who threaten prosecution for infringement, the Tradesman is unable to give you a satisfactory answer to the enquiry. It seems to be a part of the business of scale and cash register agents to utter threats of this kind when the product of competing concerns is met with, so that the companies securing the orders have been in the habit of furnishing indemnifying bonds to protect purchasers against possible loss or expense in case suits should actually be begun. It might be well for the writer to insist on protection of this kind, as such a demand is evidently justified under the circumstances.

When we refuse to face trouble we are in a position to get kicked down hill.

Grand Rapids Gossip

The Grocery Market.

Sugar—The market is very firm, an advance of $\frac{1}{8}$ c in the entire line having occurred last week. The domestic market advanced $\frac{1}{8}$ c during the past week, and the European raw market is also higher by $\frac{1}{8}$ c on the last sale of raws. The Trust is not buying any raw sugar at present, on account of the enormous supply already on hand, although independent refineries are taking some stock. The consumptive demand for raw sugar is at present very large and ought to last three weeks or a month longer.

Coffee—The market is without feature. The staple cannot go higher and there is a possibility of its going lower.

Tea—The past week has shown no change in prices, although the market is very firm and holders are not offering any stock, believing that higher prices will be obtainable in a short time. The large rejections of tea under the pure tea law is undoubtedly one reason for the present firmness. Retailers are beginning to buy a little more freely.

Syrups and Molasses—Sugar syrup rules at unchanged prices, and the demand is very small on account of the extreme heat. There is plenty of sugar syrup of all grades on hand. A little more molasses is selling, principally to bakers. Prices are unchanged and stocks are plentiful for the demand.

Dried Fruits—Very little interest is being taken in prunes, mainly on account of sellers' high ideas of value. Jobbers have about decided to wait until the goods reach the market, which they will do toward the latter end of the present month. Prices have not advanced further, but are very firm and high. Very little enquiry is heard for peaches, and no improvement in the demand is looked for until colder weather. Prices are firm, and are higher on the Coast than in the East, where the stocks are limited. Very few peaches are at present coming forward. The market in currants has advanced about $\frac{1}{8}$ c, both in this country and Greece, the primary market. The demand is small. The raisin market continues very firm, speaking of the foreign variety, although the California raisins are also firm. A few old-crop raisins are being sold on spot at a price much lower than the new will cost.

Canned Fruits—Canned apples have advanced 50c per doz. California canned goods, on all lines, have advanced 5 and 10c per dozen, according to the kind of fruit. Baked beans have advanced 10c per dozen, and there is firmness in canned tomatoes. The crop of tomatoes has been light this year and some packers are afraid there will be a scarcity and not enough to pack.

Provisions—Pickled and smoked meats are about holding their own, and buyers are only taking for their needs from day to day. Lard continues firm and sellers still have the advantage. They are not apt to share prices while the production is so light as at present. A good many packers are not able to fill their lard orders, even at present prices. The trade generally seems to think prices have reached the top, and are not trying to force values any higher, as the small packers will begin to kill shortly, and this will increase the supply of lard very considerably.

Cheese—While outside markets are weaker and lower, Michigan grades are actually stronger and fully $\frac{1}{8}$ c higher

than a week ago. This tends to show how little Michigan cheese is influenced by the fluctuations of other makes and other markets, owing to the fact that the product of this State is peculiar to itself, inasmuch as it is sold almost wholly for home consumption, having no standing beside the product of New York and Wisconsin factories.

Fish—John Pew & Son (Gloucester) write the Tradesman as follows: The New England fleet (principally Gloucester vessels) have landed to date about 8,700 barrels of salt mackerel; same period last year 36,000 barrels, showing a shrinkage of nearly 28,000 barrels. The market is scantily supplied and only a few sizes are obtainable and prices must rule high until we obtain a catch, and that will depend on what the year 1898 will bring. The mackerel fleet is reduced over one-third since the commencement of the season, by thirty vessels or more abandoning the mackerel fishery for other fisheries, and unless there is an improvement near at hand in the catch, other vessels will withdraw, so the fleet for the balance of the season (which closes about November 10) will be a small one, and it is impossible for many mackerel to be taken this year. In such times there are many theories about the failure of the mackerel catch. Some say abandon seines, for it frightens them and they will not show up on the surface of the water so as to be seen, and use the old-fashioned method of throwing bait and catching with hook and line. Others say so much more ocean commerce now than existed twenty or thirty years ago; "steamers, etc., coming and going in all directions, tend to make the mackerel shy," etc. Again, the condition of the waters and the feed have much to do with the erratic habits of the mackerel. So it goes. No one knows why the failure, when evidently there are many mackerel in the ocean. In codfish, Georges have advanced about \$1 per qtl. on large and 50c per qtl. on medium. The change on Grand Bank cod, both large and small, has been about 25c per qtl. The stock of both of these kinds is a small one and the general opinion is that they will go some higher. Pollock are very scarce. Other kinds of ground fish are in light supply and much higher prices are now being paid the fishermen for them than were paid a short time ago, and the stock that will be used a few weeks hence will cost the curers the prices they are now obtaining for such goods.

Tobacco—Leggett & Myers have advanced their Star plug and "6 for 10" 1c, and the Drummond Tobacco Co. has made a special concession on J. T. for a short time.

In Memory of Their Dead President

The following resolutions were unanimously adopted at the last meeting of the Adrian Retail Grocers' Association: Whereas, In view of the loss we have sustained by the decease of our friend and associate, Martin Gafney, and of the still heavier loss to those nearest and dearest to him; therefore, be it

Resolved, That it is but a just tribute to the memory of the departed to say that, in regretting his removal from our midst, we mourn for one who was, in every way, worthy of our respect and regard.

Resolved, That we sincerely condole with the family of the deceased on the dispensation with which it has pleased divine Providence to afflict them, and commend them for consolation to him who orders all things for the best.

Resolved, That these resolutions be spread upon the records of the Association, and a copy thereof be transmitted to the family of our departed friend and associate,

Purely Personal.

O. F. Conklin is spending a week in the Chicago market, purchasing fall goods for Conklin & Eason, at Ravenna.

W. L. Freeman (Worden Grocer Co.) spent several days in Chicago during the past week and states that he found all classes of business men with whom he talked—manufacturers, brokers, commission merchants and jobbers—in better spirits than has been the case for five years.

John Smyth, who has been identified with the Riverside Yeast Co. for nearly a dozen years, has resigned the position of local manager, which he has held ever since the retirement of L. Winternitz. His successor is J. E. Campbell, of Cincinnati, who has had several years' experience in the yeast business.

C. G. A. Voigt is about as shrewd as they make 'em. He made an exhibit of the products of his mills at the State Fair last week and, to complete the exhibit, borrowed a quantity of steel cut oatmeal from the Musselman Grocer Co. The goods were returned in good order, minus thanks or acknowledgment of any kind, but Mr. Voigt evidently neglected to detach the premium ticket which the Committee on Awards attached to the package. Mr. Musselman wishes it to be understood he lays no claim to the honor conferred upon Mr. Voigt, and that the latter can have the evidence of the superiority of his product any time he will call at the warehouse of the Musselman Grocer Co. and register his thanks for the loan of the goods.

O. D. Steele, Vice-President and Treasurer of the Riverside Yeast Co., left for his home in Chicago Tuesday, having spent a week here for the purpose of settling up with Local Agent Smith and installing his successor. Mr. Steele is a comedian of no mean ability and during his stay in the city he gave his friends several opportunities of measuring the scope of his talent in this line. He is also the captain of a military company, drum major of a crack band, editor of a military journal, presiding officer of a debating society, deacon in a church organization, superintendent of a Sunday School, besides holding several other offices of minor importance. It is asserted by his friends that he covets a seat in the Chicago Common Council, but judging by his "capacity," he would be equally at home in the presidency of a brewery.

The announcement that Wm. Widdicombs is again at the head of the Widdicombs Furniture Co. is welcome news to the creditors of that corporation and matter for hearty congratulation on the part of patriotic citizens, who now expect to see the magnificent property assume the proud position it once held at the front rank of the manufacturing plants of the city. When Mr. Widdicombs relinquished the management of the business, fourteen years ago, the Widdicombs Furniture Co. had had no bank or floating indebtedness for several years, while the record of dividends paid was such as to cause the stock to stand at 175. With the subsequent history of the company and its unfortunate condition precipitated by the panic of 1873, the public generally is acquainted. Those who are familiar with Mr. Widdicombs and his business methods assert that his hand has lost none of its cunning and that the remarkable executive ability which created a great and prosperous manufacturing establishment out of nothing is still capable of unloading

the burden of indebtedness under which it now staggers and placing the business on the sturdy foundation on which it rested when he turned the management over to other hands.

The Produce Market.

Apples—While there is a glut of common stock, there is a dearth of fancy stock, which would bring fair prices if it could be obtained. It is said that within ten days the poor stock will be cleaned up, when it will be time for the arrival of the Ben Davis, Jonathan, wine sap and later varieties of apples, which will place the market in better condition and dealers will get better prices and have better fruit to work with.

Bananas—Overripe bananas are a drug on the market and good shipping stock is scarce. There was a good trade this week, however, and values hold about steady.

Beets—25c per bu.
Butter—Separator creamery is strong at 18c for tubs and 20c for jars. Fancy dairy commands 15c.

Cabbage—\$2.50 per 100.
Carrots—25c per bu.
Cauliflower—\$1 per doz.
Celery—10@15c per bunch.
Corn—Green, 5c per doz.
Cucumbers—30c per bu.

Eggs—The warm spell West and a weaker market East have weakened the local market to that extent that fancy candled have declined to 14c for case run and 15c for selected as to size. The receipts are about equal to the demand.

Grapes—Worden's in 8 lb. baskets have declined to 10c. Niagaras command 12 $\frac{1}{2}$ c.

Honey—The honey season has opened and receipts are fair, with a good trade. What stock has been received is very good quality and the market is about steady at quotations.

Melons—The one thing that was benefited by the hot spell was the melon trade. There have been plenty of water-melons on the market this week, but they have been easily sold, as were also the large supply of home grown cantaloupes and muskmelons. The former command 10@15c and the latter 40@50c per doz.

Onions—Dry stock has advanced to 50c per bu.

Peaches—The offerings are light and not equal to the shipping demands of the market. Ruling prices to-day are as follows: Early Crawford, \$1.50@2; Hill's Chilis, \$1.25@1.50; Snow's Orange and Wagars, \$1.25@1.40.

Pears—\$1 per bu.

Plums—\$1 per bu.

Potatoes—Local buyers continue to pay 40c and bill out at 50c. The demand continues strong, with every indication of a season of profit to both grower and shipper.

Popcorn—50c per bu.

Peppers—Green, \$1 per bu.

Squash—2 $\frac{1}{2}$ c per lb.

Sweet Potatoes—There is a good active demand for sweet potatoes, and there is plenty of good stock to fill all orders. This week Jerseys have come on the market, commanding \$3.25 per bbl. Virginia and Baltimore stock has declined to \$2.

Tomatoes—30@40c per bu.

Turnips—25c per bu.

Will J. Page and H. D. Allgeo have formed a copartnership under the style of Page & Allgeo and purchased the drug stock formerly conducted by Dr. Lewis A. Foote at the corner of Plainfield and North Coit avenues.

The firm of Thomas E. Wykes & Co., composed of Thomas E. Wykes and John W. Baldie, engaged in the hay, grain and coal business at 45 South Division street, has dissolved, Thomas E. Wykes succeeding.

An undertaker with a full stock on the Klondike has a better thing than a paying claim.

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

Fruits and Produce.

Advantages of the Australian Box in Shipping Butter.

Boston, Mass., Sept. 11.—The great increase in the use of the Australian box with us for export prompts me, in alluding to the very poor showing we are making in comparison with the Canadians and Argentinians, as their boxes, in imitation of the Australian, are away ahead of ours. It would appear to me as if some of the creamery supply companies were doing their best to see how poor a package they could turn out. One of my English correspondents who was here a short time ago, on his way from a trip to Australia, commented severely on the wretched boxes he saw in Chicago, here and New York. He said they were in strong contrast with those used by the Australians, their box being all one piece for each side, very nicely finished and nailed very true, and looked more like a piece of cabinet work than the box he saw here. It is true some are very near the correct thing, but so many of them are very roughly sawed that the sawed ends presents a rough and harsh appearance. Then, again, the matter of the wood. Some are using yellow poplar and others cotton wood. These two woods should not be used at all. Creamerymen should insist upon having either the white poplar wood box or the Northern spruce box and should reject any that have knots in them of unsightly size. They should return to any package supply company the cotton wood or yellow poplar wood box. Some creamerymen make such a mess in nailing these boxes together. There is hardly a lot I have seen yet that, in the finish, was nearly as well put together as the most ordinary soap box now in use. Some nail with little thin wire nails, the heads of which pull through the wood in trying to open them. Others use too small nails. I saw a lot the other day that were put together with nails ranging from one to four inches in length. In several cases, what should have been the lid was used for a side, and hanging over on the sides fully an inch. It was the worst sample of putting a box together that I ever saw. Creamerymen, in ordering their boxes, should insist upon having the two kinds of wood that I refer to and, in giving their orders, notify the parties they order from that they will send them back if of any other wood.

Another thing, a great many do not soak these boxes and rub the inside of them with salt before putting in the parchment paper. A great many are using altogether too thin parchment paper. In no case should they use anything but the heaviest and that which is in strips of 48 inches in length and 12 inches in width, letting it fold over on the face 6 inches each side. Salt should not be put in on top of this paper, but, before nailing on the lid, a tea-cupful of strong brine, made from the same salt as they use in flavoring the butter, should be poured in. There is no question about it that we have got to use this package almost exclusively in shipping to England. The distinction they are making is so great that boxes will command a decided premium over tubs. I suppose my experience is no different from other exporters, and that is, receiving constant appeals for boxes in place of tubs, and at the moment, while boxes are selling quite freely, tubs are almost neglected.

Creamerymen will find it far better to put the box together the moment they receive the pieces to form the box from the supply company, and to nail the sides with a two-inch wire nail that is $\frac{1}{2}$ of an inch in diameter and has a large flat head. Five nails should be used at each end in putting the sides together and five each side in nailing on the bottom. When it comes to nailing on the lid four of the same sized nails are sufficient to use, one at each corner about an inch from the end. This enables the box to be easily opened here, as it is quite a difficult

job to remove so many nails as are usually used in nailing on the lid without destroying the same. The boxes should be kept in a thoroughly dry room and should be protected from any dust getting inside of them. In nailing the box together great care should be used to see that the pieces are put together perfectly true, not leaning in and out, as is the case very frequently. The boxes must be perfectly true inside, to enable the butter to be slipped out.

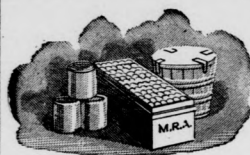
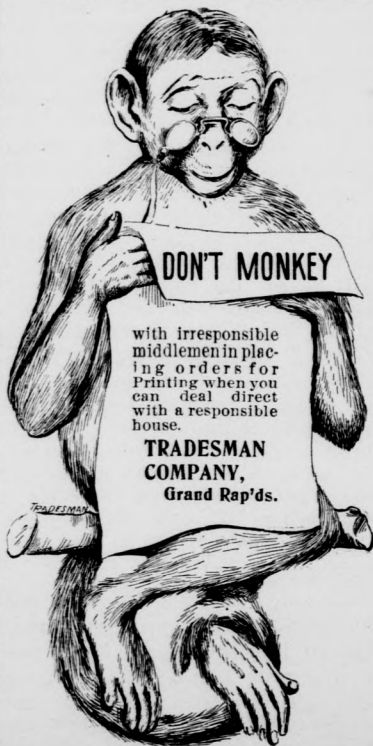
Another thing I would call attention to and that is, in the matter of nailing, to have the nails go in perfectly straight, as very frequently they side one way or the other; if on the outside, a very dangerous thing to those handling them, and if they come on the inside, they create rust on the butter and very frequently prevent the butter from slipping out. When it is possible, I strongly recommend using paraffin in treating the inside of the box instead of wetting it, but the parchment paper should always be wet with strong brine when put in the package. In paraffining great care should be used not to have it too thick (too cold). It must be kept hot in order to apply to the wood. It should not be put on any thicker than a priming coat that painters give new wood. This paraffining prevents mold, as well as makes the package very nearly air tight. Care should be used to see that every particle of the wood, of the inside of the box, is covered, also the inside of the lid. Creamerymen, in ordering boxes, should instruct their supply company not to send them pieces that have slots in them for handles. These slots are not at all necessary and only make an unpleasant appearance and frequently prevent proper branding, as it is the ends that are used for branding. Anyone that cannot lift a 65 to 75 pound package without the aid of a slot handle ought not to be engaged in the butter business. His calling should be lifting pill boxes. Receivers of butter in this style of package ought to use every means possible to help improve the appearance of this box package, and they can only do so by constantly dining at the creamerymen.

GEO. A. COCHRANE.

Love your neighbor well enough to keep him out of debt—to you.

When your order book is full is a good time for you not to get full.

The only way to take advantage of a "good chance" is to chain it down.



BUTTER

Handled only on Commission.

EGGS

On Commission or bought on track.

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

Fruits for Canning

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

Bunting & Co., Jobbers,
Grand Rapids.

SEEDS

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

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

BEANS

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

ALFRED J. BROWN SEED CO., Grand Rapids.

Miller & Teasdale Co.

Fruit and Produce Brokers

Beans Our Specialty Potatoes

601 North Third Street, St. Louis, Mo.

Consignments solicited. Advances made.

Reference: American Exchange Bank, St. Louis.

Harris & Frutchey

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

60 Woodbridge Street, West, Detroit, Mich.

Send in Your Mail Orders

We make a specialty of filling mail orders, and give all requisitions so sent in our most prompt and careful attention. Merchants can rest assured that they will receive bottom market prices on day of shipment. Let us know what your requirements are in the way of **Peaches, Plums, Pears, Grapes, Melons** and all kinds of **Vegetables**. This week we are able to bill good canning peaches at \$1 to \$1.50 per bushel.

Write To-day.

THE VINKEMULDER CO., Grand Rapids, Mich.

Butter and Eggs Wanted

For cash at your station.
Special attention to

Apples, Peaches, Berries, etc.

WRITE US.

Hermann C. Naumann & Co.,

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

SEEDS

FIELD SEEDS—We carry large stock. Can fill orders quick at prices that should warrant you in placing your orders with us.
PEACHES—Crawfords, Barnards, Mountain Rose and Plums now in market. Now is the time to order.

We buy and sell Beans, Potatoes, Onions, Apples, Peaches, Plums in carlots or less. Bushel baskets and covers.

MOSELEY BROS., 26-28-30-32 Ottawa St., Grand Rapids, Mich.

Established 1876.

Wholesale Seeds, Potatoes, Beans, Fruits.

GOTHAM GOSSIP.

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

New York, Sept. 10.—The buyers continue to come, and now winter goods are going out at a great rate in the dry goods district. Grocery jobbers report a most excellent trade, also, the only bad feature being the civil war in the coal regions. That part of the country draws largely on New York for many of its supplies and any serious difficulty there has its due effect here.

Coffee has its ups and downs—or, more properly, its downs. Supplies continue enormous at all points, and the demand is of an average character. The big roasters are doing the lion's share of business, and wherever one goes in the country he will sell coffee from Brooklyn or Toledo. The smaller roasters seem to be resting easily and yet they do not complain. Mild sorts are in moderate request at unchanged quotations.

The demand for sugar is of an average character for this time of the year. The canning season is a time when liberal supplies are needed in the country, but orders have all been promptly filled. A fair business has been done in tea—that is, fair for tea. A slight advance has been made in the auction room on some grades, but there is room for improvement still further.

Rice is active. Orders have come from all points and holders will make no concession in prices whatever. The outlook is favorable for firm rates during the remainder of the year.

The spice market shows no change. The demand is about as usual, although the tone is rather more favorable as the season advances. No change is noted in quotations.

There has been a pretty good enquiry for best grades of open kettle molasses and also for the cheaper sorts. Syrups are quiet and prices are nominal.

In canned goods, trading has been of fair volume and altogether the situation shows steady improvement. Offerings are light and in some instances packers are putting up a bonus to have their contracts annulled. No. 3 Jersey tomatoes have advanced to \$1 sooner than was anticipated. The pack gives every indication of being light.

Butter stocks have been pretty well cleaned up and the market is in better condition than a week ago, although there has been no advance over the 18c rate of a week ago. The extremely hot weather had a bad effect and considerable quantities were so affected as to cause its sale at whatever it would bring.

Near-by eggs are in good request and the supply is not large enough. Bad eggs are too numerous to mention.

This Year's Poultry Crop—Establishing a New Standard.
From the New York Produce Review.

One of the largest shippers of live poultry to this market from the West estimates the crop of poultry this year

about equal to last. It is generally thought that prices during the coming season will rule higher than last year, owing to the fact that grain and other products have advanced, and the farmers will be in a more independent position; they will be apt to hold their stock until they can realize prices which will be satisfactory to them, instead of forcing it off, as has often been the case during the past season at whatever shippers would pay.

* * *

Advices from many of the poultry sections of the West report that the loss to young poultry this year by rats has been larger than ever before. Throughout nearly all sections in the Far West—beyond the Mississippi—shippers write complaining of the unusually large loss by these rodents and they are unable to explain why the country is so overrun with them unless it be from the fact that immense quantities of corn and other grain have been held in nearly all sections awaiting a favorable market; they are inclined to think that this free supply of grain, together with favorable weather conditions, may have caused them to become so numerous.

* * *

The committee of fifteen members appointed by the American Poultry Association to revise the rules regulating "standard" poultry met at the Munatawket hotel on Fisher's Island, L. I., N. Y., August 31, and continued in session most of the week. This is one of the most important committees ever appointed in the interests of the poultry raising industry of the United States and Canada. There is in existence a book containing rules governing the raising of poultry, and poultry, to be "standard," must conform to the laws laid down in this book. A committee of revision meets every five years, and the present committee began its work last week Monday. About thirty members of the Association were present, including the members of the committee, of which Arthur R. Sharp, of Taunton, is chairman. David A. Nichols, of Monroe, Conn., is President of the Association. Many changes were made in the laws, and some of them are important. Hearings were granted to all comers, who were given an opportunity to make suggestions or file requests for legislation. The feeling prevails in the committee that as a whole the new standard will be most complete in all its parts, and that a long step has been taken looking toward the advancement of poultry culture throughout the country. The committee feels that it is in a position which justifies the claim that all interests have been fully protected. The report covers all standard breeds of poultry.

Sunday Excursion to Detroit.

