

# MICHIGAN TRADESMAN

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Volume XV.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 29, 1897.

Number 732



## We're Surprised

At the way orders are coming our way these days. We are just closing our eighth year making Advertising Specialties, and each year our books have shown a good increase in business. The only reason we can see why is because we give good service. Many of our best customers are merchants who have been buying of us since the first year we commenced business. We are now better equipped than ever to help you sell Dry Goods, Groceries, General Merchandise, etc. We have just issued a

### New Catalogue

and will send you one for the asking if you mention Tradesman.

**Stebbins Manufacturing Co., Lakeview, Mich.,**  
Helpers in Advertising.

## STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

## OILS

### NAPHTHA AND GASOLINES

Office and Works, BUTTERWORTH AVE.,  
GRAND RAPIDS, MICH.

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

Highest Price Paid for Empty Carbon and Gasoline Barrels.

COFFEE

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

## COFFEE

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

**WOOLSON SPICE CO.**

Ask our salesman to show you our line of samples.

**MUSSELMAN GROCER CO., Grand Rapids.**

COFFEE

COFFEE

COFFEE

### Four Kinds of Coupon Books

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

**TRADESMAN COMPANY, Grand Rapids.**



## 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.

## BARNETT BROTHERS

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

## FRUITS

DEPOSITS AT PRINCIPAL POINTS.

Stencils furnished on application.

# EDGAR'S HOUSEHOLD SYRUP

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

30 cents per gallon,  
freight prepaid.

Still to the Front

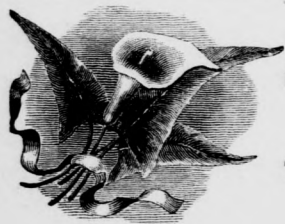
Established 1850.

## Clydesdale Soap

The Leader of Leaders

No grocery stock complete without this brand. Manufactured by

SCHULTE SOAP COMPANY, Detroit, Mich.



## ABSOLUTE

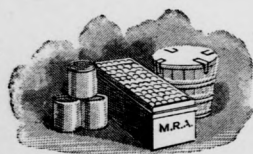
PURE GROUND SPICES, BAKING POWDER,  
BUTCHERS' SUPPLIES, ETC.

FOR THE TRADE.

THE VINKEMULDER COMPANY,

PHONE 555.

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



## BUTTER

Handled only on Commission.

## EGGS

On Commission or bought on track.

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



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



Valley City Milling Co.

Grand Rapids, Mich.

HANDLE

# S. C. W.

CIGARS

For sale by all first-class jobbers and the

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

Save your yeast labels and tin-foil wrappers

## FREE! SILVERWARE! FREE!

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

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

Premiums cannot be mailed under any circumstances.

FLEISCHMANN & CO.

Detroit Agency, 118 Bates St.

Grand Rapids Agency, 26 Fountain St.

## Artistic Designs



An

## Advertisement

should attract attention and impress its value upon the reader's mind. Effective and appropriate illustrations help to do this. We prepare designs for all purposes and devote particular attention to the illustrating of advertisements, booklets, catalogues, etc. Sketches and estimates furnished on application.

Tradesman  
Company

GRAND RAPIDS  
3032 MICHIGAN



# MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 29, 1897.

Number 732

## Kolb & Son, Wholesale Clothing Manufacturers Rochester, N. Y.

Established nearly half a century.

See our elegant line of Overcoats and Ulsters. The only strictly all wool Kersey Overcoats at \$5 in the market. Write our Michigan representative, William Connor, Box 346, Marshall, Mich., to call on you, or meet him at Sweet's Hotel, room 82, Grand Rapids, Mich. He will be there Thursday and Friday, October 8 and 9.

## The Preferred Bankers Life Assurance Co.

Incorporated by

**100 MICHIGAN  
BANKERS**

Maintains a Guarantee Fund.  
Write for details.

Home Office, Moffat Bldg.,  
DETROIT, MICH.

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

### If You Hire Help—

You should use our

**Perfect Time Book  
and Pay Roll.**

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

**BARLOW BROS.,**

GRAND RAPIDS, MICH.

**THE Grand Rapids FIRE INS. CO.**  
Prompt, Conservative, Safe.  
J. W. CHAMPLIN, Pres. W. FRED MCBAIN, Sec.  
Dr. M. E. Wadsworth, President,  
Houghton, Mich.

## Michigan College of Mines.

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

## COLUMBIAN TRANSFER COMPANY

**CARRIAGES, BAGGAGE  
AND FREIGHT WAGONS**

15 and 17 North Waterloo St.,

Telephone 381-1

Grand Rapids.

## COMMERCIAL CREDIT CO., Ltd.

Commercial Reports. Prompt and  
vigorous attention to collections.

**L. J. STEVENSON, Manager,  
R. J. CLELAND, Attorney,  
411-412-413 Widdicombe Building,  
Grand Rapids, Mich.**

Save Trouble  
Save Losses  
Save Dollars

**TRADESMAN COUPONS**

### Wheel Guarantee Reduced.

The decision of the National Cycle Board of Trade to reduce the time of guarantee on wheels and tires to sixty days will meet the hearty approbation of all dealers and will be amply sufficient for all proper needs of the wheeling fraternity. In the whole history of the wheel trade there has been more annoyance on account of the long time of responsibility for breakage than all other causes combined. To be sure, when high prices were still prevalent this annoyance was well paid for; and yet the fact that each deal was not finally closed and the profits reckoned for so long a time made the system very unsatisfactory.

There are a considerable proportion of the buyers of wheels, as of other classes, who are naturally made careless, if not reckless, by a long-continued guarantee. The very fact that somebody is held under obligation to pay for breakage creates an instinctive desire on the part of these to give them something to pay for. The result of this is the wheels are subjected to rough usage and careless handling that would be carefully avoided were the owner the one to stand the repairs.

Under the old system of high prices there may have been some advantage in the fact that many reasonable and careful users were induced to change their mounts frequently for the sake of keeping under the protection of a guarantee. But the advantage to the trade from this feature was more than balanced by the demands of the other class. Then, the reduction in prices has made such a system impracticable.

Sixty days' use of a bicycle is a sufficient time to develop any imperfections owing to faulty construction or defective material. And, under the tendency of falling prices and narrowing profits, it is a sufficiently long time for the manufacturer and dealer to hold the transaction of a sale open to the repair consideration. This decision of the Board will be received with satisfaction by all classes except those who will be deprived of the pleasure of having some one else responsible for their recklessness. NATE.

### Status of Potatoes and Beans in the St. Louis Market.

St. Louis, Sept. 27.—The market opens with a good demand for all lines of staple produce, potatoes receiving the most attention, with onions of good quality in good request. Cabbage is not so active. The quality of the offerings is better, but prices are quotably less. The market closes rather quiet. White beans are weak in price, with a disposition on the part of holders to sell old beans before new crop gets in, as the quality of new beans is so fine. Seldom, if ever, has the quality of beans been as fine as the crop of 1897, and, while the yield is reported light, as well as the acreage, the stocks of old beans are so heavy that buyers are not needing any at the moment and are holding off. In potatoes, the movement is good, shipping orders taking most of the offerings. The quality is generally better, especially stock from Wisconsin and, very lately, from Michigan. Digging is going on in Minnesota, Wisconsin and Michigan, and the yield is reported

light. Prices range as follows: Minnesota stock, 57¢@61¢ in bulk on track; Wisconsin, 58¢@62¢, and even 63¢@65¢ on track for extra quality, and some were very fine and easily worth it. Michigan stock is beginning to move. Some is very nice and some is quite green; generally, however, it is ripe and suitable for shipping and sells at 58¢@62¢ on track.

The bean market is weak and lower. Holders one and all seem to want to sell. Old 1896 crop is offered at \$1.05 for handpicked pea; choice and screened, 95¢; new 1897 crop is offered at \$1.10; choice handpicked pea and screened at \$1.02½, prompt shipment. Buyers are slow to take hold and, if more disposition is not shown on the part of buyers, prices must decline. MILLER & TEASDALE CO.

### Toledo Jobbers To Consider the New Book.

Toledo, Sept. 29.—At a meeting of the Board of Directors of the Toledo Traveling Men's Association, held on Saturday, September 11, resolutions were adopted protesting in emphatic yet polite language against the interchangeable mileage ticket recently launched by the Central Passenger Association, a copy of which appeared in the Tradesman of Sept. 15.

With a view of taking further action toward inducing the railroad companies to abolish or modify the objectionable features of this new ticket, you are hereby respectfully invited to attend a meeting for that purpose to be held by the manufacturers and wholesale merchants of Toledo at our room in the Nashby building, on Saturday evening, October 2.

The defects and shortcomings of the new mileage book, the great inconvenience, loss of time, and annoyance to which the traveling men are subjected by its use, are so glaring and self-evident that additional comment thereon is unnecessary. It is not proposed to dictate to the railroad companies how they shall manage their affairs, nor will any proposition be made to them of any unjust or unreasonable nature, but we believe that, by concerted action on the part of the traveling men and their employers, a due hearing and consideration will be accorded to the many reasonable grounds for complaint on this interchangeable mileage book question. D. J. CAINE, Sec'y.

### Decide to Make their Association Permanent.

Saginaw, Sept. 23.—The Saginaw Jobbers and Manufacturers' Association met at the board of trade rooms last night and audited all the bills incurred by reason of the visit of retail merchants to the city last week. After the payment of these bills a balance will remain in the treasury. It was decided to make the Association a permanent one. The officers who were selected for the temporary organization were elected as permanent officers, as follows:  
President—William Barrie, Sr.  
Vice-President—J. W. Symons.  
Second Vice President—R. C. Morley.  
Secretary—R. F. Johnson.  
Treasurer—Theodore Huss.

Resolutions were unanimously adopted, thanking the fire department for the fine exhibition given for the benefit of the visitors; the press of the city for their good work, and E. A. Tillotson and Secretary Johnson for their efforts to make the affair the success it proved to be.

When you speak to a person look him in the face.

### The Grain Market.

The large Northwestern receipts and the lower cables had a drooping effect on the market since our last report. Notwithstanding the fact that the yield in the Dakotas and Minnesota is somewhat below what it was last year and about 33½ per cent. below what it was two years ago, the farmers are free sellers, as they consider they are getting a good price for their wheat and much better than they have been for some years. Wheat is their chief product and they have to sell this to defray their current expenses. It is far different in the winter wheat states, as farming is done on a more diversified plan. Other farm products are bringing a good price and the farmers seem inclined to hold onto their wheat. The winter wheat receipts have fallen off to a minimum, and, if the reports can be relied upon, all of the spring wheat crop will be marketed within sixty days. Notwithstanding the exports were large, being over 6,000,000 bushels, the visible showed an increase of 2,379,000 bushels, making the total visible 19,543,000 bushels, against 48,715,000 bushels at the same time last year.

Corn and oats, as is usual, followed wheat, but there is no change in the price of either cereal.

The flour market remains very steady, but mill feed shows a weakening tendency. The receipts during the week were 46 cars of wheat, 8 cars of corn and 5 cars of oats.

Local millers are paying 87¢ for wheat. C. G. A. VOIGT.

### Flour and Feed.

During the past week the flour market has been simply a repetition of the condition which has existed since the sharp and rapid advance took place in wheat. The trade is pursuing a hand-to-mouth policy, not yet realizing that present values are legitimate. For the next few weeks everything depends upon how the farmer markets his wheat. If it is rushed rapidly to market within the next two months, so that the visible supply will increase at a rapid rate, values will, undoubtedly, decline somewhat from the present basis. The farmer holds the key to the situation, and we are inclined to believe he will be a slow seller when the price is below 90¢ at country points. The city mills are well sold ahead on flour and are all running steadily at full capacity.

Bran is plentiful and the price is about 50¢ per ton lower than last week. Middlings are scarce and in good demand. Feed and meal are both moving freely, with prices well sustained. The long period of drouth has not yet been broken and the demand for mill feed is increasing daily. WM. N. ROWE.

### From a Colorado Standpoint.

From the Denver Commercial Bulletin.

The Michigan Tradesman is fourteen years old this month, and rejoices over the possession of a large paid-up subscription list and a healthy advertising patronage. The Tradesman is a clean, well-conducted and well-edited paper, of value to its constituents and in every way worthy of their patronage.



## Dry Goods

### The Dry Goods Market.

**Cotton Goods**—A confident tone prevails in all departments, and there is every reason to believe that there will be an extended distribution of the various cotton fabrics. The jobbing trade will doubtless continue this period of activity well into October.

**Woolen Goods**—There has been an enormous amount of business transacted, and there must be something radically wrong with the spring line of any mill which is not pretty well sold up. The clothiers, notwithstanding the fact that they have bought very liberally, are still looking for certain priced fabrics with which to strengthen their lines, but the things which they desire most are not to be had, except in rare instances, and then only at so great an advance in the price paid for similar goods earlier in the season as to discourage, to some extent, the placing of many further orders; and still many clothiers who are considered good and shrewd manipulators are increasing their orders on certain lines of goods to as great an extent as the manufacturers will permit them to, even at the present comparatively high prices.

**Hosiery**—Some of the Western and Northwestern mills manufacturing heavy, coarse grades of goods, have received quite an impetus from the Klondike boom, and the mills in Michigan, Wisconsin and Minnesota, as well as the adjacent states, making a specialty of lumbermen's knit wear are working night and day to catch up with the orders for these goods.

**Knit Goods**—The question of prices is one that is stirring up considerable talk among agents, and when one talks with a single individual, he is sure to say that prices ought to go up, and each one favors a general advance, but, as a whole, the market has not changed materially. There have been a few advances made on certain lines, but they are not general. Each one seems to be afraid that, if he does advance, his competitor will get the business. He is afraid that others who do not advance immediately will take all the business there is in the market for the time being. Several agents have, however, given notice to their customers that they would make the price on certain lines at a certain advance October 1.

**Silks**—The demand for the different articles continues to run on the same lines; plaids are as scarce as ever, a position which is now also being experienced by Roman stripes. Plain and glace taffetas are in very good demand, the better qualities having come more prominently to the front. Black silks keep improving, with satin duchesse in the lead; next in favor are peau de soie and peau de Norwege, a new make of excellent wear, but with not quite as much lustre as duchesse. Spring ordering is progressing at an unusually brisk pace for so early a period. The orders so far run mostly on the different kinds of taffetas in plain and fancy, which will see a very good season again during spring. Manufacturers, however, are by no means anxious to fill themselves with orders just yet, as present prices, although the full advance is willingly being paid, do not appear to be near the level which will eventually be reached.

### Features of the Fall Trade in Underwear.

From the Minneapolis Commercial Bulletin.

"The trade in underwear has been a great deal larger this year as compared

with that of last year," said R. M. Ankeney, of the underwear and hosiery department of Wyman, Partridge & Co., to a reporter the other day. "And I have no doubt but what prices will be higher. So far, however, prices have been about the same as last year, with few exceptions."

The goods which are manufactured now are generally of a better class than those made heretofore. Probably the reason for this is the competition of factories and improved machinery. Cheap goods in the line of the ladies' cotton rib article are at present rather scarce, owing to the factories being far behind with their orders, which are continuously coming in.

To-day the goods most popular with the public seem to be those which they can buy cheapest. To meet this demand wool fleeced goods seem gaining with special favor, as the sales thus far are reported by jobbers to be unusually large. Men's and ladies' union suits are a line that is becoming very popular. In the past the demand for this class of underwear was mostly for ladies' suits, but now men are beginning to learn the real comfort of them and the demand is growing. It is undoubtedly better than the ordinary piece garment.

Something new in the way of a child's sleeping suit is being offered the trade and is meeting with favor. This suit almost entirely encloses the child, the garment at the feet being stocking shaped, and the sleeves come far upon the wrist. The child, in this, can undoubtedly sleep comfortably, as there is hardly a chance for the cold to reach his body.

Prices in this line of goods thus far have been about the same as last year, but an advance is expected. This is partially due to the new tariff law and the shortage of stocks in the hands of manufacturers. Some manufacturers are already beginning to ask for a 10 per cent. advance on all goods in the woolen line, while others are expected to follow.

In the hosiery line the trade has increased over that of a year ago, and the quality of the goods is gradually improving. Heretofore blacks have prevailed, but for next spring many fancy patterns will be shown. At present the most popular lines of hosiery are those that retail at 25 cents per pair, and other cheaper grades. The market in this line of goods is quite similar to that of underwear, the manufacturers paying the same price for wool, etc.

### She Had a Business Head.

"Women have funny ideas about business," remarked the family grocer. "Did you see that woman flounce out of the store just now as mad as a wet hen? She's a shining example of the way women do business. About a year ago she made a contract with an out-of-town creamery to supply her with butter all the year around at 25 cents a pound. When spring came and the best butter in the market dropped to 24 cents retail, she found herself with a 16-pound jar on hand. What do you think she did then? She came over here and wanted me to buy the jar at 25 cents a pound. I explained that I was paying only 23 cents myself and selling at 24, and that I could not very well afford to pay more than I could sell for. But what good did that do? She flew up in a minute and informed me that, if I couldn't accommodate her by taking the butter at her own price, she would buy her groceries somewhere else. And I said she was welcome to do so, and that's why she's mad. As I said before, women are curious when it comes to doing business with them."

A French physician has been investigating the proper nutriment for long-distance bicycle riding, and has concluded that the ideal refreshment is fruit and milk.

### The Medium Course Best.

From Shoe and Leather Facts.

As a rule, it is a wrong step for a store to go to the extreme and build up a reputation of being a very high-priced place. Of course, the trade of the exclusive class is highly desirable, but it is often best to sacrifice it rather than to lose many sales at a small profit in order to catch few at big profit. Very rich people and those who do not count the cost are very much in the minority, and exorbitant prices will finally drive the shopper of average means away from the store, if not also the wealthier classes.

Perhaps it is just as fallacious a policy to go to the other extreme and sell inferior goods, even if at low prices, for that will ultimately send the middle and better classes elsewhere and leave only "bargain" seekers. A happy medium is a good thing to observe in this respect as well as in most others. The experienced buyers eschew goods that are offered too cheaply, and the class of trade attracted by too much cheapness is not very desirable at any rate.

True, the number of those who sought very cheap goods was greatly augmented during the panic, but with the return of better times the change in the other direction is pretty certain to speedily take place. Men and women who formerly paid from \$6 to \$10 a pair for their shoes have bought very cheap footwear recently, not because they liked it, but because it was necessary for them to curtail their expenses. They have been educated to the fact that there is far better style and quality in such cheap goods than they would ever have believed if they had not been forced to the experiment, so that they may never go back to the highest priced lines; but there is, nevertheless, an innate desire with most of such persons to see a better grade of shoes on their feet than they have been wearing, and just as soon as the condition of their pocketbooks warrants it they can be depended upon to seek the stores which handle such goods. The very fact of being able to pay better prices will give

them almost as much pleasure as will the acquisition of such footwear. That's human nature and it's the same now as it has been from the beginning. Some of the same persons who now say higher-priced goods will never find a demand a little while ago claimed that the business depression would never end.

The fruit crop of Missouri this year is estimated at \$25,000,000. Colonel Ripley, Secretary of the State Board of Agriculture, says: "Thousands of acres are being set in grapes. One ton of Missouri grapes will make as much wine as two tons of California grapes. Missouri pears are selling as high as \$4 a bushel. The peach crop this year is unsurpassed. One farmer has sold 15,000 bushels at \$1 a bushel. Another reports \$1.685 worth of peaches from six acres."



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

## Clothing

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

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

WHITE CITY TAILORS,

222-226 ADAMS STREET, CHICAGO, ILL.

## Come to the Carnival!



WE cordially invite our country customers to come to Grand Rapids to see the Carnival, Oct. 26, 27, 28 and 29, and solicit a call on that occasion, as we shall have our winter line open for inspection.

P. Steketee & Sons,  
GRAND RAPIDS.

## We are showing

Some extra values in Men's, Women's and Children's Underwear.

VOIGT, HERPOLSHEIMER & CO.,

Wholesale Dry Goods,  
Grand Rapids, Mich.





## EARLY DAYS AT FIFE LAKE.

### Reminiscences Connected with the Old Bailey Store.

Written for the TRADESMAN.

Twenty years ago, the Grand Rapids & Indiana Railroad passed through an almost uninterrupted stretch of virgin forest from Cedar Springs to Petoskey, which was, at that time, I think, its northern terminal. About that time, I was employed at Fife Lake in what was then termed a "supply store." The store was, in fact, a base of supplies for the numerous lumber camps in that vicinity, and also catered to the village trade and what few farmers then eked out a livelihood in the hardwood openings among the pines. As this peculiar class of stores are now extinct, or nearly so, a description of some of the methods and incidents of that kind of merchandising may be of interest to the readers of the Tradesman.

First, let us take a glance at the store itself. This was in a double, two-story frame building, standing on the main—and only—street of the village, which is the old State road running across the State from Saginaw to Traverse City. Fronting the store was a solid tract, some sections in size of pine into which an axe had never been struck.

In this store building was kept one of the most varied assortments of goods, I believe, which was ever gotten together under one roof. There were four clerks, besides the book-keeper and proprietor, and it was a common expression among us, when any one asked what we kept in stock, to reply, "Anything from a hair-pin to a coffin." And this was literally true in the sense of merchandise for every common need.

In the main store, where was transacted the general retail business, were dry goods and furnishings, including silk handkerchiefs and neckwear for the "boys" when they came to town to "blow" themselves; groceries, mackinaws and goods of that class, jewelry, hardware, drugs and patent medicines, cigars and tobaccos, and a thousand and one articles which naturally go with these lines. In the other part of the ground floor were kept bulk goods of all sorts and boots and shoes. Upstairs over this part were kept clothing and coffins. It was my rare (?) privilege to sleep in this room, together with the book-keeper. On moonlight nights the light glancing on the polished sides of the coffins, together with the gruesome cry of the loons far out over the lake and the sighing of the pines, made up an accompaniment to sleep which only one of steady nerves could enjoy.

Trade was heavy in those days. We

were the base of supplies for about twenty camps, employing an average of thirty men, with the proper number of teams. I have seen the retail part of the store on Saturdays so packed with villagers, farmers and supply teamsters that it was almost impossible to get from one part of the store to another to wait on them. A clerk had to hustle in those days. It was no uncommon thing for one to serve four or five customers at once. Of course, the haggling and sampling of the farmers' wives gave us time to sandwich in the wants of others who were in haste.

The variety of goods sold made it necessary for a salesman to have everything at his tongue's and fingers' ends. I would be behind the dry goods counter, stretching off yards of lace, silk or ribbon for some country or village belle, then digging Zante currants out of the package with a sugar auger, then down in the cellar deep in the lard tub or pork barrel, and next, perhaps, down at one of the warehouses loading up a supply team with oats, hay or feed. There was no end to variety; nor to hard work, either, for that matter.

I wonder what some of the clerks in the cities would think of such a day's work as we were often called upon to do! At the store in the morning at 6 o'clock, attend to the early customers, straighten up stock and, perhaps, finish loading a supply team before breakfast, if the driver got too full to complete the work the night before. After this, all day, on the keen jump waiting on customers, and five nights out of six in the week working until 11 or 12 o'clock, filling camp orders so that the teams might start for camp before daylight next day.

I remember an incident which occurred one day when I was alone in the store at noon which illustrates the capabilities of the old-time woodsmen for imbibing strong liquors in large quantities when they come out of the woods to spend what they have earned since the last time. There was not a customer in the place except this logger, and he was uncomfortably intoxicated. I was standing behind a large cheese safe, out of his sight but where I could see plainly every move he made. Thinking himself unobserved, he stepped behind the drug counter and, pouring out a good-sized graduated glass nearly full of pure alcohol, put it to his lips and tossed it off without a murmur. I expected to see him a corpse in about two minutes, but instead of any such consummation, the fiery draught merely seemed to nerve him for further effort, and he calmly proceeded to abstract a large plug of tobacco from a caddy at

hand and put it in his pocket. I couldn't make him disgorge the alcohol, but I thought he was going a little too far and so made him give up the plug. The drink never feazed him and he walked out of the store as cool as a cucumber.

Those were great days for traveling men. Very rarely one left our store without a fat order, and it did not matter what line he was in, because we carried it in stock. I can well remember such veterans as Crookston, since deceased, then traveling for Hazeltine & Perkins Drug Co., "Fatty" McIntyre, as we used to call him, who always came through the door with a whoop and hurrah, like a Kansas cyclone, and lots of others of that day, some of whom are still on the road. One of the most regular of these was Seymour, whose name has been perpetuated by the New York Biscuit Co., as a symbol of value, on their crackers. Nothing served so well to break the monotony of those days as the calls of the knights of the grip and the yarns they used to spin around the stove in the evening while waiting for a train or bedtime. The proverbial "nail-keg warmers" would sit with every orifice in their heads wide open, drinking in every word, as much impressed with the truth of the matter as though the narrative came from the lips of an oracle. In justice to Geo. Owen, I must say that we all considered his stories as the par excellence of perfection in that line, and even though some doubts may have been expressed privately as to the absolute veracity of some minor points, yet I have no doubt there are some old farmers still vegetating around Fife Lake who would believe that Grover Cleveland is the father of his country if George Owen should vouch for the statement.

More often than occasionally one of us clerks would be detailed to the warehouse to assist the teamster for the store in unloading a car of feed, oats, hay or brick. Such occasions as these were not joyful; but had to be met if we wanted to "hold our job."

For all our hard work and long hours in the store, we had plenty of relaxation. Hunting was excellent, or, rather, perhaps, I should say, game was plenty, and we often shouldered a rifle or shotgun and brought home plenty of trophies. I won't say what day of the week we usually employed for this purpose. Fishing was a sport much indulged in, and many an hour which belonged to the drowsy god was passed in spearing pickerel and bass by torchlight. The stern hand of the law has since put a taboo on this sport.

As a warning to the country store lounge, who sits day after day and evening after evening around the fire, chewing tobacco and passing stale jokes and gossip, I will relate an incident which occurred one evening after the store was closed for the night. There were five or six "privileged" loafers sitting just outside the counter near the book-keeper's desk. Behind the counter, all close together, were the book-keeper, the head clerk and myself. Intending to go to a country dance that night, and having some work still to do on his books, the book-keeper asked me to clean and load his revolver. This was considered a necessary part of the toilet at a country dance in those days. I had the gun cleaned and was loading the chamber with cartridges when one of them stuck. Drawing back the hammer, my fingers, of course, oily and slippery, I did not get it quite to half cock, when bang! off she went, right in the midst of those eight or nine men, all in a space not exceeding ten feet square. I realized in a flash what must almost surely be the result, and, for the first and only time in my life fainted away. What was my surprise, and relief, on coming to my senses, to find us all alive and not even scratched. For nearly an hour we searched for the bullet, and, finally, found it deeply embedded in a post of the counter, half an inch from where the leg of one of the loafers had been when the shot was fired. It proved a blessing in disguise, as the loafers deserted us from that time on.

The limits of credit were almost unbounded at that time. Of course, there was considerable cash in steady circulation, but the farmers had to market their crops, and the lumbermen paid in checks. A credit business, in those days, if conducted conservatively, was comparatively safe. To refuse individual credit meant the loss of individual custom, and this, of course, would soon become a general loss of trade. During the close of my stay, several merchants in that country began to establish the "cash or security" system, but they found it up-hill work for a long time.

I often look back on those old days with regret and happy remembrance. I passed some very busy days in the general store, but I always knew that the next day's business would be just as good as the previous one, for money and work were plenty. One must look a long way for a duplicate of the country supply store among the pine woods of twenty years ago.

R. EMINISCENCE.

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**23 South Water Street, Philadelphia, Pa.**

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## Around the State

### Movements of Merchants.

Hancock—D. J. Covert, of Ithaca, is the new proprietor of the Northwestern Hotel.

Norway—F. A. Jansen has purchased the jewelry and stationery stock of John Eklund.

Kalamazoo—W. F. Leavitt & Co. have sold their jewelry stock to Geo. Rickman.

Saginaw—C. J. Goppelt succeeds Goppelt & Mann in the grocery and meat business.

Negaunee—Mrs. Ira A. Clark has opened a millinery store in her husband's building.

Three Rivers—E. J. Smith has sold his bakery business and grocery stock to J. D. Haynes.

Hancock—A. J. Scott has improved his large business block by putting in plate glass fronts.

Ironwood—Mrs. C. Lindquist has purchased the general stock of Fredrickson & Anderson.

Grand Haven—D. H. Rupper has taken charge of the Lueninger meat market on Fulton street.

Grand Haven—Alex. McKenzie has opened a grocery store at the corner of Sixth and Fulton streets.

Escanaba—Gust Nelson has retired from the produce commission business of Van Dyke & Nelson.

Battle Creek—F. E. Browning has purchased the feed business of H. G. Alden and will add lines of fuel.

Jackson—Bartlett & Purdy, dealers in flour and feed, have dissolved. Jas. E. Bartlett will continue the business.

Lowell—Owing to failing health, A. P. Hunter has sold his drug, stationery and book stock to L. H. Hunt & Co.