The D., G. R. & W. R. R. will run a special train to Detroit Sunday, Sept. 10, leaving Grand Rapids at 7 a. m. and arriving at Detroit at noon. Returning, the train will leave Detroit at 6:30 p. m. Round trip rate to Detroit, \$2; Island Lake, \$1; Grand Ledge, \$1. GEO. DEHAVEN, G. P. A.

Following the Example of the Sugar Trust.
From the Grocery World.

The Glucose Trust has brought down upon itself during the past week the first anathemas from the trade. While there has been a mild objection all along on the part of users of glucose to paying the higher price brought about by the combination, the fact that all parts of the country were on the same basis has, for the reason that misery loves company, assuaged the jobbers' feelings to some extent.

During the last week, however, the Glucose Trust has done a thing which is considered highly unfair by the trade, and which has brought down upon it a good deal of denunciation. Several days ago the Trust sent its local representative advices stating that the trade in Philadelphia had better buy glucose at the price then ruling, which was \$1.93 per 100 pounds, in order to escape higher prices, which it was insinuated were likely to occur. Consequently, the trade bought pretty largely and compound syrup began to stiffen up, with the prospect of going higher another notch.

* The very next day after this occurred, however, the Trust reduced its price 10 cents per 100 pounds, instead of advancing it, and the jobbers who bought on the strength of the Trust's tip are, consequently, feeling aggrieved. The market, after ruling at the declined figure for one day, advanced the following day to \$1.93 again. Notwithstanding this, however, the jobbers realized that, had they waited one day, they could have bought what they bought at 10 cents per 100 pounds less.

California Oranges in Sight.

A California fruit-grower writes thus to a New York fruit-trade journal: "As near as we can judge now, oranges will mature and color up as early this year as last, and we expect to be shipping from Redlands and Highlands the last of November. The oranges mature fully two weeks earlier at these two points than elsewhere in Southern California."

The man who talks about what he is going to do never does it.

Flattery is a sneaking art that no honest traveling man can live by.

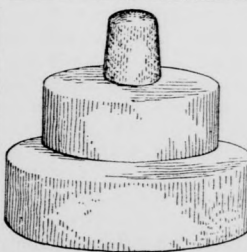
BARNETT BROTHERS

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

Stencils furnished on application.

DEPOSITS AT PRINCIPAL POINTS.



R. HIRT, Jr.,

Market St., Detroit.

✿ Butter and Eggs wanted ✿

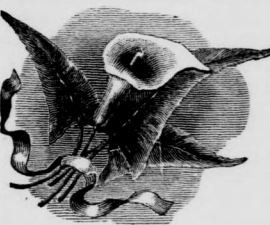
Will buy same at point of shipment, or delivered, in small or large lots. Write for particulars.

SELECTED KALAMAZOO CELERY

The choicest celery grown is shipped by

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

Correspondence Solicited. Satisfaction Guaranteed.



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.

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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.



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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - SEPTEMBER 15, 1897.

GENERAL TRADE SITUATION.

A remarkable feature of the situation is the contrast in the portion of the last half of the year now past with the conditions ruling during the first six months. Then the most characteristic features were the long and disheartening delay in resuming activity and the continued breaking of the records for low prices in many prominent lines. As a matter of fact, the recovery in activity had been in progress for a considerable time before the end of the first half year, but the persistence with which prices still tended downward prevented a general recognition of the change. But the present six months afford a decided contrast in many regards. The recovery in prices has been steady and healthful in most leading lines, while the increase in activity is such that already assurance is given that many records for the year will be broken in the volume of business.

The week has been characterized by the continuation of active buying in anticipation of heavy fall and winter trade. The influx of buyers to all the principal centers, which made August a month of unprecedented summer activity, still continues. The result of this activity in buying to replenish the long depleted stocks is that in most industries orders have been placed assuring many months of work independent of further orders, and, in many lines where the manufacturers are not satisfied with the prices now ruling, orders for future delivery are not solicited and are even being refused. The rapid increase in the demands for freight transportation is taxing the roads and steamboat lines for facilities and, as a consequence of increased earnings, transportation shares are advancing with increasing activity.

The recovery of prices in the iron markets continues slow and steady. Resuming works is increasing the output so enormously that prices are kept down, and this fact operates to increase the consumption. The shipments of ore through the Sault Canal to September 1 were 862,000 tons more than last year, and indicate the heaviest year's product ever known.

The advance in wheat held steadily until the latter part of the week, when a reaction set in, bringing the price down three or four cents. This reaction would seem to be largely speculative and few

expect that it will not be followed by recovery.

It is just beginning to be realized what enormous orders were placed in August for textile goods, in many lines giving the works enough to do for some months. The business of the month, it is generally admitted, was on the whole much larger than would have been expected in a year of full prosperity, the obvious explanation being that half a million dealers who have been buying as little as possible for some years past have started in earnest to replenish stocks, finding ample warrant for it in the marked improvement of retail trade. It is to many a surprise that the heavy anticipatory imports of goods, especially woollens, seem to influence the market so little. Prices are generally strong, both for woolen and cotton goods, and yet the advance realized in actual sales has so far been quite moderate, excluding nominal prices made in order practically to withdraw goods from the market without giving offense to consumers.

In the boot and shoe market there is still dissatisfaction with the continued relatively high price of hides, from which reaction is generally expected, yet the shipments from Boston of 106,217 cases in one week are the largest reported for any previous week in three years.

Bank clearings continue very heavy, although last week was less than the preceding by 2 per cent. This is fully accounted for by the holiday and by the fact that clearings are always largest at the first of the month. The amount—\$1,106,000,000—is much larger than for the corresponding week in any year since 1892. The amount is double that of the week in 1893 and nearly double that of last year. Failures were only 173, against 198 last week and 308 for the corresponding week last year.

A significant illustration of agricultural prosperity in the West is furnished by the common stock of the Chicago, Milwaukee & St. Paul Railroad Company. This transportation system extends throughout the great grain-growing section of the country and is, therefore, dependent for its own prosperity upon that of the farmers along its lines. The company has just declared an extra dividend, making the rate 6 per cent. per annum, the highest paid on the common stock since 1884. At the beginning of the present year this stock was quoted on the New York exchange at 73½ bid. It is now above par, for the first time since 1884.

The Tradesman is pleased to note that S. M. Lemon has received, and has decided to accept, the appointment of Internal Revenue Collector for this district. In the giving of this appointment there is the acknowledgment of political interest and services which make it well deserved, but it was hardly expected that he would feel like accepting a position which will increase so largely the demands upon his time on account of his business interests. In taking the position, assurance will be given of an efficient administration, as he will bring to it the wide business experience and practical energy which have made him so successful in other lines of work.

Those people rushing to the Klondike have a worse case of yellow fever than any in the South just now.

Many men who are spoken of as being "as honest as the day is long" may have a night record.

DANGERS OF COUNTERFEITING.

The recent discovery in this city of another counterfeiting plant in successful operation calls attention to the fact that in the changes in methods of engraving and printing, especially those dependent upon the development of new processes of photo-chemical reproduction, there is a constant and rapid increase in the facility with which dangerous imitations of all kinds of paper currency may be produced. The danger of an undue inflation of the silver currency through illicit coining has received some attention, although not as much as it deserves. Occasionally, we hear that in some locality, usually in the Southwest, there is evidence of the putting out of large quantities of spurious silver coins. These are indications of an industry the extent of which can only be conjectured. The fact that the metal used in this form of our currency can be bought for less than one-half the face value when coined makes the counterfeiting with it, in the exact proportions of the genuine coinage, sufficiently profitable. Then the ease of manipulating the ingredients and the facility of obtaining mechanical appliances make the production so simple that it is inevitable that the opportunity should be improved. The introduction of the spurious coins, when they have been skillfully prepared, into the silver circulation in all parts of the country is a matter of perfect safety so far as the coins are concerned; there is nothing to excite suspicion in what is being passed, and when once it is in circulation, it is a part of the National coinage, to be redeemed the same as the rest. Differences in the ingredients of these counterfeits and the genuine coins have been noted, but such differences are easy to rectify, so that the spurious coins will defy any test. In the genuine the differences in the ingredients at the different mints, and the variations at different times, will be as great as those found in the counterfeits.

While in the counterfeiting of the paper currency there is little danger of issuing that which will become a permanent part of the circulation, there is rapidly increasing danger of successful attempts in the development of processes, as already noted. Not many years ago, the engraving of the plates to produce a counterfeit note was a formidable undertaking, involving many months of time. Then, it was not usual that the engraver should have sufficient knowledge of the paper and the various colors and qualities of inks to make his plates available, so that was necessary for him to work with a confederate skilled in these lines, thus increasing the cost and risk of detection. Now, by the aid of photo-chemical processes the production of dangerous plates is the work of a less number of days, and, what is worse, the knowledge requisite is possessed by many an apprentice of two or three years' experience. In these processes it is necessary to have a considerable knowledge of paper and inks, but the increased facility of obtaining these simplifies the task and obviates the necessity of confederates.

In the case now under investigation in this city the workman who, it is alleged, made the plates and did the printing is one whose trade was not half learned. But, being employed where every facility was at his command, and where he was carelessly given opportunity for his operations outside of working hours, the production of the counterfeit, as alleged, was an easy

matter. The entire work, including the printing, appears to have been done in a few days and the first evening's attempt at passing the product by a confederate is said to have netted over sixty dollars.

This is a forcible illustration of the ease with which very dangerous imitations of currency may be produced. There is little use in watching for counterfeit coins, for the use of base metal is so dangerous that it is about given up for the genuine, which even the Government cannot detect. But the productions of the paper artists are easily detected and, while the frequency of attempts is likely to increase, the permanence of the danger in each case will be small.

THE FRANCO-RUSSIAN ALLIANCE.

The latest cables from Germany indicate that Emperor William is by no means indifferent to the possibilities of the new Franco-Russian alliance, but that, on the contrary, it is giving him no little uneasiness. The first evidence of this perturbation is shown in the efforts he has made to rehabilitate the Triple Alliance. It is true that the Triple Alliance has been in full force all the time; but, for various reasons, the different powers composing it had become somewhat lukewarm towards each other, either because there was less need for joint action than formerly, or because some of them had found that the alliance did not prove of practical benefit in time of need; take, for instance, Italy's experience in her contest with Abyssinia. The announcement of the Franco-Russian alliance, however, created a new "raison d'être" for the triple compact; hence the parties to that arrangement have hastened to renew their mutual agreements.

It is worthy of note that Emperor William had as his guest of honor, at the recent army manoeuvres, King Humbert, of Italy, and he sought by every means in his power to emphasize the friendship existing between himself and Italy's sovereign. Another very conspicuous move on the Emperor's part, which is no doubt largely due to his apprehensions as to the possible effects of the Franco-Russian compact, is his conciliatory tone towards the lesser German princes. During the army manoeuvres he has endeavored to honor as much as possible the Kings of Saxony and Wurtemberg and the Regent of Bavaria, with a view, no doubt, to removing that ill feeling which was believed to be growing towards the head of the empire among the lesser states, whose rulers believed themselves to be overtopped too greatly by the King of Prussia.

By far the most conspicuous evidence of a change of heart on the part of Emperor William, brought about by recent developments in Continental Europe, has been the cessation of the attacks upon Great Britain by the German press, and the evident desire on the part of the Kaiser to cultivate more friendly relations with the British court. He realizes that the dual alliance between France and Russia, and the Triple Alliance between Germany, Austria and Italy, must compete for British support, and that to which side soever British influence is thrown will be added a controlling weight in European affairs. These are all evidences that, while Emperor William may be hasty and eccentric, he is by no means the fool that some people are disposed to consider him.

DANGEROUS CLASSES IN CITIES.

The problem of the unemployed embraces two classes of persons. These are, first, those who have been turned out of employment by the industrial depression which follows a financial panic, and, second, the tramps and loafers who will not work and are determined to live by plundering or begging from others.

The honest work people who are unfortunately and unavoidably the victims of an industrial depression should be subjects of the greatest solicitude of the statesman and philanthropist. The tramps and loafers belong to the criminal classes and ought to be treated as such. The honest laborer asks nothing more than to secure employment at fair wages. When times are bad, he will accept any honest employment at reduced wages, so that he may support his family and not be humiliated by having to beg.

In order to meet this need, every state and city should have emergency farms, where the able-bodied unemployed could at least earn their bread, and the day will come when some arrangement of that sort will have to be made. But such emergency relief will only have to be made occasionally, since it is only in times of great industrial depression that large numbers of people are unavoidably out of employment. But especial measures will have to be used upon the tramps and loafers, who are getting to be an unbearable pest. They infest the country from one end to the other, and crowd into the cities, only to increase its criminal classes.

In disposing of the able-bodied mendicants, some information may be got from Europe. Some years ago the United States Government caused to be gathered by its consular agents in all parts of Europe information on vagrancy and public charities, and this information was printed by the State Department.

It seems strange that Germany, where society is generally well ordered and the people industrious, should have, at any modern period, been cursed with tramps and beggars; but that was the case soon after the close of the series of the great German wars, the last of which was that with France. At that time, according to the official reports, one of the worst beggar-infested countries of Europe was Germany. Able-bodied men in alarming numbers tramped through the provinces of all the states of the empire, some of them in search of work, others for love of vagabondage. In 1873, 200,000 men and boys were living as vagabonds in Germany, begging from town to town, demoralizing and, in many instances, terrifying the rural communities.

All this has been changed. The governments of the various German states accomplished the change by means of relief stations and lodging-houses, with a system of passes from one station to another for men in search of work; the establishment of labor colonies; the general adoption of a system of relief for private distress, and a rigid enforcement of the laws which provide imprisonment with hard labor for all tramps and for all who beg or cause children to beg.

The rule is that every person caught begging is imprisoned in the house of correction or in the workhouse for a term from four months up to two years, where they have to do the kind of work or labor to which they are best adapted. They have to obey orders strictly, but

there is nothing humiliating in the treatment they receive; but, on the contrary, it is tending toward the elevation of their self respect. A part of their earnings is reserved and paid to them when leaving the institution. About 25 per cent. of these beggars remain incorrigible and have to be repeatedly punished and imprisoned, while the rest of them become self-supporting members of society.

Idleness is the parent of crime, and where there is a large per cent. of the population idle, it is sure to result in a vast increase in vice and crime. Spain and Italy are reported as particularly infested with beggars. A consular report from Palermo, the capital of Sicily, says:

No country, perhaps, has a greater percentage of beggars than Italy, and in no part of Italy are beggars so painfully numerous as in Sicily, where all public buildings, churches, banks, theaters, hotels, and approaches thereto, as well as streets, promenades and parks, are teeming with beggars, whose importunities are as constant and general as they are annoying. In fact, so numerous are they and conspicuous that one is given the impression that half the population is begging; but although begging is so prevalent, the class of roving beggars known as "tramps" is unknown here, for two reasons—one, that no Sicilian beggar has the energy to travel from place to place, and the other the certainty of the place to which he might go being as thoroughly infested and fully occupied as that whence he came.

The American beggars are more enterprising. They migrate with the changes of the seasons from the Northern States to those of the South, and back again northward. But the loafers are a class of idlers found in every town and city of the Union. They commence by living in idleness upon the earnings of their relatives, and they end by becoming criminals. As to the tramps, they are wandering criminals, half bandit, half beggar, plundering by force or pleading for charity as may best suit their purposes.

Distinct from these are the able-bodied men who flock to cities in the hope of living easier there than in the country, and who, while pretending to seek work, refuse to perform any useful labor. They can generally manage to find cheap lodgings for a small amount, and with beer or whisky a free lunch. It is seldom they fail to secure means for that much. In the meantime they swell the numbers of the floating, shiftless and dangerous population, always ready to profit by any public disorder or lack of watchfulness on the part of all who have anything to lose. This is the most dangerous element in any community, worse than the professional criminal class.

For the first time in seven years, it is said, the demand for labor is greater than the supply in many parts of Alabama, and, as a result, there is not a strike or labor dispute of any kind in the State. Increased demands for Alabama iron in Europe are pressing the furnaces to fill orders. Coal mine and furnace operators are advertising for labor to meet the requirements of the situation, and labor agents are being placed in the field.

M. Moisson, a French savant, has discovered a substance harder than diamond, for which a patent is to be issued. It is called carbide of titanium. An oxide of titanium is used for coloring artificial teeth, which is the only practical use for the metal hitherto developed.



Buy a Seller!

Sell a Winner!

Win a Buyer!

IDEAL
FULL CREAM
CHEESE

Pillsbury Flour
Ideal Cheese
Old Fashioned Lard



Clark = Jewell = Wells Co.,

Western Michigan Agents,
Grand Rapids, Mich.

SPOT CASH NO GO.

Why an Ohio Firm Goes Back to the Credit System.

Smith and I have run a general country store out here for six years, and have done reasonably well. We have, of course, lost something because of bad accounts, but on the whole have made money.

Smith is a great hand for theories. He reads all the "Advice to Merchants" and "Hints to Business Men" he sees in the trade and other journals and gives them all a trial, when my influence fails to prevent him. Some of them have cost us money, while others have lost us customers. This does not prevent his turning up, fresh and smiling, with a new one, about every other day.

Last summer he became very much impressed with the absolute necessity of our doing business upon a strictly cash basis; said he had been reading Adam Smith and a lot of those other old chaps who write on political economy, and after studying the matter over had come to the conclusion that 25 per cent. of the business done in this country was lost through poor accounts; that the whole sum could be saved if everybody would pay spot cash on the delivery of the goods; that, as the leading merchants of Bundysburg, we were in a position to give the matter a thorough test and show the world at large that the great bulk of commercial business was done upon a wrong basis; that, by paying spot cash ourselves, we could purchase goods much cheaper than at present, and sell for lower prices; that everybody who had money would come to us, while those who ran accounts would go to our competitors; in short, he argued with such spirit and vehemence, and had such a formidable array of figures upon his side, that, after a month's protest and hesitation, I finally acceded to his view of the matter and agreed that hereafter the firm of Smith & Jones should do business only upon a Hard Money and Spot Cash basis. Our motto was, "No trust to anybody; not even our grandmothers." If Mrs. Smith wished to purchase a lawn dress, she must come in and pay her money over the counter. If Jones' youthful son wished a sled, he would have to produce the coin of the realm, or its equivalent in greenbacks, before he could come into possession. There were to be no bad accounts, and no losses thereafter, and everything should immediately take on a roseate hue.

On the 1 of September, 1896, we put up our sign, "Absolutely No Trust to Anyone." We changed our card in the Bundysburg Signal, calling attention to the fact that hereafter goods would be sold for cash only and that because of this new departure in our business, we expected to sell goods 25 per cent. less than our neighbors could sell them.

Now, don't understand me as condemning this system as a whole or even criticising those who support and practice it. I simply wish to say that our experience has demonstrated the fact that, in a small country town like Bundysburg, this method of business has its slight drawbacks, to say the least. In a great city, where you know so few of your customers, and where so many of them are merely casual purchasers, it may work to a charm, but in a little town like this, personal and fraternal relations are so closely intertwined with those of a business character that a merchant who makes this cash rule and

enforces it is apt to get himself occasionally disliked.

As our old customers came in and saw the sign, their comments varied from, "Well, I'll be gol darned," to "What the blankety-blank has got into you fellers, anyhow?" On the whole, our customers seemed to endorse the move and regard it as a commendable safeguard when applied to their friends and neighbors, but had their doubts about its availability or complete success when put into operation against themselves. Old Deacon Wolcott, who has traded with us ever since the store was opened, paying twice each year, and who was a customer of my father's before I was born, said to me in a confidential manner, "That's all right, Silas, you just go ahead and keep that sign up, and it will be a notice to a lot of these lazy, good-for-nothing fellows that they must pay as they go, or not go at all. Of course, Silas, I know them fellers you and Jim are after, and that you never had a thought of applying this here notion to me."

I took the old man over into the corner and let Jim talk political economy to him for half an hour. He looked a little dubious, but when Jim was through with him, he came down front and said to me, "I must have a pair of boots for the boy and some goods for the old woman." I took great pleasure in waiting upon him, and when I was through, figured up the amount, which came to some \$11.80. The old man gave an embarrassed laugh and said, "You have got me this time, Silas. I haven't a darned cent with me, and unless you chalk her down for a few days, I will have to leave the goods until I come in again. I have got my old silver watch with me," with a low chuckle, "but I don't think, at this time of day, you boys will make the old man put that up for \$11.80."

It was a little embarrassing to have our first customer under the new rule put us in a box like this. We knew that the old man was as good as the gold, and at the price we had charged him, we could very well afford to carry his account for several months. But there was the rule, and I saw Jim looking at me sternly from the back end of the store over a pile of political economy books and trade journals which insisted that every merchant should sell for cash.

I said to him, "Uncle Socrates, I cannot put this account upon the books, as it is against our rules, and we must treat one customer as we would another, but I'll tell you what I will do. I will lend you the \$11.80 out of my own pocket, and you can pay me the next time you are in town."

"Well," said the old man dubiously, "I don't know as I care to go about town borrowing money, but under the circumstances, we will let her go at that."

I loaned the deacon \$12 in cash out of my own pocket, and then he turned around and paid me \$11.80, which went into the drawer.

Said he with a chuckle, "It looks now as though I was about 20 cents ahead of the game," which was rather a suggestive comparison for a deacon in the Presbyterian Church, but quite characteristic of the situation.

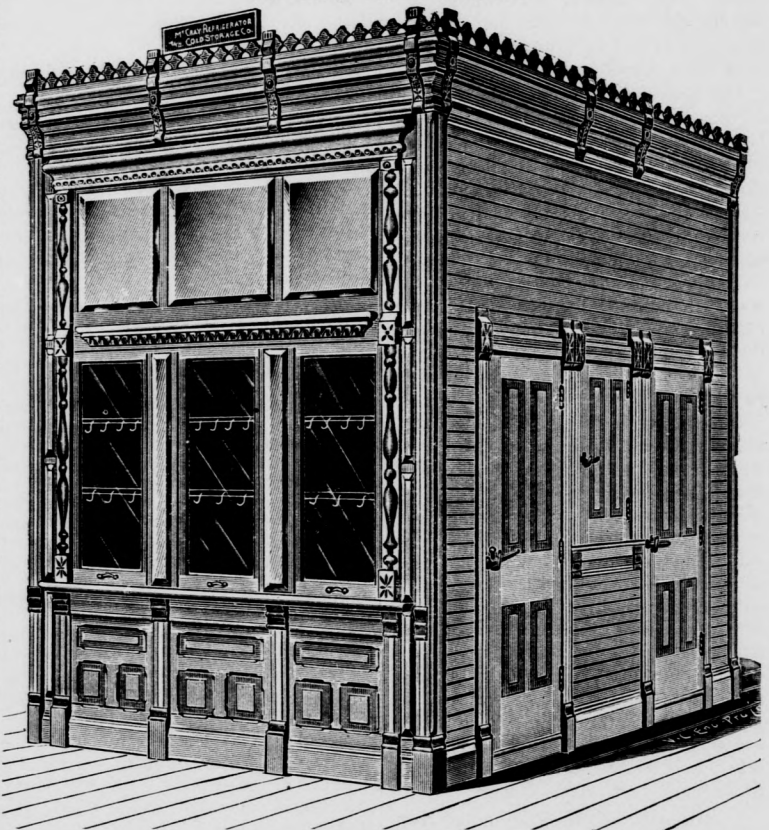
Our books show that, during the past year, we have sold Deacon Wolcott just one-half what we sold him the year before. Figuring full legal interest on his account, I find that we have lost about \$53.75 on the transaction over

McGRAY REFRIGERATOR AND COLD STORAGE CO., Kendallville, Indiana.

MANUFACTURERS OF

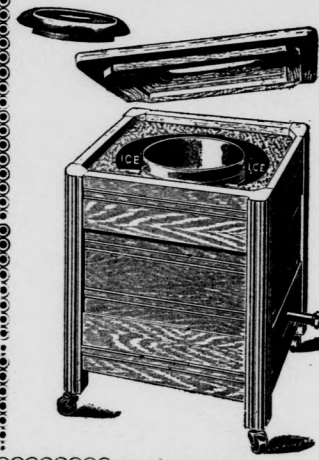
Fine Roll Top Butter and Grocery Refrigerators and Store Fixtures

Cold Storage and Cooling Rooms



STYLE A.

The above cut was taken from an 8x14 Double Cooling Room. It has three windows on weights, mirrors between and above the windows. Ice in the center.



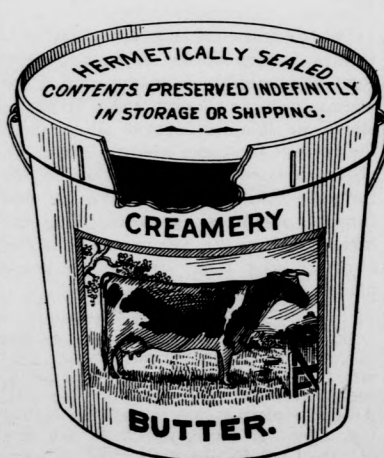
If You Sell Oysters

At a Profit

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

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

Chocolate Cooler Co.,
Grand Rapids.

Antiseptic Fibre
Package Co.

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 now used.

187-189 Canal St.
Grand Rapids, Mich.

what we would have made had we carried his account as in the olden days. There is another loss to be added to this, as the deacon's wife has got into the habit of carrying her butter and eggs to our rivals across the way, where she is running a book account wide open and for all it is worth; and thus we have lost what we would have made in handling her produce.

The deacon had hardly gone out of the store, before little Johnny Seelye came in and, reaching a tin pail over the counter said, "My mother, she wants two quarts of molasses."

Said I, "All right, Johnny, have you got the money?"

"Money?" said he. "Why h'ain't ma got a book account here? I have always got things when she sent me for them, and nobody ever said anything to me about money before."

With a mere hint of spite in my tone, I called to my partner, "Come here, Jim, and load little Johnny up on political economy. He doesn't seem to grasp the situation with that philosophic touch to be expected of one who has studied Adam Smith and Richard Cobden."

Jim came down front and explained the whole situation to Johnny, mollifying and emphasizing the same with a gift of a stick of gum. The little man marched home again with his empty pail, promising to come back with the money in a few minutes.

In about a quarter of an hour, young Johnny stuck his tumbled head through the front door and, with a grin, said, "Ma says she don't have to!" and then, before we had an opportunity of answering him, he was over the way with his empty bucket.

I expect that these two samples of Deacon Wolcott and young Seelye are simply two out of five hundred experiences that poor Jim and I have gone through during the past year. We have offended so many customers that our losses upon the business which they have withheld from us have more than covered all the losses we would have sustained from poor book accounts. We find that people will buy more goods when they can have the same charged than they will when they must pay cash for the same. Many a man will permit his wife and daughters to go to the store and have goods charged, when they utterly refuse to go down into their pockets and hand the necessary amount of money over to their feminine representatives who are setting out upon a shopping tour. It seems to be a very difficult matter for the average farmer, to whom money comes in such small

amounts, to part with a greenback until compelled to, while, on the other hand, they are very generous about increasing their credits—and I am talking about men who pay their debts, and whose credit is upon a gold basis.

Mind that I am not criticising the system, nor am I finding fault with political economy, or with Jim. We have made some money this past year, but not as much as we would have made had we pursued the old system. I do not find that we can buy goods any cheaper than we did before, for the double reason that we are buying less now than we did a year ago, and have practically always paid cash for our goods in the past.

This I know, that, on October 1, 1897, James Smith and Silas Jones, merchants at Bundysburg, Ohio, have decided to go back to the old system. We shall carefully scan all applications for book accounts, but hereafter whenever a solid merchant of this town, or of Farmington, or of Parkman, wishes to buy goods upon credit with the firm of Smith & Jones, he can do so. Adam Smith is all right, and so is political economy, and so are the trade journals which have advocated a spot cash system—but we boys down here on the edge of Swine Creek have learned upon which side our bread is buttered, and intend hereafter to pursue the course of practical wisdom.—Silas Jones in Hardware.

The Postmaster General has issued an order calling the attention of postmasters to the fact that postal cards which have been mutilated or cut are not mailable as postal cards, but that letter postage must be demanded in every instance. The question arose over the action of a postmaster who declined to receive a lot of postal cards which a merchant had cut into two pieces, and on which he had printed an advertisement. The postmaster was upheld by the Department, which ruled that it had fixed the proper size of postal cards and no private individual had a right to alter the size. At the same time a card of any size can be sent through the mail if the proper postage is affixed. It may be two feet square, but if the postage is all right the postoffice is bound to receive it. The rate for such card is 1 cent for each two ounces when it has nothing on it but printed matter, and 2 cents per half ounce when it is written on. An ordinary visiting card will carry a message if a 2 cent stamp is affixed.

A man usually has the most innocent look on his face when he is lying to you.

The Fire Waste.

One of the most noteworthy economic facts which have been developed during the current year is the great reduction in the fire waste. There are not only fewer fires, but the aggregate losses sustained by the underwriters show a great decrease. This is not only a gratifying showing for the underwriters, who are now enabled to make good profits from their business, where, but a few years ago, they had constant losses staring them in the face, but it is of importance to the general public, as the profitable character of the insurance business affords the insured greater security, and it holds out a hope that eventually premiums will be lowered on many classes of risks.

The fire loss in the United States and Canada during August aggregated only \$6,954,950, which is very considerably below the average August loss. The New York Journal of Commerce, which is the accepted authority on the subject, furnishes the following table, showing the losses each month during the year to the close of last month, compared with the previous two seasons:

	1895	1896	1897
January.....	\$11,895,000	\$11,040,000	\$12,049,700
February.....	12,360,200	9,730,100	8,676,750
March.....	14,239,300	14,839,600	10,502,950
April.....	11,018,150	12,010,600	10,863,000
May.....	7,761,350	10,618,000	10,193,600
June.....	9,223,000	5,721,250	5,684,450
July.....	9,085,000	9,033,250	6,626,300
August.....	9,929,000	8,895,250	6,454,950
Totals.....	\$85,511,600	\$81,888,050	\$71,021,700

According to this table, it will be seen that the fire losses have been less than last year in every month but January, which showed a slight increase. The aggregate decrease in the loss for the eight months of the year, compared with last year, is, in round figures, \$10,800,000, while, compared with 1895, the decrease is \$14,500,000.

Naturally such a showing has greatly encouraged the underwriters of the country, and they now admit that business is very profitable with them. Unless some very disastrous conflagration occurs during the last four months of the present year, the next annual state-

ment of nearly all the companies in the United States will be very gratifying to shareholders.

While the improvement in the insurance situation is no doubt due in a larger measure to more intelligent management on the part of underwriters themselves and the more careful scrutiny of risks, still, at the same time, something is to be attributed to the decreased moral risk. The prospects of better times and the general completion of the liquidation of the failures of the past few years have undoubtedly diminished what is known as the moral hazard in the fire insurance business.

Another cause for the reduced losses is no doubt the improvement which has been achieved in electric insulation. The loose methods which were in vogue some years back have been superseded by a most careful system of wiring and insulation, so that the danger from fire from electric currents has been reduced to a minimum. The saving in the fire waste is very considerable, and is, of course, actually greater than shown by the statistics. This saving cannot but be very beneficial to the country at large.

Evaporated Food for Klondike.

Evaporated potatoes and cabbage are now in stock of grocers for supplying outfits for Klondike. The potatoes are in slices, and are as hard as horn. The cabbage looks like chopped hay, but tastes all right, and a handful of it is a ration for a man, as it expands wonderfully in process of cooking. It is probable that there will be a great demand for evaporated vegetables next spring, and while potatoes are cheap, plenty and good, and cabbage can be had by the ton, a lot of these vegetables may be prepared. Evaporated onions might also be prepared.

In the way of cheap living, Aberdeen, Scotland seems to bear off the palm. Medical students can secure good lodgings in that city for 85c a week in summer and \$1.10 in winter, the extra 25c being for fuel. Comfort for the inner man can be secured in about the same ratio.

FIRE PROOF ASPHALT PAINT AND VARNISH

We are offering to the trade the genuine article, and at a price that all can reach. Our paints are suitable for any use where a nice raven black is required. Contains no Coal Tar, and will not crack, blister or peel. Sold in quantities to suit purchasers.

H. M. REYNOLDS & SON,
GRAND RAPIDS, MICH.



BELLE ISLE PICNIC

QUALITY
OUR
MOTTO

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

SUNNY ITALY.

Graphic Glimpse of Her Arts and Manufactures.

Written for the TRADESMAN.

I wonder if any foreigner ever visits Italy without thinking how ashamed the old Romans would be of their present descendants, if they could come to earth again. The majority of the men are unscrupulous beggars. They are willing—nay, they seem to rejoice in making themselves lame, maim or blind in order to secure a penny honest or otherwise. The remainder of the men seem to be cabmen always seeking jobs, or lemonade venders. Hordes of men stand or sit around all day with absolutely nothing to do, yet they can generally be classified in one of these divisions, only waiting, like Micawber, "for something to turn up." Their very laziness accounts, in a great measure, for the preservation of the ancient customs, buildings and works of art.

On the other hand, the women fairly wear themselves out with their activity. They are married at 15, middle-aged women at 22, old women at 30 and bags at 35. While the men lie around the streets, walls or fields, the women are up and doing. They tend shop, peddle vegetables and fruit, work in the fields, carry loads and perform all other sorts of manual labor which would be undertaken only by strong men in America. At the same time they must care for a large family of children. A woman who must depend upon a fruit cart or lemonade stand for a livelihood is generally surrounded all day by her young brood, after whose needs she looks even while weighing out fruit or making lemonade for the waiting customer. A woman thinks nothing of nursing her baby at the same time she is going up or down a steep hill with a heavy load on her head! And there is always sewing or knitting to fill in the gaps of time. No, the women cannot truthfully be called idle.

Yet there is an army of busy men as well, earning an honest living by the sweat of their brow. Every locality—nay, every city of importance—has some special industry of its own, which the traveler soon perceives and the merchant does well to recognize.

Naples is the city of coral and tortoise shell. Every shop window is crowded with ornaments made of these precious materials and innumerable peddlers are hawking similar wares on the street. Where tortoise shell and pink coral are a drug on the market, and in addition there is the strongest possible competition, naturally their value

falls to the minimum. Coral stickpins sell as low as a cent or two, while the choicest go for less than 20 cents. Strings of children's beads made of the roughly broken branch coral bring 8 to 20 cents, while the handsomest cut beads go at 60 to 80 cents, and many times less. A set of four tortoise shell combs in a satin-lined case costs not more than \$1.50 to \$2, while it is possible to bargain for even less. The price of side and back combs for very cheapness takes the breath out of the fair sex and makes it possible for the most poverty-stricken to indulge in such luxuries.

Naples and Pompeii are the places for bronzes and shell and lava cameos. Copies the most perfect of vases and statuettes found in the ruins at Pompeii are to be procured at merely nominal figures, while cameo pins range in price from 15 cents to \$2. One cannot realize the possibilities of gray or brown lava until he has seen it as worked up in one of these places. The most classical heads or figures are chiseled on the ordinary lava with a delicacy and precision only imagined of fairies, yet the finest examples of these go for a song.

Sorrento, a seaside resort not far from Naples, is mistress of the art of inlaying woods. Men work out of doors or in their frontless shops. Olive wood, which abounds in that locality, is chosen as a basis and various other colored woods are inserted to carry out some desired design. Some of the most famous paintings are reproduced in wood, yet the surface will be as smooth to the touch as a china plate. Most artistic ornaments, as well as useful articles, are made of this material. Less than a dollar will buy some of the choicest bits of bric-a-brac, while paper knives, letter openers, bookmarks and penholders are expensive at 4 to 10 cents.

Rome can easily boast of making the finest mosaic jewelry, and the Etruscan jewelry stands paramount. What dexterity, what skill, what niceness, what patience, must be necessary to put together the minutest bits of stone or glass into dainty patterns so smoothly that, even with a strong magnifying glass, the edges can scarcely be discerned. The spun gold, the cobweb designs of the Etruscan jewelry, seem beyond the possibilities of human cunning. Ought such rare treasures to compare in price with the most ordinary wares made in other countries? The strings of Roman pearls are much admired but, as they discolor easily, must be worn outside the collar, as is customary with Italian ladies, or as trimmings on the most splendid gowns. Many silk sashes,

blankets, caps, etc., are palmed off as Roman and brought there as souvenirs of the Eternal City, but are really manufactured in the neighborhood of Milan on the banks of the Italian lakes. There is a noted silk shop in the Piazza Spagna which makes silk dresses and blouses on the shortest possible notice and for prices which cannot much more than pay for the raw material. All sculptors can tell wonderful stories of the skill of the army of marble cutters who make their headquarters at Rome—their seeming carelessness, yet exactness and amazing skill in making each stroke count to animate a dull block of marble.

Dear Florence, so literary in all her tastes and inclinations, the Boston of Italy! How strange to associate any handicraft with her, yet she does her full share to make trade lively. The cunning of the goldsmiths of the Middle Ages has been transmitted to the present race. Every lady who has ever visited Italy can remember how she went simply mad over the jewelry. And so cheap, too! The mosaics rank next to the Romans. There are two distinct styles—those with a plain black background into which are inserted colored figures, and those entirely of colored mosaic work. For the cheaper grades of the latter kind the designs are made in blue and white, as this combination seems to show off to the best advantage. Terra cotta, green, etc., look well only in the finest grades. The black mosaics are either unmounted except for the pin, or mounted in black enamel or antique silver. The colored mosaics are mounted in white metal gilded or not, white metal plated in gold, genuine silver gilded or not, and pure gold. The price of the pins ranges from 20 cents to \$3.50. Many other articles, as picture frames, jewel boxes and paperknives, are made of the mosaics. Coral and turquoise jewelry also abounds in Florence and the prices are next to nothing. The pink coral is set in a sort of hammered silver, which at a short distance has the effect of small diamonds or brilliants. The Italian turquoises are a deeper blue without the greenish tint of the Oriental ones, and discolor more easily, but are exceedingly effective as worked up by the Florentine goldsmiths.

The Florentine frames have earned for that city a world-wide reputation. They are carved out of a soft quality of wood entirely by hand and afterwards gilded with liquid gold leaf. All sizes are made, and vary in price accordingly. A first-grade cabinet frame brings \$1.50 to \$2, while a cheap grade

can be bought for from 50 to 60 cents.

Another trade for which Florence is noted is the binding of books in rare parchment or vellum. An ordinary 8vo book can be bound in the best vellum, with plain gilt lettering, for \$1 to \$1.20, while the same book in enameled parchment costs twice as much. Other articles, as cardcases, pocketbooks, folding photograph frames, portfolios, etc., are made of the same dainty material.

The chief interests of Pisa are centered in her marble works. The marble is quarried near Pisa and is afterwards chiseled in shops just across the street from the Cathedral, Baptistery and Leaning Tower. Most beautiful work is done there and there are choice pieces to fit the pocketbook of rich or poor. Although other cities in Italy sell the same fine statues and statuettes, the shops are all branches of the Pisa firms; but Pisa is the cheapest and best place to buy these works of art.

Milan and smaller towns in the region of the Italian lakes make the silk for Italy. Italian silk is pretty and cheap but is not so durable as many other kinds.

And Venice, fair city on the sea! She is unique in every way and boasts of treasures that can no other city.

Mosaic jewelry abounds here—but ranks third in quality—although the material for all Italian mosaics is manufactured in Venice. The mosaics are not put together in shops or factories, as generally supposed, but at the workmen's homes.

Venice takes first rank in stone mosaics for frescoes, and in lace and glass manufacture. The laces are similar in quality and design to those made in Brussels, but most people would accord the prize to the latter city. The Venetian glass will always be justly treasured, but it cannot be made cheap, and cannot compete in prices with the Bohemian glass. In consequence, some of the leading firms import Bohemian glass and sell it as Venetian glass to uninitiated strangers. Still, one may often pick up fine bits of the genuine article, and at merely nominal cost. The Venetian mirrors, with their borders of glass flowers, remain in favor, and are not given away. The hand-carved furniture of Venice is much sought after and brings a good price.

Enough has been said, I hope, to show that Italy is not exactly asleep. She is indolent—the Italians admit as much themselves. Genius is no longer met on every corner. But how many nations of its size can show such a record of artistic handicrafts, or do more in stimulating the finer tastes of the world?

ZAIDA E. UDELL.
Amsterdam, Holland.

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



Enameline
The Modern **STOVE POLISH**

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

Among the 'Dobes of Colorado.

Written for the TRADESMAN.

Three miles from the village of Wal-senburg, in this State, is the mining camp of Pictou. Ages ago, the mighty upheaval which lifted the uneven rim of the Rockies into the sky found the task too great and left the broad basin, in the middle of which the camp is located, some three miles in diameter, dry and barren and desolate. The walk there, uncheered by tree or shrub or even green grass, would have been dreary enough had it not been for the majesty of the mountains, flecked with cloud shadows, or hidden in the clouds themselves, which the upper currents of the air dashed from time to time against the brow and breast of the uplifted rocks.

The sun in Colorado is not warm—it is hot. After the freshness of the morning is over, the intense heat begins, and continues until the mountain shadows have crept eastward far down the valley. By eight o'clock the mercury stood high in the tube and the brisk walk was expected to add to the discomfort of the pedestrian. Here was the first surprise—there was no discomfort about it. The "beaded brow" and the "trickles of perspiration" depended on to add interest to the narrative did not appear, a phenomenon accounted for by a single remark—"Folks in Colorado don't sweat." In this high latitude the evaporation is rapid, the hot atmosphere quickly absorbing the "beads" and the "trickles," and so keeping the temperature of the body above the degree of discomfort. Another fact to be noted here is that, when the heat of the day is at its height, coolness can always be found wherever there is the slightest shade.

The walk from the plain to the mountain ridge is not steep enough nor long enough to be fatiguing. The view from the summit into the shallow valley discloses, as the main feature in the landscape, a few adobe houses, or huts, as the stranger is inclined to call them. These were the main object of my visit and I was not long in finding my way to them. My first knowledge of the adobe house came to me in the village of Wal-senburg. A walk along the main street found me watching a workman placing the adobe blocks in the wall of the house he was building. "Where did these blocks you are using come from?" I asked.

"I do" know—down there in the yard, back o' the house, I guess," was the reply; and, surely enough, from "down there" the building material had been taken.

The adobe house, primitively, is not built of blocks. Those in the camp of Pictou are not, the block being the result of civilization. When a habitation is to be put up, stakes of the desired length—seven or eight feet—are driven into the ground as closely together as possible. The earth about the structure-to-be is loosened and moistened, and thrown with all the strength of the thrower against the upright stakes, filling first the interstices. Upon this as a foundation more of the earth is plastered and smoothed until it is of the desired thickness. In this dry atmosphere the whole soon hardens, and the house walls are then ready for the roof, made by longer stakes laid from wall to wall and covered with boards, and these, in Pictou, with pieces of sheet-iron—a roof not calculated, under a burning Colorado sun, to make the interior a desir-

able or comfortable shelter during the hot months of summer.

It is hardly necessary to say that these houses are the work of Mexicans, although it may be well to state that the Mexican women are the builders. There is much about them to suggest the workmanship of the cliff-builders. They are huddled together—clustered, if one may say so. They are all alike in form and color and size, and indicative of the interior and the kind of life lived there. They are not clean. The sanitary conditions about them are not carefully looked after and the general air in the immediate vicinity does not, in any sense of the term, prepare the beholder for a high type of humanity in the primitive adobe dwelling.

The specimens seen at Pictou are somewhat undersized, and are of a swarthy complexion. They are not commended for uprightness and honesty, and it is affirmed that the women are not always faithful to their marriage vows, nor the men at all backward in defending the honor of their homes by a lively use of the dagger. Jealous and vindictive, on the slightest provocation they see to it that there is "a hot time at Oldtown at night!"

The Mexicans are not the only miners. They are not even the majority. These come from everywhere and are made up of all sorts and conditions of men—mostly conditions. It was the intention to see these at their worst—on pay-day; but Fortune had postponed pay-day, and so that phase of modern civilization still remains for me to see.

It is a rough, wild life that these men lead, in a rough, wild country—a life and a country conforming well with the adobe dwelling, which furnishes the leading feature in this dreary valley of the Rockies.

RICHARD MALCOLM STRONG.

Model Creamery Plant at Kalamazoo.

From the Kalamazoo Telegraph.

The Kalamazoo Dairy Co.'s creamery, situated on the Comstock road, just beyond the Wolverine paper mill, was opened to the public Thursday, and a portion of the machinery started as a test. A large crowd of interested stockholders and farmers were present to inspect the plant and to listen to an address by J. H. Brown, of the Michigan Farmer.

The plant was furnished by the True Dairy Supply Co., of Syracuse, N. Y., and is a model of its kind. The building, 30x52 feet in size, was especially planned for the purposes of a dairy and it could not be more convenient. The plant was planned and equipped by R. E. Sturges, of Allegan, who has had much experience in creamery building and pronounces the Kalamazoo establishment the best of its kind in the State.