Houghton—Wm. Cullyford, for years proprietor of the Douglass House, has returned from his year's trip to England.

Kalamazoo—Geo. H. Phillips is succeeded by the Chicago Cottage Organ Co. in the musical instrument business.

Barryton—Wm. Hurd, formerly of Atlas, has bought a stock of men's furnishing goods at Detroit and will engage in business at this place.

Shepherd—D. B. Freeman, formerly of Grand Ledge, has removed his dry goods and shoe stock to this place and located in the Mitchell building.

Calumet—E. C. Walz has taken a position as book-keeper with the Carlton Hardware Co. Mr. Walz was with the Ferguson Hardware Co. (Soo) for several years.

Alma—Jehial Woodward, late of Riverdale, has purchased the D. W. Adams stock of goods and will carry a line of baked goods, groceries and boots and shoes.

Lansing—George T. Davis & Co., who recently opened a restaurant and bakery at Bay City, have concluded that Lansing is the better place to locate and have returned.

Mesick—John Evetts, having sold his building and hardware stock in Thompsonville, has purchased a building and is putting in a new stock of general hardware here.

Durant—The new hardware firm of Sabins & Brewster has taken possession of the De Camp Hardware Co.'s hardware stock. Mr. Sabins was the book-keeper of T. M. Euler, at Bancroft, for seven years. Mr. Brewster is well known by everybody in the county.

Charlotte—Mitchell & Blowers have sold their meat business to John S. White and E. D. Cooper, who will continue the business under the style of White & Cooper.

Benton Harbor—F. J. Crisp and J. J. Barnes have formed a partnership and will conduct a wholesale and retail creamery and dairy butter business at 140 Pipestone street.

Sault Ste. Marie—The man who invented pavements ought to be pensioned. The street to the depot is now in fine condition. Soo people have been years wearing out all the holes.

Prairieville—Fred Lawrence and Charles Bradley, of Hickory Corners, have purchased the hardware stock of L. L. Loveland and will continue the business at the same location.

Benton Harbor—Enders & Young have purchased the interest of Jesse Puterbaugh in the dry goods and shoe stock of Puterbaugh & Rapp. The new firm will be known as Rapp & Co.

Flint—J. H. Gotshall & Co. announce their intention of closing out their grocery department. They will enlarge their dry goods business and put in a full line of ready-made garments for ladies.

Marquette—Last month the jobbers of Duluth and West Superior visited all the Lake Superior towns in a body and invited dealers to pay them a visit, which was done last week. All report a good time.

Manistee—A. B. Leonard & Co. have sold their hardware stock to C. M. Pepperman and John Sweetman, who will continue the business at the same location under the style of C. M. Pepperman & Co.

Munising—C. R. Brown will in a few days begin the erection of a two-story business block on his lot on the corner of Superior and Lynn streets opposite the Russell House. It will be 75x25 feet in size. It will be occupied by Mr. Brown himself, who will move his general stock out of the building he is now occupying.

Charlotte—Dr. Frank Merritt has purchased the interest of Frank McClintic in the drug stock of Merritt & McClintic and will continue the business in his own name. Mr. McClintic has taken a situation with the Crowell Apparatus Co., of Indianapolis, to sell its physical laboratory to schools, and will begin work in his new field the first part of October.

Jackson—E. B. Bigelow is erecting a store building at the corner of Stewart avenue and Ganson street, which will be occupied about Nov. 1 by W. A. Cunningham and V. L. Waterman, who will conduct a grocery and provision establishment under the firm name, Cunningham & Waterman. For the past eight years Mr. Waterman has been in the employ of L. Pelton, grocer on W. Ganson street.

Detroit—The dry goods firm of Newcomb, Endicott & Co. has been dissolved and is succeeded by a new firm under the old name of Newcomb, Endicott & Co., with Simon J. Murphy and Dexter M. Ferry as special partners for the amount of \$100,000 each. The general partners are George T. Moody, H. Byron Scott, John Endicott and C. A. Newcomb, Jr. Mr. Newcomb, Sr., will continue with the house as special adviser as to the management of the business.

Detroit—The validity of the new city ordinance imposing a license fee of \$25 per year on hucksters and produce peddlers was considered by Judge Hos-

mer Tuesday. The case came up on certiorari proceedings. Ex-Judge Speed and F. and E. H. Hinkley appeared for the peddlers, and Assistant Corporation Counsel Joslyn for the Common Council. While admitting the legal right of the Council to regulate the license of peddlers, Mr. Speed maintained that the ordinance providing a license fee of \$25 is exorbitant and not authorized by the charter. He also argued that the ordinance discriminated against a certain class, calling attention to the fact that milk peddlers who own their own dairies are not required to pay a license, while those who purchase their milk from others and peddle it are required to pay a small fee. Mr. Joslyn questioned the right of the court to determine whether the license fee is excessive or not. He thought the court had no jurisdiction over the validity of the ordinance, but might pass upon the question of remitting individual fines. Judge Hosmer will announce his decision the latter part of the week.

### Manufacturing Matters.

Ontonagon—The Miswald Brewing Co. will remove to Calumet.

Mesick—The Williams Bros. Co. will start up its last block factory in a few days.

Coloma—P. C. Wimer is laying the foundation for a new box and basket factory.

Sidnaw—Charles Johnson has taken a contract to put in 10,000,000 feet of logs for Gilbert Bergland.

Mesick—L. J. Tripp's handle factory has shut down for a short time, having run out his stock of logs for the season.

Sebewaing—Liken & Bach have purchased 320 acres of timber land near this place and will cut off the timber.

Ellsworth—W. J. Kent, with a shingle mill of about 40,000 capacity, will move here from near Traverse City and be in operation by Nov. 15.

Bay City—The South End Lumber & Salt Co. expects to saw up all the logs on hand in about three weeks, when the mill will shut down.

Fischer—The Northern Supply Co. has erected and equipped a planing mill at this place and proposes to put in a stove mill in the near future.

West Bay City—The Welch sawmill, which has been idle all the season, is being put in shape to run, and it will be operated all winter cutting hard wood.

Calumet—The Duluth, South Shore & Atlantic Railway has completed its new track into this place and wide gauge trains will be running before the end of the week.

Stetson—The sawmill of A. J. Felter was recently destroyed by fire, together with a lot of lumber. The loss is estimated at from \$5,000 to \$6,000, and there was no insurance.

Iron Mountain—The Coleman Land & Lumber Co. has filed articles of incorporation, with a capital of \$6,000. Henry McDermott, formerly of Iron Mountain, is President.

St. Clair—The Diamond Salt Co. is preparing to sink another well and enlarge its factory. The salt rock at this point is 1,650 feet below the surface of the earth. It lies in a great basin.

Menominee—Ramsay & Jones, who have been large lumber operators here for a great many years, have decided to use their old docks for coal yards, and expect soon to put in a large stock. This is a new business for them, but no doubt they will make a success of it the same as they have of the lumber business.

Bloomington—The Haven Cheese Co. has sold the last of its August make at 8¼ cents per pound. Last year the factory received 7 cents for the last of its August make—a difference of 25 per cent. in favor of 1897.

Ishpeming—The Johnson Lumber Co. is putting in several logging camps near Clowry, ten miles west of this place, and will cut more logs than in any season for five years. The logs are brought to Teal Lake by rail and then towed into the mill boom. Camps are being put in rapidly in every part of the Ishpeming district where standing timber remains, and a heavy input is assured.

Detroit—Articles incorporating the International Feed-Water Heater Co. have been filed. The capital stock is \$10,000, of which \$5,000 is paid in. The purpose is to manufacture and sell feed-water heaters involving the Keller inventions. The stockholders are: James M. Keller, Denver, Col., 162 shares; Stephen A. Pratt, Detroit, 150; Charles L. Harris, Detroit, 125; Edgar S. Wheeler, Detroit, 63.

Detroit—The Hargreaves Manufacturing Co. has an order from English buyers, secured by Thomas E. Reeder, for 1,000,000 feet of picture molding. The goods can be delivered in London as cheaply as to any part of this country, and the English buyer pays no duty. Mr. Reeder thinks that the main reason for such a large order being placed with an American firm is the desire of the English to preserve what little hardwood they still have standing.

Ontonagon—The business men of this place are moving in the matter of organizing a manufacturing company to carry on some sort of business which will furnish work for some of the people of the village. Since the big fire destroyed the Diamond Match Co.'s plant, which will not be rebuilt, the village has not had anything of the kind to furnish a livelihood for any of the residents and it is expected that this movement will do something toward filling the need.

Oscoda—The Oscoda Boom Co. has finished its earthly career, and, as corporations are said to have no souls, it will probably not resume its career in any future world. It has paid out hundreds of thousands of dollars to employees. It has paid good, fat dividends to stockholders. During its existence the Oscoda Boom Co. has run about 3,350,000,000 feet of logs down the Au Sable River. This, with the 650,000,000 feet that had been run by its predecessor, the Au Sable River Boom Co., makes approximately 4,000,000,000 feet of logs that have been run down that stream. During the year of 1890, the enormous amount of 335,000,000 feet was handled, but since that season the amount of logs handled has decreased rapidly, only about 23,000,000 feet being handled this season. During its palmy days the Oscoda Boom Co. employed as many as 200 men, but only for a few months in the year. The regular crews employed during the season numbered a few over a hundred. The Loud company has purchased from the Oscoda Boom Co. all of the property of the latter and the business of handling logs in the Au Sable River will be done by the Loud company alone. There is very little pine left up the Au Sable River, a patch containing about 3,000,000 feet, owned by the Loud company, being the only considerable amount. The rest of the pine to be brought here will come by rail.



# Grand Rapids Gossip

Payne Bros., grocers at 603 Cherry street, have leased the vacant store adjoining their store and will put in a line of meats.

The Valley City Desk Co. has leased the plant of the defunct Grand Rapids Seating Co. for five years and will take possession of the establishment about November 1.

The Chocolate Cooler Co. has purchased the Cutcheon property at 17 Alabama street and is fitting it up with power and machinery especially adapted to the manufacture of chocolate coolers, ice cream and oyster cabinets and florists' refrigerators.

The Grand Rapids Refrigerator Co. has now in operation, in connection with its steam plant, complete apparatus for distilling water on a large scale, but whether distribution will be undertaken by means of wagons has not yet been decided. There is a growing demand for distilled water in all the larger cities and the Refrigerator Co. is the first institution to produce it on a commercial scale in this city.

The Carnival of Fun projected and undertaken by local business men is an excellent idea and will, in all probability, bring thousands of strangers to the city the last week of October. If the Tradesman had been consulted in the matter, only two changes would have been suggested—an earlier date, because of the less liability to meet inclement weather, which would necessarily interfere with the success of the occasion and the size of the crowd; and, also, the idea of holding the carnival during the same week as the State Fair, so that the large number of strangers from a distance could be entertained by night as well as by day. The holding of the two events simultaneously would have greatly stimulated the attendance at both, and would also have increased the attendance at the Fair to that extent that its location here for several succeeding years would have been a foregone conclusion.

## The Grocery Market.

Sugar (Grocery World)—The Sugar Trust has drawn down upon itself during the past week the hearty anathemas of the jobbing trade, not only of Philadelphia, but of other points as well. Early in the week the Trust gave out that the market would advance the next day and advised jobbers to buy in order to get under cover. The jobbers in Philadelphia did not bite so much as those in New York, but all are exasperated, owing to the fact that the announced advance proved to be only on two or three very unimportant grades. The Trust has perpetrated this same trick several times since the first of the year. The European market has been lower during the week, but the domestic raw market has been stronger, with sales at the highest quoted prices. The lowest figure at which it is possible to buy raw sugar at present is 4c a pound. The consumptive demand, while still fair, is gradually falling off, and will continue to do so from now on.

Coffee—The low price of coffees, especially of Brazilian grades, is inducing a large consumption. Reports from abroad are that the European market is steady and that the feeling is firmer at Rio. There is a rumor of a European clique forming to hold prices up at

least to the present level. Both bulk and package coffees have good favor in this market.

Tea—The volume of trade in this market is not large, the retailers as well as the jobbers seemingly being well stocked with teas. It is a case of too much anticipation of prosperity. There was a good deal of buying for future needs, even with the retailers, at the time that every one thought the tariff law would add to the price of teas.

Canned Goods—The demand for tomatoes is only fair, the trade seeming to be timid over the future. The corn market is steady at unchanged prices, and with very little selling. Peas are very dull, although the Baltimore market is firm. But little is being done in peaches. The recent advance in California freight rates has caused an advance of about 2c per dozen on California peaches, and this is now in force.

Dried Fruits—Some new prunes are beginning to arrive. The season's crop promises to be of very good quality and to sell at higher prices than the crop of last year. Some apricots and peaches are now moving. They are of very good quality and are taking well at the advanced prices. The quality of the crop of peaches this year is much better than it was last year, and although the highest grade peaches are not yet in this market, the grade of the peaches now being handled is good. Reports from the West Coast show that the packers there are very busy on early deliveries, showing that the consuming markets are very bare of supplies.

Syrups and Molasses—Sugar syrup is in fair supply and in good demand at unchanged prices. Molasses is in fair demand, and the old crop will go out entirely at the higher prices now ruling before the new crop, which is two weeks late, becomes available. Unless there is an abatement of the yellow fever in New Orleans there will be a decided scarcity of pure molasses during the coming fall and winter. The price of molasses has not changed during the past week, except in the way of a slight hardening.

Provisions—The steady advance in hogs in the West is still affecting all hog products, although there has been a reaction in some of them during the past week. While there has been no decline in the price of lard, there is a weaker feeling. A large number of dealers have bought them ahead, and this has taken them temporarily from the market. No change in lard is expected for some time. The scarcest thing in the provision market is bellies, the demand for salted bellies having been unusually good this year. The price is held very firm. Dried beef is unchanged. The price is still high, and reports indicate that the consumption this year will be smaller than usual. Regular hams are about 1/2c lower, and the market is weak.

## Ever Been to Chicago?

If you have, you want to go again. If you have not, you certainly ought to go. To make it easy to do so, the C & W. M. Railway will sell you a ticket for \$5 for the round trip on October 14, good to leave Chicago returning as late as 9:30 p. m., Oct. 18. That's cheap enough, isn't it? You can't spend \$5 to better advantage at this time of the year.

Tickets will be good going only on train leaving Grand Rapids at 8:30 a. m. and 1 25 p. m.

GEO. DEHAVEN, G. P. A.

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

## Morning Market Matters.

As the season advances, the new market assumes more and more an air of permanence and stability and the patrons, both buyers and sellers, adapt themselves to the more metropolitan methods which obtain since it was taken out of the streets. On account of the slight amount of building which has been done, there is yet an appearance of newness, an open and unfinished look, which must characterize it in lessening degree as further improvements are being made.

Some fears were expressed and criticisms made as to the improvement of the street surfaces—that the gravel would remain loose and make it impossible to keep them properly cleaned. Wear and experience are proving both fears and criticisms groundless. Already the principal streets, where there is the most movement, have become as hard and smooth as a pavement and present the appearance of equal imperviousness to moisture and it will not be long before the whole surface will present a similar appearance.

Improvements in the way of building walks, screen fences and filling and grading about the grounds have been in constant progress ever since the market was opened. Notwithstanding the formal protest of the Government engineer as to the steamboat channel, the upper portion of that home of bad smells is being rapidly filled. On the west side of the market a long strip is being filled in, which will straighten that side and afford room on which to build a long team shed. This is to extend from a point one street south from hay sheds to the clump of willow trees on the bank several hundred feet south. Alderman Gibson, the Superintendent, says that, as the attendance becomes smaller and the weather colder, it is the intention to allow the patrons to occupy the space which will be protected by this structure from the bleak west winds. Then, doubtless, another season there will be some sort of screen constructed the rest of the distance on that side.

Mr. Gibson reports that the best of feeling is prevalent on the part of the farmers who were inclined to be captious at the beginning. The change may be partly accounted for in the fact that so much better values have prevailed than in previous years, and also that sales have generally been prompt. He is much pleased at the feeling and outlook and is sanguine that the improvement from now on will be rapid and continuous.

## Purely Personal.

M. J. Clark and Frank Jewell (Clark-Jewell-Wells Co.), who have been in Duluth for the past ten days, are expected home Thursday.

C. Edward Block has retired from the position of Secretary of the Commercial Credit Co., Ltd. The vacancy has been filled by the election of L. J. Stevenson, who has also held the position of Treasurer of the institution since its incorporation.

Hon. Peter Pascoe lies near death's door at his residence in Marquette. He is one of the oldest mining captains in the Lake Superior territory. He was born in Cornwall, England, 67 years ago, and located in the copper country forty-five years ago. He was captain of the Huron, Copper Falls and Old Calumet mines up to twenty-six years ago, when he went to take charge of the Washington mine, at Humboldt. Soon after, he opened up the Republic iron mine, where he remained twenty-one

years as captain, when age compelled him to cease active management. He served two terms as State Senator and was elected Judge of Probate of Marquette county last fall. Few men are better known in the Upper Peninsula than Capt. Pascoe.

It is a matter for remark that, while the wonder of the age is invention, there are many things which are still done in the crudest and most primitive manner. Thus, the removal of snow from the walks of towns and cities—a serious matter in our northern climate—is yet a great tax upon the muscle of residents, or, if horse propelled plows are used, they are generally clumsy, home-made affairs, but little better than the shovels, which they still leave to do most of the work. The fact that an effective and practical device has been perfected to accomplish this work is, therefore, a matter of interest. The inventor, F. B. Jones, is the President of the Board of Public Works of Bessemer, one of the snowy towns of the Upper Peninsula. His apparatus is a plow, so constructed that it will throw the snow both ways, or all one way, and can be regulated to cut close to the surface of the walk or raised so as not to disturb gravel. It is claimed, and apparently with reason, that it will do the work of fifty men with shovels. Those interested in sidewalk cleaning for cities, towns and villages will do well to correspond with the inventor.

## Detroit Grocers Denounce the Trading Stamp Scheme.

Detroit, Sept. 27—At the last regular meeting of the Detroit Retail Grocers and Butchers' Association, held in German Salesman's hall on Sept. 15, thirteen new members were admitted to membership.

Duncan King, of the Oil Committee, reported having sent a communication to the trades council protesting against their endorsement of the boycott issued by the oil peddlers. The boycott was against the Standard Oil Co., but was too sweeping in its operation, as it included every oil dealer except those carrying the union label. This label was supplied by the trades council only to peddlers comprising the oil peddlers' union, which represent but a small portion of the oil dealers in Detroit. The report was accepted and more time given the Committee to work on the matter.

N. L. Koenig reported that a certain milling company was running a wagon, known as a special delivery wagon, and delivering flour direct to consumers. Messrs. Koenig, Einfeldt, and De Clerq were appointed a committee to investigate this matter.

The trading stamp question was taken up and received rather rough handling by members who have had experience with similar schemes, all of whom were only sorry that they could not give the benefit of their experience to many dealers who are now paying a good price for it. In its operation this scheme diverts trade from one dealer to another, but the aggregate amount of business is not increased, and the promoters carry away many thousands of dollars of the dealers' profits. The worst feature about this plan is that all stamps given out are paid for by the dealer whether they are redeemed or not, and the number of stamps required before they are redeemable is so large that the city would be flooded with them before many would be presented for redemption. When the time for redeeming these stamps arrives, it is more profitable for the promoters to seek new fields. Many dealers predict that the life of the trade in stamps will be short, owing to the 5 per cent. cost to the dealer, which is considered too high.

Messrs. Prue, Einfeldt, Wagner, Van Hoffman, and Erdman were designated as a permanent Entertainment Committee. E. MARKS, Sec'y.



## Fruits and Produce.

### Features of the New Canadian Cold Storage System.

Written for the TRADESMAN.

#### SECOND PAPER.

The home markets of Canada consume but a small portion of that part of her natural products classed as perishable food products. Being shut out of the markets of the United States, she is forced to find an outlet in more distant markets and the importance of the steps taken by the government in furnishing cold storage transportation for this class of products cannot be overestimated.

Professor Robertson, Dairy and Agricultural Commissioner, recently stated: "It is a well-recognized fact that the market value of such products is determined not so much by their composition as their condition; indeed, so important is this latter factor that the production of these foods can never be made profitable unless means are adopted for their preservation, so that they can be placed before the consumer in as good a condition as when they left the hands of the producer. In the home market this is a comparatively simple matter; but, in case of goods that have to stand a voyage across the Atlantic, great difficulty has hitherto been experienced in preventing their deterioration."

The government has arranged for cold storage accommodation on seventeen steamships plying between Montreal and British ports. There will be a weekly service from Montreal to London jointly by the Allan and Thompson lines of steamers; a weekly service from Montreal to Avonmouth for Bristol by the new dominion line; a nearly weekly service jointly by the Allan and Dominion lines from Montreal to Liverpool, and nearly fortnightly service from Montreal to Glasgow jointly by the Allan and Donaldson lines. Negotiations are in progress for securing similar services for Quebec and the ports of the maritime provinces.

These steamships will be thoroughly fitted with mechanical refrigerating plant and insulated compartments. The system employed is known as the Linde Refrigerating System, introduced into Germany in 1875 by Professor Linde, who, at that time, was a member of the staff of Munich University. The system is exceedingly simple. It is based on the evaporation, at a low temperature, of liquid anhydrous ammonia—that is, ammonia gas in liquid state, but containing no water, the heat necessary for this evaporation being abstracted from surrounding bodies, which are thus reduced in temperature or refrigerated. The apparatus used consists mainly of three parts—the refrigerator, the compression pump and the condenser. The cold generated by the refrigerating machinery is transmitted to the chambers requiring to be cooled, by means of a solution of brine circulating in coils of pipes. The brine is pumped continuously through these pipes, and returns to the tank after having abstracted heat, and also moisture, from the cold storage room. The air in the chambers is thus kept perfectly dry. As the machines work night and day, a uniform temperature is preserved for any desired length of time.

The steamships are fitted with duplex machines, working independently of each other, and each is of sufficient power to provide the necessary refrigeration, so that, in case one breaks down, no loss can occur by a rise of temperature in the storage chambers.

So perfect is the system that a temperature of zero or even lower can be secured if desired. During the voyage, butter will be kept at a temperature of 20 degrees, cheese and fruit at 38 to 40 and eggs and meats at 32, or just at freezing point. The cold storage space on the various steamers varies from 10,000 to 25,000 cubic feet.

For this cold storage service the steamship companies will charge ten shillings per ton extra, or less than 10 cents per 100 pounds. This is a lower rate than that charged at American Atlantic ports, and it was secured by the government by paying a considerable part of the cost of fitting the steamers with cold storage. The butter and cheese rate is made the basis for computing rates on all other products—that is, the space required for a ton of butter or cheese will cost ten shillings regardless of the kind of produce shipped in it, providing, of course, it does not exceed a ton of butter or cheese in weight.

The cold storage warehouse is a necessary link in the cold storage transportation chain. A shipment of perishable food products may arrive at a shipping port a little too late to catch an ocean steamer, and then would have to remain in port until the next steamer left. This shows the necessity of cold storage warehouses at all shipping ports.

Montreal is already provided with such buildings and a grant has been made to aid in building warehouses at Quebec, Halifax, St. Johns and Charlottetown. Aid will also be given in providing suitable cold storage accommodation at Toronto. Although not a shipping port, Toronto is a railroad center of great importance and, when provided with such accommodation, small shipments may be forwarded at all times and be cared for until consolidated into carloads.

The government has provided a cold storage warehouse at Revelstoke, British Columbia, and although not a link in the transportation system, it will enable producers in the Calgary district in the Northwest Territories to furnish the great mining camps with butter, eggs, poultry and meats now supplied by American dealers in Spokane Falls and other nearby markets in the United States.

The dominion government has taken no action towards providing cold storage in Great Britain; but suitable accommodation can be obtained there at reasonable rates, and although at present there is no regular system of cold storage cars in England, individual enterprise makes up for it to a large extent.

To make the new system as practically beneficial to the Canadian producer as possible, the Minister of Agriculture has decided to place at least two men in Great Britain to look after the distribution of perishable products. These men will not compete or conflict with the regular commercial agencies but will do what they can to aid in securing the best possible markets for Canadian farm products. They will act as the commercial agents of the dominion, and it might not be improper to coin a new phrase and style them "National commercial travelers." They will visit the various markets, familiarize themselves with the demands of the produce trade and study the tastes of the British consumer. Through the medium of their services the Canadian producer and the British consumer will be brought into neighborly and sympathetic touch. By means of this agency the Canadian shipper will be kept posted as to what the market demands from time to time, and how to pack or prepare for shipment so as to give the most perfect satisfaction; and under the new system, the produce will reach its destination in A1 condition and will not be swallowed in whole or in part by commission sharks. E. A. OWEN.

## PEACHES

An experience of twelve years should be a sufficient guarantee that orders placed with us will receive proper and careful attention. There is no house in the trade better able to execute the filling of mail or telegraph orders more satisfactorily than ourselves. We handle peaches largely, in fact have made a business of it for years. We promise you good treatment. Write us. (Long Distance Telephone.)

**ALFRED J. BROWN SEED CO.,**

24 and 26 North Division St.

GRAND RAPIDS, MICH.

Grapes, Peaches, Quinces,  
Green Peppers, Tomatoes, Sweet Potatoes,  
Cranberries.

Everything seasonable in Fruits and Vegetables.

**BUNTING & CO., Grand Rapids, Mich.**

## MILLER & TEASDALE CO.

FRUIT AND PRODUCE BROKERS

BEANS  
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601 NORTH THIRD ST.,

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Consignments solicited. Advances made.

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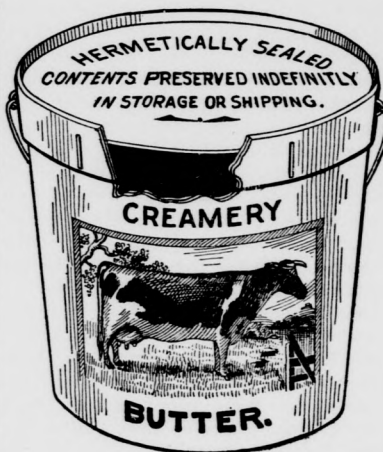
## Harris & Frutchey

are the only exclusive dealers in BUTTER and EGGS in Detroit. They can handle your shipments to the best advantage and will pay cash for eggs on track at your station.

60 Woodbridge St., W.

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Telephone 2524.



## 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.

We are teaching shippers that there are

## HONEST COMMISSION HOUSES

Consign to us your Butter, Eggs and any Country Produce or Fruits and be convinced.

**Hermann C. Naumann & Co.**

MAIN OFFICE NOW AT

33 Woodbridge Street, West, Detroit.

Branch Stores: 353 Russell Street, opposite Eastern Market.

799 Michigan Avenue, opposite Western Market.



## GOTHAM GOSSIP.

## News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Sept. 25—It looks now as though the Florida orange would beam upon us again this season. Following the freeze a few years ago, the Florida fruit was conspicuous by its absence, and nothing was seen but foreign oranges or those from the Pacific Coast. California has been getting in some fine work all the time, but now Florida comes to the front again and this year it is said 500,000 boxes will be sent out of the State and a million next year. Prices will be low, owing to California competition. It is thought the latter State will send East 4,000,000 boxes this year, and a good share will be sent to Europe. The new tariff quite effectually shuts out foreign oranges and California fruit is now being landed in England in excellent condition and selling at remunerative prices. The last consignment was sent over on the St. Paul and was sold so quickly that it reached the consumer in prime condition.

The condition of the grocery trade in this city continues very satisfactory. Prices all around are firm and the future seems bright.

Coffee remains at unchanged prices for No. 7 in cargo lots—6½¢. In a smaller way, a few thousand bags were reported sold at 7½¢. Orders from the interior have come in at a more satisfactory rate, but there is still room for improvement. The amount of coffee in store and afloat continues large, aggregating 800,138 bags, against 482,798 bags last year. Mild coffees are somewhat quiet and sales are of small lots for immediate use. Interior Padang is held at 24¢ and some sales are made at that.

The better feeling continues in teas and the general market is in better condition than for some time. There have been no auction sales, as the supply was hardly large enough. Orders have come from nearly all parts of the country and, while prices show no appreciable change, there is a more hopeful feeling as to the future.

Refined sugars have been advanced on some lines. Granulated is listed at 5½¢. Business has been moderate and some disappointment is felt, but the outlook is for a firm market for the remainder of the season. Foreign is firm.

Advices from abroad have added firmness to the rice situation. The demand has been very good for foreign sorts and the market is in excellent shape—for the seller. Japan rice in this market is hard to find and sales have been made to arrive at 5¢. New crop domestic arrives very slowly and reports from New Orleans show very little rough coming to hand.

The spice market is firm, decidedly so, and especially for pepper. Some very good-sized sales have been made and the outlook is encouraging for the remainder of the season.

The better sorts of molasses have been in demand, but sellers say they have none. Low grades have moved with a fair degree of activity and the range of prices has been well maintained. No change has been made, however, since last week. Syrups are firm and a respectable amount of business has been done at refineries and among jobbers. Prime to fancy sugar syrup, 17¢@24¢.