Stamps were put on the market in August, 1847, but were so little used that the Government had to pass a law enforcing prepayment of postage, which went into effect in 1855. Before this action was taken scarcely one letter in a dozen was found with a stamp affixed. To-day the postoffices of the country sell 4,000,000,000 stamps (counting postal cards, stamped envelopes and stamps of all kinds), valued at \$750,000,000, during a single year.

A significant statement regarding the condition of the farmers of North Dakota is that, although the new law allows the State Board of School Lands, which has the custody of \$1,000,000 of the permanent school fund, to make loans on farm lands at a very low rate of interest, it has not yet had an application for a loan from any farmer.

He deserves small trust who is not privy counselor to himself.

New Variety of Orange.

A California fruit company is handling a new variety of orange, which is called a Valencia navel. It is said to be a cross between a Valencia and a navel. This variety of orange has put in an appearance during the present season, and bids fair to become a popular fruit.

'All things come to him who waits,' including unpaid bills and bankruptcy.



PROTECTION

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

See Price Current.

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

Is the Law Enforced

In Your Township?

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

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

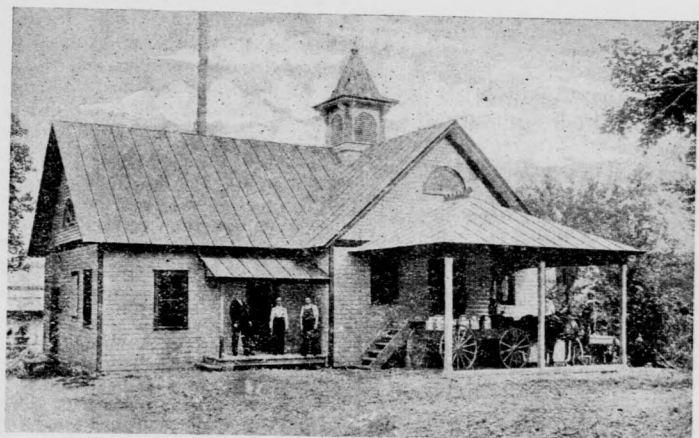
BONDS,
25 cents per dozen;
\$1.50 per 100

Please accompany orders with remittances.

TRADESMAN COMPANY,
Grand Rapids.

Elgin System of Creameries

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



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, Manufacturers and Dealers in Supplies. Or write

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

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids.

Shoes and Leather

Systematic Repairing of Footwear at the Wanamaker Establishment.

In the course of a recent interview, John H. Dooley, who has charge of the repair department of Wanamaker's shoe establishment, described the method pursued as follows:

"We do the work neatly," he said, "always keeping on hand a goodly assortment of materials of all the latest shades for patching work, and taking pains to make the patch a tasty one. During the past several years many persons have changed their minds about the inefficiency of cobblers to neatly patch a shoe. They used to think that way once, and when a half-sole had worn down they would buy a new pair, rather than take them to the cobbler and have second-rate shoes made out of them.

"The shop is well lighted. It is in the form of an oblong, and faces the Mint. There is a Singer sewing machine and two Bradbury machines, all of which are used to sew up rips in shoes and to insert new goring. The Bradbury is preferred to the Singer. The latter is all right when it comes to sewing a straight seam, but for the more intricate purposes of cobbling work, such as sewing down close to the edges, around corners, etc., the Bradbury is much the better. I would not have a roller in the shop because, while it is quite true that a roller does the work with dispatch and leaves the soles of a uniform thickness, the old-fashioned hammer will never crush the leather, and the roller will, if not carefully handled all the time.

"No splitter is used here and no plated lasts, but all the best toes usually to be found in a first-class shoe factory are nicely arranged on shelves on one side of the room. A full set of edge-irons is also a part of the equipment, because they are necessary in making a proper edge on the soles. Plenty of heel-shaves, sharp as a razor, are also here. These are used to trim down heels smoothly. Then there are two or three lacing-stud or hook sets, besides a comprehensive selection of hooks, which precludes the possibility of having none on hand to replace any that may fall out in the course of ordinary wear and tear. Eyelet-punches and eyelets are also to be found in profusion, because of the large number of shoes that come in 'to be made like new shoes.' Very often it is essential to put a new tip on a shoe to make it look like a new one, for a tip does possess great rejuvenating properties, and in such work the Singer comes in most admirably for sewing the tip straight across the toe from side to side, and also the Bradbury for sewing around its edges on the other sides.

"For trimming the soles the lip-knife is good, because it greatly obviates the danger of cutting the upper. Rasp and buffer and sandpaper are indispensable for making a good edge, and even better for this purpose than the edge-plane. Seven jacks, marked 'T. D. Bailey, No. 4,' are used for holding the shoes while the repairing work is being done. The jack can be turned in any direction, and the workman can stand up and work faster and with less manual effort than by the old-fashioned method. The old cobbler was content to sit down with a lap-stone on his knee and pound away all day. But with the modern jack three

times as much work can be done now as formerly.

"It is pretty hard to make an old shoemaker, who has been at the bench forty or fifty years, to believe, or take kindly to new methods; but he is rapidly passing away, and especially is this true with regard to the American shoemaker. No one is to-day learning the trade in this country, and when the old fellows are gone we will have no American shoemakers left. Then we will have to depend altogether for service of this kind on the foreigners who come over here. We have not a single American in our shop. They are all Frenchmen, Italians, Germans, Englishmen and Hebrews.

"I don't buy cut soles at all, because I find it much cheaper to buy a hundred rolls of leather in sides, good oak leather, no hemlock, and shave it down and sell the offal. All repairing work is done by taking out the old stitches and running new thread through the old holes.

"Brass nails and pegs I eschew. Hand-sewed shoes I turn inside out. Work left at the counter one day is returned by the wagon next day, or, if a customer desires to wait, he can have the shoes in three hours' time. I send the work at once to the shop, the foreman examines the duplicate slip which accompanies it, and which indicates everything that is to be done, the price to be charged, the time to be delivered, etc., and then he turns the shoes over to some workman, also the slip, which the latter retains until the shoes have been delivered, found satisfactory and paid for. The workmen have private marks which they always put on the work before it leaves the shop; in one case it consists of a simple device of hammering in three brass nails along the lower edge of the shank of the sole; another workman will use four brass nails to indicate his work, while still another will have five, and so on in regular numerical order. This plan has for its recommendation the fact that if any shoes are returned within six months from the time they leave the repairing shop, because of unsatisfactory repairs, the workman that did the job can be located and made to repair the shoes a second time at his own expense. Our men all work on piece work, except the foreman, who draws a regular salary."

Wanamaker on Advertising.

John Wanamaker confesses that he owes much of his success to advertising. His rightly-bought goods, properly-organized store force and displays of goods have all been made effective by letting the public know through honest, extensive newspaper advertising. Says Mr. Wanamaker: "I never in my life used such a thing as a poster or dodger or hand bill. My plan for twenty years was to buy so much space in a newspaper and fill it up as I wanted. I would not give an advertisement in a newspaper of 500 circulation for 5,000 dodgers or posters. I deal directly with the publisher. I say to him: 'How long will you let me run a column of matter through your paper for \$100 or \$500, as the case may be?' I let him do the figuring, and if I think he is not trying to take any more than his share I give him the copy. I lay aside the profits on a particular line of goods for advertising purposes."

An enterprising editor of Madrid prints his journal on linen with a composition which is easily removable by water. The subscriber, after reading the news, sends his paper to his washerwoman and it comes back a handkerchief.

...For this Fall...

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

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

Big line of Lumbermen's Sox.

Grand Rapids Felt Boots are our Hobby.

Herold=Bertsch Shoe Co.

5 and 7 Pearl Street,

GRAND RAPIDS, MICH.



SHOE THE BABY NEATLY

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

HIRTH, KRAUSE & CO., Grand Rapids.

Our Specialties:

Children's Shoes,

Shoe Store Supplies,

Goodyear Glove Rubbers.

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

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

Geo. H. Reeder & Co.,

19 South Ionia Street,

Grand Rapids, Mich.



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.

Fashion Responsible for All the Evils to Which Flesh Is Heir.

Big Rapids, Sept. 10.—One of the most opportune and well-timed articles in your issue of September 8 is "The More We Have, the More We Want," and, in the main, is strictly truth, yet the author hardly stated the cause why such condition exists. Not one journal in fifty would have the "nerve" to publish the article at all, fearing a withdrawal of patronage for endorsing such sentiments, which just now are not of the popular kind.

After enumerating many improvements in their condition, Mr. Stowell says, "Many millions of our people are dissatisfied with the existing state of affairs, and desire to withdraw our entire political and social system;" and, in closing, says, "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."

We differ with him, and think it is "strange, etc.," for what would we gain by that, and why should we care, if the acquirements of others are honest? We think he mistakes the cause of the condition he deplores—that is all. We contend that the despotic tyrant, Fashion, is directly responsible for more than one-half the poverty and crime in the land! To many this is seemingly a small matter; but, like the tiny spark from the flint, it is kindling a consuming fire! Some would say to me, "You are a little 'off.' Fashion—in other word custom—has no connection with the poverty of the middle and lower classes."

Let us see. Within the past year we have heard women in the middle and lower walks of life saying to each other, "I cannot attend such and such meetings, nor such parties (naming them), because I have no suitable colored dress." Or, if the color is suitable and that objection is overruled, they answer that "the style is more than six months old and, of course, would never do for the occasion."

Not only the quality, the color, the pattern, cut and make of the dress for every different occasion necessitates a large expenditure of money lying idle much of the time, but the manner or fashion of wearing the garment must conform to certain rules, and be complied with else the comments—sure to reach the ears of the wearer—will be anything but complimentary.

What would be said of the first gentleman who should presume to reverse the position of his collar to the back of his neck instead of the front, and proceed to fasten his dazzling "four-in-hand" tie beneath it? The first woman I saw wearing her spotless collar and gaudy "stock," with its monster bows, on the back of her neck I scanned closely, to see if she was really compos mentis, or had, like my horse, accidentally "turned her collar." If such ridiculous fashions were confined only to those classes which have inherited "money to burn," or who possess but one or two ounces of brains—and those of an inferior quality—it would matter little, except to those who furnish the goods; but, unfortunately, society has decreed that all others shall ape the millionaire as nearly as possible, or remain without the pale of good (?) society. And, if the expense were confined to the dress alone, it would be an insignificant matter; but, unfortunately, it covers our every action, even to the implements we use, and the very manner in which we use them. Recently we heard a lady say to another at the table, "I saw you put the food in your mouth with your knife. That is quite vulgar—you should use your fork." The lady acknowledged the fact, but questioned the right of anyone to dictate to her in such matters. "I am no better than my mother," she continued, "and I take my food as she has for over eighty years!"

It is to the interest of those who supply the public with what it requires to keep all new innovations in implements, wearing apparel, etc., for sale. Of course, this is, on their part, commendable, and yet it enhances the expense

of living to families who are often known to suffer from want of food that they may satisfy the tyrant, Fashion!

We assert, then, that it is this tyrant, Fashion, alone which is the chief cause of our sufferings, as a people, to-day. Men and women steal and commit murder to satisfy the cravings of this insatiable monster, and walk with the mark of Cain upon their consciences, in all grades of society, and yet are honored with offices and trusts, and admired—aye, almost worshipped—for their piety (?) and sink into their graves a living lie! Never before, in any age, did mankind commit such deep-dyed and damning crimes for money. Never before were they so eager and determined to acquire wealth even at the sacrifice of body and soul. The most cold-blooded—often the most useless—murders, supplemented with the most brutal and agonizing tortures, are now of almost daily occurrence; and this not for the love of money itself, but for the purchase of place and power, which is now a ruling passion and fashion of mankind. Like the old toper who led his dog into the saloon and, offering him for a drink of spirits, said, "Not that I love Caesar less, but rum more," so men and women are exclaiming, "Not that I love gold less, but place, power and homage more!"

FRANK A. HOWIG.

The Perfected Bicycle.

It is hardly possible that there will be any great revolution in the bicycle until someone shall invent a motor that will do away with the leg fag, which now is about the only drawback to travel on a first-class bicycle. There have been great revolutions in the manufacture of bicycles. The change from the old velocipede to the high wheel was a revolution, but on the high wheel no one cared to venture except such as dared to undertake rope walking, high vaulting and lofty tumbling. When the chain and sprocket wheel was invented, the population rushed with one accord toward the wheel, and nothing up to the present time, except the price of the wheel, has kept the entire population from mounting them. But the wheel is now a very perfect instrument of locomotion. When a man on a wheel can cover two miles of ground to one covered by the average good roadster in harness he is doing well enough; and, moreover, he is going fast enough for the safety of his neighbors. It is now a problem with the authorities of every municipality how the bicyclist shall be forced to go at a slower pace.

It is hardly possible that the geared wheel, or the chainless wheel, will be any great improvement on the chain wheel. Many such a wheel has been made and failed. To spring the frame of a geared wheel ever so little causes a binding in the gears that brings serious trouble. A sprung frame that would hardly be noticed in riding a chain wheel will put a stop to the use of a geared wheel. Mud will be as great an obstacle to the geared wheel as to the chain wheel. The gear can hardly be lighter than the chain. The fact that the chain is so durable, so seldom out of repair, and so small a source of loss in power makes it improbable that anything will be found to take its place and do its work better. It is the motor now that the public is waiting for. One-half the world rides for the rest there is in it. The motor will put this half on the bicycle.

Mining experts have estimated the gold in the Johannesburg reefs to exceed \$5,000,000,000, and say that the coming century will see it all turned into the world's circulation. The highest figure yet placed on the probable output for the Klondike is only about \$70,000,000.

In Mexico everything and everybody pays a direct tax, from the street porter to the largest mercantile establishment, and the stamp tax for documents is equally lucrative. Even placards and posters, other than your own in your own house, must bear a stamp.

Assessing the Value of Sugar.

The new regulations for determining the classification and dutiable value of sugar will probably be promulgated within another week or two. The new regulations will follow in some respects those made under the act of 1883, but more accurate chemical tests will be applied to the valuation of sugar by the polariscope. An effort will be made to secure uniformity at the various ports, in order to avoid the disputes and scandal which arose in 1887 and 1888 under the old law.

Reputed Corner in California Olives.

From several sections comes the report that olive buyers are quietly but actively trying to corral all the pickling olives in South California. There is now no question that the olive crop will be light, and the prices ought to be good for the grower. It would seem to be the part of wisdom to go a little careful about the matter of selling at prices that rule now. The prevailing figure with these buyers is \$100 per ton, delivered.

Summer Grip.

The doctors state that the cool nights have produced a number of cases of what is called "summer grip." It resembles in nearly every respect the regular influenza, although the patients do not suffer quite so much. It is felt in the same way by pains in various parts of the body, a cold in the head, backache, headache, and possibly by a tinge of rheumatism in the limbs and particularly the joints.

A New Skin Game.

A New England grocer who has been in the habit of allowing an innocent-looking old man to wait upon himself for years past is wondering how much he has lost by the method. The old fellow always paid for one package of tobacco, and the grocer has discovered that he always carried away two or three other packages concealed in his coat.

The Mexican Herald takes occasion to point out the real monetary value of natural scenery as exemplified in the investments represented in the hotels of Switzerland, the value of which is put down at more than \$100,000,000 gold, and says: "Mexico is a combination of Switzerland and Italy." The editor seems to have been inspired by the statistics, which show that 1,230,000 guests pay Swiss innkeepers \$22,000,000 a year for food and lodging.

Don't be a kicker. The usual fortune of complaint is to excite contempt more than pity.

All Leaders

Stark's Specialties:

Solid, Serviceable.

Stylish Shoes

Men's, Boys', Youths'.

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 agency, address A. B. CLARK, Lawton, Mich.

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

P. STEKETEE & SONS,

WHOLESALE DRY GOODS,

GRAND RAPIDS, MICH.

We Manufacture Kersey Pants

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

Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods,

Grand Rapids, Mich.

MIGRATORY MERCHANTS.

Ordinance Aimed at Fly-by-Night Dealers.

The Grand Rapids Common Council, at the urgent request of the Retail Merchants' Association, has enacted an ordinance which it is believed will enable the local officers to shut out the itinerant merchants, who are a curse to any community. The full text of the ordinance is as follows:

An ordinance to provide for licensing the sale of goods, wares and merchandise by transient traders and dealers.

The Common Council of the city of Grand Rapids do ordain as follows:

Section 1. That each and every person who shall engage or be engaged in the business of selling goods, wares or merchandise of any kind, in the city of Grand Rapids, after the taking effect of this ordinance, who is not a bona fide resident of the city of Grand Rapids, and without any bona fide intention of remaining permanently in the business of selling or disposing of such goods, wares or merchandise, within said city, shall be deemed and treated as a transient trader or dealer, and before he shall expose for sale any of such goods, wares or merchandise, within the city of Grand Rapids, either at retail or otherwise, he shall pay to the City Clerk of said city, for the use of said city, not less than \$5, nor more than \$50 per day for each and every day or part of a day such goods, wares or merchandise shall be exposed for sale, the amount to be determined in each instance by the Mayor of said city. Each and every day such transient trader shall carry on the business of selling or offering for sale any goods, wares or merchandise without a license therefor, as herein provided, shall be deemed to be and treated as a separate and distinct offense under this ordinance. In case any dealer or trader who may engage in the business of selling or disposing of goods, wares or merchandise, makes claim that it is his bona fide intention to remain permanently in the business in said city, the Mayor shall require of such person sufficient proof, by affidavit or otherwise, to satisfy said Mayor that such party, in good faith, intends remaining permanently in such business in said city. If, however, no such proof shall be furnished as to satisfy the Mayor of the party's bona fide intention of remaining permanently in such business, then such party shall pay the fee hereinbefore provided for each and every day or part of a day such goods, wares or merchandise shall be exposed for sale, and thereupon the City Clerk shall issue a license to said person in accordance with the amount so paid.

Sec. 2. Any person or persons who shall violate any of the provisions or requirements of this ordinance, on conviction thereof, shall be punished by a fine of not less than five dollars (\$5) nor more than one hundred dollars (\$100) and costs of prosecution, or by imprisonment at hard labor, in the common jail of the county of Kent, or in any penitentiary, jail, workhouse, house of correction or almshouse of said city, in the discretion of the court or magistrate before whom the conviction may be had, for a period of not less than five days nor more than ninety days, or both, in the discretion of the court, and in case such court or magistrate shall only impose a fine and costs, the offender may be sentenced to be imprisoned at hard labor, in the common jail of the county of Kent, or in any penitentiary, jail, workhouse, house of correction or almshouse of said city, until the payment of such fine and costs, for a period of not less than five days nor more than ninety days.

Financial Success of Jackson Picnic—Wholesalers Beat at Ball.

Jackson, Sept. 8.—At the regular monthly meeting of the Jackson Retail Grocers' Association, held Tuesday evening, the Committee on Annual Excursion reported that the full settlement of all matters relating to the excursion

had been made and that there was remaining a balance in the hands of the Secretary of \$230. On motion, the Secretary was instructed to place the money in the hands of the Treasurer.

B. C. Hill, Chairman of the General Committee, tendered his sincere thanks for the able and efficient services of all the members of the Committee whose active assistance made possible the grand success of the event.

The following resolution was presented and adopted:

Whereas—A movement is on foot to organize a Business Men's Association, for the purpose of promoting the business interests and the prosperity of our city; therefore be it

Resolved—That this Association approve and endorse the forming of such an organization as set forth in the call made for the formation of said Association, believing that it will be of great benefit to the city and especially to those engaged in trade.

A resolution was presented relating to the changing of the date of the annual meeting from June to January, which, under the rules, was laid over until next meeting.

A committee of one was appointed to procure two baseballs for use at the annual game between the wholesale and retail grocers. The Secretary was appointed as such committee.

On motion, the wholesale and retail trade of the city was invited to be present at the game of ball.

W. H. PORTER, Sec'y.

RETAILERS DEFEATED.

Jackson, Sept. 10—Thursday, Sept. 9, was selected by the wholesale and retail grocers as the date on which to play the game which has heretofore been played on the occasion of our annual excursion, but for good reasons had to be omitted this year. The day was all that could be desired, especially in the way of heat. The game was called at 4 p. m. in order that the employees in the wholesale houses would not have to return to work after the game. The clubs were promptly on time and, after choosing an umpire and arranging minor details, they proceeded to play ball. During the first three innings the playing was quite even, but after that the official scorer for the retailers was called away, so that there was no one to keep score; at least there were no more notches made in the retailers' side of the stick for some reason. The score stood, when darkness called the game, 31 to 8 in favor of the wholesalers. Not being familiar with the rules and regulations of the game, we are not able to find satisfactory reason for this result, unless it was on account of the presence on the grounds of Sanford Hunt.

W. H. PORTER,

The Sugar Beet Outlook.

Secretary Wilson, of the Department of Agriculture, is very sanguine on the subject of the beet sugar industry. In a recent interview he expressed the conviction that "it is only a question of a few years when we will produce in our country all the sugar that we consume. That will mean the saving of \$100,000,000 a year to our people. The sugar beet industry is making immense strides in the West. It is the one crop that can be raised in spite of drought and hailstorms, and commends itself to many sections by its hardihood, as well as its profit. There are sugar beet factories in Nebraska on the very edge of the desert. More than 22,000 farmers in the United States are now experimenting with sugar beets. This department sent out seven tons of seed into twenty-seven states last season. Heretofore we have had to buy all of our beet seed abroad, but I am promised three tons from Utah alone for this season. The beet seed is a thing of cultivation and some varieties have been cultivated for forty years to bring them up to their present strength in saccharine matter. The boom in the beet sugar industry will be good for the dairymen. The by-products of the beet, after the sugar has been obtained from it, are rich in nitrogenous matter and as good for cows as bran, which is known to be nutritious for milk cows.

The dairy and butter-making industries will be stimulated by the growing of sugar beets."

Grand Opening of the Grand Trunk Railway System's New Single Arch Steel Bridge at Niagara Falls, Thursday, Friday and Saturday, Sept. 23, 24 and 25, 1897.

The Grand Trunk Railway system will give a three days' free entertainment on above dates, when this great achievement of bridge building will be formally opened to the general public.

Low excursion rates to Niagara Falls, Ont., and return will be named from all stations on the Grand Trunk Railway system west of the Detroit and St. Clair rivers, good going on all afternoon trains of Wednesday, Sept. 22 and for all of Thursday, Sept. 23, good for return on all trains up to and including Monday, Sept. 27.

Among the various features and attractions of the three days' free carnival will be a continuous open air entertainment of a unique character, from two large elevated stages erected on either side of the Niagara River. Grand illumination of the bridge and falls, and magnificent pyrotechnical displays and fireworks, under the direction of Prof. Paine of New York, on a scale of magnificence unequalled since the marvelous display at the World's Fair, Chicago.