Canned goods seem to have taken a rest since the last report, although prices have not sagged unless on Southern tomatoes. Stocks in first hands are light; that is, of tomatoes, corn and apples. As the pack of these will almost certainly be light, an appreciation in prices is looked for at any time. Some good sales of peas have been made during the week at an advance of 5¢ over last week.

Dried fruits are quiet, except for evaporated apples. These are selling readily at 7½¢@8¢. Prunes and raisins are very quiet, although this might be expected at just this time. The holiday trade will soon set in and the roses will bloom in the spring, tra, la."

Lemons and oranges are exceedingly slow, although last week's quotations still prevail. Other green fruit is in good demand, especially apples, which sell from \$2 to \$3.50 per bbl. Peaches command 25¢@18¢ per basket.

Fancy fresh Western creamery butter is in good demand at 20¢. Other grades are in light request and the situation not as favorable as a week ago. No change in State dairy. Very little doing in an export way.

Small size full cream cheese is being enquired for to some extent, but large size is extremely dull and not for a long time has the market been so depressed. Quotations for the latter range from 9¢@9½¢.

In eggs, reliable stock is scarce and is selling readily at 20¢ for near-by. Prime Western, 17¢@17½¢.

Choice marrow beans are worth \$1.40; choice pea, \$1.15; red kidney, \$2.10. The general market is quiet.

Holders of dried fruits of nearly all sorts in California seem to be reluctant to forward goods or make sales on the present basis. They believe they will find something better later on. Perhaps they will.

## How Her Husband Came to the Rescue.

She came home with a lagging step and a heavy heart. In vain had she striven for weeks and even months to stem the tide of ruin that had slowly but surely overwhelmed them.

Her splendid business powers, her clear head and 20th century progressiveness had long ago been recognized by her husband, and their growing mercantile business had been intrusted to her control absolutely, while he had devoted himself to their home and children.

For years she had managed the business without even a suggestion from him, and her splendid financial ability and energy had built up a trade second to none in the city, but somehow—she could scarcely understand it—disaster had overtaken her and everything was lost.

For herself she cared not, but her heart was torn with pity for the tender and devoted husband who was always waiting for her at home like a ray of sweet sunshine, and it was upon him that she dreaded to see the blow fall.

When she entered the house and came forward for his usual kiss he fancied she looked more worried than usual, and said: "Come, dear, don't bother about that horrid old business. See, I've made you some nice hot waffles for supper. Sit down and rest and I'll tell you the cutest thing the baby said to-day."

How could she tell him? And yet it must be done.

After supper she took him on her knee and ran her fingers caressingly through the tendrils of his whiskers.

"Little one," she said, in a strange, harsh voice, "you must bear up and be brave. I have some bad news to tell you. The business has gone under and every dollar we had in the world is lost. Except the roof above our heads, which is in your name, we have nothing—the poorest beggar that walks the streets has as much. Can you ever forgive me for bringing this misery upon you?"

She bowed her head upon her hands, and strong woman though she was, a tear trickled through her fingers. How would her gently nurtured, delicate husband receive the sad tidings? She dared not look at him.

She felt him slip from her lap and heard him cross the room. As he returned she looked up. He was bringing in his hands a large, old-fashioned tea urn that had belonged to his mother. He took the top from the urn and poured out upon the table a large pile of money—gold and silver coins and rolls of bank notes.

"See," he said with a sweet smile, "here is \$3,067.45. That'll kind of ease things up a little, won't it, old girl?"

"Where—where did it come from?" she gasped.

"It's all ours," he said; "yours and mine. For years I have been a silent partner in the ice cream saloon next door to your place of business."

## Object Lesson in Whisky Drinking.

A Connecticut grocer inserts this advertisement in the papers of his city:

Notice is hereby given that if you will come to my store three times a day during the next year, and buy a drink of whisky each time, paying 10 cents a drink, at the end of the year I will donate to you:

Five barrels of my best flour,  
100 pounds of fine granulated sugar,  
100 pounds of rice,  
10 pounds of coffee,  
10 gallons of syrup,  
50 yards calico,  
3 pairs of shoes.  
One \$10.50 cloak for your wife, and \$20 to pay for the liquor you drank.

Oregon Indians complain that they are sent to jail for thirty days for intoxication, while the white man guilty of the same offense gets off with five days.

## Found at Last

## Congdon's Cider Saver and Fruit Preservative Compound

Guaranteed to keep your cider and fruits pure and sweet without changing their flavor or color. No salicylic acid or ingredients injurious to the health. Send for circulars to manufacturers.

J. L. Congdon & Co.  
PENTWATER, MICHIGAN.

The right way to do business and make money now is to make your place of business popular; make it a leader by being the first to show seasonal goods; get them before your competitor begins to think about it. And always get the best...

## ANCHOR BRAND OYSTERS

Will please your customers and make you money.

POPULAR PRICES PREVAIL. ASK FOR QUOTATIONS.

117-119 Monroe St. F. J. DETTENTHALER. Grand Rapids, Mich.



## Lockwood &amp; Braun

Successors to  
A'lerton & Haggstrom.

Sole packers of the Old Reliable

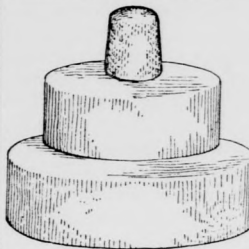
## P. &amp; B. OYSTERS

In cans and bulk.

Mail orders promptly filled.

127 Louis St., Grand Rapids.

Dealers in Poultry, Butter and Eggs.



## 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.

## SEEDS

Best grades, and prices always right.

## CLOVER TIMOTHY ALSYKE

Full line of light grass seeds, etc. Will buy or sell Beans, Clover Seed, Alsike, Popcorn car lots or less. Write us.

## ALFRED J. BROWN SEED CO..

24 and 26 North Division St.

GRAND RAPIDS, MICH.

## 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.,

Established 1876.

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

Wholesale Seeds, Potatoes, Beans, Fruits.

## Mail Us Your Orders

For Peaches, Pears, Grapes, and all kinds of Vegetables. Correspond with us before placing your order for your winter supply of Onions, Potatoes, Cabbage, Apples, etc. We can furnish them in carlots, or less, and shall be pleased to quote you prices.

## The Vinkemulder Company,

Grand Rapids, Mich.



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TRADESMAN COMPANY

ONE DOLLAR A YEAR, Payable in Advance.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, . . . SEPTEMBER 29, 1897.

### THE POWER OF COURTS.

Now that the strikes are over and the occasion for the issuing of the restraining orders which provoked so much criticism of the courts is a matter of history, the rendering of a decision as to the perpetuation of the injunction scarcely attracts attention. In making his decision Judge Jackson of the West Virginia United States Court took occasion to remark that the criticisms which had been made were due to the fact that the order was not understood. The decision, he said, was founded on good law, good morals and justice. The principle of protecting the citizen in his rights of property by the restraining orders of the courts was decided in English courts of equity nearly two hundred years ago. There is, in fact, no reason why the rights of property should not be protected by the courts.

In the case in question the petitioners for the injunction had invested large sums in their plant at Monongah, and their representation was that the defendants were about to do things which would lessen the value of the property or destroy it. The rule was that, where an injury was threatened for which the law afforded no adequate remedy, the courts of equity would interfere to prevent such injury. His decision was that this was such a case, and that the injunction abridged no rights of the miners nor interfered with the right of free speech and was a carefully-prepared and well-considered order.

Coming upon this significant definition of the legitimate power of the courts in the protection of property and the restraining of evildoers, the recent decision of the Supreme Court of the State of Wisconsin as to the personal privileges of a local judge in his candidacy for office sets a proper limit to judicial pretension. In this case articles were published and affidavits made to the effect that the judge in question had been extravagant in the management of his court, was partial and unfair in official conduct and influenced by corrupt motives. Presuming upon his sacred office, the judge immediately instituted proceedings for contempt in the original publication and then, when affidavits were published as to the correctness of the criticisms, he issued an order adjudging them guilty of contempt. The Supreme Court held that the action exceeded the Court's jurisdiction; that it must be a grievous and

weighty necessity which would justify so arbitrary a proceeding whereby a candidate for office could become accuser, judge and jury, and within a few hours summarily punish his accusers by imprisonment; that, when a judge became a candidate for office, he was on the same plane as any other citizen—there was no divinity hedging him about, and he must seek his remedy for false accusations the same as any others.

There is a value in the discussions which have resulted from the criticisms of judicial power by the labor leaders in the different cases in which Debs and others have come into conflict with the courts in that such power is coming to be more clearly defined. It is becoming more generally recognized that common sense is the governing rule in all such cases. Any apparently arbitrary power exercised by the courts must be backed by the need of protecting the sacredness of judicial procedure, or by the need of public and private safety to the citizens and their rights. And, when the individual rights of court officials are concerned, they are on the same plane as any other citizen.

The lofty modern office buildings in the large cities often overtop the smokestacks of factories, and this has intensified the smoke nuisance and forced a serious consideration of its abatement. Philadelphia, although not as grievously afflicted as are most Western cities, is moving in the matter through the joint action of the Board of Health and the Franklin Institute. It is agreed that the discharge of black smoke from the furnaces of stationary boilers is preventable. It is argued, moreover, that it is cheaper to abate the nuisance than to maintain it, cheaper even for those who thus wastefully consume coal, to say nothing of the thousands of others who suffer in damages and discomfort from the sooty discharge. Pittsburg, profiting by modern ideas, is not as smoky since its return to coal as it was before it temporarily used natural gas. St. Louis has achieved notable success in the reduction of the affliction, and Paris is said to be smokeless because it insists on a perfect combustion of fuel.

"Dollar wheat" has tempted Long Island farmers near Riverhead to make an interesting experiment in wheat-growing, which they propose to begin on an extensive scale. For this purpose they have purchased in Italy a ton of seed wheat of the red-bearded variety, at a cost of \$2 per bushel, including all freight charges, or about \$80 for the ton. The Long Island agriculturists hope to be able to regain the reputation of Long Island wheat which it possessed in the last century, when millers were prosperous, and the old-fashioned long-armed windmills, some of which are still picturesque features of the landscape, were all in active operation. For some reason the quality of the domestic wheat degenerated, and for years has been so soft as to be useful only for feeding cattle. It is believed that the soil is quite as well adapted to wheat raising as it was a hundred years ago, and that the importation of virile seed will cure the troubles the agriculturists have experienced.

Germany is "considering whether Europe should allow the United States to drive Spain out of Cuba." The Emperor William has always got some interesting but harmless speculation on hand.

### GENERAL TRADE SITUATION.

During last week there was the decided reaction in the general stock market that had been so often predicted since the general rise began. The principal reason seems to be that such a movement was generally expected, for the conditions favoring the advance are yet manifest. While the reaction was positive, and the trading decidedly dull, the decline was comparatively slight, the loss generally ranging from \$2 to \$4 per share, although in some cases amounting to \$6. It is a matter for congratulation, however, that the recovery has set in this week with a promise that the loss will soon be regained.

There is also to be noted a slight falling off in the general jobbing demand in the Eastern and Southern States, but the activity continues unabated in the West and Northwest. Retail trade is reported large and increasing in most localities. Industries continue to increase in activity and the movement of most prices continues upwards.

While the cereal market has fluctuated through a very narrow range of prices, with tendency on the whole downward, the movement has been unusually heavy. Exports have amounted to nearly double the amount for the corresponding week last year in both wheat and corn.

Perhaps the most encouraging indications for the week are to be found in the iron and steel situation. The advance in prices has been more decided than at any time since the recovery began and sales have been very heavy in Bessemer pig iron, steel billets and rails. Activity continues in all branches of manufactures and there is a general expectation that prices will soon go still higher.

The textile situation still continues favorable, cotton goods still holding the advance in spite of the decline in the raw staple caused by the rapid movement of the new crop. On the other hand, the speculative advance in wool tends to help the advance in the manufactured goods and prospects seem good for a still further upward movement. The manufacturer is in a better condition than for years past. In boots and shoes there is less gain in orders, but shipments for the month exceed those for the corresponding month in any previous year.

There is much of assurance as to continued activity in the general reports of improving railroad earnings in all parts of the country. Then, it is a favorable indication that quite a heavy gold movement to this country has already set in. The bank clearings continue very large, falling but 1.6 per cent. from the remarkable showing of last week. The amount was \$1,367,000,000. There was a decided increase in the number of failures—237, against 186 for preceding week.

### THE EGYPTIAN PROBLEM.

When the Franco-Russian alliance was announced, some weeks ago, it was at once surmised that one of the first results of the arrangement would be the reopening of the Egyptian problem. France has never ceased to protest at the continuance of the British occupation of Egypt; but no practical way has developed of compelling the British to withdraw. The recent settlement of the difficulty between Turkey and Greece has afforded a pretext for again opening up the problem. Egypt is nominally a Turkish dependency; but to all

intents and purposes it is a British protectorate, as the Khedive has practically no foreign relation, except through the British government, and even in purely domestic affairs he is unable to move without the consent of the British Resident.

According to a dispatch from Paris, Russia, France, Germany, Austria and Italy have agreed to notify England to withdraw from Egypt, and, that accomplished, Egypt is to be permitted to retain autonomy under the suzerainty of the Sultan of Turkey. Such a scheme would no doubt be very agreeable to France, as, with England out of the way, it would be very easy, at some future date to pick a quarrel with Egypt and occupy the country.

It is scarcely credible that Germany, Austria and Italy can have entered into any such agreement with Russia and France as that reported. By so doing, they would merely strengthen the hands of the new alliance as against themselves without gaining the least advantage.

Although the promise of Great Britain to eventually retire from Egypt has never been revoked, no date was ever fixed for that event, and nobody seriously believes that there is any intention on the part of the present British government to retire from the banks of the Nile. A bare suggestion of such a thing by Mr. Gladstone, some years back, was sufficient to get him into much hot water in Parliament.

Egypt is, therefore, likely to breed trouble in Europe before very long, unless some more important affair arises to distract the attention of France for the time being. In the meantime, British occupation of Egypt has continued for so long that the country has become thoroughly identified with the British Empire, and to all intents and purposes is as much a part of the British possessions as is India.

The agreement which is said to have been adopted by the silversmiths to sell all silverware, including spoons, tea-sets, forks and the like, by the ounce hereafter, just as the grocer sells sugar, seems proper enough, although to an outsider there would seem to be a good profit in selling silverware at a dollar an ounce, with silver quoted in the market at about fifty-six cents per ounce. As a matter of fact, the profit is large, although something depends on the pattern of the goods.

Probably the wickedest boy alive is the youth who visited an undertaker's establishment in Brooklyn the other day and ordered a \$500 burial casket for his mother, receiving \$50 cash commission from the undertaker, who was content at the prospect of getting his pay after the funeral. Now the undertaker finds out that the young man's mother still lives!

The Prussian war department having announced that the consumption of sugar and caramels tends to restore wasted muscular tissue, an esteemed contemporary facetiously remarks: "If caramels are to be part of the army ration, it will require vigilance to prevent the enlistment of girls in the next war."

The worst thing about Debs is that, while he will not work himself, he insists upon it that working people must support him. Strikes are necessary to keep him before the public.



## MUNICIPAL LIGHTING.

While there has been but little said during the past few weeks on the subject of a local municipal lighting plant, the project is still alive and will, no doubt, come to the front again in a short time. Other interests have engaged the attention of those advocating the question, so that it has been temporarily relegated to the background; but there is too much opportunity for personal advantage in the scheme for it to be laid aside for any considerable length of time. The general revival in industries, together with the improvement in general confidence, have given an impetus to the prosecution of local improvements to an extent which keeps the contractors and municipal hangers-on so busy that the less definite projects are allowed to wait. The persistent urging up to a few months ago was caused by the need of a chance at the public crib by the large class who are watching for the opportunities afforded by all public enterprises.

In this connection it is interesting to note that the cause of municipal lighting is suffering from severe set-backs in some quarters. For instance, for many years past the advocates of municipal ownership of that which ministers to the needs of urban population have pointed to the example afforded by Philadelphia as a convincing argument in favor of city lighting enterprises. To be sure, for many years there were scandals and mismanagement which brought the staid Quaker metropolis into disrepute, but these, which have lessened of late, have been passed over, while the argument has been advanced that considerable revenues have been turned over to the city from its lighting industry.

Unfortunately for those who think that municipal happiness and prosperity can only be secured by the ownership of such industries, there are indications that the City of Brotherly Love is about to abandon the system because it has not been found to produce a Utopia, even under the most favorable conditions obtaining in this country. Surely, if Philadelphia could not succeed in such an enterprise, it would be hard to find a more promising field.

To be sure, it is said that in offering to sell its lighting plant exceptional advantages are obtained, but, according to the theorists, the city should be able to do as well as the private company. Experience has been demonstrated, however, that it could not compete with private enterprise. There may have been an advantage in the fact that by its ownership and ability to dispose of the property it was enabled to make an exceptionally good bargain, but it is a question whether towns under less favorable conditions could do as well.

The Tradesman believes that means should be taken to secure the furnishing of street lighting at correct prices. There is no doubt that during the period of the development of electric lighting here, as elsewhere, precedents for ridiculously high prices have been afforded; but in the natural course, in the development of competition, it is already seen that the day of such prices is past.

There is an idea prevalent that the only way to light a city is by electricity, that the new mode of illumination has succeeded gas as kerosene succeeded the candle; but facts are far from carrying out this idea. As a matter of fact the multiplication of electric lighting facilities has neither decreased the con-

sumption of gas nor injured the gas interests of the country. The addition of electricity has not been sufficient to meet the demand for more and better illumination so but that there has not only been an undiminished demand for gas, but its manufacturers have been spurred to so great effort in its improvement and in cheapening methods of production until it is ready to compete on an equal basis in most localities with any other mode of lighting.

Economy in lighting expenditure is unquestionably an essential in the proper administration of municipal affairs. If such economy could not be secured by employing private enterprise, then there might be some reason for the public undertaking. In this city, as in most others, there are ample facilities in private hands which can be employed on a correct basis by proper management much easier and more economically than by a costly duplication which will exceed the needs and which will thus injure the existing plants and prove far more costly and wasteful in the end. Unfortunately, those who are advocating the scheme and who seem to have caught the popular ear are not those who would suffer, however serious such an undertaking might prove.

## GOLD COMING THIS WAY.

For some time past it has been apparent that there would be liberal gold imports during the present season. Owing to the large excess of exports over imports of merchandise of all kinds, it was clear that a large balance existed in favor of this country against Europe. The liquidation of this balance could not be effected in any other way but by the shipment of gold, unless circumstances favored the unloading of American securities held in Europe. European holders of our securities, however, have not shown any disposition to part with their property; hence, after delaying as much as possible, it has been at length found necessary to send the yellow metal this way.

According to the dispatches, \$1,500,000 in gold is already on the way, and further shipments are looked for almost immediately. The Bank of England has raised its money rate for the purpose of checking the outflow of gold; but it is clear that no artificial barrier will long prevent the flow of gold in this direction. Not only did the large export movement of the past season pile up a huge balance in our favor in Europe, but this balance is steadily being added to by free shipments of grain and every indication points to the prospect that the demand of Europe for cotton will be uncommonly large this season.

For some time past money has been so plentiful and cheap in this country that there was no special inducement to import gold from abroad. The movement of the staple crops, however, is now causing the demand for money to be greater; hence money rates are hardening, and the gold, to which financiers were indifferent until recently, will now be more welcome.

The large amount of cotton and grain bills which is now resulting from sales of those staples to Europe will bring gold in liberal volume to this country from Europe in the near future; hence the initial shipments on the way are but the advance guard of a very much larger movement.

Repentance is as much a privilege as it is a duty.



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.

## Getting the People

### Simplicity an Element of Successful Advertising.

Written for the TRADESMAN.

"Advertise [from Latin *adverto*, to turn up.] To give notice; to give public information; to announce; to proclaim; to publish in newspapers or otherwise; as, to advertise the loss of a pocketbook, a house to rent, a pomade to sell, etc."

"Advertisement, information communicated to individuals or the public in a manner designed to attract general attention."

I wonder how many of the general run of advertisers have carefully studied the above two definitions. There are only a few words used but, as they are connected, they mean dollars and cents if one has the ability to make proper use of them. The world of business and of buyers has passed the point where mere superficiality and clap-trap will fill a store with customers. Something more must be brought into play than jingling phrases. There must be not only argument and attractive description, but there must be wisdom, truth and that strong yet unnamable quality which convinces the reader that the goods advertised are just what he needs and must have.

When advertising received such an impetus and became, to a certain extent, a fad, a few years ago, there sprang up a large class of writers whose efforts, for a time, served to secure attention and profit; but their methods were unique far past the point where solidity and lasting qualities end, and the result has been that the members of this fraternity of publicity makers who were unable to modify their ideas to conform to the now recognized methods of earnestness and solidity have been pushed to the wall, leaving the field clear for the successful, staying writer

—the one who ponders carefully the definitions at the opening of this article.

We note, in these definitions, the quality of simplicity. There is absolutely nothing complicated or calculated to perplex about them. This is very appropriate in defining advertising. Good advertising is not the use of a lot of trashy verbiage, but a few crisp sentences conveying, in a glance, all that is necessary to attract the reader's attention and sell the goods. A concise description of the goods for sale, truthful and attractive, together with a reasonable price for the article, will do far more towards selling a pair of shoes than all the high-flown words it is possible to get together.

"Information communicated to individuals or the public in a manner designed to attract general attention" does not mean ludicrous or grotesque suggestions, neither does it necessarily mean anything startling or calculated to excite curiosity purely. It is well enough to arouse curiosity, but the judgment must also be satisfied or the advertisement falls flat.

The definition stops short of a certain thing which ought to be well taken into consideration by the advertiser. "General attention" must not only be attracted, but it must be held if one is to succeed. The lodestone of argument must be charged with the retaining qualities of honesty, plainness and values in order to insure a staying clientele. Of what use is it to be able to write an advertisement which will attract attention to its shell of staring, band-wagon headlines, when it fails to secure attention to the meat of the nut wherein is value and that which will induce purchases.

There is an everlasting difference be-

tween the advertisement with life and virile strength in it and the advertisement which merely attracts attention. The one has snap, and vim, and go in it, while the other has a few novel phrases which catch the eye for a moment and then are forgotten. It is the strength and staying qualities of the advertisement which secure the greatest number of buyers, and it is these features which make an advertisement wear well and last. The reason so many advertisements fail in their mission is because they lack sufficient strength to keep them alive.

Advertisements may be very aptly compared to mankind. When one meets a man of good physique, strong and full of vigor and magnetism, one who exhibits perfect physical life in all his movements, one turns again to gaze at him. He attracts and retains. But the weak, tottering victim of ill-health, or worse, no matter how finely clothed or what evidences of wealth he displays, attracts notice for nothing except compassion or repulsion, and the gaze is averted as quickly as may be.

There is a numerous family of "preachers of brevity" in the advertising world, and, like all creeds, there is a modicum of truth in their teaching. But there is danger of passing the line of utility in abbreviation of advertisements. Brevity is all right, but, as the Irishman would say, there must not be too much of it. This is a far greater fault than too much prolixity, for, whereas the gleam of truth may be seen in the one, the other is so very brief there is no room for it.

I cannot say a more truthful word, in closing this article, than that success in advertising is primarily a matter of individuality. While books on advertis-

ing must be read, and training and experience are necessary, these are but the finishing touches of the lapidary to the already valuable, although uncut, diamond of natural advertising talent.

NEMO.

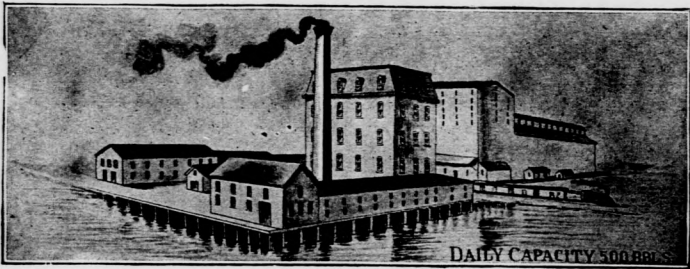
### Yearned for a Poet in the Family.

Elijah Brown, the cobbler, was enamored of the muse,  
And all his time was given up to stanzas and to shoes.  
He scorned to live a tuneless life, ingloriously mute,  
And nightly laid his last aside to labor at his lute;  
For he had registered an oath that lyrical renown  
Should trumpet to the universe the worthy name of Brown.  
And, though his own weak pinions failed to reach  
the heights of song,  
His genius hatched a brilliant scheme to help his  
oath along;  
So all his little youngsters, as they numerously came,  
He christened after poets in the pantheon of fame,  
That their poetic prestige might impress them and inspire  
A noble emulation to adopt the warbling lyre.  
And Virgil Brown and Dante Brown and Tasso  
Brown appeared,  
And Milton Brown and Byron Brown and Shakes-  
peare Brown were reared.  
Longfellow Brown and Schiller Brown arrived at  
man's estate,  
And Wordsworth Brown and Goldsmith Brown  
filled up the family slate.  
And he believed his gifted boys, predestined to re-  
nown,  
In time would roll the boulder from the buried  
name of Brown.  
But still the epic is unsung and still that worthy  
name  
Is missing from the pedestals upon the hills of  
fame;  
For Dante Brown's a peddler in the vegetable line,  
And Byron Brown is pitching for the Tuscarora  
mine;  
Longfellow Brown, the lightweight, is a pugilist of  
note,  
And Goldsmith Brown's a deckhand on a Jersey  
ferry boat;  
In Wordsworth Brown Manhattan has an estimable  
cop,  
And Schiller Brown's an artist in a Brooklyn barber  
shop;  
A roving tar is Virgil Brown upon the bounding  
seas,  
And Tasso Brown is usefully engaged in making  
cheese;  
The cobbler's bench is Milton Brown's, and there  
he pegs away,  
And Shakespeare Brown makes cocktails in a Crip-  
ple Creek cafe!

JOHN LUDLOW.

A contented man is a rich man."

ESTABLISHED 1877



Mill where the famous Cream of Wheat and Best XXXX

Flours are made

WE POSITIVELY GUARANTEE THESE GRADES

# Ebeling's Cream of Wheat

Flour is as good as gold and will please your trade when  
other grades will fail.

## EBELING'S BEST XXXX

Flour is one adapted to bakers or where a strong, sharp flour is wanted.  
Both flours are manufactured from the finest spring wheat grown.  
Try a sample car of our Flour and Feed.

JOHN H. EBELING, Green Bay, Wis.



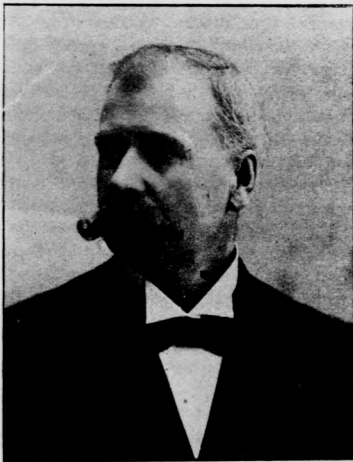
# SUCCESSFUL SALESMEN.

Frank L. Day, Grand Counsellor of United Commercial Travelers.

Frank L. Day has lately ridden into public view, mounted upon his Pegasus, yclept a goat, conspicuously branded U. C. T.

February 25, 1852, in the village of Romeo, Macomb county, Frank's paternal home was gladdened by the advent of a new Day—a joyous, happy Day. Although not an eternal Day, it has lasted nearly fifty years, and all who know him hope it may continue for another fifty before it ends in night.

And it was this Day who, for several years thereafter, was just a boy. But it is a glorious thing to be a boy. Nothing like it under the sun! Had he been a girl Day, he would have had to keep his clothes cleaner; to have avoided mud puddles sooner; couldn't have gone barefooted so long, and could never have mixed up in a real boy fight.



But a boy is different. No conventionalities, no care, no thought of the morrow, only enjoyment of the present Day.

It is not known that Frank ever missed a single boyish pleasure, either through early piety or bashfulness. Bashfulness may have come later; but, if so, it must have been of short duration, for at the age of 21 he took unto himself a wife and settled down to the hard but wholesome life of a farmer. In the fullness of time two children came to gladden his home and lighten the laborious work of the farm. Thus passed eight happy years. Then death claimed the wife and mother and the home was made desolate. In 1881, he married his present wife, and three more children have been added to his household, so that now a faithful wife and five children speed his departure with good wishes and welcome his home-coming with smiles of gladness.

Soon after his second marriage, he left the farm and opened an agricultural implement depot in his native village. In the spring of 1884, he entered the service of the Warder, Bushnell & Glessner Co., of Chicago, as general agent, a position he held for ten years, resigning only to accept a more lucrative one with Merrill & Co., of Toledo, jobbers of vehicles and agricultural implements.

As a business man, Mr. Day's motto has ever been, "Push, pluck and patience, hard work and fair dealing." For ten years he worked his territory in the interest of the Champion machine. Worked it hard, worked it early, worked it late. Worked it against the sharpest competition, and won. Yet no man was ever heard to say that Frank

L. Day ever deceived him, cheated him out of a cent or made a promise he did not keep. For Merrill & Co. he has worked the same territory and, despite the cry of hard times, his ever-increasing trade and ever-widening circle of customers testify that honest goods, fair dealing and hard work is still the open sesame of success.

As a citizen, Mr. Day is genial, pleasant and obliging and ever willing to do his part to promote the happiness of those around him.

Realizing the benefits of fraternal ties, Mr. Day became a charter member of the Jackson Lodge of United Commercial Travelers, holding the position of Past Counsellor, and was a delegate to the Grand Council held at Detroit the same year.

To those who are eligible and who have not yet joined the order of which he is at present the Exalted Ruler for Michigan we will say, "Join at once;" and, when you have felt his hearty handclasp, and listened to his words of admonition, we are sure you will feel that it is a good thing to be banded together in unity. X. L. ENT.

## Is the Food Commissioner in a Serious or Joking Vein?

Written for the TRADESMAN.

The rulings of the State Food Commissioner which have recently gone into force are so clear and explicit in themselves, and have been given such wide publicity, it would seem that no one could violate them through ignorance or misunderstanding. But just what the Commissioner means by making these rulings, and just why the formidable guns of his department are to be turned upon seemingly insignificant obstacles, is not easy to determine.

From now on, vanilla extract must be as the apostle recommended love to be—"without dissimulation"—or, in other words, without artificial coloring. How little we realized our perils until we had escaped them! Mustard and "Prepared Mustard" must now be mustard indeed, or at least mustard mixed only with vinegar and spices. The good hausfrau who uses white of egg and flour in compounding a local irritant must now beware. Even if she explains to her patient the presence and proportion of three adulterants, if she terms the result of her labors a "mustard draught," and applies it as such, she does so entirely at her own risk. She had best use only the clear stuff, or coin a name. Was it Shakespeare who said, "What's in a name?" Poor out-of-date Shakespeare! Hadst thou but lived in these degenerate days of proprietary articles and pure food laws, thou wouldst waste no words on so idle a sentiment. What's in a name? There's millions in it.

Not only are we treading solid ground with reference to vanilla extract and mustard compounds, but, as if to make assurance doubly sure and perfection ten times perfect, the fiat of absolute prohibition has gone forth against the sale of certain extracts which cannot be made from the natural fruits. Verily, this is as the gilding of refined gold. We can endure lard compound and adulterated coffee and imitation jelly if we know them to be such, but from artificial extracts we would be delivered.

"From Saginaw's tall whispering pines To Lake Superior's farthest mines," from the blue waters of Huron to Indiana's border, we will none of them.

But just what does the Commissioner mean by all this? Is it a bit of paternalism? Hardly. Paternal care, while

guarding against serious dangers, hardly extends to so minute details. If anything of the kind it must be maternalism. But, indeed, it rather transcends the motherly and enters the realm of the grandmotherly! It clearly is not paternalism.

Can it be a little joke of the Commissioner's? The profoundest minds have ever relished an occasional bit of nonsense. Is he trying to light up the somber annals of his department by a bit of humor? We should not object to this if it came under proper name so we could know how to take it. But, of all men, the Food Commissioner should be the last to try to palm off one thing in the guise of something else. If it were all for fun, he surely should have labeled it, conspicuously and unmistakably, in letters of the prescribed length, "Joke!" QUILLO.

English and American hatmakers have turned from Australia to the United States for rabbit fur. Within the last week representatives of these manufacturers have filled Western Kansas newspapers with advertisements offering to buy nicely-handled, cured jackrabbit skins at 3 cents each; opened or damaged, half price; culls and pieces, 3 cents a pound; cottontails, 5½ cents a pound. The skins must be perfectly dry and free from meat. Scores of sportsmen are flocking into Dodge City to kill rabbits and expect to make money. Several big drives are being arranged, in which the farmers have agreed to join in order to get rid of these pests. In other years the people of Western Kansas have slaughtered thousands of rabbits and shipped them to the poor of New York and Chicago. They did not know that the fur on a dozen jackrabbits would make as fine a hat as ever came out of a bandbox.

A hasty Paris undertaker came near burying a man alive recently. A man died in a room in which his paralytic brother also slept, and was measured for his coffin. For convenience the family changed the bed about, and the undertaker's men put the paralytic in the coffin intended for his brother. When the time for the funeral came they luckily discovered the real corpse.

## Armour Packing Co.'s Big Foreign Contract.

The Armour Packing Co. is filling an order for forty cars of dressed beef for shipment to Siberia, to be used by the Russian government in feeding the men engaged in building the Siberian railroad. The shipment is, perhaps, the largest single beef order ever filled by the Armour Co. It consists of 3,600 tierces of 350 pounds each, in all about 1,250,000 pounds. The order was secured by Armour & Co. several months ago, and is being filled at Kansas City.

President Kruger, yielding to the entreaties of his wife, has decided finally to retire from public life, and will do so as soon as the question of his pension is settled. He declines to leave office unless assured of an annuity of \$25,000 for the remainder of his days. His successor will be General Joubert, the commander-in-chief, whose election is practically assured.

Established 1780.

## Walter Baker & Co. LTD.

Dorchester, Mass.  
The Oldest and  
Largest Manufacturers of



PURE, HIGH GRADE  
**COCOAS**  
AND  
**CHOCOLATES**  
on this Continent.

No Chemicals are used in their manufactures.

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

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

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

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

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

## Ruberoid Ready Roofing

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

## H. M. REYNOLDS & SON,

Detroit Office, foot of 3d Street.

GRAND RAPIDS, MICH.

## 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.

### The Holland Settlements of Northern Michigan.

The writer of the following sketches disclaims special qualifications for the work allotted him. While measurably identified with the localities named as a "home missionary" for a year or two, he has been in no sense a pioneer; hence has had to depend for material quite as much on others as on his own observation and experience, and hereby acknowledges indebtedness to the following individuals: the Reverend J. Hockje, of Fremont; Mr. H. De Bree, of Vogel Center; the Reverend H. Van der Ploeg, of New Era; Mr. J. Scholters, of Lucas, and the Reverend W. Pool, of Atwood.

It is a curiosity of the history now under review that, when, thirty years ago, or even twenty, new schemes of colonization were agitated, the remote South and the Far West were more in favor than the near North. This appears the more so when we reflect that the colonies to the south had passed the experimental stage of their existence, and that pioneer life in the North, although greatly similar, could hardly be so hard as that in the South had been. But the lone woods and the virgin soil of the North were bound to call attention to themselves. And today the Holland settler in the North asserts kinship with the colonist to the south of him.

The mention of kinship suggests the statement of a difference. The colonies and settlements of Ottawa and adjacent counties largely grew out of and into one another. The northern settlements, on the other hand, started independently of one another. Of the settlements under review no two sustain the relation of mother and daughter and, except as they resemble each other somewhat, no two are sisters to each other. In point of territorial separation, too, they are even more remotely related.

#### FREMONT.

The honor of priority belongs to what was formerly called Fremont Center, now Fremont. It is situated in Newaygo county, twenty-three miles northeast of Muskegon on the C. & W. M. R. R.

The first Hollander who settled in those parts was Mr. Frank Boone, who had been a resident of Muskegon. Making his way through the woods, he arrived at his destination in August, 1867. At the time what is now the flourishing town of Fremont had scarcely attained the minor dignity of a hamlet. Three weeks later he was followed by Mr. C. Addison and by a Mr. Wierenga, also of Muskegon. As these suc-

ceeded each at his trade, it is clear that many of other nationalities had already settled in the region about.

At this time the lumber industry of Muskegon was in a flourishing condition and gave employment to many Hollanders. Many of these longed to exchange their lot for the more independent one of farmer. There being considerable land about Fremont at fair prices, it was natural that those already on the ground should inform their friends in Muskegon about it, and thus it came to pass that, soon after the trio mentioned had established themselves, others bought land and moved thither. The first to do so were Messrs. A. Hui-zenga, A. A. Van Arendonk, C. Agtrom and Mr. Zuidema. In course of time the settlement attracted the attention of people in the older colonies also, many of whom cast their lot with the pioneers of Newaygo county. By and by their ranks were swelled somewhat by emigrants from the mother country, and so, after some years, Fremont attained good rank in point of numbers and material prosperity.

True to their traditions and instincts, these people were not long in providing public worship for themselves in the Holland language and after their own hearts. The first meeting that led to the establishment of church relations was held March 3, 1869. The Reverend W. A. Houbolt, pastor of the First Reformed Church of Muskegon, directed the services. Their confidence in the growth of the settlement and their estimate of church privileges are borne out by the fact that at that very meeting it was decided to petition classis to organize them as a church in the near future. A church consisting of seventeen communicants and seven adult non-communicants was organized June 14 of the year above mentioned. The first pastor was the Reverend M. Kiekintveld. The ecclesiastical strife and denominational rivalry felt elsewhere in due time crept in here also, when the organization of a Christian Reformed Church, of which the Reverend J. Noordewier was the first pastor. There is also a small church of the same connection some six miles to the southwest of the village.

Although the unimproved land in the vicinity is virtually disposed of, more or less improved land held by people of other nationalities is coming into the market; and, as the Hollanders already have a share in the business enterprises, it is plain that the Holland settlement at Fremont has not yet reached its limits. The price of land is \$40 per acre and less. The Holland

population in families is somewhere between 250 and 300 families.

#### VOGEL CENTER.

The next locality in order of settlement is Vogel Center. This flourishing settlement is situated about 100 miles almost due north of Grand Rapids, in Missaukee county. The nearest railroad station is McBain, on the T., A. & N. Ry. eight miles west.

The settlement came about as follows: In the year 1868, some individuals in the mother colony, desiring more room for themselves, had their attention directed to the lands of the then remote North then available as homesteads. In the year mentioned, Jan Vogel, H. Westvelt and H. Zagers went out to see what they could see. They were soon followed on the same errand by G. Herweynen, J. Abbing and a Mr. Banis. Satisfied with the indications, each secured a share of the Land of Promise. Returning home, they sought to interest others in the enterprise. In the spring of 1869, the removal was effected and the ax of the Holland pioneer resounded in lone Missaukee.

It was, in truth, no small matter. There was no railroad in that direction, either from Holland or Grand Rapids. Their way often lay through trackless forest; hence the means of travel and conveyance were, of necessity, the primitive ox and wagon.

It is easy to understand that the experiences of the first settlers at Vogel Center intimately resembled those of the earlier colonists in Ottawa county. The giants of the forest had first to be laid under contribution for logs before they could have shelter. Clearings had to be made to coax therefrom a scanty harvest; and for supplies Grand Rapids was the most available Egypt whence anxious Jacobs could get necessities for their families.

Many a homeseeker has allowed himself to be frightened away from Michigan because of the forests and the labor and the privation incident thereto. But, if anything along this line has been demonstrated, it is that these very forests have been the salvation of many enterprises and a decided help to many more, for, where the soil was slow in yielding grass and grain, the trees abundantly made up for the deficiency. The ax in winter was often more efficient than the plow in summer; moreover, the lumber camps, which always hover on the edge of new settlements in the North, afforded better markets for the produce of the farm than the cities and villages of other localities.

These considerations apply in full to the pioneers of Vogel Center. If, at

first, they were dependent on Grand Rapids for supplies, they were not dependent thereon for markets. The rivers that bore away the logs were of more benefit to them than railroads often are to others. The farther from railroads, in those days, the better the prices.

At any rate, new settlers kept coming, so that the settlement grew. Indeed, in time, the tide of settlement became strong enough to overleap the limits of original expectation, so that, overleaping the "plains" (barren tracts despoiled of pine), it established itself far enough out to create new centers and new names.

Completeness calls for at least passing mention thereof:

#### FALMOUTH

lies four and one-half miles northwest of Vogel Center. It has a general store, sawmill, a church, etc.

#### MODDERSVILLE

lies five and one-half miles northeast of Vogel Center. Here lives Mr. Modders, the first Holland settler here and after whom the locality is named. Here things are in a more primitive condition than in the other parts of the settlement. And Americans vie with Hollanders in getting possession of what good land there is.

Between the places mentioned is the town of

#### EAST FALMOUTH,

where the lay of the land is fair, and where a church building and a parsonage lend something of dignity to the region.

In the year 1872, the first Holland church was organized. Though always connected with the Christian Reformed denomination, and no other church was organized there until eighteen years thereafter, it is a curious fact that a minister of a sister denomination preached and administered baptism those two years before the event took place. The minister was the Reverend M. Kiekintveld. A neat and commodious log church was built in 1877, which still serves the purpose for which it was erected.

In the year 1890, the First Reformed Church was organized. A year or so thereafter, two other Reformed churches were organized, one at Falmouth, the other at Moddersville. Those churches are combined, being served by one pastor, who lives at Falmouth, where a parsonage was built.

To go back to Vogel Center, the population, as given in families, approximates the figure 200.

As the unimproved land is, for the most part, worthless for agriculture, and

Merchants should sell popular goods; goods that their customers know all about; goods that their clerks don't have to spend precious time talking up. That is what



# Enameline

## The Modern STOVE POLISH

is. Hundreds of thousands of dollars is being expended yearly to educate the public in regard to Enameline. It sells on sight. It puts dollars into the pockets of dealers who handle it.



but few of the improved farms admit of division, it would seem that Vogel Center is bound soon to reach the limits of its population, although not of its wealth.

#### NEW ERA.

The settlement named by the above caption is located in Oceana county, adjacent to Lake Michigan, about thirty miles northwest of Muskegon on the C. & W. M. Ry.

The first Hollanders settled there in 1878, about eleven years subsequent to the Holland settlement at Fremont, and about ten years after Dutch axes felled pine in the neighborhood of Vogel Center.

With one exception the original Holland settlers hailed from Montague, a lumber town a few miles to the south, and where, in all probability, they were employed as mill hands. The exception mentioned is Mr. M. Hulsebos, whose record as a pioneer deserves special mention in this connection: Mr. Hulsebos commenced pioneer life somewhere back of Zeeland in Ottawa county long before, and helped to make history in those parts. He joined Doctor Van Raalte, Mr. Sprik and others in the Virginia enterprise and drove his stakes at Chule in that State. Failing where so few succeeded, he drifted back to these parts, with the remnant of his means, but soon thereafter to drive his stakes in the more congenial soil of New Era. He is now living at Muskegon.

The names of the other first settlers are G. Westveld, B. Van den Berg, A. Bolt, H. Van der Ven and F. Veltman. Land was cheap and much of it was good; and, as logs, kiln-wood and bark found a ready market, the enterprise was on a good footing. In time, immigration furnished a generous quota of reinforcements, so that the settlement in Oceana county became well established.

It should be said that New Era is situated in what is called the Fruit Belt, of which circumstance the Hollanders are more and more availing themselves. Fruit raising, indeed, must prevail ere long. Even now, many Hollanders own large peach orchards.

The first religious services in the Holland language were held as soon as the first log huts were built. Mr. Hulsebos was leader and religious admonitor (exhorter) of the pioneer band here. Later, when it came to organizing, the sentiment of the majority inclined toward the Christian Reformed Church, because of their boisterous times in church life everywhere. Later on, out of different troubles in the seceding

church, our church was born. The Christian Reformed Church was organized in 1880 or 1881. The Reformed came into being in November, 1893.

Improved land costs from \$25 to \$40 per acre. The Holland population, in families, numbers eighty-five.

#### LUCAS.

Lucas is situated in the southwest corner of Missaukee county, lapping over into the adjoining county of Wexford on the west. It is on the T., A. A. & N. Ry. by which it is connected with the handsome city of Cadillac six miles to the northwest. The settlement is almost contiguous to Vogel Center, which lies some sixteen miles to the east of it. The traveler to Vogel Center quite generally passes through Lucas as the most advantageous route.

Although its rise largely resembles that of Vogel Center, its beginning was quite independent of it. The first settlers were from the vicinity of Graafschap, Mich. These, also, were actuated by the desire to secure more room for themselves and were attracted thither by cheap land.

The first to settle in the locality named were Harm Lucas and sons, H. Koel, Jan Locks, Jan Slaar and J. N. Pel. They were soon followed by J. H. Eppink, more recently from Allegan, and among others by J. Scholten, of Overisel, J. Elenbaas, of Beaver Dam, and P. Vanden Bosch, of Zeeland. The actual beginnings of the place were in 1882, about fourteen years after the settlement of Vogel Center.

Its nearness to Cadillac was an advantage from the start, even before they were favored with a railroad. The extension of the "Ann Arbor" Railroad at a later date quickened the hopes and aroused the energies of the settler. Soon the whistle of the sawmill and the screech of the shingle mill were heard. Dwellings arose near the railroad station and local merchants appeared on the scene in hopes of competing with their neighbors in Cadillac.

The march of progress along this line has, however, been unsteady. On the other hand, those who till the soil and wield the ax between times, while hampered by untoward conditions, have for the most part seen their condition improve.

The older church was organized in the beginning of 1890.

Land has improved in value from \$7 per acre at the start to something like \$20 at the present time. The number of Holland families is somewhere between 150 and 250.

#### ATWOOD.

Atwood is situated in Antrim county

about 200 miles north of Grand Rapids, a few miles to the west of Central Lake, a station on the C. & W. M. Ry.

This, the most northern of Holland settlements east of the Mississippi, was begun in the year 1882-83. About this time some people in Jamestown, Ottawa county, had their attention called to this land of the North. The honor of breaking the ice in this matter belongs to Mr. M. Van der Schouen, formerly of Jamestown, Mich. Gathering courage from his example, others soon followed from the same locality. They were J. Smallegang, Jac. Klooster, Melle Klooster, M. Struik and Egbert Van der Streek.

As in the case of Fremont, it cannot be said that the first Holland settlers were the real pioneers of the region. It had long since been broken into by others from older counties. But there was plenty of pioneer experience in store for them, as the writer of these lines can testify. Then, too, being so far north, and the winters being proportionately long, it took more than ordinary courage to overcome the fears within and the prejudices without to which these circumstances give birth.

Apart therefrom, or rather in spite of it, Atwood is a goodly land and the Holland settler in those parts is reaping a fair measure of success. Although far north, it is near Lake Michigan. This makes it congenial to fruit-raising, especially apples. The air is bracing and malaria is not feared. Although summer is apt to be tardy in coming, the autumns are the more pleasant.

Religious services were commenced in 1886. There is one Holland church—the Reformed—which was organized in 1889.

The value of improved land is estimated to be from \$30 to \$40 per acre. There are, at present, nearly fifty Holland families.

J. MEULENDYKE.

#### Things Worthy of Imitation

It would be worth while to imitate the elephant in his stately quietness.

It would be worth while to imitate the seal in his amiability.

It would be worth while to imitate the trained dog in his patience.

It would be worth while to imitate the bear in his affection.

It would be worth while to imitate the camel in his willingness to assume burdens.

It would be worth while to imitate the horse in his air of good breeding.

It would be worth while to imitate the tiger in his diplomacy.

It isn't so much the lack of ability as it is the lack of grip that ails mankind.

## 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 KRAP; Treasurer, J. GEO. LEHMAN.

#### Saginaw Mercantile Association

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

#### Jackson Retail Grocers' Association

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

#### Lansing Retail Grocers' Association

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

#### Adrian Retail Grocers' Association

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

#### Traverse City Business Men's Association

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

#### Owosso Business Men's Association

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

#### Alpena Business Men's Association

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

#### Grand Rapids Retail Meat Dealers' Association

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



Fallis' Pancake Flour

Fallis' Self-Rising Buckwheat

30 5 lb. sacks to a case. \$3.50

FALLIS & CO., Toledo, O.

WM. R. TOMPKINS, Agent, Detroit, Mich.



# BELLE ISLE PICNIC

QUALITY  
OUR  
MOTTO

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

## WATER POWER.

It Promises an Industrial Revolution—  
Electricity Its Tool.

From the London Spectator.

The closing years of the Nineteenth Century—a century which has been so full of change and marked by progress in so many directions—are ushering in a change perhaps more important in its significance for our own country than any that has preceded it, even in this century of progress. This change is foreshadowed by the striking developments of water power for industrial purposes that have been witnessed in both Europe and America during the last six years—developments which would appear to point to the substitution of water power for steam power in industry at some future date, and to the transfer of the chief manufacturing industries from those countries rich in the possession of coal to those rich in the possession of this modern rival of coal, namely, water. The recent development has been chiefly due to the progress of electrical science; and the successful application of water power on a large scale to industrial purposes adds one more to the large number of triumphs with which the electrical engineers of the present age must be credited.

The water wheel has been replaced by the turbine, which can be adapted to any head of water, and by means of which water powers of the greatest magnitude may be successfully developed for industrial purposes. The head of water under which the old mill wheels were worked rarely exceeded 20 feet, and was generally much below that limit; to-day heads of water of 140 feet and 210 feet are being used at the two power plants at Niagara Falls, and at Fresno, California, there is a water power plant working under a head of 1,400 feet! When it is remembered that the height or head of water is one of the factors which determine the amount of energy developed, the significance of these figures is apparent. As regards the amount of power developed under the old system, 100 horsepower might be regarded as a maximum; to-day there are at Niagara single turbines which produce 5,000 horsepower, and there is no proof that even these enormous wheels represent the limit in size which may not be safely exceeded.

Even more important than the results which have come from the substitution of the turbine for the older water wheel are those which have been produced by the introduction of electric transmission. In the older system the machinery in the mill had to be coupled directly to the water wheel by shafting and gearing, and hence these old mills were necessarily built upon the banks of the rivers and streams which provided them with power. In the modern system of transmission by alternating electric currents, the mechanical energy developed by the turbine is converted on the spot into electrical energy by means of the dynamo, and this electrical energy is then carried by air lines to the locality where it is to be used. Thus the modern factory or mill driven by water power need not necessarily be situated in mountain-locked valleys, miles from the nearest railway and remote from the industrial centers of the district. It may be built wherever the natural and economic conditions are most favorable to the manufacture, and the electrical energy developed miles away can be delivered at the factory by an air cable as easily as water may be delivered through pipes from a distant reservoir in the hills. The greatest activity in the application of these modern methods for the utilization of water power is now being displayed in both Europe and America, and the following figures, which represent the aggregate horse power already developed, or in course of development, will give some idea of the wonderfully rapid advance that has occurred in recent years in this branch of engineering science.

In America the total of the larger installations is 72,000 horse power, with the prospect of this total being increased to 150,000 when the Niagara scheme is completed. In addition to

this, there are a very large number of smaller plants in operation in the mining districts of Colorado and Nevada. Switzerland occupies the second place, with 32,000 horse power. This will be increased to 48,000 when the second water power plant on the Rhone, near Geneva, is completed. France follows, with 18,000 horse power, which will be increased to 30,000 by the completion of the power plant near Lyons. Germany has only one water power of any magnitude, that at Rheinfelden. This will yield 16,000 horse power when completed. Italy has 18,000 horse power; Sweden and Norway between 10,000 and 20,000 horse power each, with almost limitless possibilities of further development, while England and Scotland come at the end of the list, with only 4,000 horse power.

The purposes for which this power is being utilized are exceedingly varied. It is used directly as electrical energy for lighting purposes and for chemical and metallurgical operations. Transformed again into mechanical energy by means of the electric motor, it is used for working tramway systems and for driving machinery of all kinds at the mines, or in engineering and other workshops. The significance of this new step forward in the application of water power to industrial purposes is startling. On the one hand, it signifies that man has at last learned how to effectually master and utilize one of the mightiest natural forces of the earth. Coal is an exhaustible possession, and the day must come when the coal fields of the earth will be worked out. Our rivers and falls offer, on the other hand, an inexhaustible supply of energy, for so long as the heat of the sun evaporates the water of the sea and causes it to fall again as rain upon the hills, or as snow upon the mountains, this source will be available for the supply of man's wants, and the arrival of the time when the earth's coal fields will be exhausted need no longer be awaited with misgivings. There is another aspect of this development which is less cheerful for contemplation by three of the nations of Europe. The position which England, Germany and Belgium occupy to-day as the leading manufacturing countries of Europe has resulted chiefly from their possession of extensive coal fields capable of cheap development, coal having been in the past the chief factor in determining the industrial progress of any country. The progress of electrical science has, however, apparently changed the conditions of industrial supremacy, and it appears as though the possession, not of coal fields, but of water power, will be the determining factor in the future. Whether the check to the natural growth and expansion of industry in the older manufacturing countries of Europe, that may already be observed as one result of the increased use of water power in countries hitherto of little or no account in the industrial struggle, will be followed by the gradual migration of the staple industries to the cheaper centers of power, remains for the future to disclose; but it is a question of tremendous significance for the prosperity of the countries concerned. It would involve a re-arrangement of the relative position of the nations of Europe, and however pleasant the period of transition and change might be for the nations which would thereby rise into industrial importance, it would most certainly be very much the reverse for the peoples of those three countries of Europe which to-day stand foremost in the extent and number of their manufacturing industries.

The Ceylon tea gardens exported last year nearly 228,000,000 pounds, almost half the amount consumed by the world. When first established in Assam, sixty years ago, the product was twenty-three pounds, but the Indian teas have wrested the scepter so long wielded by China.

Mexico exported to the United States last year 4,000,000 pounds of chicle, an exudation of the sapota tree, which is used in the manufacture of chewing gum.

## My Mother-in-Law.

Who flares the gas up awful bright  
To make the catnip tea at night,  
And chokes it down our squalling mite?  
My mother-in-law.

Who makes the servants hustle 'round,  
That not a speck of dust be found;  
Sees everything, hears every sound?  
My mother-in-law.

Who makes my wife look neat and bright,  
Domestic woes keeps out of sight,  
And takes my part in ev'ry fight?  
My mother-in-law.

The thought of her my whole soul fills  
With everlasting grateful thrills,  
For, bless her heart, she pays the bills—  
My mother-in-law.

An enquiry by a capitalist as to the cassava production in Florida, with a view to establishing a starch factory in the State, has set the Florida farmers to dreaming of new sources of wealth. Cassava grows as freely and on as poor soil as the potato. It will grow on nearly every acre of soil in the State, its tops will propagate like cane, and the roots will keep in the soil and need not be rushed to market. Given fair notice, Florida can, in two years thereafter, produce enough of the cassava to keep every starch factory in the United States at work until another crop is grown. The present product is unknown, as it is only grown for home consumption. It is better than the choicest tapioca, Florida people say, and an acre planted with it will produce more farinaceous food for man and beast than the same area planted for any other crop except bananas.

The practice of selling quinine in piece-packets to the masses of Burmah, through the agency of the postal department, has not been attended with any great success, after a trial of almost two years. It is said that the people object to the bitter taste of the drug, and it is suggested that quinine pills should be introduced. In some parts of the southern Shan states the people are said to be very eager to obtain quinine.

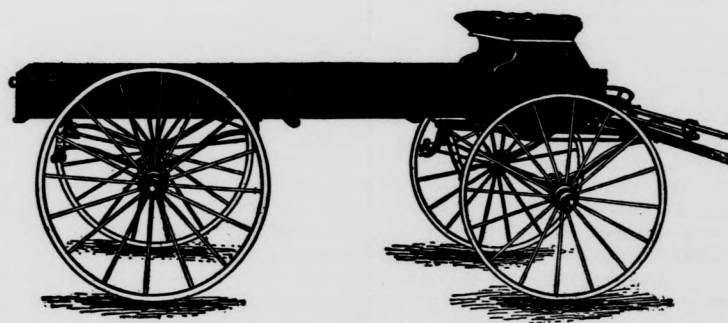
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Catalogue ofTinware  
and  
Enameled  
Warejust out. Drop  
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Manufacturers and Jobbers,

260 S. Ionia St.

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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.****Royal Steel****Granite Ware**

We have a complete stock and are making some low prices.

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



**"Othello's Occupation Gone."**

Lyle Merton in Hardware

To many men the loss of an occupation is unknown.

They have been lucky in this regard, and fail to appreciate the significance of the title to this article.

Fortune has seemed to smile upon them, and they little know that feeling which rises in a strong man's heart, who, after doing the best he could, finds himself in the dreaded situation, "out of work."

If he has been in business, and has worked against heavy odds, and has seen the grim spectre of failure in the distance, he may not be wholly unprepared for it when it does come, but the discouraging reality adds the climax to his worst of fears.

To the young man with no family to support, the loss of a situation is not so serious. If he is a young fellow of the right sort, he has some of his saved earnings to fall back upon, and he is full of hope and can look for another situation.

When a man loses a situation through no fault of his own, it sometimes is an advantage to him and proves a blessing in disguise.

Many men who have fair-salaried positions are contented to thus go through life having no higher hopes and aims than simply to do their work well, and never expect to be anything more than a clerk all their lives. They thus become dwarfed in their mental capabilities, and if they live to be old, their services gradually become less and less valuable to their employers. Had some men of this stamp lost their positions early in life, the struggle that they would have been forced to make would have tended to develop what was best in them.