For program of the three days' festivities, containing illustration of the new single arch bridge and particulars of excursion rates, apply to ticket agents of the Grand Trunk Railway System, or D. & M. depot and city ticket office, 23 Monroe street.

W. M. MARR, Acting Agent.

Particles of the glass from an incandescent light bulb which collapsed entered the eyes of Mrs. R. D. Hookins, wife of a Supreme Court Clerk of Bismarck, N. D., and destroyed her sight.

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, 221 Greenwood ave; Treasurer, N. L. KOENIG.

Grand Rapids Retail Grocers' Association

President, FRANK J. DYK; Secretary, HOMER KLAIP; Treasurer, J. GEO. LEHMAN.

Saginaw Mercantile Association

President, P. F. TREANOR; Vice-President, JOHN McBRATNIE; Secretary, W. H. LEWIS; Treasurer, LOUIE SCHWERNER

Jackson Retail Grocers' Association

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

Lansing Retail Grocers' Association

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

Adrian Retail Grocers' Association

President, MARTIN GAFNEY; Secretary, E. F. CLEVELAND; Treasurer, GEO. M. HOCH.

Traverse City Business Men's Association

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

Owosso Business Men's Association

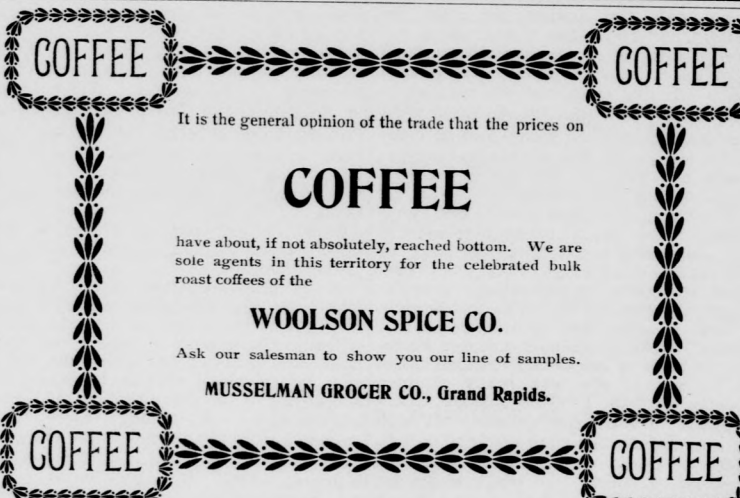
President, A. D. WHIFFLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

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.



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.

Labels for Gasoline Dealers

The Law of 1889.

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

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

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

TRADESMAN COMPANY, Grand Rapids.

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

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

Michigan Commercial Travelers' Mutual Accident Association.

President, A. F. PEAKE, Jackson; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids. Board of Directors—F. M. TYLER, H. B. FAIRCHILD, JAS. N. BRADFORD, J. HENRY DAWLEY, GEO. J. HEINZELMAN, CHAS. S. ROBINSON.

Lake Superior Commercial Travelers' Club.

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

Gripsack Brigade.

The offspring of debt is usually triplets.

Poverty is always in partnership with idleness.

Patience and content are almost synonymous.

Make your present work worth a good deal of future.

There are more scares in irresolution than in a nightmare.

Inherited wealth never beat inherited brains in any old race.

Idleness hatches more harm than all the dishonest schemers on earth.

Wise men make mistakes while a fool only blunders through the world.

Ignorance of things not worthy to be known is really a part of knowledge.

You would better crawl into success than take a running jump into failure.

When carelessness and energy are hitched together, carelessness always leads the way.

Many men think they are critics, when they are only suffering from a disordered liver.

A man should be cautious about making a promise, but almost superstitious about keeping it.

Silas K. Bolles, the veteran cigar salesman, has taken the local agency of the Blickensderfer typewriter.

If you allow reason to rule your mind in every business transaction, you will have no bickerings with anyone.

Your business experience is a quarry out of which you may dig and mold and chisel and complete your character.

A salesman sometimes finds, when he becomes a proprietor, that he can't afford to pay himself his old salary.

The average traveling man's order book is the best prosperity barometer in this country. How do they stack up?

Merchants who are accounted stingy by a certain class are sure to be rated as "good pay" by the traveling men.

We go into debt at a two minute gait, but when we try to get out, we can't strike a faster pace than a slow walk.

A man who is always seeking an opportunity to prove that he knows something is too busy to discover his ignorance.

Good prices for wheat will put the wheat farmers out of debt to the retail merchants, the retail merchants out of debt to the jobbers and put more orders on the books of the traveling man, and that's the "fellow we are after."

Oscar Allen is home from a three months' trip through Canada in the interest of the Rapid Hook and Eye Co. He reports unexpected success in exploiting the new product, considering the large duty and the national prejudice which must be overcome.

Kalamazoo Post of the Knights of the Grip are to take a hand in the street fair at that place. They have been invited and have accepted an invitation to furnish a float for the street parade and the matter has been left in charge of a committee composed of John Hoffman, H. B. Colman, Sig Folz, E. Starbuck and John Nixon.

James McBurney is now on the road for the Musselman Grocer Co., covering a portion of the trade formerly visited by Peter Fox and John McCleary. The latter has gone to Klondike and the former has been assigned additional territory nearer home, so that Mr. McBurney can make Cadillac his headquarters and spend Sundays with his family.

Wm. Boughton (C. E. Smith Shoe Co.) has so far recovered from his recent illness that he is able to be out on the street and hopes to be able to resume his visits to the trade in the course of a couple of weeks. Mr. Boughton believes that the heroic treatment he submitted to this time will prove a complete cure and that from now on he will take his place in the athletic class.

Quarterly Meeting of the Directors of the M. K. of G.

Flint, Sept. 14.—The regular quarterly meeting of the Board of Directors of the Michigan Knights of the Grip was held at Detroit, Sept. 4, with a full attendance of the Board except Director Street.

Secretary Slaght presented his financial report for the quarter, showing the total receipts of the death fund to be \$2,300; the general fund, \$38; the deposit fund, \$36, making a total of \$2,374. The report was approved by the Finance Committee and adopted and placed on file.

Treasurer McNolty presented his report, showing the total receipts of the death fund to be \$5,117.50 and the disbursements to be \$2,117.59. In the general fund the receipts were \$608.05 and the disbursements \$280.60. In the deposit fund the receipts were \$117. The report took the same course as that of the Secretary.

The Finance Committee reported that it had examined the books of the Secretary and Treasurer and found them to be correct.

E. P. Waldron, chairman of the Legislative Committee, made a verbal report on the new mileage book, which was received and adopted.

Bills to the amount of \$367.65, approved by the Finance and Printing Committees, were allowed and ordered paid.

Proofs of the deaths of Wm. H. Jewett, Capt. W. H. Sheller, John D. Davis and Tom H. Baker were presented, approved and ordered paid.

There being no further business the Board adjourned, to meet at St. Johns on Nov. 27.

Since the Board meeting I have received notice of the death of J. B. Morehouse, of Indianapolis, No. 2963.

DELL C. SLAGHT, Sec'y.

A Screw Loose.

The boys are telling a good story on Frank Chase to the effect that while he was expounding the good merits of his line of shoes to one of his Northern customers, and had been talking for half an hour on a string, the merchant suddenly reached for a screwdriver, excused himself and went into a back room.

"What is he going to do?" asked Frank of one of the clerks standing around.

"Oh," replied the latter, "he has a wooden arm and just stepped in there to screw it on a little tighter. Guess it was coming off."

Frank packed up and left.

How the New Mileage Book Is Received.

Saginaw—Three dozen traveling men met here Sunday and asked the Michigan Knights of the Grip to demand an explanation from H. F. Moeller, Assistant General Passenger Agent of the F. & P. M., for saying that the only objectors to the interchangeable system of mileage books are "dishonest travelers, who patronize scalpers and charge their houses with full fare."

Detroit—The general passenger agents who have set up such a howl about the scalpers are the very ones who have dumped their mileage books on their hands and have allowed the scalpers to come into their main office and purchase the mileage books when they knew the use they were to be put to. Now they want the traveler to pay \$30 for their book, and they pay back \$10 when the cover is returned to them. Suppose the unfortunate traveler loses his book; would the dear railroad company refund his \$10? What right has any railroad company to demand of the traveler \$10 as a guarantee for their books? A case in point will illustrate this system: Some years ago one of the railroads running out of Chicago adopted this system, but they were more modest. They demanded only \$5 extra, to be refunded when the cover was returned. The result was this railroad company shortly had a fund of over \$30,000 on hand unclaimed. We think the passenger association sees big money in this present system, and we must say that it looks like a bunco game on the part of the Central Traffic Association. We think it would have been more to the point if the Association, including Mr. Moeller, had asked the travelers to put up \$10 each for the privilege of riding and sending freight over their roads. We think that every traveling man will stick a large pin in Mr. Moeller's remark, and when it comes to sending out their freight they will notice what road it goes over.

Grand Rapids—An incident occurred here the other day which made some mileage holders feel very sore. The Michigan Central baggage master refused to check baggage beyond its own line, notwithstanding it connects with the Lake Shore, the C. J. & M. and the Ann Arbor. Holders of the new mileage were obliged to pay excess baggage twice.

Movements of Lake Superior Travelers.

John Rooney, one of the old timers, is on a visit here for the first time in several years. Mr. Rooney made the up-lake territory for Beatly, Fitzsimons & Co., Detroit, years ago, when there were no railroads north of Bay City and when all towns north of Saginaw Bay had to be made by stage or boat. He is at present engaged in the insurance business in Detroit.

Alex Stevenson (Buhl, Sons & Co.) is housekeeping in Menominee.

H. T. Emmenson (Stephenson Hotel, Menominee) is slowly improving. He has been sick with pneumonia for a month.

Always watch the man who measures our monetary system by the lining of his pockets.

A "big head" and insignificant ideas have a remarkable affinity for each other.

Don't be afraid to use your best methods always. Don't let them grow rusty.

For more about the new mileage book, see page 24.

Hotel Normandie of Detroit Reduces Rates.

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

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

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

Carr & Reeve.

The New Griswold House

Has NOT reduced its rates but has 100 of the

Newest Rooms in Detroit

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

Postal & Morey, Detroit, Mich.



NEW CITY HOTEL

HOLLAND, MICH.

We pledge the Commercial Travelers of Michigan our best efforts.

Rates \$2.00.

E. O. PHILLIPS, Mgr.

NEW REPUBLIC

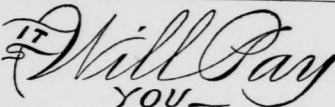
Reopened Nov. 25.

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.



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

HOTEL NEFF

FRANK NEFF, Propr.

GRAND LEDGE, MICH.

Rates, \$1.00.

One block east of depot.

HOTEL WHITCOMB

ST. JOSEPH, MICH.

A. VINCENT, Prop.

Whitney House

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

Chas. E. Whitney, Prop.

Cutler House at Grand Haven.

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

Northern Hotel,

J. L. Kitzmiller, Prop.

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

Photographs

of Samples, Display Cards, Etc.

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

Drugs==Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

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

President, F. W. R. PERRY, Detroit.
Secretary, GEO. GUNDRUM, Ionia.
Treasurer, A. C. SCHUMACHER, Ann Arbor.
Coming Examination Session—Lansing, Nov. 2 and 3.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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

Depressed Condition of Drug Business—Cause and Remedies.

Even in the best of times the retail druggist is the poorest paid, the hardest worked man in the country, when you consider the responsibility of his vocation, the technical knowledge he must have in order to follow his business, the untiring attention he must give it and the sacrifices he must make for it, for he has not time of his own. Not even is he permitted to enjoy the rest which sweet sleep brings, without being aroused at any hour of the night to furnish a postage-stamp or some other insignificant article to some inconsiderate sleepless mortal, and he is even deprived of the rest which the holy Sabbath day gives.

Why is it that this most important, most responsible and most respectable business is so unremunerative? What are the causes?

1. There are too many druggists in business; the supply is greater than the demand. There is in every city and town about one retail druggist to every one thousand persons. One to every three thousand would be sufficient to supply all the demands made upon them, but how can this be remedied? We live in a free country, and any one who has passed his examination before the Board has the right to open a drug store, however small it may be. I fear that the evil of oversupply must continue until men learn by sad experience that the life of a retail druggist is not a bed of roses; that because he charges 50 cents for a prescription which takes an hour to prepare, although the actual material in it does not cost 10 cents, it is not all profit. A man will send for a plumber, who, perhaps, furnishes a few cents' worth of lead, and if the plumber works an hour and the man gets off with a dollar, he may consider himself very fortunate; but if the pharmacist who has to rent a handsome store house has to carry a good stock, and, above all, has to have a good education, charges half what the plumber does, there is a great hue and cry that his business is all profit and every one wishes to get into it.

When the public learns that it requires skill, capital, business capacity and untiring energy to make the drug business even a partial success, then, perhaps, men may pause and consider before embarking in it. When the retail druggist puts into practical use the result of his education and training, and produces from his own laboratory remedies to meet every possible want in the community, and ceases to rely on the preparations of some other manufacturer, he will find his business much more profitable.

So far as possible, he should compound everything he sells. To do this, he must have the appliances and the skill, and must be in close touch with the physicians of his neighborhood, so

that they may have confidence in him, and will prescribe his preparations instead of the preparations of some other manufacturer. Keep only the best and purest goods, and ask and obtain a fair price for what you sell.

2. One of the most potent causes of the unsatisfactory condition of the retail drug business to-day is the cutting of prices—certainly the most useless and unbusinesslike thing the retail druggist can do, and one which invariably brings loss and oftentimes disaster to the trade. No one ever buys patent medicines because they are cheap. You may offer a bottle of Hood's sarsaparilla for 50 cents to a well man, and he will not think of buying it. A woman will buy all manner of dry goods, trimmings, ribbons and laces because they are cheap. She will fill every drawer in her room with them. She will spend 10 cents in car tickets to buy a yard of calico which she does not want, to save 1 cent a yard, if she thinks it a bargain. She will purchase sufficient groceries to last a year or so, and shoes for all her children until she has to throw them away because they have outgrown them, but you can never induce her to buy a supply of medicine, with the hope of being sick, because it is cheap.

Cutting is usually begun by some druggist selling a dollar article at 85 or 90 cents, and a 25 cent article at 20 cents, and his competitor, hearing of it, determines to meet the cut, and goes 5 or 10 cents better until the entire fraternity are selling at prime cost, and even less. No one ever sells any more by cutting. If one does, it simply forces his neighbor to do the same, and he gets no thanks for it from the community, for the better class of people condemn it. There is an innate sense of justice in the American people that will always prompt them to give a fair compensation for services rendered. The average cost of conducting a retail drug business is from 25 to 33½ per cent. if the business is charged a fair salary for the services of the proprietor, and when he buys an article at 75 cents and sells it for \$1, he has simply sold it at about the cost of conducting his business, and when he sells it at less he has sold it at a loss.

My remedy, then, is to urge local organization in every community and determine to stop this most destructive and unbusinesslike practice; sell every article at the list price. Imitate the doctors in this respect. They have a code of prices, and they live up to them and deem it unprofessional for any one to deviate from them.

3. There is another cause for the unsatisfactory condition of the retail druggist, not so potent as those I have referred to, but sufficiently so, I deem it, to mention in this contribution. It is the injudicious buying of new and unknown preparations, simply because he is promised a lot of free advertising or some cheap gift enterprise presented to him in a plausible manner by some agent who is well paid to introduce the article. Turn a deaf ear to all such offers. When a demand is created by the manufacturer, it will be time enough to buy his products in such quantities as his trade will justify.

I will only mention one more cause for the depressed and unsatisfactory condition of the retail drug business, one for which, I regret to say, I have no remedy to offer. It is the department store. This has deprived the druggist of a very profitable branch of his business, of which, until recent years, he

had almost exclusive control, namely, the sundries department. The large department stores, with ample capital, with enticing and extravagant advertisements, have, in the large cities, diverted, in a large measure, this branch of business from the druggist. As a rule, the stock they carry is of an inferior grade, and when a person wants a really good article he is forced to purchase it of the druggist.

The only remedy I can suggest is to carry the best grade of soaps, brushes, and toilet articles, in a limited quantity, and place a reasonable price on them. I do not know what to suggest to suppress the department store evil. I fear it has come to stay. It is certainly disastrous to every branch of retail business, and when carefully analyzed it will be found that the goods sold are no cheaper, for, as a rule, they are of an inferior quality. The city and state should impose such a heavy tax on all such stores as either to drive them out of business or confine them to one line. I know that I am treading on dangerous ground, and that it would be hard to make a law that would suit the case. I merely throw out the suggestion so that you may consider it, and if feasible help to mould public sentiment in favor of enacting such laws as will protect legitimate business.

There have been vast improvements in the retail drug business since I first went into it. At that time nearly all the preparations were made by the druggists. Such things as sugar-coated pills, elixirs and capsules were unheard of, and while these improvements have greatly contributed to the success of the physician and reduced the disagreeable taste of the compound, they have also greatly diminished the profits of the business and increased the capital necessary to conduct it. For this reason, and many others I might mention, I should advise you to cultivate a closer relationship with the doctor, and insist that, just as he demands that you shall not prescribe, so should you also demand that he shall not become a walking apothecary, with his pockets full of tablet triturates already mixed and prepared to suit every ill that man is heir to.

R. W. POWERS.

The Drug Market.

Trade is active in this line and much better than at the same time last year. Collections have also improved and there is a feeling among the trade that we will have a large business this fall.

Opium—This article has at last started upward, an advance being noted of 15c during the past week. The cost to import now, with duty on, is about \$2.75 per lb.

Morphine—Has not yet met an advance, but we look for one within ten days.

Quinine—This article is steady.

Cinchonidia—Is moving steadily upward. There is a light stock and very little is being produced.

Castor Oil—Beans have advanced and a higher price for oil seems probable.

Soap Bark—On account of higher

prices abroad, this article has been advanced.

Essential Oils—Anise has advanced and higher prices are probable. Cassia is much stronger, usually advancing and declining with anise.

Seeds—Canary is firm at the late advance and no lower market is looked for this year. The crop of hemp is reported short and higher prices are probable. Mustard is advancing, on account of higher prices on the Pacific Coast.

Spices—All the articles under this head are firm and advancing. Cloves have advanced 10c per lb. and Cassia is 2c higher. There is prospect of a further advance on ginger.

Wood Alcohol—Has advanced 10c per gallon.

Visitors During State Fair Week.

The following dealers in the drug and paint trade registered at the Hazeltine & Perkins Drug Co.'s office last week:

Geo. R. Slawson, Greenville.
H. D. Harvey, Bangor.
D. B. Cornell, Copemish.
D. P. Mills, Copemish.
Gerry Messenger, Spring Lake.
A. De Kruif, Zeeland.
E. A. Webb, Casnovia.
Andrew Pattison, Martin.
B. E. King & Co., Fowler.
Dr. F. D. Smith, Coopersville.
A. E. McCulloch, Berlin.
F. N. Maus, Kalamazoo.
B. I. Whelpley, Horton.
M. L. Decker, Lacota.
Willis Green, Byron Center.
John Russ, Lake Odessa.
J. H. Vandecar, Grand Haven.
J. H. Hodge, Utica.
E. S. Botsford, Dorr.
C. E. White, Lakeview.
H. G. Hale, Nashville.
Frank Smith, Leroy.
O. L. Millard, Hersey.
Dr. W. O. Barber, Caledonia.
Mrs. L. A. Knowles, Stetson.
F. D. Pratt, Middleville.
W. J. Roche, Lake City.
Geo. F. Cook, Grove.
F. L. Heath, Hastings.
D. D. Harris, Shelbyville.
Norman Harris, Conklin.
F. E. Heath, Edmore.
A. W. Fenton, Bailey.
T. D. Cutler, Nottawa.
A. J. Reynolds, Nashville.
C. A. Loughlin, Cannonsburg.
A. Rogers, Ravenna.
Will Slawson, Greenville.
Bryant Avery, Greenville.

The police force of Baltimore is about to make an attempt to make the lot of the scorchers an unhappy one. The force is to have a new bell, which, it is claimed, will ring louder the faster the machine is trundled. This will act as a warning to every one to get out of the way, as a "cop" is on the track after an unlucky breaker of the law.

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.

**"MASTER"
"YUMA"**

The best 5 cent cigars ever made. Sold by

BEST & RUSSELL CO., CHICAGO.

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

WHOLESALE PRICE CURRENT.