Many of the most successful business men of to-day would not have achieved their present financial positions had they always remained clerks. Had they had their choice perhaps, they would always have been clerks; but many of them lost their situations, and this very fact was the door which opened up the way to starting a business of their own. So, should these words catch the eye of any young man recently discharged, let him take fresh hope and courage, and resolve to do something for himself. If he is made of the right kind of stuff, and is contented to start in a small way, and be satisfied with slender wages for himself for a few years, his chances for winning a competency are good. To such a man, although the loss of his situation at first seemed a misfortune, in the end it will prove one of the greatest benefits that ever befell him.

But the many who are unfortunate enough to lose their situations—the man with a family to support, whose health perhaps is partly gone, and the fire and ambition of his early days also gone—it is a sad condition.

A case recently came under the writer's notice which illustrates this fact. A man of fifty-two had failed in business. He had a partner, but they were forced to assign, owing to hard times, and our friend found himself without means of livelihood. He had begun life as a clerk at fifteen, and at thirty, having accumulated a few dollars, commenced business with a partner. He, himself, knew nothing of the financial part of the business, leaving the book-keeping to his partner. He worked early and late, took few holidays, and was always found behind the counter.

Now, after the failure, when the affairs were wound up and it was evident that if the business were continued it would be useless for both to attempt to make a living from it, our friend fully realized his position.

To get up in the morning and not have the store to go to was indeed an innovation. The very thought of having nothing to do was a burden to him. He applied everywhere for a situation, but without success. Stores needing help preferred younger men with no families, so that if they discharged them again the responsibility would not be the same as with an elderly man. It was useless for him to seek employment in

other lines of business, as he knew nothing but what he had spent his life upon.

After a few weeks of enforced idleness, and when he was worrying himself into a state bordering upon despair, he was urged by a few friends to again start a small store for himself.

Kind friends furnished financial assistance and, with the past dear-bought experience, he was better prepared to make a success of it than before, and in a few years he was doing a fairly prosperous business, and making something more than a living.

But he had learned that the careful oversight of the finances was of the first importance, and that his trusting too much to his former partner had been the mistake of his life.

Of course, this man had friends who proved of great value to him in his time of need. And there are few men out of work but have the same. They may not be able to render financial aid, but they are ever ready to extend sympathy and offer encouragement, which are very much needed and appreciated by one in such an unfortunate position. It never pays a man to lose heart, no matter how dark the prospect, for a discouraged man can do little for himself or for anybody else.

Two cases of a single cent bothering the Treasury Department have come to light. When Grover Cleveland went out of the White House on March 4, the accounting officers of the Department found that they owed him 1 penny, the accumulation of fractions of a cent shaved off the forty-eight monthly vouchers paid him during his presidential term. It took three months for the warrant to go through the circuitous channels of the red tape system. But a more remarkable case of marvelous book-keeping was developed by the settlement of a balance involving a single copper cent, which had puzzled the book-keeping experts for seven years. As long ago as 1890 a controversy arose between the Treasury Department and the Auditor of the Postoffice over a shortage of 1 cent. An investigating committee took up his accounts minutely, and at last discovered that many years ago the disbursing officer had credited himself with an odd cent, and the shortage was his. Prompt payment was made.

Uncle Sam has changed the color of his postage stamps four times within the past twenty years, and now the color of the two-cent carmine stamp is to be changed back to green, on the plea that the carmine stamp is too flashy for a Government document, and green is considered more dignified and proper. The color of the new stamp will be the same shade as that of the silver certificates and greenback notes. The principal saving in the use of green ink is due to the fact that it is bought in large quantities for revenue stamps and notes, while red ink is bought in small quantities for stamps alone. Considering the fact that the green postage stamp was driven out by the public clamor against it only a few years ago, it is odd that it should now bob up again on the score of economy.

A Philadelphia doctor has added the occupation of cook to the profession of curing the ills to which the flesh is heir. He has had in his practice so many enquiries from his women patients as to how to make some simple dish prescribed by himself that he has turned his attention during his summer vacation to the culinary art, with the result that he can now prepare a light sick diet or a delicate repast with a savor faire which an old time housekeeper might well envy. A room adjoining his office has been converted into a kitchen.

**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
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**BUTTS, CAST**

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

**BLOCKS**

Ordinary Tackle.....	70
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**CROW BARS**

Cast Steel.....	per lb 4
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**CAPS**

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

**CARTRIDGES**

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

**CHISELS**

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

**DRILLS**

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

**ELBOWS**

Com. 4 piece, 6 in.....	doz. net 55
Corrugated.....	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.....	17

**GAUGES**

Stanley Rule and Level Co.'s.....	60&10
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**KNOBS—New List**

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

**MATTOCKS**

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

**NAILS**

Advance over base, on both Steel and Wire.....	
Steel nails, base.....	1 65
Wire nails, base.....	1 75
30 to 60 advance.....	Base
10 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
1 advance.....	15
Casing 10 advance.....	50
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 1/2 advance.....	85

**MILLS**

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

**MOLASSES GATES**

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

**PLANES**

Ohio Tool Co.'s, fancy.....	250
Sciotia Bench.....	60
Sandusky Tool Co.'s, fancy.....	250
Bench, first quality.....	250
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
Yeakes & Plumb's.....	dis 10&10
Mason's Solid Cast Steel.....	30c lis.

**HOUSE FURNISHING GOODS**

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

**HOLLOW WARE**

Pots.....	60&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
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**ROPES**

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

**SQUARES**

Steel and Iron.....	
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
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**SASH WEIGHTS**

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

Steel, Game.....	60&10
Onelda Community, Newhouse's.....	50
Onelda Community, Hawley & Norton's.....	70&10
Mouse, choker.....	per doz 1 25
Mouse, delusion.....	per doz 1 25

**WIRE**

Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
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, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80

**MISCELLANEOUS**

Bird Cages.....	50
Pumps, Cistern.....	80
Screws, New List.....	85
Caster, Bed and Plate.....	50&10&10
Dampers, American.....	50

**METALS—Zinc**

600 pound casks.....	6 1/4
Per pound.....	6 1/4

**SOLDER**

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

**TIN—Melyn Grade**

10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
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
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6 Quires, 480 pages.....	4 00

**Invoice Record or Bill Book.**

80 Double Pages, Registers 2,880 invoices.....	\$2-00
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GRAND RAPIDS.



## Woman's World

### The Despot of the Hearth.

Women are so given to thinking of themselves as monopolizing the virtue of self-sacrifice, and as immolating themselves on the altar of their homes, that it never occurs to them how often their rule degenerates into absolute tyranny. There probably isn't a woman in the world who would admit to the fault, yet every one of us could pick out a dozen women among our acquaintances who are veritable despots in their own homes, and whose families are ruled by a law as inflexible as that of the Medes and the Persians.

The despotic woman is not by any means a bad woman. On the contrary, she is usually possessed of many shining virtues, and is generally what is known in common parlance as a "managing woman." Her children are always well cared for, her house is always orderly, her husband never has cause to complain of her extravagance. She is an affectionate wife and a devoted mother. But she thinks well of herself. She has absolute reliance on her own judgment, and she insists on implicit obedience. In justification she will say that she does it for the good of her family, and with a sublime egotism she arrogates to herself the right to shape their lives and judge of the things that will make or mar their happiness.

With such a woman the desire to rule grows by what it feeds upon, and there is nothing too trivial to escape her espionage. She decides a career for a son, or a marriage for a daughter, with the same nonchalance with which she forces them to conform to her taste in dress. She never allows her husband a liberty. He must give as strict an account of every hour as a trusty from a penitentiary out on ticket of leave. If she happens to be dyspeptic she forces her family to live on health food abominations. If she is neat they walk in fear and trembling lest they should upset things. Rash, indeed, is the one who differs with her in politics, and anathemas for the one who holds another religious faith from hers.

It is the despots of the hearth who are the bane of church societies and women's clubs. They have bulldozed their own families into such abject submission that they cannot bear to be thwarted at any turn. Such a woman will never yield to the majority. She will get up and walk out, and start a little opposition society of her own that she can run according to her own notions. No cause could be high and holy enough to induce her to sink her own wishes, and she has done inestimable harm, and been the insuperable obstacle in the way of many a beneficent philanthropic project.

When the despotic woman thinks about herself, so far from appreciating her faults, she is filled with the modest conviction that her husband and children possess an estimable jewel, for which they can never be sufficiently grateful. She never realizes that it is quite possible to pay too high even for a treasure, and that the best thing that could happen in many a family would be a regular Fourth of July declaration of independence, followed by a revolution, in which the tyrant on the hearth would be forever deposed.

KATHERINE COLE.

### Every Day Manners.

A Baltimore woman recently brought suit for divorce from her husband, al-

leging in her bill of complaints that he had neglected to show her, since their marriage, any of those little courtesies which he had lavished so profusely upon her in the days of courtship. If she wanted a chair she must fetch it herself; he did not remove his hat when with her in an elevator, and when they entered a public conveyance he preceded her, and left her to scramble in the best way she could unassisted. In short, he treated her with such boorish rudeness that she found his society unendurable, and so prayed the court to deliver her from it.

In view of the serious offenses for which divorces are usually asked, a complaint of lack of manners must seem trivial enough, and yet it is doubtful if there is any more dangerous foe to domestic happiness than the lack of common politeness. It is the little things of life that fret and try us. A grain of sand in the shoe becomes, in time, the most unendurable agony. It is easier to forgive and forget a grave sin than it is the constant little rudenesses that offend us at every turn, and that smart like the sting of a gadfly.

There is nothing more remarkable than the fact that so very few consider it necessary to be polite in their own families. The man who would not, for the world, have contradicted his sweetheart's wildest statement does not hesitate to tell his wife she doesn't know what she is talking about, or rudely flash out his impatience on her if he happens to be angry. How seldom does a woman pay any attention to her husband's remarks. He tells her his best anecdote, and when he has finished she asks some question that shows her thoughts have been a thousand miles away and that she has missed the point of his pet joke. Let some intrepid person venture on repeating, in the bosom of his family, a story he has heard, and some affectionate and considerate relative may be relied on to mention the fact that it is a chestnut. The dullest observer can single out the married couples and the brothers and sisters at the theater by the wearied and bored air they wear and the stony silence that reigns between them. Evidently neither party thinks it worth while to try to be interesting or agreeable to their "home folks."

Now, these are brutalities we should never dream of inflicting on an outsider. We should smile at the thrice-told tale as if we had never heard it before. If a stranger invites us to go to the theater with him, we make conversation and exert ourselves to be entertaining, but it doesn't seem worth while to put ourselves to any trouble for our own household or to show them any of the common amenities of good society.

Yet the home is the very heart of life. It is not strangers who make or mar our happiness, but those to whom we are bound by the close ties of blood and relationship, and there is always a certain pathos in thinking how often we strain the silken leash that binds us to our nearest and dearest.

We talk a great deal about the fidelity of affection, and yet have a comfortable theory that we may treat those we love as we please. Never was there a greater fallacy, and sweet love is slain by neglect and rudeness as often as by some great fault. The woman whose husband shows her the tender courtesies of a sweetheart is never the woman who grows weary of her home and longs for a career. The man who is sure of exquisite consideration from his wife, and who finds in her an intelligent and sympathetic audience, is the man who is a home-keeping man. Surely, this is very little to ask—merely the politeness we should show to any chance guest or the merest stranger. The most beneficent crusade that could be started would be a reform in everyday manners. What the world needs is an unlimited supply of politeness for home consumption.

Florida papers state that photographs recently made for exhibition show twenty-eight pineapples, estimated to weigh about 400 pounds, growing on a plot of ground ten feet square, near Orlando, in that State.

### Metallic Cheese.

Metallic cheese is a discovery of the public analyst of Sheffield, England, says Food and Sanitation. It is a compound liberally fortified with crystallized sulphate of zinc, which enables a "round" of cheese to preserve for a long period a fresh and youthful complexion, no unsightly cracks and swellings appearing on its surface to excite the suspicions of timid buyers. The zinc preparation is known in the trade as cheese spice—a title as little warranted as it would be to call a handful of tin tacks shrimp sauce or salad dressing. It appears that in Canada—where the filled cheese comes from—it is the practice of unscrupulous dealers to use metallic lead for the above purposes—a fact to which attention has also been directed, and which should prove especially interesting to people anxious to avoid a heavy diet. It is refreshing, says the St. James Gazette, to find the local authorities in the provinces tracking down the ingenious adulterator and subjecting him to heavy penalties. Canada never allows any fraud practices of this kind to flourish, and it is safe to say that "metallic cheese" will become a diminishing quantity.

Probably the most accommodating railway trains in the world are those run on some of the minor lines in Norway and Sweden. Perhaps it was here the term "accommodation train" had its origin. The train plunges madly along from one station to another, generally five or six kilometers, each kilometer being almost three-fifths of a mile. Then it stops a long time. There is much running to and fro, visiting between travelers and their acquaintances on the station platforms, lifting of hats, man to man, and no end of eating and drinking. Almost every station has its luncheon counter, and some one is hungry at every stop. The guard moves up and down the train, closing door after door, but he has no sooner got his passengers corralled at one end of the long line of carriages than some of them have bro-

ken out again at the other. This traveler wants another beer (he has already had one, in addition to a couple at the last station before this) and another renews a conversation with his local friends. The guard stands about in respectful patience, and finally lifts his hat deferentially and says: "If you are ready, gentlemen, we will start."

It is claimed that an important find of petroleum has been made in Canada in the extreme eastern part of the Gaspé peninsula. A well recently bored is said to be at present yielding 200 barrels a day, and shows no signs of giving out.

## 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.

## 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.



## Commercial Travelers

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

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

### Gripsack Brigade.

The man who can't stand adversity can't stand prosperity.

Unfair competition is a weapon in the other fellow's hands.

People who can't make mistakes are not engaged in business.

Renew every day's business. You will find that it pays dividends.

We can't throw mud at a competitor and come out with clean hands.

It is always a case of love at first sight between prudence and energy.

Those who owe the most are the ones who buy the things they don't need.

Industry, temperance and good nature is a mixture that assures business health.

The more brains a man possesses, the greater capacity he has for making an ass of himself.

Extravagance keeps out of sight until full grown and then knocks a fellow out the first round.

"Money makes the mare go"—but there are lots of us who have never learned to ride.

The reason most aristocrats are bores is because politeness is so cheap everybody can use it.

In using others' misfortunes as stepping stones you are going down hill. They lead that way.

John Fell (Bradley & Metcalf Co.) is spending a week in Milwaukee for the purpose of posting up on his spring line.

Landlord Frank Harris, at Newberry, has a curiosity in the way of a deer's head. It has twenty-four points, two of which hang down and look like those of a moose. He has been offered \$300 for it.

Henry Brink (Worden Grocer Co.) skinned his leg last Thursday while trying to climb into a carriage which was in motion, sustaining injuries which will keep him away from his customers for some time. His route is being covered in the meantime by Harry Worden.

Peter Sauers, a Calumet saloon-keeper and drayman, has prospered during the late depression, especially the last year. He owns 580 shares of Calumet and Hecla stock. He has received about \$20,000 the last year in dividends and the increased valuation of his stock has been about \$133,000. He is well known among the travelers and is just as anxious to earn a quarter by hauling a trunk as any drayman in town.

A Muskegon correspondent writes: Geo. W. Howell was re-arrested at Chicago last Wednesday on a charge of forgery preferred by Merriam, Collins & Co. Mr. Howell was arrested in this city several weeks ago on a charge of

forgery, pertaining to the same alleged offense for which he must now stand trial in Chicago. He had an examination before Justice Sterenberg, and, as the evidence that was brought out did not warrant holding him for trial on that score, he was discharged. Howell laid in jail a couple of days, when he secured bail through the influence of his brother-in-law, Clarence M. Philabaum. The examination was begun Monday, but was adjourned until Thursday, so as to enable Howell to take his witnesses over from this city.

Frank H. Clay, late of Albion, who has for seven years been with W. J. Quan & Co., of Chicago, has associated himself with Webster, Cobb & Co., lumber dealers of Charlotte, Eaton Rapids and Olivet, and purchased the business of the Ypsilanti Lumber Co., of Ypsilanti, where the firm name will be the same as at Charlotte. Mr. Clay began traveling on the road in 1882, and was for eight years with H. P. Webster, of the above firm, in the cracker business at Jackson, when they sold out to the United States Baking Co. The Tradesman joins with Mr. Clay's many friends in wishing him success in his new venture; and it speaks well for him that, on severing his connection with the firm he has so long represented, the senior Quan should say to him: "Go! Lose what you have saved up. Then come back to me and I will give you the best place I've got!"

The commercial traveler must not consider his personal appearance a secondary matter. It is rightly expected of every well-bred person that he have full command over his features and movements. No one can question that it is very bad taste to gesticulate violently while engaged in conversation, to buttonhole people or to talk them down. A traveling man should be quiet and dignified, and look with an honest directness, carefully avoiding a rude stare, into the face of his interlocutor. Good manners carry the approbation of every one. Even the uneducated cannot help being fascinated by them. We cannot too highly recommend the habit of closely following the laws and rules prescribed by good society, because they are founded on mutual respect and good will. With equal emphasis we condemn the rudeness of those agents who seem to think they have the right to act and speak just as they please. These, of course, expect to transact business, but we are convinced that those in competition with them whose manners are at all times proper will have the advantage in securing trade.

"The best evidence I know of the progress of education and refinement in the West is shown in the styles of footwear now sold to country merchants," said W. C. Adams, a St. Louis drummer. "The trade for men, no less than for women, shows this improvement. Even so brief a period as ten years ago I sold most orders of coarse kip boots and shoes to our country customers. Now I have not a single call for this cheap, heavy quality of goods. Then I used to see buxom, red-faced country lassies come into the small towns along the railroads in coarse, heavy shoes, all twisted and warped out of shape, and buy more of the same kind of footwear, paying usually a maximum price of \$1.50. It is different now, however. Young ladies of the rural districts at present come to town in neatly fitting calf leather shoes made of the finest material. And they are dressed in other particulars better and more tastefully

than were those I used to see a decade ago. But I can't say that there is the same bloom of robust health on their cheeks as characterized those who wore the 'stogy' shoes; nor do they look so contented and happy. Maybe, after all, the improvement has been in the wrong direction."

Every indication leads to the belief that the radical objection to the new mileage book—the exchanging of mileage slip for ticket at the ticket office—will be overcome in the course of a couple of weeks by the elimination of that feature from the book. This change, together with the adoption of an equitable arrangement for the checking of baggage past junction points, will render the new book an ideal one in every respect, owing to the large number of railways on which the book will be available, the \$10 bonus the purchaser is compelled to put up cutting very little figure with any considerable number of the fraternity. While the Tradesman does not believe in ceasing to battle until the field is won, it believes that the next meeting of the Central Passenger Association will demonstrate that the railway men themselves concede the impracticability and injustice of the exchange feature of the present book, and that they will make short work of so remodeling the scheme as to render it available for every traveler who covers the territory in which the book is good. Until this is done, the Tradesman advises the boys to continue the purchase of local mileage books, which can be had of practically all the roads in the State except the Vanderbilt lines (which are conducted on the principle of the public-bed-damned), as the use of the new book is tacit acceptance of the unnecessary features which have rendered it so obnoxious to the rank and file of the fraternity.

A. L. Moeller, Assistant Passenger Agent of the F. & P. M. Railroad, was in town Tuesday and was seen by a representative of the Tradesman. Mr. Moeller asserted that the alleged interview recently published in the Saginaw Globe, in which he was represented as denouncing as dishonest those traveling men who oppose the new mileage book, was unauthorized and misleading, inasmuch as it attributed to him statements he never uttered, and ascribed to him sentiments which he never entertained. In justice to Mr. Moeller it should be stated that he has always been a consistent friend of the boys on the road, having shown a disposition to favor them in every way possible on more than one occasion. Mr. Moeller's explanation of the circumstances surrounding the unfortunate publication in the newspaper above referred to leads to the belief that his action in the premises was entirely consistent with his past record, and that he was made the victim of a cunningly devised and carefully executed scheme to injure his name and reputation with the fraternity. The only thing the Tradesman is inclined to criticize in the matter is Mr. Moeller's backwardness in setting himself aright with the boys by way of a personal explanation of the incident. That he has not done so is due to his belief that his friends among the fraternity will refuse to believe the statements attributed to him themselves, and will also see to it that those who are strangers to him are not permitted to entertain the thought that he would place himself in an untenable position in relation to the boys on the road.

## 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.

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

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## NEW CITY HOTEL

HOLLAND, MICH.

We pledge the Commercial Travelers of Michigan our best efforts.

Rates \$2.00.

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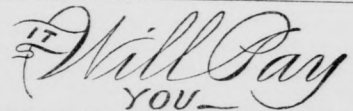
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FINEST HOTEL IN BAY CITY.

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.

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GRAND LEDGE, MICH.

Rates, \$1.00.

One block east of depot.

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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.

## 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.

## 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.



## Drugs==Chemicals

### MICHIGAN STATE BOARD OF PHARMACY.

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S. E. PARKILL, Owosso - Dec. 31, 1897  
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### Is the Practice of Pharmacy a Trade or a Profession?

Will the pharmacist of the future be a "mere storekeeper?" No. Will he be a strictly professional man? No. Will he devote himself exclusively to the dispensing of physicians' prescriptions? No, a thousand times No! The pharmacist of the future will unquestionably be a college man and a competent dispenser, but, before all and above all, the pharmacist of the future will be a keen, shrewd and progressive merchant. A "mere storekeeper?" No, indeed, but a well-educated business man, with disciplined faculties and with head full of the technical knowledge pertaining to his goods, sufficiently posted not to be a confiding fool or a credulous gull in the hands of the manufacturer, grasping comprehensively the chemical and pharmaceutical bearings of his calling, yet realizing that his first duty is to make a living, never feeling too good or too clever for his business, and never closing his eye to the main chance by day or by night.

I know that all this is opposed to the theories of those people who proclaim that a process of evolution is now proceeding among druggists—that the merchant druggists are dividing off into one camp, and the scientific professional dispensing pharmacists into another camp; and I hear much talk about the men who in the large cities are making a big success of their pharmacies devoted exclusively to dispensing. I know that you can find a handful of such men in each of the leading cities; the future will probably see an increase in their numbers; possibly many of them will qualify themselves to make chemical analyses, to examine germ cultures, to do expert work with foods and beverages, etc., etc.; but the fact remains that they will form in numbers an insignificant fraction of the great body of pharmacist even in the largest cities, while in the smaller cities and towns a subdivision of functions will be out of the question.

All this talk about the gradual evolution of a body of professional pharmacists, devoting themselves exclusively to skilled and scientific labors, would possess only a speculative and insignificant interest, were not the riders of that hobby-horse constantly proclaiming that "higher education is the only salvation of the pharmacist!" That is all wrong. The only salvation of the druggist is better business training and greater business ability! I'll back the graduate of a successful and thriving drug store against any Ph. G. who is a brilliant pharmacist but a poor business man. I believe in education; I believe in colleges of pharmacy, especially in those that offer good courses of laboratory work; I believe that the colleges impart a maximum of useful and necessary knowledge in a minimum of time; and

just as the dentist is more than a mechanic, possessing a sound knowledge of physiology, pathology, and dental medicine, so must the druggist be more than a mere trader; he must buy, test, and compound his drugs intelligently. But what would become of your "Doctor of Dental Surgery" if he despised manual labor? And what will become of your druggist if he despises trade? The prosperous druggist is essentially and primarily a merchant. If a well-educated merchant so much the better; but so much the worse if business training is neglected for education—if the tail gets to wagging the dog.

Right here let me impress upon you that college men are going to cut more and more of a figure in every branch of trade. Time was when a college man turned as naturally to law or medicine or theology or chemistry as a duck to water. But we have now changed all that. College graduates are flocking into all branches of trade, and after parting with some of their conceit and acquiring practical experience they prove excellent business men, with a vision for dollars as keen as anybody's. I have no patience with the narrow idea that a good college man is necessarily a poor business man.

The most striking kind of exposition is illustration, and I cannot better express my views as to the pharmacist of the future than by describing the course which I should have a son of mine follow if he showed an inclination to make the drug business his life-work. First, I should insist on a good general education. The youth must take a course in a good high school, graduating at the age of, say 18½. I should then put him in the hands of a shrewd and successful druggist for not less than two years. There his liking for the business would be thoroughly tested; he would grow familiar with its needs; he would learn how goods are bought, advertised and sold; he would acquire practical experience at a time when the mind is most receptive. My youth would then be ready for a college of pharmacy—the best I could find—the school offering the best courses in laboratory work and possessing the best teachers, for, as David Starr Jordan puts it, "it is the men who teach." It is the teachers who make the school, not fine libraries nor buildings nor laboratories. Would I have my youth become an expert bacteriologist, a food-analyst, a master of organic chemistry? Not much—he should devote his attention exclusively to the branches which bear directly on the drug business and which he would need subsequently every day of his life. If he shows an overmastering love of science, let him specialize and renounce pharmacy; but if he wants to become a druggist he must give up the notion of doing Lord Bacon's act by making all knowledge his province. When ready to graduate my young man would be 22 or 23 years of age, and I should cast about for a suitable berth for him, endeavoring to place him with a thoroughly keen, up-to-date, representative druggist—a man of character and weight as well as ability. In this position I should leave him for three or four years, so that he could profit by other people's blunders, make his own mistakes, and buy his experience at somebody else's expense. Meanwhile he would be earning and saving a little money. He would now be ready for a first-class position, or for a possible partnership, or for a personal investment as soon as he should com-

mand the capital; and he would be a thorough master of his craft.

I am confident that the pharmacist or druggist of the future will pursue some such course. He will place a high value on book learning and college teaching; he will keep himself thoroughly informed as to the advances which pharmaceutical science is constantly recording; he will be the intelligent aid and guide of the physician in everything relating to the administration of medicine; but he will be essentially, primarily, and principally a business man, thoroughly versed in buying, advertising and selling; quick in perceiving what to purchase and what to make with profit; understanding human nature; grasping every opportunity. He will fear no competition, because the very arena in which he must compete has been his drilling-ground, and no matter what changes occur in medicine or pharmacy he will have plenty of arrows left in his quiver.

And now let me ask: Whence comes this longing for the bauble of professionalism—whence this foolish and absurd talk about "mere storekeepers?" Trace them both and you will find their root in some of the pharmaceutical schools where young men are encouraged in the deplorable illusion that a college course will lift them above the hard, strenuous, but inevitable competitions of mercantile life. Because the actualities of business are severe and unpalatable, some of our teachers and not a few of our druggists shrink from looking the truth stoutly in the face; they will not accept the difficult situation just as it is, and prepare for it accordingly. These unfortunates are lulling themselves to sleep in a fool's paradise of professionalism; with few exceptions they will awake in a purgatory of failure and disappointment. The problem of the professional man is comparatively simple: he has only to study long and hard, prepare himself faithfully, and then wait for employment. The druggist of the future will have to do all this, and more; he will acquire competence in every branch of his occupation, and then, besides, he will everlastingly hustle for business—seek-

ing the support of the physicians, catering to family trade, absorbing all the transient custom that can be made to come his way; scheming, pushing, advertising, and winning everybody's confidence by ability, by education, and by that rigid uprightness in dealing which is, after all, the biggest winner in the race for success.

S. H. CARRAGAN.

### The Drug Market.

Staples are all in a very firm position and rapidly advancing.

Opium—This article advances at the rate of about 2½¢ per day and has now reached about the cost of importation.

Morphine—Is as yet unchanged, but there is no question but an advance will take place shortly.

Quinine—Foreign brands have advanced within the last thirty days 6c per oz., and another advance of from 2 to 3c is expected daily. Quinine barks have advanced nearly 100 per cent. in twelve months. Quinine is now selling at about the same price it was a year ago. The demand is on the increase, while the supplies of good quinine barks grow less. Everything points to very much higher prices. New York quinine advanced 2c on the 25th.

Olive Oil—Advanced 4c per gal., and higher prices are probable.

Crushed Soap Bark—Very scarce and advancing.

Norwegian Cod Liver Oil—It is believed that the bottom has been reached and higher prices are looked for from now on.

Oil Cassia—This article is advancing.

Cultivation of the camphor tree in Florida has passed the experimental stage, and arrangements are to be made by the Agricultural Department for its thorough introduction. It is believed that the country will soon be producing a supply of camphor sufficient for its own needs.

**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.



**MILTON KERNS,**

Manufacturer.

No. 52 9th Street, Pittsburgh, Pa.