Advanced—Gum Opium, Opium Powd.
Declined—

Acidum		Conium Mac.	35 50	Scilla Co.	50	Sinapis	18	Linseed, pure raw..	40 43
Aceticum.....	60 8	Copaiba.....	1 10 1 20	Tolutan.....	50	Sinapis, opt.....	18	Linseed, boiled.....	42 46
Benzolium, German	70 75	Cubebae.....	90 1 00	Prunus virg.....	50	Snuff, Maccaboy, De	30	Neatsfoot, winter str	42 46
Boracic.....	20 41	Erigeron.....	1 00 1 10	Tinctures		Voes.....	34	Spirits Turpentine..	33 40
Carbolicum.....	20 41	Gaultheria.....	1 00 1 10	Aconitum Napellis R	60	Snuff, Scotch, DeVo's	34	Paints	
Citricum.....	40 42	Geranium, ounce.	1 50 1 60	Aconitum Napellis F	50	Soda Boras.....	9	BBL.	LB
Hydrochlor.....	30 5	Gossippi, Sem. gal.	50 60	Aloes.....	60	Soda Boras, po.....	9	Red Venetian.....	1 1/2 2 20
Nitrosum.....	80 10	Hedeoma.....	1 00 1 10	Aloes and Myrrh.....	60	Soda et Potass Tart.	28	Ochre, yellow Mars.	1 1/2 2 20
Oxalicum.....	12 14	Junipera.....	1 50 2 00	Arnica.....	60	Soda, Bi-Carb.....	5	Ochre, yellow Ber.	1 1/2 2 20
Phosphorium, dil.	15 15	Lavendula.....	90 2 00	Asafetida.....	50	Soda, Sulphas.....	4	Putty, commercial..	2 1/2 2 1/2 20
Salicylicum.....	60 65	Limonis.....	1 20 1 40	Atropa Belladonna.	60	Spts. Cologne.....	2 60	Putty, strictly pure.	2 1/2 2 1/2 20
Sulphuricum.....	13 15	Mentha Piper.....	1 60 2 20	Aurant Cortex.....	60	Spts. Ether Co.....	55	Vermilion, Prime	13 15
Tannicum.....	1 25 1 40	Mentha Verid.....	2 10 2 25	Benzoin.....	50	Spt Myrcia Dom.....	55	Vermilion, English.	70 75
Tartaricum.....	35 40	Morruha, gal.....	1 00 1 10	Benzoin Co.....	50	Spts. Vini Rect. bbl.	2 46	Green, Paris.....	13 18
Ammonia		Myrra.....	4 00 4 50	Barosma.....	50	Spts. Vini Rect. 5gal	2 51	Lead, red.....	5 1/2 6
Aqua, 16 deg.....	40 6	Olive.....	75 3 00	Cardamom.....	50	Spts. Vini Rect. 10gal	2 56	Lead, white.....	5 1/2 6
Aqua, 20 deg.....	60 8	Pice Liquida.....	100 12	Cardamom Co.....	75	Less 50 gal. cash 10 days.	8	Whiting, white Span	70
Carbonas.....	12 14	Pice Liquida, gal.	99 1 04	Catechu.....	50	Strychnia, Crystal..	1 40 1 45	Whiting, gliders'...	30
Chloridum.....	12 14	Ricina.....	99 1 04	Cinchona.....	50	Sulphur, Subl.....	3	White, Paris Amer..	1 00
Aniline		Rosmarini.....	1 00 1 00	Cinchoa.....	50	Tamarind.....	10	Whiting, Paris Eng.	1 00
Black.....	2 00 2 25	Rosse, ounce.....	6 50 8 50	Cinchoa Co.....	50	Terebenth Venice..	30	Universal Prepared.	1 00 1 15
Brown.....	80 1 00	Succini.....	40 45	Cinchoa Co.....	50	Theobroma.....	45	Varnishes	
Red.....	45 50	Sabina.....	90 1 00	Columba.....	50	Vanilla.....	9 00 16 00	No. 1 Turp Coach...	1 10 1 20
Yellow.....	2 50 3 00	Sassafras.....	2 50 7 00	Cubeba.....	50	Zinci Sulph.....	8	Extra Turp.....	1 60 1 70
Bacca.		Sinapis, ess., ounce.	50 55	Cassia Acutifol.....	50	Oils		Coach Body.....	2 75 3 00
Cubese.....po. 18	13 15	Tigili.....	1 40 1 50	Cassia Acutifol Co	50	Whale, winter.....	70 70	No. 1 Turp Furn...	1 00 1 10
Juniperus.....	60 8	Thyme.....	40 50	Digitalis.....	50	Lard, extra.....	40 45	Extra Turk Damar..	1 55 1 60
Xanthoxylum	25 30	Thyme, opt.....	1 60	Ergot.....	50	Lard, No. 1.....	35 40	Jap. Dryer, No.1Turp	70 75
Balsamum		Theobromas.....	15 20	Ferri Chloridum.....	35	Perfumes		Soaps	
Copaiba.....	50 55	Potassium		Gentian.....	50	Sundry Department		Combs	
Peru.....	2 40	Bi-Carb.....	15 18	Gentian Co.....	50	We invite examination of our remodeled and		Mirrors	
Terabin, Canada.....	40 45	Bichromate.....	13 15	Guilaca.....	50	handsome sundry department now in charge of		Powder Puffs	
Tolutan.....	75 80	Bromide.....	48 50	Guilaca ammon.....	50	Mr. J. H. Hagy. We display in sample show		Tooth, Nail, Hair, Cloth, Infant, Bath, and	
Cortex		Carb.....	12 15	Hyoeyamus.....	50	cases complete lines of the following goods.		Shaving Brushes	
Abies, Canadian.....	18	Chlorate, po. 17@19c	16 18	Iodine, colorless.....	75	Perfumes		Soaps	
Cassia.....	12	Cyanide.....	35 40	Kino.....	50	Mirrors		Combs	
Cinchona Flava.....	18	Iodide.....	2 60 2 65	Lobelia.....	50	Tooth, Nail, Hair, Cloth, Infant, Bath, and		Shaving Brushes	
Eunymus atropurp	30	Potassa, Bitart, pure	38 30	Myrrh.....	50	Fountain and Family Syringes		Tweezers	
Myrica Cerifera, po.	30	Potassa, Bitart, com	15	Nux Vomica.....	50	Atomizers		Suspensory Bandages	
Prunus Virgin.....	12	Potass Nitras, opt.	80 10	Opil.....	75	Suspensory Bandages		Toilet and Bath Sponges	
Quillia, gr'd.....	12	Potass Nitras.....	70 9	Opil, camphorated.....	50	And many other articles too numerous		to mention. Goods are up to date and prices right.	
Sassafras.....po. 18	15	Prussiate.....	20 25	Opil, deodorized.....	50	Hazeltine & Perkins Drug Co.		Grand Rapids, Mich.	
Ulmus.....po. 15, gr'd	15	Sulphate po.....	15 18	Quassia.....	50	Perfumes		Soaps	
Extractum		Radix		Rhatany.....	50	Mirrors		Combs	
Glycyrrhiza Glabra.	24 25	Aconitum.....	20 25	Rhei.....	50	Tooth, Nail, Hair, Cloth, Infant, Bath, and		Shaving Brushes	
Glycyrrhiza, po.....	25 30	Althea.....	22 25	Sanguinaria.....	50	Fountain and Family Syringes		Tweezers	
Hematox, 15 lb box.	11 12	Anchusa.....	10 12	Serpentaria.....	50	Atomizers		Suspensory Bandages	
Hematox, 1s.....	13 14	Arum po.....	25	Stromonium.....	60	Toilet and Bath Sponges		And many other articles too numerous	
Hematox, 1/4s.....	14 15	Calamus.....	20 25	Tolatan.....	60	to mention. Goods are up to date and prices right.		Hazeltine & Perkins Drug Co.	
Hematox, 1/4s.....	16 17	Gentiana.....po. 15	12 15	Valerian.....	50	Perfumes		Soaps	
Ferru		Glycyrrhiza.....pv. 15	16 18	Veratrum Veride.....	50	Mirrors		Combs	
Carbonate Precip.....	15	Hydrastis Canaden.....	35	Zingiber.....	30	Tooth, Nail, Hair, Cloth, Infant, Bath, and		Shaving Brushes	
Citrate and Quinia.....	2 25	Hydrastis Can., po.	40	Miscellaneous		Fountain and Family Syringes		Tweezers	
Citrate Soluble.....	75	Hellebore, Alba, po.	15 20	Ether, Spts. Nit. 3 F	30 35	Atomizers		Suspensory Bandages	
Ferrocyanidum Sol.	40	Inula, po.....	15 20	Ether, Spts. Nit. 4 F	30 35	Toilet and Bath Sponges		And many other articles too numerous	
Solut. Chloride.....	15	Ipecac, po.....	2 00 2 10	Alumen, 24 38	3	to mention. Goods are up to date and prices right.		Hazeltine & Perkins Drug Co.	
Sulphate, com'l.....	2	Iris plox.....po. 35@38	35 40	Alumen, gro'd, po. 7	30 4	Perfumes		Soaps	
Sulphate, com'l, by	50	Jalapra, pr.....	15 30	Annatto.....	40 50	Mirrors		Combs	
bbl, per cwt.....	7	Maranta, 1/4s.....	20 25	Antimoni, po.....	40 5	Tooth, Nail, Hair, Cloth, Infant, Bath, and		Shaving Brushes	
Sulphate, pure.....	7	Podophyllum, po.....	22 25	Antimoni et PotassT	40 50	Fountain and Family Syringes		Tweezers	
Flora		Rhei, cut.....	75 100	Antipyrin.....	1 40	Atomizers		Suspensory Bandages	
Arnica.....	12 14	Rhei, pv.....	75 100	Argent Nitras, oz	10 12	Toilet and Bath Sponges		And many other articles too numerous	
Anthemis.....	18 25	Spigelia.....	35 38	Argent Nitras, oz	10 12	to mention. Goods are up to date and prices right.		Hazeltine & Perkins Drug Co.	
Matricaria.....	30 35	Sanguinaria.....po. 40	35 38	Balm Gilead Bud.....	1 40 1 50	Perfumes		Soaps	
Folia		Serpentaria.....	30 35	Bismuth S. N.....	1 40 1 50	Mirrors		Combs	
Barosma.....	15 20	Senega.....	35 40	Calcium Chlor., 1s.	9	Tooth, Nail, Hair, Cloth, Infant, Bath, and		Shaving Brushes	
Cassia Acutifol, Tin-	18 25	Similax, officinalis H	40	Calcium Chlor., 1/4s.	10	Fountain and Family Syringes		Tweezers	
nevelly.....	25 30	Similax, M.....	40	Calcium Chlor., 1/4s.	10	Atomizers		Suspensory Bandages	
Cassia Acutifol, Alx.	18 25	Scilla.....	10 12	Cantharides, Rus, po.	75	Toilet and Bath Sponges		And many other articles too numerous	
Salvia officinalis, 1/4s	12 20	Symplocarpus, Pecti-	20 25	Capsici Fructus, af.	15	to mention. Goods are up to date and prices right.		Hazeltine & Perkins Drug Co.	
and 1/4s.....	12 20	cus, po.....	20 25	Capsici Fructus, po.	15	Perfumes		Soaps	
Ura Ursi.....	80 10	Valeriana, Eng. po. 30	20 25	Capsici Fructus, B, po.	15	Mirrors		Combs	
Gummi		Valeriana, German.	15 20	Caryophyllus, po. 15	10 12	Tooth, Nail, Hair, Cloth, Infant, Bath, and		Shaving Brushes	
Acacia, 1st picked.....	45	Zingiber a.....	12 16	Carmine, No. 40.....	3 00	Fountain and Family Syringes		Tweezers	
Acacia, 2d picked.....	45	Zingiber j.....	25 27	Cera Alba, S. & F.....	50 55	Atomizers		Suspensory Bandages	
Acacia, 3d picked.....	45	Semen		Cera Flava.....	40 42	Toilet and Bath Sponges		And many other articles too numerous	
Acacia, sifted sorts.	45	Anisum.....po. 15	12	Coccus.....	40	to mention. Goods are up to date and prices right.		Hazeltine & Perkins Drug Co.	
Acacia, po.....	60 80	Apium (graveleous)	12 15	Cassia Fructus.....	33	Perfumes		Soaps	
Aloe, Barb. po. 18@20	12 14	Bird, 1s.....	40 6	Centaria.....	10	Mirrors		Combs	
Aloe, Cape.....po. 15	12 14	Carul.....po. 18	10 12	Cetaceum.....	45	Tooth, Nail, Hair, Cloth, Infant, Bath, and		Shaving Brushes	
Aloe, Socotri.....po. 40	12 14	Cardamon.....	1 25 1 75	Chloroform.....	60 63	Fountain and Family Syringes		Tweezers	
Ammoniac.....	55 60	Coriandrum.....	80 10	Chloroform, squibbs	1 50 1 60	Atomizers		Suspensory Bandages	
Assafetida.....po. 30	25 30	Cannabis Sativa.....	40 44	Chloral Hyd Crst.....	1 50 1 60	Toilet and Bath Sponges		And many other articles too numerous	
Benzolium.....	50 55	Cydonium.....	75 100	Chondrus.....	20 25	to mention. Goods are up to date and prices right.		Hazeltine & Perkins Drug Co.	
Catechu, 1s.....	13	Chenopodium.....	10 12	Cinchonidine, P. & W.	20 25	Perfumes		Soaps	
Catechu, 1/4s.....	14	Chenopodium.....	10 12	Cinchonidine, Germ	15 22	Mirrors		Combs	
Catechu, 1/4s.....	15	Dipterix Odorata.....	2 00 2 25	Cocaine.....	3 05 3 25	Tooth, Nail, Hair, Cloth, Infant, Bath, and		Shaving Brushes	
Camphora.....	48 55	Foeniculum.....	20 25	Corks, list, dis. pr. et.	70	Fountain and Family Syringes		Tweezers	
Euphorbium.....po. 35	10	Foenugreek, po.....	70 9	Croosotum.....	35	Atomizers		Suspensory Bandages	
Galbanum.....	1 10	Lini.....	30 4	Creta, prep.....	2	Toilet and Bath Sponges		And many other articles too numerous	
Gamboge po.....	65 70	Lini, gr'd.....bbl. 3	40 44	Creta, prep.....	2	to mention. Goods are up to date and prices right.		Hazeltine & Perkins Drug Co.	
Guaiacum.....po. 35	25	Lobelia.....	35 40	Creta, prep.....	2	Perfumes		Soaps	
Kino.....po. 33.00	30	Pharlaris Canarian.	40 44	Crocus.....	18 20	Mirrors		Combs	
Mastic.....	40	Rapa.....	44 5	Cudbear.....	50 6	Tooth, Nail, Hair, Cloth, Infant, Bath, and		Shaving Brushes	
Myrrh.....po. 45	40	Sinapis Albu.....	70 8	Cupri Sulph.....	50 6	Fountain and Family Syringes		Tweezers	
Opil.....po. 41.00@4.20	2 75 2 80	Sinapis Nigra.....	11 12	Dextrine.....	10 12	Atomizers		Suspensory Bandages	
Shellac.....	25 35	Spiritus		Ether Sulph.....	75 90	Toilet and Bath Sponges		And many other articles too numerous	
Shellac, bleached.....	40 45	Frument, W. D. Co.	2 00 2 50	Emery, all numbers	8	to mention. Goods are up to date and prices right.		Hazeltine & Perkins Drug Co.	
Tragacanth.....	50 60	Frument, D. F. R.	2 00 2 25	Emery, po.....	6	Perfumes		Soaps	
Herba		Juniperit.....	1 25 1 50	Ergota.....po. 40	30 35	Mirrors		Combs	
Absinthium.....oz. pkg	25	Juniperit Co. O. T.	1 65 2 00	Flake White.....	12 15	Tooth, Nail, Hair, Cloth, Infant, Bath, and		Shaving Brushes	
Eupatorium.....oz. pkg	25	Juniperis Co.....	1 75 2 50	Galla.....	20 23	Fountain and Family Syringes		Tweezers	
Lobelia.....oz. pkg	25	Saacharum N. E.	1 90 2 10	Gambier.....	80 9	Atomizers		Suspensory Bandages	
Majorum.....oz. pkg	25	Spt. Vini Galli.....	1 75 6 50	Gelatin, Cooper.....	60	Toilet and Bath Sponges		And many other articles too numerous	
Mentha Ptp.....oz. pkg	23	Vini Oporto.....	1 25 2 00	Gelatin, French.....	35 60	to mention. Goods are up to date and prices right.		Hazeltine & Perkins Drug Co.	
Mentha Vir.....oz. pkg	23	Vini Alba.....	1 25 2 00	Glassware, flint, box	60, 10x10	Perfumes		Soaps	
Rue.....oz. pkg	25	Sponges		Less than box.....	60	Mirrors		Combs	
TanacetumVoz. pkg	25	Florida sheeps' wool	2 50 2 75	Glue, brown.....	90 12	Tooth, Nail, Hair, Cloth, Infant, Bath, and		Shaving Brushes	
Thymus, V.....oz. pkg	22	carriage.....	2 50 2 75	Glue, white.....	130 25	Fountain and Family Syringes		Tweezers	
Magnesia.		Nassau sheeps' wool	@ 2 00	Glycerina.....	140 20	Atomizers		Suspensory Bandages	
Calced, Pat.....	55 60	carriage.....	@ 2 00	Grana Paradisi.....	@ 15	Toilet and Bath Sponges		And many other articles too numerous	
Carbonate, Pat.....	30 32	Velvet extra sheeps' wool, carriage.....	@ 1 25	Humulus.....	25 55	to mention. Goods are up to date and prices right.		Hazeltine & Perkins Drug Co.	
Carbonate, K. & M.	30 32	Extra yellow sheeps' wool, carriage.....	@ 1 00	Hydraag Chlor Mite	80	Perfumes		Soaps	
Carbonate, Jennings	35 38	Grass sheeps' wool, carriage.....	@ 1 00	Hydraag Chlor Cor.	70	Mirrors		Combs	
Oleum		Hard, for slate use.....	@ 1 00	Hydraag Ox Rub'm.....	90	Tooth, Nail, Hair, Cloth, Infant, Bath, and		Shaving Brushes	
Absinthium.....	3 25 3 50	Yellow Reef, for slate use.....	@ 1 40	Hydraag Ammoniat.....	1 00	Fountain and Family Syringes		Tweezers	
Amygdale, Dulc.....	30 50	Syrups		Hydraag Unguentum.....	45 55	Atomizers		Suspensory Bandages	
Amygdale, Amara.....	8 00 8 25	Acacia.....	@ 50	Hydrargyrum.....	65	Toilet and Bath Sponges		And many other articles too numerous	
Anisi.....	2 40 2 40	Aurant Cortes.....	@ 50	Ichthyobolia, Am.....	75	to mention. Goods are up to date and prices right.		Hazeltine & Perkins Drug Co.	
Auranti Cortex.....	2 0								

GROCERY PRICE CURRENT.

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

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

BAKING POWDER.	
Absolute.	
1 lb cans doz.....	45
1 lb cans doz.....	85
1 lb cans doz.....	1 50

Acme.	
1 lb cans 3 doz.....	45
1 lb cans 3 doz.....	75
1 lb cans 1 doz.....	1 00
Bulk.....	10
1 lb cans, 6 doz case.....	38
1 lb cans, 4 doz case.....	66
1 lb cans, 2 doz case.....	1 00
5 lb cans, 1 doz case.....	5 00
6 oz Eng. Tumblers.....	85

El Purity.	
1 lb cans per doz.....	75
1 lb cans per doz.....	1 20
1 lb cans per doz.....	2 00

Home.	
1 lb cans 4 doz case.....	35
1 lb cans 4 doz case.....	55
1 lb cans 2 doz case.....	90

JAXON	
1 lb cans, 4 doz case.....	45
1 lb cans, 4 doz case.....	85
1 lb cans, 2 doz case.....	1 60

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

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

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

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

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

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

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

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

CHEESE.	
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Acme.....	@ 10
Amboy.....	@ 10
Byron.....	@ 10 1/2
Elsie.....	@ 11
Gem.....	@ 11 1/2
Gold Medal.....	@ 10
Hartford.....	@ 9 1/2
Ideal.....	@ 10
Jersey.....	@ 10
Lenawee.....	@ 10 1/2
Riverside.....	@ 10
Sparta.....	@ 10
Brick.....	@ 10
Edam.....	@ 15
Limburger.....	@ 18
Pineapple.....	@ 43
Sap Sago.....	@ 18

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

CLOTHES LINES.	
Cotton, 40 ft. per doz.....	1 00
Cotton, 50 ft. per doz.....	1 20
Cotton, 60 ft. per doz.....	1 40
Cotton, 70 ft. per doz.....	1 60
Cotton, 80 ft. per doz.....	1 80
Jute, 60 ft. per doz.....	80
Jute, 72 ft. per doz.....	90

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

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

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

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

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

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

Maracalbo.	
Prime.....	20
Milled.....	21

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

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

Roasted.	
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Clark-Jewell-Wells Co.'s Brands	
Fifth Avenue.....	28
Jewell's Arabian Mocha.....	28
Wells' Mocha and Java.....	25 1/2
Wells' Perfection Java.....	25 1/2
Sancabo.....	23
Valley City Maracalbo.....	18 1/2
Ideal Blend.....	14
Leader Blend.....	12

Worden Grocer Co.'s Brands	
Quaker Arabian Mocha.....	28
Quaker Mandehling Java.....	30
No. 4 Carpet.....	1 15
Parlor Gem.....	2 00
Common Whisk.....	70
Fancy Whisk.....	80
Warehouse.....	2 25

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

FOREIGN.	
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Currants.	
Patras bbls.....	@ 6
Vostizzas 50 lb cases.....	@ 6 1/2
Cleaned, bulk.....	@ 8
Cleaned, packages.....	@ 8 1/2

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

Raisins.	
Ondura 28 lb boxes.....	@ 8 1/2
Sultana 1 Crown.....	@ 9 1/2
Sultana 2 Crown.....	@ 9 1/2
Sultana 3 Crown.....	@ 10 1/2
Sultana 4 Crown.....	@ 10 1/2
Sultana 5 Crown.....	@ 11 1/2
Sultana 6 Crown.....	@ 12

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

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

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

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

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

Peas.	
Green, bu.....	90
Split, per lb.....	2

Rolled Oats.	
Rolled Avena, bbl.....	4 75
Monarch, bbl.....	4 45
Monarch, 1/2 bbl.....	2 35
Private brands, 1/2 bbl.....	2 25
Private brands, 1/4 bbl.....	2 10
Quaker, cases.....	3 10

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

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

Fish.	
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Cod.	
Georges cured.....	@ 4 1/2
Georges genuine.....	@ 5 1/2
Georges selected.....	@ 6 1/2
Strips or bricks.....	5 @ 7 1/2

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

Herring.	
Holland white hoops keg.....	75
Holland white hoops bbl.....	9 50
Norwegian.....	5 25
Round 100 lbs.....	15
Round 40 lbs.....	15
Scaled.....	15

Flackerel.	
Mess 100 lbs.....	14 50
Mess 40 lbs.....	6 10
Mess 10 lbs.....	1 60
Mess 8 lbs.....	1 30
No. 1 100 lbs.....	12 75
No. 1 40 lbs.....	5 40
No. 1 10 lbs.....	1 43
No. 1 8 lbs.....	1 16
No. 2 100 lbs.....	10 75
No. 2 40 lbs.....	4 60
No. 2 10 lbs.....	1 22
No. 2 8 lbs.....	1 00

Sardines.	
Russian kegs.....	55

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

Whitfish.	
No. 1.....	No. 2.....
100 lbs.....	6 00
40 lbs.....	2 70
10 lbs.....	75
8 lbs.....	63

FLAVORING EXTRACTS.	
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SOAP.

Andry.

Armour's Family.....	2 50
Armour's Laundry.....	3 30
Armour's White, 100s.....	6 25
Armour's White, 50s.....	3 25
Armour's Woodchuck.....	2 50
Armour's Kitchen Brown.....	2 50
Armour's Mottled German.....	2 25

JAXON

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

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

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

One box American Family free with five.

Schulte Soap Co.'s Brand.



Single box.....	2 80
5 box lots.....	2 75
10 box lots.....	2 70
25 box lots.....	2 60

Wolverine Soap Co.'s Brands.



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

Allen B. Wrisley's Brands.

Old Country, 80 1-lb. bars.....	2 75
Good Cheer, 60 1-lb. bars.....	3 75
Uno, 100 1/2 lb. bars.....	2 50
Doll, 100 10-oz. bars.....	2 65

Scouring.

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

Washing Powder.



100 12 oz pkgs. 3 50

STARCH.