## El Puritano

Finest 10c Cigar on Earth

Couchas	1-20	\$55.00
Bouquets	1-40	\$58.00
Perfectos	1-20	\$60.00
Cabinets	1-40 (5½ in.)	\$70.00

**B. J. REYNOLDS,**  
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Distributors for Michigan.



## WHOLESALE PRICE CURRENT.

Advanced— Declined—					
<b>Acidum</b>					
Aceticum.....	60 3	Conium Mac.....	35 50	Sellae Co.....	50
Benzolicum, German	70 75	Copaiba.....	1 10 120	Solutan.....	50
Boric.....	15	Cubebae.....	90 100	Prunus virg.....	50
Carbolicum.....	29 41	Exechthitis.....	1 00 110	<b>Tinctures</b>	
Citricum.....	40 42	Erigeron.....	1 00 110	Aconitum Napellis R	60
Hydrochlor.....	30 5	Gaultheria.....	1 50 160	Aconitum Napellis F	50
Nitrosum.....	80 10	Geranium, ounce.....	75	Aloes.....	60
Oxalicum.....	12 14	Hedera.....	1 00 110	Aloes and Myrrh.....	60
Phosphoricum, dil.....	15	Juniper.....	1 00 110	Arnica.....	50
Salicylicum.....	13 65	Lavender.....	90 200	Assafetida.....	50
Sulphuricum.....	13 65	Limonis.....	1 20 140	Atrope Belladonna.....	60
Tannicum.....	1 25 140	Mentha Piper.....	1 00 220	Aurant Cortex.....	50
Tartaricum.....	38 40	Mentha Verid.....	2 10 225	Benzoin.....	60
<b>Ammonia</b>		Morhuue, gal.....	1 00 110	Benzoiln Co.....	50
Aqua, 16 deg.....	40 6	Myrcia.....	4 00 450	Cantharides.....	50
Aqua, 20 deg.....	60 8	Olive.....	75 300	Capicum.....	50
Carbonas.....	13 14	Picis Liquida.....	10 12	Cardamon.....	50
Chloridum.....	13 14	Picis Liquida, gal.....	35	Cardamon Co.....	50
<b>Aniline</b>		Ricina.....	95 104	Castor.....	100
Black.....	2 00 2 25	Rosmarini.....	1 00	Catechu.....	50
Brown.....	80 1 00	Rose, ounce.....	6 50 8 50	Cinchona.....	50
Red.....	45 50	Succini.....	40 45	Cinchona Co.....	50
Yellow.....	2 50 3 00	Sabina.....	90 100	Columba.....	50
<b>Baccæ</b>		Santal.....	2 50 7 00	Cubeba.....	50
Cubææ..... po. 18	13 15	Sassafras.....	50 55	Cassia Acutifol.....	50
Juniperus.....	60 8	Sinapis, ess., ounce.....	65	Cassia Acutifol Co.....	50
Xanthoxylum.....	25 30	Tiglit.....	1 40 1 50	Digitalis.....	50
<b>Balsamum</b>		Thyme.....	40 50	Ferri Chloridum.....	35
Copaiba.....	50 55	Thyme, opt.....	1 60	Gentian.....	50
Peru.....	40 45	Theobromas.....	15 20	Gentian Co.....	50
Terabin, Canada.....	75 80	<b>Potassium</b>		Guaiaca.....	50
Tolutan.....	75 80	Bi-Carb.....	15 18	Guaiaca ammon.....	50
<b>Cortex</b>		Bichromate.....	13 15	Hyoscyamus.....	50
Abies, Canadian.....	18	Bromide.....	48 51	Iodine.....	75
Cassia.....	12	Carb.....	12 15	Iodine, colorless.....	75
Cinchona Flav.....	15	Chlorate, po. 17@19c	16 18	Kino.....	50
Eucyymus atropurp	20	Cyanide.....	35 40	Labella.....	50
Myrica Cerifera, po.	20	Iodide.....	2 60 2 65	Myrrh.....	50
Prunus Virgini.....	12	Potassa, Bitart, pure	28 30	Nux Vomica.....	50
Quillaia, gr'd.....	12	Potassa, Bitart, com	28 30	Opil.....	50
Sassafras..... po. 18	12	Potass Nitras, opt.....	8 10	Opil, camphorated.....	1 50
Ulmus..... po. 15, gr'd	15	Potass Nitras.....	7 9	Opil, deodorized.....	50
<b>Extractum</b>		Prussiate.....	20 25	Quassia.....	50
Glycyrrhiza Glabra.....	24 25	Sulphate po.....	15 18	Rhatany.....	50
Glycyrrhiza, po.....	28 30	<b>Radix</b>		Rhei.....	50
Hæmatox, 15 lb box.....	11 12	Aconitum.....	20 25	Sanguinaria.....	50
Hæmatox, 1s.....	13 14	Althea.....	22 25	Serpentaria.....	50
Hæmatox, 1/2s.....	14 15	Anchusa.....	10 12	Stromonium.....	60
Hæmatox, 1/4s.....	16 17	Arum po.....	2 25	Tolutan.....	50
<b>Ferru</b>		Calamus.....	20 40	Valerian.....	50
Carbonate Precip.....	15	Gentiana..... po. 15	12 15	Veratrum Veride.....	50
Citrate and Quinia.....	2 25	Glycyrrhiza, pv. 15	16 18	Zingiber.....	20
Citrate Soluble.....	75	Hydrastis Canaden.....	35	<b>Miscellaneous</b>	
Ferrocyanidum Sol.....	40	Hydrastis Can., po.....	40	Ether, Spts. Nit. 3 F	30 35
Solut. Chloride.....	15	Hellobore, Alba, po.....	15 20	Ether, Spts. Nit. 4 F	30 35
Sulphate, com'l.....	2	Inula, po.....	15 20	Alumen.....	24 30
Sulphate, com'l, by	50	Ipecac, po.....	2 00 2 10	Alumen, gro'd, po. 7	30 4
bbl, per cwt.....	50	Iris plox..... po. 35@38	35 40	Annatto.....	40 50
Sulphate, pure.....	7	Jalapa, pr.....	25 30	Antimoni, po.....	40 5
<b>Flora</b>		Maranta, 1/2s.....	35	Antimoni et PotassT	40 50
Arnica.....	12 14	Podophyllum, po.....	22 25	Antipyrin.....	1 40
Antemith.....	18 25	Rhei, cut.....	75 1 00	Antifebrin.....	10 12
Matricaria.....	30 35	Rhei, pv.....	75 1 35	Argent Nitras, oz.....	10 12
<b>Folia</b>		Spigelia.....	35 40	Arsenicum.....	10 12
Barosma.....	15 20	Sanguinaria..... po. 40	35	Balm Gilead Bud.....	38 40
Cassia Acutifol, Tin.....	18 25	Serpentaria.....	30 35	Bismuth S. N.....	1 40 1 50
Cassia Acutifol, Alx.....	25 30	Senega.....	35 40	Calcium Chlor., 1s.....	9 10
Salvia officinalis, 1/2s	12 20	Similax, officinalis H	40	Calcium Chlor., 1/2s.....	9 10
and 1/4s.....	12 20	Smilax, M.....	40	Cantharides, Rus. po.....	15
Ura Ursi.....	8 10	Scilla..... po. 35	10 12	Capsici Fructus, af.....	15
<b>Gummi</b>		Symplocarpus, Feti.....	25	Capsici Fructus, B. po.....	15
Acacia, 1st picked.....	65	Valeriana, Eng. po. 30	15 20	Caryophyllus, po. 15	10 12
Acacia, 2d picked.....	45	Zingiber a.....	12 16	Carmine, No. 40.....	3 00
Acacia, 3d picked.....	45	Zingiber j.....	25 27	Cera Alba, S. & F.....	50 55
Acacia, sifted sorts.....	28	<b>Semen</b>		Cera Flava.....	40 42
Acacia, po. 18@20	60 80	Anisum..... po. 15	12	Coccus.....	40
Aloe, Barb. po. 18@20	12 14	Apium (graveleons)	13 15	Cassia Fructus.....	33
Aloe, Cape..... po. 15	12	Bird, 1s.....	40 42	Centaria.....	10
Aloe, Socotri..... po. 40	30	Carul..... po. 18	10 12	Cetaceum.....	45
Ammoniac.....	55 60	Cardamon..... po. 18	1 25 1 75	Chloroform.....	60 63
Assafetida..... po. 30	25 28	Coriandrum.....	8 10	Chloroform, squibbs	1 50 1 60
Benzoinum.....	50 55	Cannabis Sativa.....	40 44	Chondrus.....	20 25
Catechu, 1s.....	13	Cydonium.....	75 1 00	Cinchonidine, P. & W	20 25
Catechu, 1/2s.....	16	Chenopodium.....	10 12	Cinchonidine, Germ	15 22
Catechu, 1/4s.....	40 45	Dipterix Odorata.....	2 00 2 20	Cocaine.....	3 05 3 25
Camphora.....	40 50	Feniculum.....	10	Corks, list, dis. pr. 75	70
Euphorbium, po. 35	10	Fenugreek, po.....	7 9	Creosotum.....	35
Galbanum.....	10	Linl.....	30 4	Creta.....	2
Gamboge po.....	65 70	Linl, gr'd..... bbl. 3	40 44	Creta, prep.....	5
Guaiacum..... po. 35	30	Labella.....	40 44	Creta, precip.....	11
Kino..... po. 3.00	3 00	Pharlaris Canarian.....	40 44	Creta, Rubra.....	8
Mastic.....	60	Rapa.....	4 1/2	Crocus.....	18 20
Myrrh..... po. 45	40	Sinapis Albu.....	7 8	Cudbear.....	24
Opil..... po. 4.00@4.20	2 85 2 95	Sinapis Nigra.....	11 12	Cupri Sulph.....	50 6
Shellac.....	25 30	<b>Spiritus</b>		Dextrine.....	10 12
Shellac, bleached.....	40 45	Frumentum, W. D. Co.	2 00 2 50	Ether Sulph.....	75 90
Tragacanth.....	50 55	Frumentum, D. F. R.	2 00 2 25	Emery, all numbers	8
<b>Herba</b>		Frumentum.....	1 25 1 50	Emery, po.....	30 35
Absinthium, oz. pkg	25	Juniperis Co. O. T.	1 65 2 00	Ergota..... po. 40	30 35
Eupatorium, oz. pkg	20	Juniperis Co.....	1 75 2 30	Flake White.....	12 15
Lobelia..... oz. pkg	20	Saacharum N. E.....	90 2 10	Galla.....	23
Majorum..... oz. pkg	23	Spt. Vinl Galli.....	1 75 6 50	Gambier.....	8 9
Mentha Vir..... oz. pkg	28	Vini Oporto.....	1 25 2 00	Gelatin, Cooper.....	60
Rue..... oz. pkg	30	Vini Albu.....	1 25 2 00	Gelatin, French.....	35 60
Tanacetum Voz. pkg	22	<b>Sponges</b>		Gelatin, Resub.....	60, 10&10
Thymus, V. oz. pkg	25	Florida sheeps' wool	2 50 2 75	Glassware, flint, box	60
<b>Magnesia</b>		carriage.....	2 00	Glue, brown.....	90 12
Calcined, Pat.....	55 60	Nassau sheeps' wool	2 00	Glue, white.....	13 25
Carbonate, Pat.....	20 22	carriage.....	2 00	Glycerina.....	14 20
Carbonate, K. & M.....	20 25	Velvet extra sheeps'	2 00	Grana Paradisi.....	15
Carbonate, Jennings	35 36	wool, carriage.....	2 125	Humulus.....	25 55
<b>Oleum</b>		Extra yellow sheeps'	2 00	Hydraag Chlor Mite	80
Absinthium..... 3 25 3 50		wool, carriage.....	2 100	Hydraag Ox Rub'm.	90
Amygdala, Dule.....	30 35	Grass sheeps' wool,	2 100	Hydraag Ammonlati	1 00
Amygdala, Amara.....	8 00 8 25	carriage.....	2 100	Hydraag Unguentum	45 55
Anisi.....	2 30 2 60	Hard, for slate use.	2 75	Hydrargyrum.....	65
Aurant Cortex.....	2 00 2 20	Yellow Reef, for	2 140	Indigo.....	75 1 00
Bergamit.....	2 40 2 50	slate use.....	2 140	Iodine, Resub.....	2 60 3 70
Caljupiti.....	75 80	<b>Syrups</b>		Iodine, Iodoform.....	4 20
Caryophylli.....	60 65	Acacia.....	50	Lupulin.....	2 25
Cedar.....	65	Aurant Cortes.....	50	Lycopodium.....	40 45
Chenopadi.....	35 40	Zingiber.....	50	Macle.....	65 75
Cinnamonil.....	1 90 2 00	Ipecac.....	50	Liquor Arse. et Hy-	25
Citronella.....	40 45	Ferri Iod.....	50	drag Iod.....	10 12
		Rhei Arom.....	50	LiquorPotassArsinit	20 3
		Smilax Officinalis.....	50	Magnesia, Sulph.....	2 1/2
		Senega.....	50	Mannia, S. F.....	50 60
		Scilla.....	50	Menthol.....	2 40

Morphia, S.P. & W.	1 95 2 20	Sinapis.....	18	Linseed, pure raw.....	38 41
Morphia, S.N.Y. Q. &	1 85 2 10	Sinapis, opt.....	30	Linseed, boiled.....	40 43
C. Co.....	1 85 2 10	Snuff, Maccaboy, De	34	Neatsfoot, winter str	65 70
Moschus Canton.....	40	Voes.....	34	Spirits Turpentine.....	34 40
Myristica, No. 1.....	65 80	Snuff, Scotch, DeVo's	34		
Nux Vomica..... po. 20	80	Soda Boras.....	7 9	<b>Paints</b>	
Os Sepia.....	15 18	Soda Boras, po.....	7 9	BBL.	LB
Pepsin Saac, H. & P.	1 00	Soda et Potass Tart.	20 28	Red Venetian.....	1 1/2 2 25
Picis Liq. N.N. 1/2 gal.	1 00	Soda, Carb.....	1 1/2 2 28	Ochre, yellow Mars.....	1 1/2 2 24
doz.....	2 00	Soda, Bi-Carb.....	3 1/2 4	Ochre, yellow Ber.....	1 1/2 2 23
Picis Liq., quarts.....	1 00	Soda, Sulphas.....	2 20	Putty, commercial.....	2 1/2 2 1/2 2 3
Picis Liq., pints.....	85	Soda, Cologne.....	2 20	Putty, strictly pure.....	2 1/2 2 1/2 2 3
Pil Hydrarg..... po. 80	50	Spts. Ether Co.....	50 55	Vermilion, Prime	
Piper Nigra..... po. 22	18	Spt. Myrcia Dom.....	9 00	American.....	13 15
Piper Alba..... po. 35	30	Spts. Vini Rect. bbl.	2 46	Vermilion, English.....	70 75
Plix Burgun.....	7	Spts. Vini Rect. 1/2 bbl.	2 51	Green, Paris.....	13 1/2 19
Plumbi Acet.....	10 12	Spts. Vini Rect. 10 gal	2 51	Green, Peninsular.....	13 16
Pulvis Ipecac et Opil	1 10 1 20	Spts. Vini Rect. 5 gal	2 56	Lead, Red.....	5 1/2 6
Pyrethrum, boxes H.	60	Less 5c gal. cash 10 days		Lead, white.....	5 1/2 6
& P. D. Co., doz.....	1 25	Strychnia, Crystal.....	1 40 1 45	Whiting, white Span	70
Pyrethrum, pv.....	30 33	Sulphur, Subl.....	2 1/2 3	Whiting, gliders.....	30
Quassia.....	80	Sulphur, Roll.....	2 1/2 3	White, Paris Amer.....	1 00
Quinia, S. P. & W.....	32 37	Tamarinds.....	36 10	Whiting, Paris Eng.	
Quinia, S. German.....	32 37	Terebenth Venice.....	28 30	cliff.....	1 40
Quinia, N.Y.....	32 37	Theobromæ.....	42 45	Universal Prepared.....	1 00 1 15
Rubia Tinctorum.....	12 14	Vanilla.....	9 00 16 00		
Saccharum Lactis pv	18 20	Zinci Sulph.....	7 8	<b>Varnishes</b>	
Salicin.....	3 00 3 10			No. 1 Turp Coach.....	1 10 1 20
Sanguis Draconis.....	40 50			Extra Turp.....	1 60 1 70
Sapo, W.....	12 14			Coach Body.....	2 75 3 00
Sapo, M.....	10 12			No. 1 Turp Furn.....	1 00 1 10
Sapo, G.....	2 25			Extra Turk Damar.....	1 55 1 80
Siedlitz Mixture.....	20 22			Jap. Dryer, No. 1 Turp	70 75

# Hazeltine & Perkins Drug Co.

## Sundry Department

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

Perfumes Soaps Combs  
Mirrors Powder Puffs  
Tooth, Nail, Hair, Cloth, Infant, Bath, and  
Shaving Brushes  
Fountain and Family Syringes  
Tweezers Key Rings Cork Screws  
Razors Razor Strops  
Violin, Guitar and Banjo Strings  
Atomizers  
Suspensory Bandages  
Toilet and Bath Sponges

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

Hazeltine & Perkins Drug Co.  
Grand Rapids, Mich.