Kingsford's Corn.

40 1-lb packages.....	6
20 1-lb packages.....	6 1/4

Kingsford's Silver Gloss.

40 1-lb packages.....	6 1/4
20 1-lb packages.....	6 1/2

Diamond.

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

Common Corn.

20 1-lb. packages.....	4 1/2
40 1-lb. packages.....	4 1/4
20 1-lb. boxes.....	4
40 1-lb. boxes.....	3 3/4

Common Gloss.

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

STOVE POLISH.



No. 4, 3 doz in case, gross.. 4 50

No. 6, 3 doz in case, gross.. 7 20

SUGAR.

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

Cut Leaf.....	5 69
Domino.....	5 56
Cubes.....	5 31
Powdered.....	5 31
XXXX Powdered.....	5 44
Mould A.....	5 31
Granulated in bbls.....	5 13
Fine Granulated.....	5 19
Extra Fine Granulated.....	5 06
Extra Coarse Granulated.....	5 19
Diamond Confection A.....	5 06
Confec. Standard A.....	4 94
No. 1.....	4 81
No. 2.....	4 81
No. 3.....	4 81
No. 4.....	4 81
No. 5.....	4 81
No. 6.....	4 75
No. 7.....	4 69
No. 8.....	4 44
No. 9.....	4 44
No. 10.....	4 38
No. 11.....	4 31
No. 12.....	4 25
No. 13.....	4 13
No. 14.....	4 06
No. 15.....	3 00
No. 16.....	3 94

TABLE SAUCES.

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

TOBACCO.

Cigars.

Clark-Jewell-Wells Co.'s brand.

New Brick..... 35 00

Morrison, Plummer & Co.'s b'd.

Governor Yates, 4 1/2 in..... 58 00

Governor Yates, 4 1/2 in..... 65 00

Governor Yates, 5 1/2 in..... 70 00

Monitor..... 30 00

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

Quintette..... 35 00

G. J. Johnson Cigar Co.'s brand.

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

H. Van Tongeren's Brand.

Star Green..... 35 00

VINEGAR.

Malt White Wine..... 7

Pure Cider..... 8

WICKING.

No. 0, per gross..... 25

No. 1, per gross..... 30

No. 2, per gross..... 40

No. 3, per gross..... 75

Fish and Oysters

Fresh Fish.

	Per lb.
Whitefish.....	@ 9
Trout.....	@ 9
Black Bass.....	@ 10
Halibut.....	@ 15
Ciscoes or Herring.....	@ 4
Bluefish.....	@ 10
Live Lobster.....	@ 18
Boiled Lobster.....	@ 20
Cod.....	@ 10
Haddock.....	@ 8
No. 1 Pickerel.....	@ 8
Pike.....	@ 7
Smoked White.....	@ 8
Red Snapper.....	@ 10
Col River Salmon.....	@ 12 1/4
Mackerel.....	@ 12 1/4

Oysters in Cans.

F. H. Counts.....	@ 38
Selects.....	@ 32
Standards.....	@ 25

Shell Goods.

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

Candies.

Stick Candy.

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

Jumbo, 32 lb.....	@ 8 1/2
Extra H. H.....	@ 8 1/2
Boston Cream.....	@ 8 1/2

Mixed Candy.

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

Fancy-In Bulk.

Lozenges, plain.....	@ 9
Lozenges, printed.....	@ 9
Choc. Drops.....	@ 11
Choc. Monumentals.....	@ 12
Gum Drops.....	@ 12
Moss Drops.....	@ 6
Sour Drops.....	@ 9
Imperial.....	@ 9

Fancy-In 5 lb. Boxes.

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

Caramels.

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

Fruits.

Oranges.

Choice Naples.....	@
160s.....	@ 4 50
200s.....	@ 4 50
200 Fancy.....	@ 5 00

Lemons.

Strictly choice 360s.....	@ 3 50
Strictly choice 300s.....	@ 3 50
Fancy 360s.....	@ 4 50
Ex. Fancy 300s.....	@ 4 50
Ex. Rodi.....	@ 5 00

Bananas.

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

Foreign Dried Fruits.

Figs, Choice Layers.....	@ 12
10 lb Californians.....	@ 12
Figs, Naturalis in.....	@ 6
30 lb. bags.....	@ 6
Dates, Fards in 10 lb boxes.....	@ 8
Dates, Fards in 60 lb cases.....	@ 6
Dates, Persians, H.M.....	@ 6
B., 60 lb cases, new.....	@ 5 1/2
Dates, Sairs 60 lb cases.....	@ 4

Nuts.

Almonds, Tarragona.....	@ 13
Almonds, Ivaca.....	@ 11
Almonds, California, soft shelled.....	@ 15
Brazils new.....	@ 8
Filberts.....	@ 13
Walnuts, Grenobles.....	@ 10
Walnuts, Calif No. 1.....	@ 10
Walnuts, soft shelled.....	@ 12
Calif.....	@ 12
Table Nuts, fancy.....	@ 12
Table Nuts, choice.....	@ 11
Pecans, Med.....	@ 10
Pecans, Ex. Large.....	@ 12
Pecans, Jumbos.....	@ 14
Hickory Nuts per bu., Ohio, new.....	@
Cocoanuts, full sacks.....	@ 3 50

Peanuts.

Fancy, H. P., Suns.....	@ 7
Fancy, H. P., Flags.....	@ 7
Roasted.....	@ 7
Choice, H. P., Extras.....	@ 4
Choice, H. P., Extras, Roasted.....	@ 6

Grains and Feedstuffs

Wheat.

Wheat.....	88
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Winter Wheat Flour.

Local Brands.

Patents.....	5 50
Second Patent.....	5 00
Straight.....	4 80
Clear.....	4 40
Graham.....	4 75
Buckwheat.....	3 40
Rye.....	3 75
Subject to usual cash discount.....	
Flour in bbls., 25c per bbl. additional.....	
Worden Grocer Co.'s Brand.....	
Quaker, 1/2s.....	5 00
Quaker, 1/4s.....	5 00
Quaker, 1/8s.....	5 00

Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.

Pillsbury's Best 1/2s.....	6 05
Pillsbury's Best 1/4s.....	5 95
Pillsbury's Best 1/8s.....	5 85
Pillsbury's Best 1/4s paper.....	5 85
Pillsbury's Best 1/8s paper.....	5 85
Ball-Barnhart-Putman's Brand.....	
Grand Republic, 1/2s.....	5 90
Grand Republic, 1/4s.....	5 80
Grand Republic, 1/8s.....	5 70

Lemon & Wheeler Co.'s Brand.

Gold Medal 1/2s.....	6 00
Gold Medal 1/4s.....	5 90
Gold Medal 1/8s.....	5 80
Parisian, 1/2s.....	6 00
Parisian, 1/4s.....	5 90
Parisian, 1/8s.....	5 80

Olney & Judson's Brand.

Ceresota, 1/2s.....	6 00
Ceresota, 1/4s.....	5 90
Ceresota, 1/8s.....	5 80

Worden Grocer Co.'s Brand.

Laurel, 1/2s.....	6 00
Laurel, 1/4s.....	5 90
Laurel, 1/8s.....	5 80

Meal.

Bolted.....	1 75
Granulated.....	2 00

Feed and Millstuffs.

St. Car Feed, screened.....	14 50
No. 1 Corn and Oats.....	13 50
Unbolted Corn Meal.....	13 00
Winter Wheat Bran.....	11 00
Winter Wheat Middlings.....	13 00
Screenings.....	10 00

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

New Corn.

Car lots.....	33
Less than car lots.....	36

Oats.

Car lots.....	22 1/2
Carlots, clipped.....	25 1/2
Less than car lots.....	27

Hay.

No. 1 Timothy carlots.....	9 00
No. 1 Timothy, ton lots.....	10 00

Crackers.

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

Butter.

Seymour XXX.....	4
Seymour XXX, 3 lb carton.....	4 1/2
Family XXX.....	4 1/2
Family XXX, 3 lb carton.....	4 1/2
Salted XXX.....	4
Salted XXX, 3 lb carton.....	4 1/2

Soda.

Soda XXX.....	4
Soda XXX, 3 lb carton.....	4 1/2
Soda, City.....	4 1/2
Zephyrette.....	9
Long Island Wafers.....	9
L. I. Wafers, 1 lb carton.....	10

Oyster.

Square Oyster, XXX.....	4 1/2
Sq. Oys. XXX, 1 lb carton.....	5 1/2
Farina Oyster, XXX.....	4

SWEET GOODS—Boxes.

Animals.....	9
Bent's Cold Water.....	13
Belle Rose.....	6
Cocoanut Taffy.....	8
Coffee Cakes.....	8
Frosted Honey.....	10
Graham Crackers.....	6
Ginger Snaps, XXX round.....	5
Ginger Snaps, XXX city.....	5
Gin. Snps, XXX home made.....	5
Gin. Snps, XXX scalloped.....	5
Ginger Vanilla.....	7
Imperial.....	6
Jumoles, Honey.....	10
Molasses Cakes.....	6
Marshmallow.....	12
Marshmallow Creams.....	13
Pretzels, hand made.....	13
Pretzellettes, Little German.....	6
Sugar Cake.....	6
Sultanas.....	10
Sears' Lunch.....	6
Vanilla Square.....	7
Vanilla Wafers.....	12
Pecan Wafers.....	12
Mixed Picnic.....	10 1/2
Cream Jumbles.....	11 1/2
Boston Ginger Nuts.....	9
Chimmie Fadden.....	9
Pineapple Glace.....	12
Penny Cakes.....	6
Marshmallow Walnuts.....	13
Belle Isle Picnic.....	10

SUCCESSFUL SALESMEN.

H. P. Goppelt, Representing Symons Bros. & Co.

H. P. Goppelt was born and raised in the city of Saginaw, where he was also educated, having graduated from the high school in 1887. After leaving school, it entered Mr. Goppelt's head that he would like to try the life of a commercial traveler, so he immediately called upon Symons Bros. & Co., who gave him a position in their office, where he remained two years, after which they put him on the road. The territory assigned him is known as the "Thumb" of Michigan. He has covered this same territory ever since that time and is now recognized as one of the most accomplished salesmen who travel outside of the Valley. As he has the full confidence of his trade, he sells the best and largest dealers in the territory he covers. Mr. Goppelt has done his work so well for the company that he is now one of the stockholders, also a member of the Board of Directors. He is a member of the Knights of the Grip and the United Commercial Travelers. He is a young man and evidently thinks he will wait until he has a name and comfortable home before he enters the matrimonial state. He is modest and unassuming but full of mirth, with a great head for business. When asked if he would give the writer a few points concerning his life, he said: "I could give it all to you in a sentence—I was born and educated in Saginaw and have lived here all my life." "How about that trip you took out West not long ago?" was asked of him. At this he became very much interested and related the experiences of his journey as follows: "My first stop was at Denver, where I spent some time visiting friends and viewing the magnificent scenery. The towering Pikes Peak was seen, but a much better view was taken of it from Manitou. Denver is a mile above the sea level and is a very pretty city. I spent a day at the Garden of the Gods, which, for natural scenery and beautiful rocks, especially the balancing rock, is incomparable. Here I visited the Syndicate placer mines. From Denver I went to Manitou, at which place I visited the iron, soda and sulphur springs, where many invalids were in search of health. From Manitou I started on my trip westward and, for ten miles after leaving Manitou, our train wound through the famous Ute Pass, where there are eight tunnels, and then on to Beuna Vista, where a beautiful view was obtained of the Arkansas Valley. At this city I saw Collegiate Peaks—Harvard, Yale and Princeton—all being over 14,000 feet above the level of the sea. The next place I visited was Leadville—the city above the clouds—where are located the largest mining camps in the world. From Leadville I traveled through the Continental Divide and Hagerman Pass, which is the highest point reached by any railroad, it being 11,500 feet above the sea level. Salt Lake City was the next place visited, and I declared it the prettiest city I had seen in the West. The principal sights there are the Mormon temples and grounds. Salt Lake itself is a great resort and is well patronized by bathers from all over the country. It is claimed by the inhabitants that they have the largest pavilion in the world. California came next, and here I saw growing almonds, figs, olives, oranges and other tropical fruits. Although I had

many times carried these same fruits in my grip, I had never before had an opportunity to see them growing, and it was a great treat to me. While at Stockton I saw harvesting with "headers," drawn by twenty-six mules, cutting and threshing grain at the same time. At Santa Cruz I visited the asphalt mine, which is the only one of the kind in the United States. Montgomery was another interesting place. It is an old whaling station and one of the oldest towns in California. Near this city is located the "Del Monte," in the Yosemite Valley. I thought I should never tire of viewing the beautiful natural scenery, and, with a party, trailed on horseback up to Glacier Point, where a fine view was obtained of the Valley. The Mariposa Grove, where the giant trees are found, was well worth going many miles to see. At San Francisco I visited the Golden Gate Park, which is noted prin-



cipally for its beautiful tropical flowers. Sutro Heights and Cliff House were also visited. I was in San Francisco at the time of the arrival of one of the first steamers from Alaska which brought such a great quantity of gold nuggets from the Klondike gold fields. On my return trip I stopped at Portland and Tacoma, from which place I took a boat to Seattle and Victoria through the Puget Sound, where I had an excellent view of Mt. Rainier. This mountain, with its snow-capped peak, was the most magnificent one seen on the trip. I had a much better view of the mountain from the steamer as I was leaving Tacoma. I omitted to say that while I was at Victoria I saw the new Parliament building and went up the Fraser River to see the salmon fisheries and canning factories. I returned home over the Canadian Pacific, where I caught a glimpse of Mt. Stephen, Albert Gorge, Mt. Sir Donald, the great glacier of the Selkirks; came through Kicking Horse Pass, where I saw some of the most beautiful scenery of the Great Northwest. I stopped for a short time at Banff to see the Great Canadian Park, then through the Dakotas and across the Great Prairie home. While I was away I took about two hundred views of the principal points of interest."

Residents of Richmond, Ky., were obliged to invoke a Justice's aid to rid the town of a woman who sought to sell crockery there from an Ohio house and used her "cussin' machine," as the local chroniclers have it, on everybody who refused to buy of her.

Petition for a Reconsideration.

National Cash Register Co., Dayton, Ohio:

The undersigned, having been competitors for the prize recently offered through the columns of the Michigan Tradesman for the best essay written by a retail grocer on "How to Successfully Conduct a Retail Grocery Store," feel that the award was given to one not entitled to enter the contest by the terms of your offer. Accordingly, we ask for the appointment of a new committee who shall make a new arbitration on the merits of such essays as had legitimate place in the competition.

Ella M. Rogers, Phil Lavine, Geo. W. Cadwell, Mrs. Lyman Townsend, Mrs. A. T. Bliss, H. H. Dean, C. J. Tompkins, Elizabeth Orange, E. A. Owen.

The protest was submitted to the National Cash Register Co., which requested the Tradesman to publish it, accompanied by a statement of the facts in the case. The Tradesman submits that the award was made fairly, both committeemen having acted independently of each other, without knowing which contribution was selected by the other, and without either knowing anything about the identity of the contestants. The protest against the award of the committee on account of the alleged ineligibility of the gentleman whose essay was designated as the best by the committee is not sustained, Mr.

Conklin being still actively identified with the grocery business, having purchased goods in this market last week and being now in Chicago for the same purpose. The Tradesman regrets the necessity of referring to the matter at this late date, but fairness to the contestants, who are apparently actuated by the best of intentions, requires that a plain statement of the facts be made.



New Catalogue of

Tinware
and
Enameled
Ware

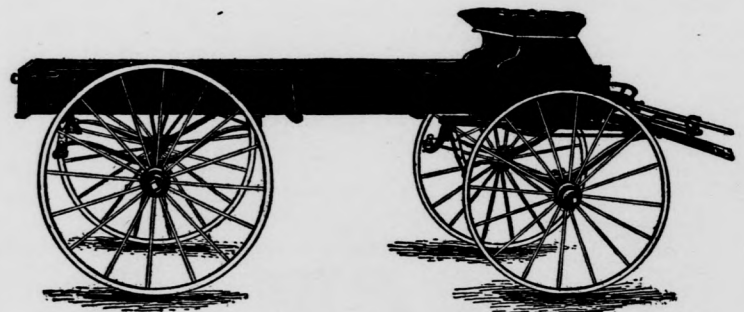
just out. Drop
us a postal for it.

Wm. Brummeler & Sons,

Manufacturers and Jobbers,

260 S Ionia St.

Grand Rapids.

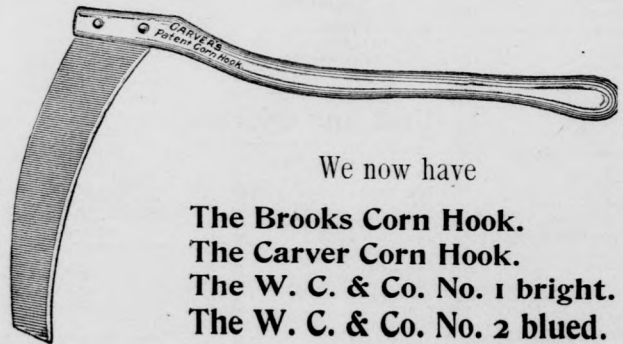


This is our **FRUIT AND DELIVERY WAGON**. Furnished with Fruit Racks when desired. The Best is none too good. See this and our complete line of hand made Harness, Carriages, etc.

Write for new catalog.

BROWN & SEHLER, Grand Rapids, Mich.

Corn Hooks



We now have

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

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

Foster, Stevens & Co.,

Grand Rapids, Mich.

The Store of the Mining Camp.

Written for the TRADESMAN.

It had been a good many years since my feet had passed the threshold of the store of the olden time and, with a curiosity born of experience, I entered the hot-looking board building that stood by itself in the streetless, roadless, grassless tract of country that lay breathless under the heat of the scorching August sun. I did not find that the years intervening between the earlier and the latter time had made any improvement in the order prevailing there, in the cleanliness or in the display of goods. The shelves were crowded with merchandise with no regard for the proprieties of civil life, and the pickles and the calico, the sugar and the jewelry, utterly forgetful of caste, stood elbow to elbow, as if challenging the opinion of the tenderfoot in regard to this latest development of modern democratic-republicanism!

I stood leaning against the counter, my physical eyes gazing vacantly at a row of spice boxes, and my mental optics taking in the little dirty crowded interior of the long-forgotten Rhode Island store of my youth, when the proprietor presented for my inspection some pieces of paper closely resembling the scrip-currency of Rebellion times, remarking as he pushed it across the counter towards me, "Perhaps you'd like to look at the money we use here with our customers."

I found it looking too much like that of Rebellion days to need further description, the currency corresponding in value to the nickel, the dime, the quarter and the half-dollar.

"How do you use it; and what's the need of it? Isn't the National currency equal to the trade requirements out here?"

"Well, you see, this is the 'Company's store.'"

"Well, what of that?"

"Why, these miners are an odd lot and they are all the time wanting to overdraw their wages. So the Company have this currency, and when a miner wants any money between pay-days—five dollars, for instance—they just give him that amount in this currency, and so the difficulty is bridged over until the next pay-day, when he gets in cash whatever is due him. We take the scrip and that keeps him from spending his money anywhere else. See?"

I fancied I did, and followed up the fancy. "Suppose he wants five dollars after he has drawn all that is due him—can he get it?"

"Yes, in scrip, if he is a good workman."

"As a general thing, do the miners get much cash on pay-day?"

"Not as a general thing; but, you see, it's just as well, if not better, for them—and a great deal better for the Company."

I saw, and I was gladder than ever that I am not a miner. "I suppose your prices have to be pretty well up to make anything," I continued. "It must be costly to cart all your goods from the village."

"Well, that is our main expense, but we try to keep that down and we are, in the main, successful. It doesn't cost much to keep the team; and this currency scheme cuts off all danger of loss in that direction; so you see, when the end of the year comes around, the business shows up pretty well."

"I have always had the idea that the miner, as such, is a low-down sort of a fellow, and can no more live without

whisky than a fish can live without getting his gills wet. I don't see any signs of that about the store. How do you manage that; or don't you try to manage it?"

"That's easy. You can't change that—we don't try to. We have to 'irrigate' out here in more ways than one, and the miner irrigates with the usual liquids. That's a part of the management—or, anyway it is something that has to be looked after, and the saloon over the way takes the Company's currency as we do; so that right here the miner has all he wants and all he can get anywhere. That makes him contented and so he doesn't break away and want to get away from home and spend his money."

"How about the social side? I suppose the miner has to have a little of that? Do the Company ever take that into consideration?"

"O, we have lively times now and then. Pay-day is the time for that. That brings a crowd together; and, you take the average miner and fill him up with whisky, and he's liable to be entertaining. You've heard the story of the traveler, I suppose, who staid over night at one of these places? After a night of bad sleep he got up and went into the barroom. 'Where'd ye git these here grapes that's all over the floor, I'd like t' know. There ain't no vineyard anywheres round 'ere, is the?' 'Grapes, and be hanged to ye!' says the bartender. 'Them's eyes that was gouged out to the party here last night! Things ain't quite so bad as that with is. On pay-day nights, though, it gets pretty brisk. You see, the women gather here on such times and that almost always makes trouble. It doesn't take much to stir things up, and every man carries a gun. There isn't near so much killing done as you'd think, though; but the next morning is sure to find almost every pocket as empty as ever, and the miner starts in on another month's work underground."

There was more of the dreadful story; but it need not be repeated. It was hardly necessary to tell it at all. The Valley itself, in its desolation, did that, and the explanation of the "currency system" only corroborated what has long been known in the life of the miner. Comment is unnecessary, and I left the Valley as I leave the reader, wondering "how long these things will be as they be."

RICHARD MALCOLM STRONG.

Peaches and Cream Excursions.

Sunday, Sept. 19, two opportunities will be given to visit the fruit country. C. & W. M. Ry trains will leave Grand Rapids at 8 o'clock, arriving at St. Joe at 11:15 a. m. and at Pentwater at 12:30 p. m. The round trip rate to St. Joe is \$1; Pentwater, \$1; Shelby, 75 cents. GEO. DEHAVEN, G. P. A.

The women of Atlanta have accepted the anti-theatre-hat ordinance in good faith, and now ask to be heard by the council in advocacy of an ordinance to prevent the men from leaving the theater between the acts.

John Most's followers drank forty kegs of beer in four hours the other day while bidding him good-by. This is another evidence that anarchistic element is largely recruited from the bibulously inclined.

He is a fool who cannot be angry; but he is a wise man who will not.

Money often costs too much and power and pleasure are not cheap.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50&5
Central Fire.....	25&5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50&5
Morse's Taper Shank.....	50&5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 55
Corrugated.....	1 25
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&10
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
NAILS	
Advance over base, on both Steel and Wire.....	
Steel nails, base.....	1 65
Wire nails, base.....	1 75
20 to 60 advance.....	Base
10 to 16 advance.....	06
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 7/8 advance.....	85
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70&5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20.....	
"B" Wood's patent planished, Nos. 25 to 27 9 20.....	
Broken packages 1/4c per pound extra.....	
HAMMERS	
Maydole & Co.'s, new list.....	dis 25
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 10&10
Mason's Solid Cast Steel.....	30c lbs. 70
Blacksmith's Solid Cast Steel Hand 30c lbs. 40&10.....	

HOUSE FURNISHING GOODS	
Stamped Tin Ware.....	new list 75&10
Japanized Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&1
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50
WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/2 inch and larger.....	5 1/4
Manilla.....	8
SQUARES	
Steel and Iron.....	80
Try and Bevels.....	
Mitre.....	
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com. \$3 30 \$2 40
Nos. 15 to 17.....	3 30 2 40
Nos. 18 to 21.....	3 45 2 60
Nos. 22 to 24.....	3 55 2 70
Nos. 25 to 26.....	3 70 2 80
No. 27.....	3 80 2 90
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....	
SAND PAPER	
List acct. 19, '86.....	dis
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's 70&10.....	
Mouse, choker.....	per doz 1 25
Mouse, delusion.....	
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 05
Barbed Fence, painted.....	1 70
HORSE NAILS	
An Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nicked.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Clister.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	6 1/4
Per pound.....	6 3/4
SOLDER	
1/2@1/2.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.....	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.....	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.....	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, per pound.....	9
14x56 IX, for No. 9 Boilers, per pound.....	9

TRADESMAN ITEMIZED LEDGERS



Size 8 1-2x14—Three Columns.

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

Invoice Record or Bill Book.

80 Double Pages, Registers 2,880 invoices..... \$2.00

TRADESMAN COMPANY
GRAND RAPIDS.

A Week's Wrestle with the Interchangeable Mileage Book.

Mackinac Island, Sept. 12—Being, to a certain extent, an innocent victim of the mileage book which has recently been inflicted upon the traveling public by the Central Passenger Association, the history of a week's experience with this abortion might be of interest to the readers of the Tradesman.

Brothers Mills and Owen have given their opinions from a theoretical standpoint, backed by years of experience regarding the needs of the commercial tourist, and a practical use of the book emphatically verifies the arguments which they have advanced concerning the many inconveniences attending its adoption; and if the unfortunates who have been inveigled into buying this offshoot of the C. P. A. have experienced one-half of the worry, annoyance and vexation of spirit which have fallen to the lot of the writer, it will be a cold day when the book becomes popular.

In an effort to snuff out of existence the wily ticket broker and scalper, the magnates who gave birth to this monstrosity have succeeded in making life a burden to the class of workers whose duties require them to spend a greater portion of their time a wheel, and unless their rules, regulations and red tape restrictions generally regarding the use of this ticket (?) are very much modified, they will have a stock of mileage books, blank forms, etc., on hand for years to come, for he who buys but one will not care to have the dose repeated.

On the morning of Sept. 1, I applied at Clare Station for a new F. & P. M. book. The substitute agent informed me that they were withdrawn from sale, and if I wished a mileage book it would be necessary for me to put up \$30 for the new-fangled one, "good on all roads, and one-third of your money refunded at the close of the show." "Good thing," said I—"guess we'll take a chance—will only be obliged to carry one book instead of seven—\$30 of the firm's money invested instead of \$140—just what we've been looking for." And then my troubles began.

It was the first book the agent had sold, and he was twenty minutes by the watch getting posted on the rules, filling out the contract and preparing the exchange tickets. Fortunately, the train was late, or the waiting travelers at the window would never have received attention. Boarding the cars with my new acquisition, I began studying the stipulations printed on the cover. Horrors! discovered three mistakes. While my signature had been affixed to the contract left with the agent, he had failed to have me sign the mileage strip attached thereto. He had also neglected to limit the book by punching out the dates on the cover, and, thirdly, he had required me to fill out the certificate for the rebate and had witnessed my signature. This should not be done until the mileage is used up and the cover turned in. Visions of that \$10 which might possibly be regained were vanishing like dew before the morning sun.

A message by a returning conductor brought the mileage strip to me at Ewart, where it was duly signed and returned, and an accommodating agent at another station cancelled the necessary dates on the cover.

At Reed City a wait of fifteen minutes occurred at the ticket window while the agent was sending a message before I could obtain transportation north. Fortunately, the train was behind time, and I am a patient waiter. Sept. 2, at Cadillac, on presenting my book at the Ann Arbor ticket office, was told that no exchange tickets had been received, and was obliged to pay cash fare to Copenish at the usual rates. On the Manistee & Northeastern I had other mileage, but the officials of that road had not been furnished with the necessary blanks for the world-beater.

Sept. 3, my trip to Frankfort was on the cash system, and I was thinking of getting that book framed, but it came into use again on the Chicago & West Michigan, where I ran against another snag. As the conductor appeared, my name was signed "in his presence"

with an ordinary pencil on the Commissioner's ticket which is attached to the exchange ticket. He said that didn't go. It should be signed in ink or with an indelible pencil. As I did not carry a complete stationer's outfit, he furnished the blue marker and I signed again. "There's another loop-hole," said I. "My contract is violated. I've been signing all those train tickets with a black pencil, and it's all off so far as that \$10 is concerned."

At Traverse City the agent informed me that it was necessary to sign the mileage strip in ink on the tinted portion. I was learning something every day. Other strips had been forwarded to the auditor with my autograph spread over tinted and white alike in my usual flowery fashion—no discrimination on account of color—but here the line must be drawn.

Alden was reached, where the gentlemanly agent received me cordially; but, having had no experience with the new book, would I kindly assist him in preparing the necessary tickets, so I could reach Charlevoix? "Certainly," my experience was ripe, and how could such politeness be turned down?

Driving across the country the next day, it was necessary for me to take the south-bound night train at Boyne Falls. Here is where you meet friend Marsh, the G. R. & I. agent. All the boys know Marsh, and some think he is cranky. Maybe he is—we all have wheels, you know—but my experience here was great. Having leisure during the evening, I walked over to the station and asked for passage to Mancelona via the interchangeable route. I was surprised when Marsh informed me that he wouldn't issue a ticket for my train, as his office was supposed to be closed when the cars went through at 11.15 and I must get my exchange ticket from the conductor. I didn't care to tackle this new dilemma, so I argued that it was his duty to issue a passage on any train I might designate—whether it was that night, the next day or the week following. We had quite an animated discussion over the merits and demerits of the new book, during which the agent expressed the hope that every traveling man who bought one of them would lose his \$10. I quite agreed with him on this point—except so far as myself was concerned. He acknowledged his ignorance of the rules governing the book and thought they were a great nuisance. I expressed the same opinion, especially so when an agent refused to issue a ticket when requested by the owner of one of them. If I felt that way, he would study up the rules and accept my mileage. I told him he didn't have to look them up; that I was familiar with the program and would act as assistant agent, so I obtained passage to Mancelona.

At this point genial Chamberlin began to look around for his ax when I presented my book, and I began to think that they were no more popular with railway officials than with traveling men—but my week is up.

GEO. L. CRAWFORD.

Getting in Line for the Convention.

Kalamazoo, Sept. 13—Post K, Michigan Knights of the Grip, will give a grand banquet and ball in the Academy of Music on December 28 and 29 to over 1,000 fellow knights from over the State, who will be their guests on those two days. This was decided upon at a meeting held at the Burdick House Sunday, with a large number of members of the local post in attendance.

A contract has already been signed by B. A. Bush, who has bound himself to remove the parquet in the academy for the banquet on the 28th, and the ball on 29th, and to lay a floor, which will change the theater into a fine ballroom. Both occasions will be strictly invitation affairs, and the expense of the same will be borne by the local members of the organization.

Prominent speakers will deliver addresses at the banquet. The following members of the Executive Committee will have full charge of the two events: J. A. Hoffman, C. A. Cable, Henry Dasher, Louis Rosenbaum, Arthur S. Cowing, L. Verdon and F. L. Nixon.

The Unfortunate Statement of Mr. Moeller.

Grand Rapids, Sept. 15—I would like a small space in your paper to express my opinion regarding an interview with H. F. Moeller, Assistant General Passenger Agent of the F. & P. M. Railroad, which appeared in the Saginaw Globe of Sept. 11, one paragraph of which is as follows:

"The only ones who are objecting to this interchangeable mileage system are dishonest commercial travelers, who patronize the mileage the scalpers get hold of and who charge their houses up with regular fares. I have seen it done many times myself between Detroit and Chicago and between Saginaw and Detroit. The new system prevents these men robbing their houses, and every firm in the country who have men on the road are more than pleased with the system."

Now, I can hardly believe that Mr. Moeller ever expressed himself in these words. I gave him credit for better judgment. For a man filling the position of Assistant General Passenger Agent of so good a line as he represents, it would seem impossible. The reflection cast on nearly or quite all of the traveling men in Michigan—men who furnish his road with two-thirds of its business, passenger and freight—by the statement that they are dishonest and that they steal from the firms they represent is unfounded and unfair. Mr. Moeller's position depends on the success of his line. If it were not doing a good business, I prophesy the expenses would be reduced, even to dropping some from the list of employees.

The commercial traveler proper is one of the smallest customers of the scalper's books. I think Mr. Moeller cannot find a single case in his city where traveling men who represent Saginaw houses—who leave home on Monday morning and return on Saturday night—are patrons of the scalper's office. There is no object in so doing. Their firms pay all of their expenses, or they are paid a stipulated amount and they pay their own expenses. What object would it be for them to pay the scalper 2½ cents when they can buy the book direct at 2 cents?

It is an acknowledged fact that nearly or quite all of the roads sell the scalpers all the books they want (and I think the F. & P. M. is hardly an exception). Still they say that it is a crime for the traveling man to buy and use one of them. How as to the statement that none but dishonest traveling men kick about this interchangeable book? I claim to be honest, and I have never yet, in a single instance, bought a book of a scalper, and I think there are hundreds of other traveling men who have never been inside of a scalper's office. If, as he says, every man who does not like this monstrosity is dishonest, there is an army of dishonest men on the road, as I have yet to hear from one who does not feel just as I do about it—and the worst kickers about it that I have met are the ones who have bought it and tried to use it!

I repeat that I cannot believe that Mr. Moeller made the statement. He is too shrewd. He knows that the freight business of all the roads depends on the traveling man, as he almost invariably has the say as to which way freight shall be shipped; and to have the boys feel that one of the general officers felt as this statement makes it would divert the freight in many cases.

Since my letter in last week's Tradesman, I have been flooded with good words, commending my position and invariably making vigorous kicks against the endless chain interchangeable book of 1897—and I fully believe that they are honest men!

GEO. F. OWEN.

Telephone Testimony in Kansas.

From the Topeka State Journal.

An innovation was introduced in the court here Saturday, when two witnesses were examined and gave their testimony over the wire. After the trial in the case was commenced two witnesses were wanted. Both were business men,

and the attorneys for both sides agreed that to save time they should give their testimony by telephone, which was done. Affidavits have been sworn to and acknowledgments taken by telephone and sustained by the courts, but this is believed to be the first time that testimony has been received by phone.

Don't make trouble about who produces the thunder. You take care that you make the lightning.

WANTS COLUMN.

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

BUSINESS CHANCES.

TO RENT—THE FINEST STORE AND THE best location for a first-class shoe, clothing, or furniture or carpet store; size 25x100; lighted by gas or electricity; in Battle Creek, Mich. Parties in search of a good location should not overlook this chance. Apply to E. Trump, Battle Creek, Mich. 397

FOR SALE—STOCK GENERAL MERCHANTS and building in railroad town of 400; best farming country in Central Michigan; positively no trades. Address No. 396, care Michigan Tradesman. 396

FOR SALE—GROCERY AND BAKERY stock, also meat business in connection if wanted, in live city of 7,000 inhabitants; best location; business conducted on strictly cash system; in fact, best of the kind in Michigan. Address No. 395, care Michigan Tradesman. 395

WANTED—LOCATION, WITHOUT STOCK, for druggist and physician in Michigan or Northern Indiana. Must be good town, market, railroad, etc. Address No. 394, care Michigan Tradesman. 394

WANTED—FARM, IF FARM SUITS BIG deal will be given. G. H. Kirtland, 1161 South Division St., Grand Rapids. 392

FOR SALE—BOOT AND SHOE STOCK inventory 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. Wohlforth, Aberdeen, So. Da. 386

FOR SALE—SECONDHAND SCALES, RE- paired 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., St. Louis, Mo. 385

FOR SALE—GOOD CLEAN STOCK OF GRO- ceries 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

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

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

FOR 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

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

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

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

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

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

PATENT SOLICITORS.

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

MISCELLANEOUS.

WANTED—DRUG AND GROCERY CLERK. Address No. 393, care Michigan Tradesman. 393

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

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

WHOLE WHEAT FLOUR

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



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

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

GUARD, FAIRFIELD & CO., Allegan, Mich.

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



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

Travelers' Time Tables.

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

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

GRAND Trunk Railway System Detroit and Milwaukee Div

(In effect May 3, 1897.)
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 Intermediate...+ 3:22pm
+ 5:12pm...Gd. Haven Mil. and Chi...+ 10:06am
* 7:40pm...Gd. Haven Mil. and Chi...+ 8:15am
+ 10:00pm...Gd. Haven and Mil...+ 6:40am
Eastward—No. 14 has Wagner parlor car. No. 18 parlor car. Westward—No. 11 parlor car. No. 15 Wagner parlor car.
*Daily. +Except Sunday.
E. H. HUGHES, A. G. P. & T. A.
BEN. FLETCHER, Trav. Pass. Agt.,
JAS. CAMPBELL, City Pass. Agent,
No. 23 Monroe St.

CHICAGO and West Michigan R'y June 27, 1897.

Going to Chicago.
Lv. G. Rapids. 8:35am 1:25pm *6:25pm *11:30pm
Ar. Chicago...3:10pm 6:50pm 2:00am 6:40am
Returning from Chicago.
Lv. Chicago.....7:20am 5:15pm * 9:30pm
Ar. G'd Rapids.....1:25pm 10:45pm * 4:00am
Muskegon.
Lv. G'd Rapids.....8:35am 1:25pm 6:25pm
Ar. G'd Rapids.....1:25pm 5:15pm 10:45am
Traverse City, Charlevoix, Petoskey and Bay View.
Lv. G'd Rapids.....7:30am 11:30pm 5:30pm
Ar. Traverse City.....12:40pm 5:00am 11:10pm
Ar. Charlevoix.....3:15pm 7:30am
Ar. Petoskey.....3:45pm 8:00am
Ar. Bay View.....3:55pm 8:10am
PARLOR AND SLEEPING CARS. CHICAGO.
Parlor cars leave Grand Rapids 8:35 a.m. and 1:25 p.m.; leave Chicago 5:15 p.m. Sleeping cars leave Grand Rapids *11:30 p.m.; leave Chicago *9:30 p.m.
TRAVERSE CITY AND BAY VIEW.
Parlor car leaves Grand Rapids 7:30 a.m.; sleeper at 11:30 p.m.
*Every day. Others week days only.
Geo. DeHaven, General Pass. Agent.

GRAND Rapids & Indiana Railway June 20, 1897.

Northern Div. Leave Arrive
Trav. C'y, Petoskey & Mack...+ 7:45am *10:00pm
Trav. C'y, Petoskey & Mack...+ 2:20pm + 5:10pm
Cadillac.....+ 5:25pm + 11:10am
Petoskey & Mackinaw.....+ 11:10pm + 6:30am
Trains leaving at 7:45 a.m. and 2:20 p.m. have parlor cars, and train leaving at 11:10 p.m. has sleeping cars to Petoskey and Mackinaw.
Southern Div. Leave Arrive
Cincinnati.....+ 7:10am + 8:25pm
Ft. Wayne.....+ 2:00pm + 2:10pm
Cincinnati, Louisville & Ind...+ 10:15pm * 7:20am
7:10a.m. train has parlor car to Cincinnati.
2:00p.m. train has parlor car to Fort Wayne.
10:15p.m. train has sleeping car to Cincinnati, Indianapolis and Louisville.
Muskegon Trains.
GOING WEST.
Lv. G'd Rapids.....+ 7:35am + 1:00pm + 5:40pm
Lv. G'd Rapids.....+ 9:00am + 3:00am + 7:00pm
Ar. Muskegon.....2:10pm 7:00pm
Ar. Muskegon.....10:25am 8:25pm
Ar. Milwaukee, Steamer.....4:00am
GOING EAST.
Lv. Milwaukee, Steamer.....7:30am
Lv. Muskegon.....+ 8:10am + 11:45am + 4:10pm
Lv. Muskegon.....+ 8:35am + 6:35pm
Ar. G'd Rapids.....9:30am 12:55pm 5:30pm
Ar. G'd Rapids.....1:00am 8:00pm
+Except Sunday. *Daily. +Sunday only.
Steamer leaves Muskegon daily except Saturday and Sunday.
Leaves Milwaukee daily except Saturday and Sunday.
A. ALMQUIST, C. L. LOCKWOOD,
Ticket Agt. Un. Sta. Gen. Pass. & Tkt. Agt.

CANADIAN Pacific Railway.

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

DULUTH, South Shore and Atlantic Railway.

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

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

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

CASH TRADE AND NEW CUSTOMERS



Yes, they are both very desirable. It's just what every active merchant is seeking, and those most successful are using the co-operative system—giving their customers the benefit of their advertising bill.

We Can Help You

Our business would not be constantly increasing were we not giving good service. We know how to manage Premium Advertising successfully 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,

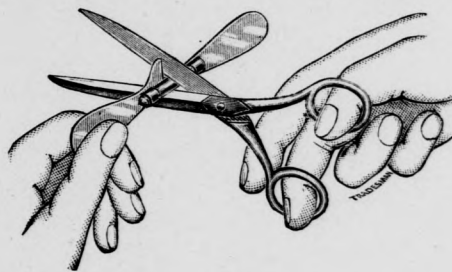
and is usually given with \$25.00 to \$30.00 in trade.

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.

Gorbin's Lightning Scissors Sharpener



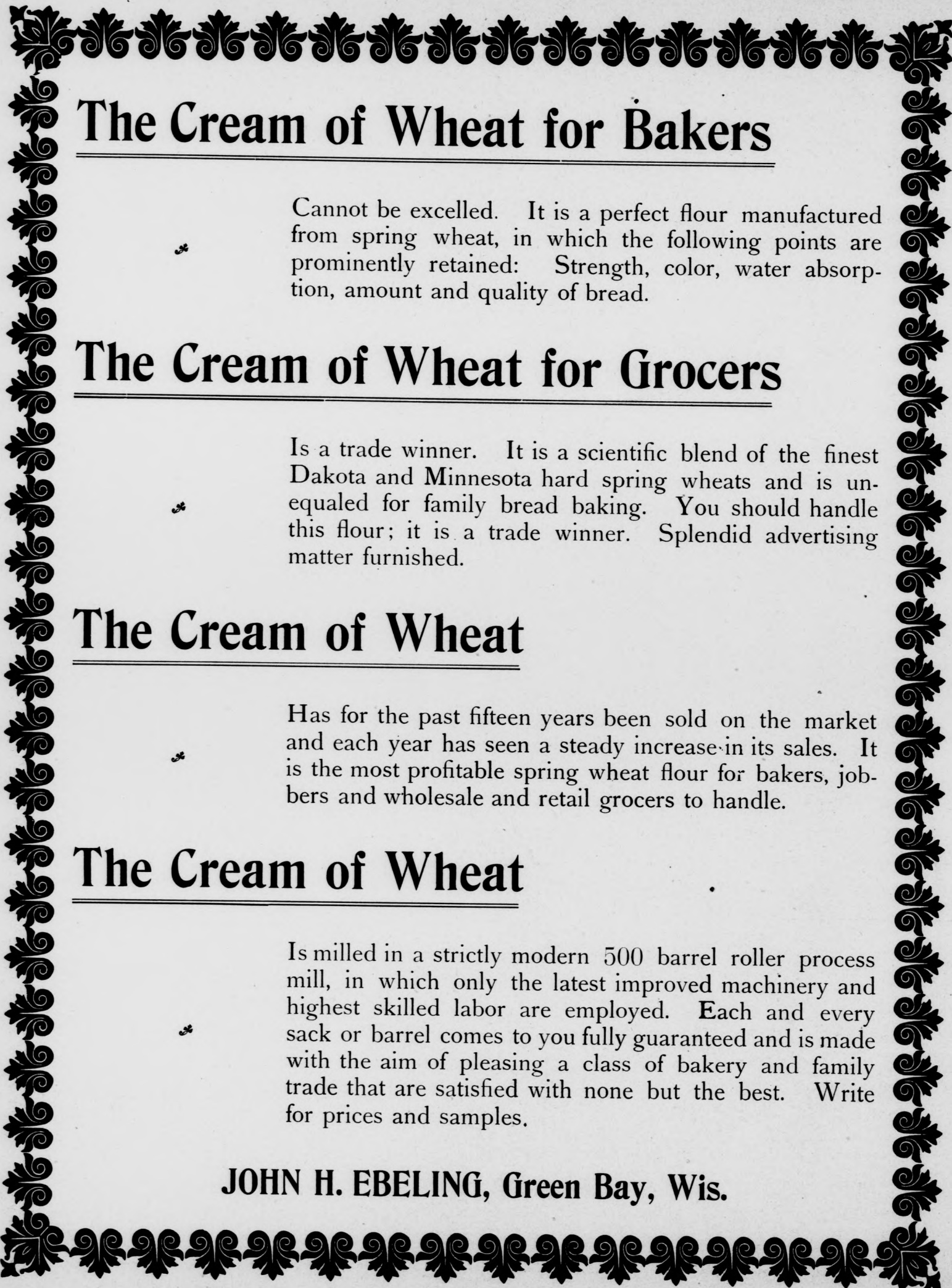
It is a daisy. Quick seller. Every lady wants one. Lasts a lifetime. The only perfect sharpener made. Will sharpen any pair of shears or scissors in ten seconds. Made of the finest tempered steel, handsomely finished and nickel plated.

SELLS AT SIGHT because every lady can see at a glance the practical benefit she will derive from this addition to her work basket. Her scissors will always have a keen edge.
Put up one dozen on handsome 8x12 easel card.

\$1.50 Per Dozen.

FOR SALE AT WHOLESALE BY

TRADESMAN COMPANY, GRAND RAPIDS, MICH.



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.