# GROCERY PRICE CURRENT.

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

<div>AXLE GREASE.</div> <table><tr><td>Aurora.....</td><td>55</td><td>6 00</td></tr><tr><td>Castor Oil.....</td><td>60</td><td>7 00</td></tr><tr><td>Diamond.....</td><td>50</td><td>4 00</td></tr><tr><td>Fraser's.....</td><td>75</td><td>9 00</td></tr><tr><td>IXL Golden, tin boxes 75</td><td>9 00</td><td></td></tr><tr><td>Nica, tin boxes.....</td><td>75</td><td>9 00</td></tr><tr><td>Paragon.....</td><td>55</td><td>6 00</td></tr></table> <div>BAKING POWDER.</div> <div>Absolute.</div> <table><tr><td>1/4 lb cans doz.....</td><td>45</td></tr><tr><td>1/2 lb cans doz.....</td><td>85</td></tr><tr><td>1 lb cans doz.....</td><td>1 50</td></tr></table> <div>Acme.</div> <table><tr><td>1/4 lb cans 3 doz.....</td><td>45</td></tr><tr><td>1/2 lb cans 3 doz.....</td><td>75</td></tr><tr><td>1 lb cans 1 doz.....</td><td>1 00</td></tr><tr><td>Bulk.....</td><td>10</td></tr></table> <div>El Purity.</div> <table><tr><td>1/4 lb cans per doz.....</td><td>75</td></tr><tr><td>1/2 lb cans per doz.....</td><td>1 20</td></tr><tr><td>1 lb cans per doz.....</td><td>2 00</td></tr></table> <div>Home.</div> <table><tr><td>1/4 lb cans 4 doz case.....</td><td>35</td></tr><tr><td>1/2 lb cans 4 doz case.....</td><td>55</td></tr><tr><td>1 lb cans 2 doz case.....</td><td>90</td></tr></table> <div>JAXON</div> <table><tr><td>1/4 lb cans, 4 doz case.....</td><td>45</td></tr><tr><td>1/2 lb cans, 4 doz case.....</td><td>55</td></tr><tr><td>1 lb cans, 2 doz case.....</td><td>1 60</td></tr></table> <div>Jersey Cream.</div> <table><tr><td>1 lb. cans, per doz.....</td><td>2 00</td></tr><tr><td>9 oz. ca s., per doz.....</td><td>1 25</td></tr><tr><td>6 oz. cans, per doz.....</td><td>85</td></tr></table> <div>Our Leader.</div> <table><tr><td>1/4 lb cans.....</td><td>45</td></tr><tr><td>1/2 lb cans.....</td><td>75</td></tr><tr><td>1 lb cans.....</td><td>1 50</td></tr></table> <div>Peerless.</div> <table><tr><td>1 lb. cans.....</td><td>85</td></tr></table> <div>BATH BRICK.</div> <table><tr><td>American.....</td><td>70</td></tr><tr><td>English.....</td><td>80</td></tr></table> <div>BLUING.</div> <div>CONDENSED PEARL BLUING</div> <table><tr><td>1 doz. pasteboard Boxes.....</td><td>40</td></tr><tr><td>3 doz. wooden boxes.....</td><td>1 20</td></tr></table> <div>BROOMS.</div> <table><tr><td>No. 1 Carpet.....</td><td>1 90</td></tr><tr><td>No. 2 Carpet.....</td><td>1 75</td></tr><tr><td>No. 3 Carpet.....</td><td>1 50</td></tr><tr><td>No. 4 Carpet.....</td><td>1 15</td></tr><tr><td>Parlor Gem.....</td><td>2 00</td></tr><tr><td>Common Whisk.....</td><td>70</td></tr><tr><td>Fancy Whisk.....</td><td>80</td></tr><tr><td>Warehouse.....</td><td>2 25</td></tr></table> <div>CANDLES.</div> <table><tr><td>8s.....</td><td>7</td></tr><tr><td>16s.....</td><td>8</td></tr><tr><td>Paraffine.....</td><td>8</td></tr></table> <div>CANNED GOODS.</div> <div>Manitowoc Peas.</div> <table><tr><td>Lakeside Marrowfat.....</td><td>1 00</td></tr><tr><td>Lakeside E. J.....</td><td>1 30</td></tr><tr><td>Lakeside, Cham. of Eng.....</td><td>1 40</td></tr><tr><td>Lakeside, Gem. Ex. Sifted.....</td><td>1 55</td></tr></table> <div>CHEESE.</div> <table><tr><td>Acme.....</td><td>@ 10 1/2</td></tr><tr><td>Amboy.....</td><td>@ 10 1/2</td></tr><tr><td>Byron.....</td><td>@ 10 1/2</td></tr><tr><td>Elsie.....</td><td>@ 11</td></tr><tr><td>Gem.....</td><td>@ 11</td></tr><tr><td>Gold Medal.....</td><td>@ 11</td></tr><tr><td>Hartford.....</td><td>@ 11</td></tr><tr><td>Ideal.....</td><td>@ 11</td></tr><tr><td>Jersey.....</td><td>@ 10 1/2</td></tr><tr><td>Lenawee.....</td><td>@ 10 1/2</td></tr><tr><td>Riverside.....</td><td>@ 10 1/2</td></tr><tr><td>Sparta.....</td><td>@ 10 1/2</td></tr><tr><td>Brick.....</td><td>@ 10</td></tr><tr><td>Edam.....</td><td>@ 75</td></tr><tr><td>Leiden.....</td><td>@ 75</td></tr><tr><td>Limburger.....</td><td>@ 85</td></tr><tr><td>Pineapple.....</td><td>@ 43</td></tr><tr><td>Sap Sago.....</td><td>@ 18</td></tr></table>	Aurora.....	55	6 00	Castor Oil.....	60	7 00	Diamond.....	50	4 00	Fraser's.....	75	9 00	IXL Golden, tin boxes 75	9 00		Nica, tin boxes.....	75	9 00	Paragon.....	55	6 00	1/4 lb cans doz.....	45	1/2 lb cans doz.....	85	1 lb cans doz.....	1 50	1/4 lb cans 3 doz.....	45	1/2 lb cans 3 doz.....	75	1 lb cans 1 doz.....	1 00	Bulk.....	10	1/4 lb cans per doz.....	75	1/2 lb cans per doz.....	1 20	1 lb cans per doz.....	2 00	1/4 lb cans 4 doz case.....	35	1/2 lb cans 4 doz case.....	55	1 lb cans 2 doz case.....	90	1/4 lb cans, 4 doz case.....	45	1/2 lb cans, 4 doz case.....	55	1 lb cans, 2 doz case.....	1 60	1 lb. cans, per doz.....	2 00	9 oz. ca s., per doz.....	1 25	6 oz. cans, per doz.....	85	1/4 lb cans.....	45	1/2 lb cans.....	75	1 lb cans.....	1 50	1 lb. cans.....	85	American.....	70	English.....	80	1 doz. pasteboard Boxes.....	40	3 doz. wooden boxes.....	1 20	No. 1 Carpet.....	1 90	No. 2 Carpet.....	1 75	No. 3 Carpet.....	1 50	No. 4 Carpet.....	1 15	Parlor Gem.....	2 00	Common Whisk.....	70	Fancy Whisk.....	80	Warehouse.....	2 25	8s.....	7	16s.....	8	Paraffine.....	8	Lakeside Marrowfat.....	1 00	Lakeside E. J.....	1 30	Lakeside, Cham. of Eng.....	1 40	Lakeside, Gem. Ex. Sifted.....	1 55	Acme.....	@ 10 1/2	Amboy.....	@ 10 1/2	Byron.....	@ 10 1/2	Elsie.....	@ 11	Gem.....	@ 11	Gold Medal.....	@ 11	Hartford.....	@ 11	Ideal.....	@ 11	Jersey.....	@ 10 1/2	Lenawee.....	@ 10 1/2	Riverside.....	@ 10 1/2	Sparta.....	@ 10 1/2	Brick.....	@ 10	Edam.....	@ 75	Leiden.....	@ 75	Limburger.....	@ 85	Pineapple.....	@ 43	Sap Sago.....	@ 18	<div>CHOCOLATE.</div> <div>Walter Baker &amp; Co.'s.</div> <table><tr><td>German Sweet.....</td><td>32</td></tr><tr><td>Premium.....</td><td>31</td></tr><tr><td>Breakfast Cocoa.....</td><td>42</td></tr></table> <div>CLOTHES LINES.</div> <table><tr><td>Cotton, 40 ft. per doz.....</td><td>1 00</td></tr><tr><td>Cotton, 50 ft. per doz.....</td><td>1 20</td></tr><tr><td>Cotton, 60 ft. per doz.....</td><td>1 40</td></tr><tr><td>Cotton, 70 ft. per doz.....</td><td>1 60</td></tr><tr><td>Cotton, 80 ft. per doz.....</td><td>1 80</td></tr><tr><td>Jute, 50 ft. per doz.....</td><td>80</td></tr><tr><td>Jute, 72 ft. per doz.....</td><td>85</td></tr></table> <div>Chicory.</div> <table><tr><td>Bulk.....</td><td>5</td></tr><tr><td>Red.....</td><td>7</td></tr></table> <div>COCOA SHELLS.</div> <table><tr><td>20 lb bags.....</td><td>2 1/2</td></tr><tr><td>Less quantity.....</td><td>3</td></tr><tr><td>Pound packages.....</td><td>4</td></tr></table> <div>CREAM TARTAR.</div> <table><tr><td>5 and 10 lb. wooden boxes.....</td><td>30-35</td></tr></table> <div>COFFEE.</div> <div>Green.</div> <div>Rio.</div> <table><tr><td>Fair.....</td><td>10</td></tr><tr><td>Good.....</td><td>12</td></tr><tr><td>Prime.....</td><td>13</td></tr><tr><td>Golden.....</td><td>14</td></tr><tr><td>Peaberry.....</td><td>15</td></tr></table> <div>Santos.</div> <table><tr><td>Fair.....</td><td>14</td></tr><tr><td>Good.....</td><td>15</td></tr><tr><td>Prime.....</td><td>16</td></tr><tr><td>Peaberry.....</td><td>17</td></tr></table> <div>Mexican and Guatamale.</div> <table><tr><td>Fair.....</td><td>16</td></tr><tr><td>Good.....</td><td>17</td></tr><tr><td>Fancy.....</td><td>18</td></tr></table> <div>Maracaibo.</div> <table><tr><td>Prime.....</td><td>21</td></tr><tr><td>Milled.....</td><td>21</td></tr></table> <div>Java.</div> <table><tr><td>Interior.....</td><td>50</td></tr><tr><td>Private Growth.....</td><td>52</td></tr><tr><td>Mandehling.....</td><td>54</td></tr></table> <div>Mocha.</div> <table><tr><td>Imitation.....</td><td>52</td></tr><tr><td>Arabian.....</td><td>54</td></tr></table> <div>Roasted.</div> <table><tr><td>Clark-Jewell-Wells Co.'s Brands</td><td></td></tr><tr><td>Fifth Avenue.....</td><td>28</td></tr><tr><td>Jewell's Arabian Mocha.....</td><td>28</td></tr><tr><td>Wells' Mocha and Java.....</td><td>24</td></tr><tr><td>Wells' Perfection Java.....</td><td>24</td></tr><tr><td>Sanecho.....</td><td>23</td></tr><tr><td>Breakfast Blend.....</td><td>20</td></tr><tr><td>Valley City Maracaibo.....</td><td>18 1/2</td></tr><tr><td>Ideal Blend.....</td><td>13</td></tr><tr><td>Leader Blend.....</td><td>12</td></tr></table> <div>Package.</div> <p>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.</p> <table><tr><td>Arhuckle.....</td><td>11 00</td></tr><tr><td>Jersey.....</td><td>11 00</td></tr><tr><td>McLaughlin's XXXX.....</td><td>11 00</td></tr></table> <div>Extract.</div> <table><tr><td>Valley City 1/4 gross.....</td><td>75</td></tr><tr><td>Felix 1/4 gross.....</td><td>1 15</td></tr><tr><td>Hummel's foil 1/4 gross.....</td><td>85</td></tr><tr><td>Hummel's tin 1/4 gross.....</td><td>1 45</td></tr></table> <div>CATSUP.</div> <table><tr><td>Columbia, pints.....</td><td>4 25</td></tr><tr><td>Columbia, 1/2 pints.....</td><td>2 50</td></tr></table> <div>CLOTHES PINS.</div> <table><tr><td>5 gross boxes.....</td><td>40</td></tr></table>	German Sweet.....	32	Premium.....	31	Breakfast Cocoa.....	42	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, 50 ft. per doz.....	80	Jute, 72 ft. per doz.....	85	Bulk.....	5	Red.....	7	20 lb bags.....	2 1/2	Less quantity.....	3	Pound packages.....	4	5 and 10 lb. wooden boxes.....	30-35	Fair.....	10	Good.....	12	Prime.....	13	Golden.....	14	Peaberry.....	15	Fair.....	14	Good.....	15	Prime.....	16	Peaberry.....	17	Fair.....	16	Good.....	17	Fancy.....	18	Prime.....	21	Milled.....	21	Interior.....	50	Private Growth.....	52	Mandehling.....	54	Imitation.....	52	Arabian.....	54	Clark-Jewell-Wells Co.'s Brands		Fifth Avenue.....	28	Jewell's Arabian Mocha.....	28	Wells' Mocha and Java.....	24	Wells' Perfection Java.....	24	Sanecho.....	23	Breakfast Blend.....	20	Valley City Maracaibo.....	18 1/2	Ideal Blend.....	13	Leader Blend.....	12	Arhuckle.....	11 00	Jersey.....	11 00	McLaughlin's XXXX.....	11 00	Valley City 1/4 gross.....	75	Felix 1/4 gross.....	1 15	Hummel's foil 1/4 gross.....	85	Hummel's tin 1/4 gross.....	1 45	Columbia, pints.....	4 25	Columbia, 1/2 pints.....	2 50	5 gross boxes.....	40	<div>CONDENSED MILK.</div> <div>4 doz in case.</div> <table><tr><td>Gall Borden Eagle.....</td><td>6 75</td></tr><tr><td>Crown.....</td><td>6 25</td></tr><tr><td>Daisy.....</td><td>6 25</td></tr><tr><td>Champion.....</td><td>4 50</td></tr><tr><td>Magnolia.....</td><td>4 25</td></tr><tr><td>Challenge.....</td><td>3 50</td></tr><tr><td>Dime.....</td><td>3 25</td></tr></table> <div>COUPON BOOKS.</div> <div>TRADESMAN</div> <div>1</div> <div>CREDIT COUPON</div> <div>TRADESMAN</div> <div>5</div> <div>CREDIT COUPON</div> <div>Tradesman Grade.</div> <table><tr><td>50 books, any denom.....</td><td>1 50</td></tr><tr><td>100 books, any denom.....</td><td>2 50</td></tr><tr><td>500 books, any denom.....</td><td>11 50</td></tr><tr><td>1,000 books, any denom.....</td><td>20 00</td></tr></table> <div>Economic Grade.</div> <table><tr><td>50 books, any denom.....</td><td>1 50</td></tr><tr><td>100 books, any denom.....</td><td>2 50</td></tr><tr><td>500 books, any denom.....</td><td>11 50</td></tr><tr><td>1,000 books, any denom.....</td><td>20 00</td></tr></table> <div>ONE CENT COUPON</div> <div>Universal Grade.</div> <table><tr><td>50 books, any denom.....</td><td>1 50</td></tr><tr><td>100 books, any denom.....</td><td>2 50</td></tr><tr><td>500 books, any denom.....</td><td>11 50</td></tr><tr><td>1,000 books, any denom.....</td><td>20 00</td></tr></table> <div>Superior Grade.</div> <table><tr><td>50 books, any denom.....</td><td>1 50</td></tr><tr><td>100 books, any denom.....</td><td>2 50</td></tr><tr><td>500 books, any denom.....</td><td>11 50</td></tr><tr><td>1,000 books, any denom.....</td><td>20 00</td></tr></table> <div>Coupon Pass Books.</div> <p>Can be made to represent any denomination from \$10 down.</p> <table><tr><td>20 books.....</td><td>1 00</td></tr><tr><td>50 books.....</td><td>2 00</td></tr><tr><td>100 books.....</td><td>3 00</td></tr><tr><td>250 books.....</td><td>6 25</td></tr><tr><td>500 books.....</td><td>10 00</td></tr><tr><td>1,000 books.....</td><td>17 50</td></tr></table> <div>Credit Checks.</div> <table><tr><td>500, any one denom'n.....</td><td>3 00</td></tr><tr><td>1,000, any one denom'n.....</td><td>5 00</td></tr><tr><td>2,000, any one denom'n.....</td><td>8 00</td></tr><tr><td>Steel punch.....</td><td>75</td></tr></table> <div>DRIED FRUITS—DOMESTIC</div> <div>Apples.</div> <table><tr><td>Sundried.....</td><td>@ 4 1/2</td></tr><tr><td>Evaporated 50 lb boxes.....</td><td>@ 6</td></tr></table> <div>California Fruits.</div> <table><tr><td>Apricots.....</td><td>9 @ 10</td></tr><tr><td>Blackberries.....</td><td>6 @</td></tr><tr><td>Nectarines.....</td><td>6 @</td></tr><tr><td>Peaches.....</td><td>7 1/2 @ 9</td></tr><tr><td>Pears.....</td><td>8 @</td></tr><tr><td>Pitted Cherries.....</td><td>12</td></tr><tr><td>Prunelles.....</td><td>12</td></tr><tr><td>Raspberries.....</td><td>12</td></tr></table> <div>California Prunes.</div> <table><tr><td>100-120 25 lb boxes.....</td><td>@ 5 1/2</td></tr><tr><td>90-100 25 lb boxes.....</td><td>@ 5 1/2</td></tr><tr><td>80-90 25 lb boxes.....</td><td>@ 6 1/2</td></tr><tr><td>70-80 25 lb boxes.....</td><td>@ 7</td></tr><tr><td>60-70 25 lb boxes.....</td><td>@ 7</td></tr><tr><td>50-60 25 lb boxes.....</td><td>@ 7</td></tr><tr><td>40-50 25 lb boxes.....</td><td>@ 7</td></tr><tr><td>30-40 25 lb boxes.....</td><td>@ 7</td></tr><tr><td>1/2 cent less in 50 lb cases</td><td></td></tr></table> <div>Raisins.</div> <table><tr><td>London Layers 2 crown.....</td><td>1 60</td></tr><tr><td>London Layers 3 crown.....</td><td>1 60</td></tr><tr><td>London Layers 5 crown.....</td><td>1 60</td></tr><tr><td>Dehesias.....</td><td>5 1/2</td></tr><tr><td>Loose Muscatels 2 Crown.....</td><td>6 1/2</td></tr><tr><td>Loose Muscatels 3 Crown.....</td><td>6 1/2</td></tr><tr><td>Loose Muscatels 4 Crown.....</td><td>7 1/2</td></tr></table> <div>FOREIGN.</div> <div>Currants.</div> <table><tr><td>Patras bbls.....</td><td>@ 6</td></tr><tr><td>Vostizas 50 lb cases.....</td><td>@ 6 1/2</td></tr><tr><td>Cleaned, bulk.....</td><td>@ 8</td></tr><tr><td>Cleaned, packages.....</td><td>@ 8 1/2</td></tr></table> <div>Peel.</div> <table><tr><td>Citron American 10 lb bx @ 14</td><td></td></tr><tr><td>Lemon American 10 lb bx @ 12</td><td></td></tr><tr><td>Orange American 10 lb bx @ 12</td><td></td></tr></table> <div>Raisins.</div> <table><tr><td>Ondura 28 lb boxes.....</td><td>8 @ 8 1/2</td></tr><tr><td>Sultana 1 Crown.....</td><td>@</td></tr><tr><td>Sultana 2 Crown.....</td><td>@</td></tr><tr><td>Sultana 3 Crown.....</td><td>@ 11 1/2</td></tr><tr><td>Sultana 4 Crown.....</td><td>@</td></tr><tr><td>Sultana 5 Crown.....</td><td>@</td></tr><tr><td>Sultana 6 Crown.....</td><td>@</td></tr></table>	Gall Borden Eagle.....	6 75	Crown.....	6 25	Daisy.....	6 25	Champion.....	4 50	Magnolia.....	4 25	Challenge.....	3 50	Dime.....	3 25	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	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	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	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	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	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	Sundried.....	@ 4 1/2	Evaporated 50 lb boxes.....	@ 6	Apricots.....	9 @ 10	Blackberries.....	6 @	Nectarines.....	6 @	Peaches.....	7 1/2 @ 9	Pears.....	8 @	Pitted Cherries.....	12	Prunelles.....	12	Raspberries.....	12	100-120 25 lb boxes.....	@ 5 1/2	90-100 25 lb boxes.....	@ 5 1/2	80-90 25 lb boxes.....	@ 6 1/2	70-80 25 lb boxes.....	@ 7	60-70 25 lb boxes.....	@ 7	50-60 25 lb boxes.....	@ 7	40-50 25 lb boxes.....	@ 7	30-40 25 lb boxes.....	@ 7	1/2 cent less in 50 lb cases		London Layers 2 crown.....	1 60	London Layers 3 crown.....	1 60	London Layers 5 crown.....	1 60	Dehesias.....	5 1/2	Loose Muscatels 2 Crown.....	6 1/2	Loose Muscatels 3 Crown.....	6 1/2	Loose Muscatels 4 Crown.....	7 1/2	Patras bbls.....	@ 6	Vostizas 50 lb cases.....	@ 6 1/2	Cleaned, bulk.....	@ 8	Cleaned, packages.....	@ 8 1/2	Citron American 10 lb bx @ 14		Lemon American 10 lb bx @ 12		Orange American 10 lb bx @ 12		Ondura 28 lb boxes.....	8 @ 8 1/2	Sultana 1 Crown.....	@	Sultana 2 Crown.....	@	Sultana 3 Crown.....	@ 11 1/2	Sultana 4 Crown.....	@	Sultana 5 Crown.....	@	Sultana 6 Crown.....	@	<div>FARINACEOUS GOODS.</div> <div>Farina.</div> <table><tr><td>24 1 lb. packages.....</td><td>1 75</td></tr><tr><td>Bulk, per 100 lbs.....</td><td>3 50</td></tr></table> <div>Grits.</div> <table><tr><td>Walsh-DeRoo Co.'s.....</td><td>2 40</td></tr><tr><td>Bulk in 100 lb. bags.....</td><td>3 40</td></tr></table> <div>Hominy.</div> <table><tr><td>Barrels.....</td><td>2 25</td></tr><tr><td>Flake, 50 lb. drums.....</td><td>1 00</td></tr></table> <div>Beans.</div> <table><tr><td>Dried Lima.....</td><td>3 1/2</td></tr><tr><td>Medium Hand Picked.....</td><td>1 10</td></tr></table> <div>Macaroni and Vermicelli.</div> <table><tr><td>Domestic, 10 lb. box.....</td><td>60</td></tr><tr><td>Imported, 25 lb. box.....</td><td>2 50</td></tr></table> <div>Pearl Barley.</div> <table><tr><td>Common.....</td><td>2 40</td></tr><tr><td>Chester.....</td><td>2 50</td></tr><tr><td>Empire.....</td><td>2 75</td></tr></table> <div>Peas.</div> <table><tr><td>Green, bu.....</td><td>50</td></tr><tr><td>Split, per lb.....</td><td>2</td></tr></table> <div>Rolled Oats.</div> <table><tr><td>Rolled Avena, bbl.....</td><td>4 40</td></tr><tr><td>Monarch, bbl.....</td><td>4 00</td></tr><tr><td>Monarch, 1/4 bbl.....</td><td>1 15</td></tr><tr><td>Private brands, bbl.....</td><td>3 91</td></tr><tr><td>Private brands, 1/2 bbl.....</td><td>2 08</td></tr><tr><td>Quaker, cases.....</td><td>3 20</td></tr></table> <div>Sago.</div> <table><tr><td>German.....</td><td>3 1/2</td></tr><tr><td>East India.....</td><td>3</td></tr></table> <div>Wheat.</div> <table><tr><td>Cracked, bulk.....</td><td>3 1/2</td></tr><tr><td>24 2 lb packages.....</td><td>2 50</td></tr></table> <div>Fish.</div> <div>Cod.</div> <table><tr><td>Georges cured.....</td><td>@ 4 1/2</td></tr><tr><td>Georges genuine.....</td><td>@ 5 1/2</td></tr><tr><td>Georges selected.....</td><td>@ 5 1/2</td></tr><tr><td>Strips or bricks.....</td><td>5 @ 7 1/2</td></tr></table> <div>Halibut.</div> <table><tr><td>Chunks.....</td><td>10</td></tr><tr><td>Strips.....</td><td>9</td></tr></table> <div>Herring.</div> <table><tr><td>Holland white hoops keg.....</td><td>80</td></tr><tr><td>Holland white hoops bbl.....</td><td>80</td></tr><tr><td>Norwegian.....</td><td>80</td></tr><tr><td>Round 100 lbs.....</td><td>80</td></tr><tr><td>Round 40 lbs.....</td><td>80</td></tr><tr><td>Scaled.....</td><td>80</td></tr></table> <div>Flackerel.</div> <table><tr><td>Mess 100 lbs.....</td><td>16 00</td></tr><tr><td>Mess 40 lbs.....</td><td>6 70</td></tr><tr><td>Mess 10 lbs.....</td><td>1 75</td></tr><tr><td>Mess 8 lbs.....</td><td>1 43</td></tr><tr><td>No. 1 100 lbs.....</td><td>14 50</td></tr><tr><td>No. 1 40 lbs.....</td><td>6 11</td></tr><tr><td>No. 1 10 lbs.....</td><td>1 60</td></tr><tr><td>No. 1 8 lbs.....</td><td>1 30</td></tr><tr><td>No. 2 100 lbs.....</td><td>1 75</td></tr><tr><td>No. 2 40 lbs.....</td><td>1 40</td></tr><tr><td>No. 2 10 lbs.....</td><td>1 22</td></tr><tr><td>No. 2 8 lbs.....</td><td>1 10</td></tr></table> <div>Sardines.</div> <table><tr><td>Russian kegs.....</td><td>55</td></tr></table> <div>Trout.</div> <table><tr><td>No. 1 100 lbs.....</td><td>4 00</td></tr><tr><td>No. 1 40 lbs.....</td><td>1 91</td></tr><tr><td>No. 1 10 lbs.....</td><td>55</td></tr><tr><td>No. 1 8 lbs.....</td><td>47</td></tr></table> <div>Whitefish.</div> <table><tr><td>No. 1 No. 2 Fam.....</td><td>100 lbs.....6 00 5 00 1 90</td></tr><tr><td>40 lbs.....</td><td>2 70 2 30 1 06</td></tr><tr><td>10 lbs.....</td><td>75 65 34</td></tr><tr><td>8 lbs.....</td><td>65 55 31</td></tr></table> <div>FLAVORING EXTRACTS.</div> <div>JENNINGS' FLAVORING EXTRACTS</div> <div>Jennings'.</div> <table><tr><td>D. C. Vanilla.....</td><td>2 00</td></tr><tr><td>3 oz.....</td><td>1 20</td></tr><tr><td>3 oz.....</td><td>1 50</td></tr><tr><td>4 oz.....</td><td>2 00</td></tr><tr><td>6 oz.....</td><td>2 30</td></tr><tr><td>No. 8 4 00</td><td></td></tr><tr><td>No. 10 6 00</td><td></td></tr><tr><td>No. 2 T.1 25</td><td></td></tr><tr><td>No. 3 T.2 00</td><td></td></tr><tr><td>No. 4 T.2 40</td><td></td></tr><tr><td>D. C. Lemon.....</td><td>2 00</td></tr><tr><td>3 oz.....</td><td>1 20</td></tr><tr><td>3 oz.....</td><td>1 50</td></tr><tr><td>4 oz.....</td><td>2 00</td></tr><tr><td>6 oz.....</td><td>2 30</td></tr><tr><td>No. 8 4 00</td><td></td></tr><tr><td>No. 10 6 00</td><td></td></tr><tr><td>No. 2 T.1 25</td><td></td></tr><tr><td>No. 3 T.2 00</td><td></td></tr><tr><td>No. 4 T.1 50</td><td></td></tr></table> <div>HERBS.</div> <table><tr><td>Sage.....</td><td>15</td></tr><tr><td>Hops.....</td><td>15</td></tr></table> <div>INDIGO.</div> <table><tr><td>Madras, 5 lb boxes.....</td><td>55</td></tr><tr><td>S. F., 2, 3 and 5 lb boxes.....</td><td>50</td></tr></table> <div>JELLY.</div> <table><tr><td>15 lb pails.....</td><td>45</td></tr><tr><td>30 lb pails.....</td><td>75</td></tr></table> <div>LYE.</div> <table><tr><td>Condensed, 2 doz.....</td><td>1 20</td></tr><tr><td>Condensed, 4 doz.....</td><td>2 25</td></tr></table>	24 1 lb. packages.....	1 75	Bulk, per 100 lbs.....	3 50	Walsh-DeRoo Co.'s.....	2 40	Bulk in 100 lb. bags.....	3 40	Barrels.....	2 25	Flake, 50 lb. drums.....	1 00	Dried Lima.....	3 1/2	Medium Hand Picked.....	1 10	Domestic, 10 lb. box.....	60	Imported, 25 lb. box.....	2 50	Common.....	2 40	Chester.....	2 50	Empire.....	2 75	Green, bu.....	50	Split, per lb.....	2	Rolled Avena, bbl.....	4 40	Monarch, bbl.....	4 00	Monarch, 1/4 bbl.....	1 15	Private brands, bbl.....	3 91	Private brands, 1/2 bbl.....	2 08	Quaker, cases.....	3 20	German.....	3 1/2	East India.....	3	Cracked, bulk.....	3 1/2	24 2 lb packages.....	2 50	Georges cured.....	@ 4 1/2	Georges genuine.....	@ 5 1/2	Georges selected.....	@ 5 1/2	Strips or bricks.....	5 @ 7 1/2	Chunks.....	10	Strips.....	9	Holland white hoops keg.....	80	Holland white hoops bbl.....	80	Norwegian.....	80	Round 100 lbs.....	80	Round 40 lbs.....	80	Scaled.....	80	Mess 100 lbs.....	16 00	Mess 40 lbs.....	6 70	Mess 10 lbs.....	1 75	Mess 8 lbs.....	1 43	No. 1 100 lbs.....	14 50	No. 1 40 lbs.....	6 11	No. 1 10 lbs.....	1 60	No. 1 8 lbs.....	1 30	No. 2 100 lbs.....	1 75	No. 2 40 lbs.....	1 40	No. 2 10 lbs.....	1 22	No. 2 8 lbs.....	1 10	Russian kegs.....	55	No. 1 100 lbs.....	4 00	No. 1 40 lbs.....	1 91	No. 1 10 lbs.....	55	No. 1 8 lbs.....	47	No. 1 No. 2 Fam.....	100 lbs.....6 00 5 00 1 90	40 lbs.....	2 70 2 30 1 06	10 lbs.....	75 65 34	8 lbs.....	65 55 31	D. C. Vanilla.....	2 00	3 oz.....	1 20	3 oz.....	1 50	4 oz.....	2 00	6 oz.....	2 30	No. 8 4 00		No. 10 6 00		No. 2 T.1 25		No. 3 T.2 00		No. 4 T.2 40		D. C. Lemon.....	2 00	3 oz.....	1 20	3 oz.....	1 50	4 oz.....	2 00	6 oz.....	2 30	No. 8 4 00		No. 10 6 00		No. 2 T.1 25		No. 3 T.2 00		No. 4 T.1 50		Sage.....	15	Hops.....	15	Madras, 5 lb boxes.....	55	S. F., 2, 3 and 5 lb boxes.....	50	15 lb pails.....	45	30 lb pails.....	75	Condensed, 2 doz.....	1 20	Condensed, 4 doz.....	2 25	<div>Souders'.</div> <p>Oval bottle, with corkscrew. Best in the world for the money.</p> <div>Regular Grade Lemon.</div> <table><tr><td>2 oz.....</td><td>75</td></tr><tr><td>4 oz.....</td><td>1 50</td></tr></table> <div>Regular Grade Vanilla.</div> <table><tr><td>2 oz.....</td><td>1 20</td></tr><tr><td>4 oz.....</td><td>2 40</td></tr></table> <div>XX Grade Lemon.</div> <table><tr><td>2 oz.....</td><td>1 50</td></tr><tr><td>4 oz.....</td><td>3 00</td></tr></table> <div>XX Grade Vanilla.</div> <table><tr><td>2 oz.....</td><td>1 75</td></tr><tr><td>4 oz.....</td><td>3 50</td></tr></table> <div>GUNPOWDER.</div> <div>Rifle—Dupont's.</div> <table><tr><td>Kegs.....</td><td>4 00</td></tr><tr><td>Half Kegs.....</td><td>2 25</td></tr><tr><td>Quarter Kegs.....</td><td>1 25</td></tr><tr><td>1 lb. cans.....</td><td>30</td></tr><tr><td>1/2 lb. cans.....</td><td>18</td></tr></table> <div>Choke Bore—Dupont's.</div> <table><tr><td>Kegs.....</td><td>4 25</td></tr><tr><td>Half Kegs.....</td><td>2 40</td></tr><tr><td>Quarter Kegs.....</td><td>1 35</td></tr><tr><td>1 lb. cans.....</td><td>34</td></tr></table> <div>Eagle Duck—Dupont's.</div> <table><tr><td>Kegs.....</td><td>8 00</td></tr><tr><td>Half Kegs.....</td><td>4 25</td></tr><tr><td>Quarter Kegs.....</td><td>2 25</td></tr><tr><td>1 lb. cans.....</td><td>45</td></tr></table> <div>LICORICE.</div> <table><tr><td>Pure.....</td><td>30</td></tr><tr><td>Calabria.....</td><td>25</td></tr><tr><td>Sicily.....</td><td>14</td></tr><tr><td>Root.....</td><td>10</td></tr></table> <div>MASON FRUIT JARS.</div> <table><tr><td>Pints, 1 doz. box, per gross 4 25</td><td></td></tr><tr><td>Quarts, 1 d'z. box, per gr'ss 4 50</td><td></td></tr><tr><td>Half gal. 1 d'z. box, per gr'ss 6 00</td><td></td></tr><tr><td>Fruit Jar Rubbers, per gr'ss 25</td><td></td></tr><tr><td>Mason Caps only per gross 25</td><td></td></tr><tr><td>Glass Cover Fruit Jars.</td><td></td></tr><tr><td>"The Best" Fruit Keeper.</td><td></td></tr><tr><td>Pints, 1 doz. box, per gross 5 50</td><td></td></tr><tr><td>Quarts, 1 d'z. box, per gr'ss 5 75</td><td></td></tr><tr><td>Half gal. 1 d'z. box, per gr'ss 7 75</td><td></td></tr></table> <div>MINCE MEAT.</div> <table><tr><td>Ideal, 3 doz. in case.....</td><td>2 25</td></tr></table> <div>MATCHES.</div> <p>Diamond Match Co.'s brands.</p> <table><tr><td>No. 9 sulphur.....</td><td>1 65</td></tr><tr><td>Anchor Parlor.....</td><td>1 70</td></tr><tr><td>No. 2 Home.....</td><td>1 10</td></tr><tr><td>Export Parlor.....</td><td>4 00</td></tr></table> <div>NOLASSES.</div> <div>New Orleans.</div> <table><tr><td>Black.....</td><td>11</td></tr><tr><td>Fair.....</td><td>14</td></tr><tr><td>Good.....</td><td>20</td></tr><tr><td>Fancy.....</td><td>24</td></tr><tr><td>Open Kettle.....</td><td>25 @ 35</td></tr><tr><td>Half-barrels 2c extra.</td><td></td></tr></table> <div>PIPES.</div> <table><tr><td>Clay, No. 216.....</td><td>1 61</td></tr><tr><td>Clay, T. D. full count.....</td><td>65</td></tr><tr><td>Cob, No. 3.....</td><td>85</td></tr></table> <div>POTASH.</div> <p>48 cans in case.</p> <table><tr><td>Babbitt's.....</td><td>4 00</td></tr><tr><td>Penna Salt Co.'s.....</td><td>3 00</td></tr></table> <div>PICKLES.</div> <div>Medium.</div> <table><tr><td>Barrels, 1,200 count.....</td><td>5 00</td></tr><tr><td>Half bbls, 600 count.....</td><td>3 00</td></tr></table> <div>Small.</div> <table><tr><td>Barrels, 2,400 count.....</td><td>6 00</td></tr><tr><td>Half bbls, 1,200 count.....</td><td>3 50</td></tr></table> <div>RICE.</div> <div>Domestic.</div> <table><tr><td>Carolina head.....</td><td>6 1/2</td></tr><tr><td>Carolina No. 1.....</td><td>5</td></tr><tr><td>Carolina No. 2.....</td><td>4 1/2</td></tr><tr><td>Broken.....</td><td>3</td></tr></table> <div>Imported.</div> <table><tr><td>Japan, No. 1.....</td><td>5 1/2</td></tr><tr><td>Japan, No. 2.....</td><td>5</td></tr><tr><td>Java, No. 1.....</td><td>5</td></tr><tr><td>Table.....</td><td>5 1/2</td></tr></table> <div>SYRUPS.</div> <div>Corn.</div> <table><tr><td>Barrels.....</td><td>21</td></tr><tr><td>Half bbls.....</td><td>23</td></tr></table> <div>Pure Cane.</div> <table><tr><td>Fair.....</td><td>16</td></tr><tr><td>Good.....</td><td>20</td></tr><tr><td>Choice.....</td><td>25</td></tr></table> <div>SODA.</div> <table><tr><td>Boxes.....</td><td>5 1/2</td></tr><tr><td>Kegs, English.....</td><td>4 1/2</td></tr></table>	2 oz.....	75	4 oz.....	1 50	2 oz.....	1 20	4 oz.....	2 40	2 oz.....	1 50	4 oz.....	3 00	2 oz.....	1 75	4 oz.....	3 50	Kegs.....	4 00	Half Kegs.....	2 25	Quarter Kegs.....	1 25	1 lb. cans.....	30	1/2 lb. cans.....	18	Kegs.....	4 25	Half Kegs.....	2 40	Quarter Kegs.....	1 35	1 lb. cans.....	34	Kegs.....	8 00	Half Kegs.....	4 25	Quarter Kegs.....	2 25	1 lb. cans.....	45	Pure.....	30	Calabria.....	25	Sicily.....	14	Root.....	10	Pints, 1 doz. box, per gross 4 25		Quarts, 1 d'z. box, per gr'ss 4 50		Half gal. 1 d'z. box, per gr'ss 6 00		Fruit Jar Rubbers, per gr'ss 25		Mason Caps only per gross 25		Glass Cover Fruit Jars.		"The Best" Fruit Keeper.		Pints, 1 doz. box, per gross 5 50		Quarts, 1 d'z. box, per gr'ss 5 75		Half gal. 1 d'z. box, per gr'ss 7 75		Ideal, 3 doz. in case.....	2 25	No. 9 sulphur.....	1 65	Anchor Parlor.....	1 70	No. 2 Home.....	1 10	Export Parlor.....	4 00	Black.....	11	Fair.....	14	Good.....	20	Fancy.....	24	Open Kettle.....	25 @ 35	Half-barrels 2c extra.		Clay, No. 216.....	1 61	Clay, T. D. full count.....	65	Cob, No. 3.....	85	Babbitt's.....	4 00	Penna Salt Co.'s.....	3 00	Barrels, 1,200 count.....	5 00	Half bbls, 600 count.....	3 00	Barrels, 2,400 count.....	6 00	Half bbls, 1,200 count.....	3 50	Carolina head.....	6 1/2	Carolina No. 1.....	5	Carolina No. 2.....	4 1/2	Broken.....	3	Japan, No. 1.....	5 1/2	Japan, No. 2.....	5	Java, No. 1.....	5	Table.....	5 1/2	Barrels.....	21	Half bbls.....	23	Fair.....	16	Good.....	20	Choice.....	25	Boxes.....	5 1/2	Kegs, English.....	4 1/2
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## SOAP.

Andry.  
Arr. 's Brands.

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 00
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 &amp; CO.'S BRANDS.

American Family, wrp'd.....	3 34
American Family, unwr'd.....	3 25
Dome.....	3 33
Cabinet.....	2 20
Savon.....	2 50
Dusky Diamond 50 6 oz.....	2 10
Dusky Diamond 50 8 oz.....	3 00
Blue India, 100 1/2 lb.....	3 00
Kirkoline.....	3 75
Box.....	3 65

One box American Family  
free with five.



100 cakes, 75 lbs.....	2 80
Single box.....	2 75
5 box lots, delivered.....	2 70
10 box lots, delivered.....	2 60
25 box lots, delivered.....	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. Wisley's Brands.

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

Scouring.

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

Washing Powder.



100 12 oz pkgs..... 3 50

## STARCH.



Kingsford's Corn.

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

Kingsford's Silver Gloss.

40 1-lb packages.....	6 1/4
6-lb boxes.....	7

Diamond.

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

Common Corn.

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

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 30 pounds for the weight of the barrel.

Cut Leaf.....	5 75
Domino.....	5 61
Cubes.....	5 33
Powdered.....	5 38
XXXX Powdered.....	5 50
Mould A.....	5 38
Granulated in bbls.....	5 13
Granulated in bags.....	5 13
Extra Fine Granulated.....	5 25
Extra Coarse Granulated.....	5 25
Diamond Confec. A.....	5 13
Confec. Standard A.....	5 13
No. 1.....	4 88
No. 2.....	4 88
No. 3.....	4 88
No. 4.....	4 88
No. 5.....	4 81
No. 6.....	4 75
No. 7.....	4 69
No. 8.....	4 66
No. 9.....	4 66
No. 10.....	4 44
No. 11.....	4 38
No. 12.....	4 25
No. 13.....	4 19
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

## TOBACCOES.

## Cigars.

Clark-Jewell-Weils Co.'s brand.

New Brick.....	35 00
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Morrison, Plummer & Co.'s b'd.

Governor Yates, 4 1/2 in.....	58 00
Governor Yates, 4 1/4 in.....	65 00
Governor Yates, 5 1/4 in.....	70 00
Monitor.....	30 00

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

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

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

Star Green.....	35 00
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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.

Whitefish.....	Per lb.
Trout.....	8
Black Bass.....	10
Halibut.....	15
Ciscoes or Herring.....	10
Bluefish.....	10
Live Lobster.....	16
Boiled Lobster.....	18
Cod.....	10
Haddock.....	8
No. 1 Pickerel.....	9
Pike.....	7
Smoked White.....	8
Red Snapper.....	12
Cool River Salmon.....	15
Mackerel.....	18

Oysters in Cans.

F. H. Counts.....	35
Selects.....	25
Standards.....	20

Shell Goods.

Oysters, per 100.....	1 25 @ 1 50
Clams, per 100.....	9 @ 1 00

## Candies.

## Stick Candy.

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

## Mixed Candy.

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

## Fancy-In Bulk.

Lozenges, plain.....	9
Lozenges, printed.....	9
Choc. Drops.....	11 @ 14
Choc. Monumentals.....	11 @ 14
Gum Drops.....	6
Moss Drops.....	6
Sour Drops.....	9
Imperial.....	9

## Fancy-In 5 lb. Boxes.

Lemon Drops.....	250
Sour Drops.....	250
Peppermint Drops.....	250
Chocolate Drops.....	250
H. M. Choc. Drops.....	250
Gum Drops.....	250
Licorice Drops.....	250
A. B. Licorice Drops.....	250
Lozenges, plain.....	250
Lozenges, printed.....	250
Imperial.....	250
Motives.....	250
Cream Bar.....	250
Molasses Bar.....	250
Hand Made Creams.....	80 @ 1 00
Plain Creams.....	60 @ 1 00
Decorated Creams.....	250
String Rock.....	250
Burnt Almonds.....	1 25
Wintergreen Berries.....	250

## Caramels.

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

## Fruits.

## Oranges.

Choice Nipples.....	160s
Choice Nipples.....	200s @ 4 50
Rodis.....	200 Fancy @ 5 00

## Lemons.

Strictly choice 300s.....	23 50
Strictly choice 300s.....	23 50
Fancy 300s.....	24 00
Ex-Fancy 300s.....	24 50
Ex-Rodi 300s.....	26 00

## Bananas.

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

## Foreign Dried Fruits.

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

## Nuts.

Almonds, Tarragona.....	2 3
Almonds, Ivaca.....	2 11
Almonds, California.....	@ 15
Almonds, XXX home made.....	@ 8 1/2
Filberts.....	@ 10
Walnuts, Grenobles.....	@ 13
Walnuts, Calif No. 1.....	@ 10
Walnuts, soft shelled.....	@ 12
Calif.....	@ 13
Table Nuts, fancy.....	@ 13
Table Nuts, choice.....	@ 12
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.....	@ 4
Choice, H. P., Extras.....	@ 6

## Grains and Feedstuffs

## Wheat.

Winter Wheat Flour.

Local Brands.

Patents.....	5 50
Second Patent.....	5 00
Straight.....	4 80
Clear.....	4 40
Graham.....	4 40
Backwheat.....	4 70
Quaker.....	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
Guard, Fairfield & Co.'s Brand.....	5 00
Whole Wheat 1-lbs.....	5 20

## Spring Wheat Flour.

Clark-Jewell-Weils Co.'s Brand.

Pillsbury's Best 1/2s.....	5 70
Pillsbury's Best 1/4s.....	5 60
Pillsbury's Best 1/8s.....	5 50
Pillsbury's Best 1/4s paper.....	5 50
Pillsbury's Best 1/8s paper.....	5 50

Ball-Barnhart-Putman's Brand.

Grand Republic, 1/2s.....	5 80
Grand Republic, 1/4s.....	5 70
Grand Republic, 1/8s.....	5 60

Lemon & Wheeler Co.'s Brand.

Gold Medal 1/2s.....	5 80
Gold Medal 1/4s.....	5 70
Gold Medal 1/8s.....	5 60
Parisian, 1/2s.....	5 80
Parisian, 1/4s.....	5 70
Parisian, 1/8s.....	5 60

Olney & Judson's Brand.

Ceresota, 1/2s.....	5 80
Ceresota, 1/4s.....	5 70
Ceresota, 1/8s.....	5 60

Worden Grocer Co.'s Brand.

Laurel, 1/2s.....	5 80
Laurel, 1/4s.....	5 70
Laurel, 1/8s.....	5 60

## 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.....	1 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.....	24
Car lots, clipped.....	26
Less than car lots.....	30

## 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 1/2
Salted XXX, 3 lb. carton.....	4 1/2

## Soda.

Soda XXX.....	4
Soda XXX, 3 lb. carton.....	4 1/2
Soda, City.....	5
Zephyrette.....	9
Long Island Wafers.....	10
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.....	5 1/2

## 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
Jumbos, Honey.....	10
Molasses Cakes.....	6
Marshmallow.....	12
Marshmallow Creams.....	13
Pretzels, hand made.....	6
Pretzels, Little German.....	10
Sugar Cake.....	6
Sultanas.....	10
Sears' Lunch.....	7
Vanilla Square.....	7
Vanilla Wafers.....	12



## Shoes and Leather

Status of the Shoe Trade at Chicago.  
From the Dry Goods Reporter.

The demand for shoes in the Chicago market the past week has been fair. It has not come up to the busy weeks of the season, for the reason, mainly, that only a small part of the road men are on the road at the present time. It is a little too early yet to be starting out with spring samples, and fall retail trade is not far enough along that stocks need to be replenished with sizing-up orders.

Home trade has been quite good, several jobbers reporting that the week is one of the best of the season in that respect. Mail orders are a source of considerable trade also, but orders of very large size are not being placed just now, as a rule.

On all sides are heard complaints, especially among jobbers, of the inability to get goods to fill the advance orders promptly. The advance business was immense, and caught the manufacturers a little short. Shipping departments are busy, but they could be busier, and would work nights, even, if the goods could only be gotten to ship. The recent spell of hot weather proved to be a blessing in that it gave manufacturers a chance to get partially caught up. If all of September had been cool the demands upon them would be much greater than they are now, and jobbers would be in a bad predicament. The present cool weather has made retailers impatient for the goods they have ordered and not received, and has started up the demand for shoes by the consumers in a way that will soon necessitate the replenishing of stocks.

There is a noticeable revival in the demand for boots this fall. They have fallen almost entirely into disuse the past four or five years, and the class that wore them, the farmers, have been wearing shoes. They evidently have found, however, that the old high boot has many features that the shoe lacks, and they are beginning to wear them again. Both jobbers and manufacturers report that they have sold a good many of them this fall.

Traveling salesmen are preparing to start the advance business on spring lines. They are getting their samples together, and some of them will start the ball rolling this coming week. They will pay considerable attention also to duplicate orders on fall and winter shoes for the next two months.

Activity in the rubber trade, similar to the shoe trade, is largely confined to the shipping departments. Wholesale houses might be selling more than they are, but it is important that all orders now on the books be filled before the new terms go into effect, October 1. Small orders are discouraged, and most of the new business, therefore, is in dozen and case lots.

Local retail trade has been given an impetus by the arrival of cool weather and the stores are crowded. There has been too much of a rush to be maintained for many consecutive weeks, and although there is not likely to any decided falling off for some time to come, yet it is thought that the past week is above the average.

Good Things Said by Up-to-Date  
Shoe Dealers.

No matter what you pay for shoes here, we mean that your money shall bring you more shoe value than you ever dreamed of before.—P. T. Hallahan, Phila.

The clang of the school bell is heard in the land. Little hearts are fluttering, little feet are pattering. The call to duty is gladly welcomed by the children. They are buckling on their armor and are preparing to fight life's battles, and all they need now to complete their equipment is good understandings—in other words, good shoes.—Johnson's Shoe Palace, Altoona, Pa.

Our new fall shoes will be hand-sewed welt. We have found by actual comparison that, while the "hand process" and the "Goodyear process" are good,

the hand-sewed welt process is better. They cost more, but we stand the extra cost to introduce them.—Gimbel Bros., Phila.

The absolute completeness of our plans for doing a shoe business gives us a universal claim upon everybody. If elegant shoemaking is desired, we supply it, minus only the sham high prices that have so long prevailed. It is customary to ignore progress in shoemaking that reduces cost, and you are often imposed upon by high-price methods that belong to a dead past.—John Wanamaker, N. Y.

Look at this line of \$3 shoes for women. Touch the smooth, soft kid; bend the tough, hard but springy sole; test them as the wise shoe man tests them, and say, if you can, why they are not worth \$5.—P. T. Hallahan, Phila.

### Kid for Men's Shoes.

Kid is being used quite largely in men's shoes this season. The growth in the demand for kid for this use has been rapid, when the prejudice which existed against it at first is taken into consideration. It has only been two or three years since the chrome-tanned kid shoe made its appearance in colored stock for summer wear in men's goods. The experiment met with considerable adverse comment in and out of the trade. It was looked upon by many as one of those attempted innovations which are not heard of after a season or two. A very large percentage of men's and boys' shoes for summer wear are now made of this stock, and it is daily growing more popular in black stock for fall and winter. A few shoe manufacturers have gone so far as to decide to use kid exclusively in their men's and boys' shoes for next summer. Whether they have gone too far in doing this remains to be seen, although it is safe to predict that the demand for kid will grow steadily. This is true as applied to all classes of footwear, and is simply the natural result of the great improvement in the quality, of recent years. The manufacturers of kid will, therefore, in a measure, reap the reward of their superior product which did not come to them through any increase in price.

### Love Your Business.

A man can no more be successful in a business he does not like than can a man be happy with a wife he does not love.

Enthusiasm is the power which impels men onward in any and every avocation. Without it men are lethargic. They will drift. But to pull against the tide they are as unable as they are unwilling.

Drifting, however, does not win the race, either in business or aquatic events. There must be the long pull, the strong pull, and the pull with vigor.

Men in business to-day have no easy task. There is a great deal to discourage and very little to encourage. There are foes within and foes without to contend against.

Under such conditions it is no wonder so many either fail altogether or eke out a mere existence.

The antidote for despair is enthusiasm, and the germ of enthusiasm is love for or pleasure in that business or avocation in which you are embarked.

Therefore, if you would succeed, get in love with your business.

Remember, it takes all qualities of goods to meet the requirements of all kinds of people. Your competitor may not make or handle as good shoes as you do, but he may be pleasing his particular class of customers just as well as you are yours.

Colored shoes are now as much a standard product as are black goods. The only trouble is to know just which color and shade will be wanted most any particular season. The indications now are that lighter shades will prevail next summer.

Yellow gold, yellow fever, not yellow shoes—not next season!

## 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.



Johnnie says our Felt Goods  
**ARE warm!**

We believe the boy—and if you look over our line of Warm Goods, you will believe us, too.

Our general line of Footwear never was stronger in the history of our business, "and these are our busy days."

**HEROLD-BERTSCH SHOE CO.,**

5 & 7 PEARL STREET.



**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.



### The Manufacture of Beet Sugar.

Written for the TRADESMAN.

The manufacture of beet sugar is a subject now attracting wide interest, including farmers, merchants and capitalists throughout the country. I may, therefore, be pardoned for not only speaking from my own personal knowledge, but also quoting from a European writer of note who issued a small pamphlet on "The growth and manufacture of beet sugar" nearly fifty years ago. (Appleton & Co., N. Y., Publishers.) Of course, improvements in the manufacture have been made since that time, and yet there is still room for future progress. All varieties of beets contain sugar in greater or less quantities, but the true sugar beet often contains as much as a tenth part of its weight—or more—of sugar. The juice or sap may be obtained by expression, or by dissolving it out of the sliced or crushed root, and boiling down the solution, when the raw sugar will be obtained. In this state the sugar then possesses a peculiar and unpleasant flavor, but when refined it is hardly distinguishable in any respect from that of the sugar cane. "As early as 1747 Margraaf, in Berlin, Germany, drew attention to the large quantity of sugar contained in the beet, and recommended its cultivation for the manufacture of it. Fifty years later the attempt was made in Silesia, under royal patronage, but as only 2 or 3 per cent. of the sugar could be extracted the project failed and was abandoned. Afterward the continental system of the first Napoleon, which raised the price of sugar to six francs a pound, and the special offer of a prize of one million francs for the successful manufacture of sugar from plants of home growth, stimulated to new trials, both in Germany and France. New methods, new skill and machinery, and the results of later chemical research were all applied and, with the aid of high duties on foreign sugar, the manufacture struggled on through a period of sickly infancy. Afterward a more complete extraction of the juice or sap of the beet, a quicker and easier method of clarifying and filtering it, and the use of steam boilers enabled the French makers to extract 4 to 5 per cent. of refined sugar from 100 pounds of beets, and thus to conduct the operations with a small profit. The average composition of 100 pounds of the root of the sugar beet, as raised in Europe, is as follows:

Sugar, 10½
Gluten, 3
Fiber, 5
Water, 81½

100

"But this proportion of sugar varies very much. Thus it is greater: (a) In small than in large beets; (b) in some varieties, as in the white Schleswick pear-shaped beet, and in a spindle-shaped white variety; (c) in dry climates, and especially where the climate is comparatively dry after the roots have begun to swell; (d) in good light potato soil; (e) in the part under than above the ground; (f) when manure has not been directly applied to the crop."

These facts show how much practical agriculture has to do with the success of this important industry. The difference in climate, soil, and mode of culture has revealed the fact that from 10 to 18 per cent. of sugar has been produced under favorable conditions in different localities in Europe. It may also be noted, from our table of variations in production (c and d), that the northern

two-thirds of the Lower Peninsula of Michigan has both a soil and climate peculiarly adapted to the production of the sugar beet. The marl lime and other alkaline earths found so commonly in the sandy soil of this region may prove of vast importance in raising this vegetable for its sugar, as the first great difficulty has been to prevent fermentation of the juice, the production of an acid, and the simultaneous waste of sugar and the conversion of a part of it into uncrystallizable molasses. During the growth of the beet in such a soil it will naturally take up a portion of alkali—as the sugar maple does now in this district—which will prevent fermentation, and therefore increase the percentage of raw sugar. "As the yield of sugar approached 7 per cent. in Europe, the makers found that certain syrups remained behind which, although they certainly contained cane sugar, stubbornly refused to crystallize. The reason for this was traced to common salt in the juice, which must have been taken up from the earth. This salt forms a compound with the sugar and prevents it from crystallizing. And so powerful is this influence that 1 per cent. of salt in the sap will render 3 per cent. of the sugar uncrystallizable. To overcome this difficulty, new chemical enquiries were necessary, and it was ascertained, first, that the proportion of sugar was larger, and of salt less, in beets not weighing more than five pounds each. The first practical step, therefore, was to pay a less price for beets weighing more than five pounds; second, as a crop raised by means of the direct application of manure contained more salt and gave more uncrystallizable syrup, a higher price was therefore offered for roots grown upon land manured during the previous winter, and a still higher price when, after the manuring, two crops of corn were taken before the beet crop was grown; and, although the crop was less in weight to the farmer, the increased price he obtained made up the difference." It is quite possible that all objectionable salts found in the manufacture of beet sugar may be rendered inert and harmless by the aid of chemistry and without the least detriment to the quality or quantity of the products. The method of extracting the juice of the sugar beet in Europe is very simple, and yet it will, no doubt, be improved upon by the ingenious Yankee. "The roots are first washed with cold water, then ground to a pulp between saw-toothed rollers, a small stream of water trickling over the teeth to keep them clean. This pulp is submitted to strong pressure, by which the juice is squeezed out, while the solid matter remains in the form of dry cake, which is then of value as a food for animals. The juice is treated with lime, heated, filtered, boiled down by steam to the crystallizing point and then cooled and drained from the molasses. The molasses thus obtained is colorless but, like the raw beet sugar, has an unpleasant taste and should be refined before being placed upon the market. When properly refined, the best syrup is of superior quality for table use."

FRANK A. HOWIG.

The essence of slavery is in getting something for nothing—in getting service without rendering service in exchange. This is true, whether the slavery be by means of the ownership of the bodies of men, the ownership of the land on which and from which they must live, or of a dollar which represents wealth instead of service.

### The Hardware Market.

General trade continues in a good healthy condition. Orders, both by mail and traveling men, are more frequent and of good volume. Dealers who keep posted on the trend of the market can readily see that prices must inevitably be higher and that trade in all classes of goods will be much better. Our State seems particularly favored in having good crops of all kinds, which will bring good prices and, as the consumption of hardware in the last few years has been moderate, now that the consumer has money to buy again, he will find there are many things he is obliged to have.

Wire Nails—The market continues to be very firm on wire nails, with all indications pointing to still further higher prices. Owing to the late advances, some dealers have restricted their buying; but, in the main, the trade is far beyond that which we usually have at this time of the year. The mills are all full of orders and it takes from two to four weeks to get carload shipments filled.

Barbed Wire—Barbed wire has but little demand in this section of the State, but the price is fully maintained, in sympathy with other wire products.

Window Glass—No agreement has yet been reached between the window glass workers and there is no indication of any glass getting into the market much before the middle of October or the first part of November, and not even then unless the present difficulties are adjusted satisfactorily to all parties concerned. Prices on window glass remain very firm and some sizes it is impossible to get at any price.

Miscellaneous—A slight advance has been made in nuts and washers. The low prices which have been prevailing on chain have been withdrawn and the prices advanced from \$2 to \$5 per ton. Carriage bolts have advanced from 10 to 15 per cent. over the old prices ruling some thirty days ago. While it is not the time of year to sell spring hinges,

all indications point to prices being much higher next year, as we have advice that the manufacturers have all pooled their interests and that they will be from \$2.50 to \$3 per gross higher the coming season. The manufacturers on steel goods have had a meeting and, while there has been no change in the lists, the discounts have been changed so it makes an advance of from 5 to 7½ per cent. on the entire line. The extreme low prices prevailing on Mrs. Pott's sadiron have been withdrawn and advances from 3@5c per set have been made all around.

Norway is furnishing a new illustration of the difficulty of making people temperate by law. Since the very strict laws relating to the sale of brandy came into force an enormous trade has sprung up in what is called "port wine," which comes from Hamburg, and is sold at 12 to 20 cents a bottle.

## 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.

## HAND SLEIGHS and CHILDREN'S DESKS ....

Great Variety

New Styles . .

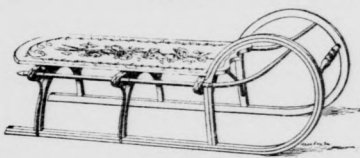
New Prices . .

Order Samples Now.

They will open your eyes.

Catalogue Free.

LEONARD MFG. CO., Grand Rapids, Mich.



## WE SELL RUBBERS

We are better fixed to supply your rubber demands than any other jobber. We "don't do a thing" but sell rubbers. We are the only house handling nothing but rubbers, which sells the goods of the Boston Rubber Shoe Company and the Bay State Rubber Company. We have all kinds and we have a plenty. We can fill at once any order, no matter how varied, no matter how large.

The duck goods of the Boston Company are becoming scarce. We have plenty, and can fill orders at the old price if sent at once.

We want your trade. We do everything to get it.

W. A. MCGRAW & CO., Detroit, Mich.



## Pleasant Meeting of Post C.

Detroit, Sept. 28—Post C, Michigan Knights of the Grip, held its first meeting after two months' vacation at Star and Crescent Hall, Sept. 25.

The Post was called to order by Chairman Howran at 8 o'clock. At the roll call of officers the following responded: Chairman, M. Howran; Vice-Chairman, Eric Van Nostz; Secretary and Treasurer, J. W. Schram; Sergeant-at-Arms, John McLean; Alleviator, W. H. Baier; Board of Directors, Jiles Burham, R. H. Hall, H. Y. Kinyon, John McLean, P. Walsh.

The minutes of the last meeting were read and confirmed. Mr. McLean reported for the Executive Committee that they had rented Star and Crescent Hall for the remainder of this year, which was accepted.

The Secretary of the Entertainment Committee made a partial report on the excursion and picnic, which was also accepted.

It was moved, supported and carried that the Entertainment Committee be granted \$10.75 to pay for music and door-keeper for September and October meetings.

John R. Wood asked for some information in regard to the Secretary being instructed at the last meeting to write to the State Secretary protesting against any death claim being paid except in the regular way, which brought out a lively discussion from John McLean, John Wood and others.

It was decided that a committee of three be appointed by the chairman to draft resolutions condemning the present interchangeable mileage book.

The Post then adjourned to enjoy one of the most pleasant evenings ever spent by Post C. Following was the programme:

Piano solo—Sattrala, Miss Van Nostz.

Vocal solo—"Spring Song," Miss L. Baier.

Recitation—"Pied Piper," Miss Todd, Solo—"All Coons Look Alike to Me," Miss Walker.

Duet—"My Gal is a Highborn Lady," Miss Walker and Mr. Baier.

Speeches were then made by the two famous orators of Post C, John McLean and P. T. Walsh (the long and the short of it, the big end of the Big Four and the small end of the Minority). Mr. McLean representing the Scotch and Mr. Walsh the Irish. Each handled his subject well and pleased the audience. You would certainly think they came from the land where they boil potatoes with their jackets on and drink nothing but Killarney water, or eat oatmeal with a wooden spoon while the haggis is cooking, instead of impersonating countries to which neither belongs.

After the concert all joined in a social dance, which everyone enjoyed.

A cordial invitation is extended to brother knights from other towns, when visiting in Detroit, to pay us a visit. Our meetings are held at Star and Crescent Hall, corner of Cass and Spencer streets, the last Saturday of each month, when we always have a good time in the way of a concert, social or dance.

J. A. SCHRAM, Sec'y.

## The Produce Market.

Apples—Good fruit is scarce and high. Snows, which run small in size and inferior in flavor, command \$1 per bu. Northern Spys, fair in quality and appearance, fetch \$3@3.25 per bbl.

Butter—Fancy dairy is very scarce, on account of the drought, being practically out of market. Factory creamery is higher and stronger, separator readily commanding 20c.

Cabbage—\$3 per 100.

Carrots—25c per bu.

Cauliflower—\$1.25 per doz.

Celery—12@15c per bunch.

Cranberries—Home grown stock is fairly plenty at \$1.50@2 per bu. Cape Cod is in ample supply at \$7 per bbl.

Eggs—The market is glutted just at present and local handlers are undertaking to relieve the pressure by shipping as much stock as possible to Eastern markets. Much of the receipts is off in quality, having been held too long

through the unusually warm weather which has prevailed so much of the time lately. Dealers pay 12@13c, holding uncandled stock at 13c and fancy candled at 14c.

Grapes—Delawares in 4 lb. baskets and Niagaras in 8 lb. baskets command \$1.25 per doz. Concord and Wordens in 8 lb. baskets fetch \$1 per doz.

Honey—White clover commands 11c. Melons—Osage stock is in fair demand at 50c per doz.

Onions—Home grown command 40c per bu. Spanish in 50 lb. crates fetch \$2.

Peaches—\$2@2.50 for Crawfords and \$1.25@1.50 for Chilis. The crop is practically marketed, present offerings being small in amount and inferior in quality.

Pears—\$1.25 per bu.

Plums—Lombards and Yellow Eggs command \$2@2.25 per bu.

Potatoes—Quotations are a little lower in some markets, owing to heavy arrivals and the enormous amount of stock in transit to take advantage of the present freight rate, which advances from sixth to fifth class Friday. Local handlers pay 40@45c and are taking in large quantities on this basis. Wisconsin and Minnesota are moving their crop rapidly, dumping a considerable portion of it into Chicago, which market is also receiving shipments from Utah and California. The dry weather has affected the crop in this vicinity so that it has ceased growing and might as well be dug and marketed now as later.

Peppers—Green, 75c per bu.

Quinces—\$1.25 per bu.

Squash—1½c per lb.

Sweet Potatoes—Genuine Jerseys continue to be sold at \$3.50 per bbl., but Baltimores and Virginias have advanced to \$2.

Tomatoes—60c per bu.

## Cause of the Variation in Sugar Barrels.

From the Grocery World.

Retail grocers often wonder why the barrels of sugar which they receive vary so greatly in the weight of their contents. Often there will be a difference of 25 to 50 pounds in the weight of a barrel of sugar, and this very often arouses their curiosity. There are two main reasons for this condition: The chief one is that there is a difference in the size of the barrels. It is impossible to get barrel staves of exactly the same size, and the use of staves of varying sizes produces barrels of varying capacity. The other reason is the fact that the condition of the sugar when it is packed in the barrels often varies. If it is dry or hot, a barrel of it will show a difference in weight as compared with the same bulk of sugar cooler or damper.

There has never been any protest against the different sizes of barrels from retailers, but there has been from jobbers. The Sugar Trust used to have a scheme by which, when the sugar market was dull and depressed, without much demand, jobbers' orders were filled in barrels of the largest capacity made. When the market was firm, however, with prospects of an advance, the orders were filled in barrels considerably smaller, the difference being so great in some cases as to make a discrepancy of 90 pounds. This was done on a rising market, so that the jobber would get the smallest possible quantity of sugar at the ruling price, which, of course, would compel him to buy sooner, at a prospective advance. The jobbers have protested repeatedly against this scheme, and it is said that the Trust has lately modified it somewhat.

## Chicago \$5 Excursion October 14—Don't Miss This.

Only chance this year for you to go to Chicago and return for \$5. Tickets good to return until Oct. 18. Last train leaves Chicago on that date at 9:30 p. m. GEO. DEHAVEN, G. P. A.

Don't forget the \$5 Chicago excursion via C. & W. M. Railway October 14. Tickets good 5 days.

Successful men often profit by what they fail to do.

## Suit Instituted by the Computing Scale Co. of Dayton.

Columbus, Ohio, June 14—C. C. Shepherd, as attorney for the Computing Scale Company of Dayton, has filed a suit in the United States Court against Martin B. Loos, of this city, for infringement of one of a number of patents owned by complainant, being an improvement in calculating attachments for weighing scales. The bill asks for \$5,000 damages and an accounting of profits. Mr. Shepherd states that this is the first of a number of suits to be brought against users of infringing scales by his clients.

The above is the sequel to some sharp legal fighting. The National Computing Scale Co. and Hoyt & Co., of Cleveland, commenced to manufacture and sell an alleged computing scale in infringement of U. S. patent No. 514,471 owned by the Computing Scale Co., Dayton, Ohio, which promptly sued the Cleveland parties for infringement.

In order to protect the merchants from becoming liable for using an infringing scale, the Dayton company commenced warning merchants to be on their guard against said Cleveland or any other infringing scale. The Cleveland parties then asked for an injunction to prevent the Dayton company from forewarning merchants, which injunction was refused.

The suit mentioned in the Columbus dispatch results from the refusal of a Columbus merchant to pay damages for using the alleged infringing Cleveland scale after due warning from the Dayton company.

R. N. Hull in Ohio Merchant: The new interchangeable mileage book is being tried by a few of the craft, and so far no commendations have been heard. As long as the many restrictions are attached to it these difficulties will prevail. One prominent commercial traveler was this week compelled to pay cash fare by reason of local ticket agent not having time to exchange with him. The commercial travelers have always been willing to co-operate with the railroads in all that pertains to mutual traffic. They also desire that the corporations engaged in transportation should do a paying business; but they do not see through the policy that makes them the scapegoats of other classes whom the officials claim to be after. One railroad magnate has stated in an open communication that his road does not receive on an average two cents a mile per passenger, and that the passenger traffic does not pay. If this is the case there is something radically wrong behind the scenes, and the commercial traveler is not responsible for it. He makes the freight business of the road; always pays his fare, of two cents or more; it follows that somebody is being favored or deadheaded. Let the railroad companies restrict the passes, clergymen's tickets, low rates to theatrical troupes, and a few other leaks, and not pile the burden all on the knights of the grip, and they will have no difficulty in paying dividends on capital stock. Failing in this, should the passenger service still show a loss, it would be the fact of wisdom to carry the commercial travelers free as traveling freight solicitors, and let "Jones pay the freight."

Bay City—There is more activity in the lumber business the last week than there has been since 1892. Prices are looking up, the movement by rail and water is brisk, and everybody is feeling good over the outlook. Lumber freights are active and the rates are firm.

Don't forget the \$5 Chicago excursion via C. & W. M. Railway October 14. Tickets good 5 days.

## Movements of Lake Superior Travelers.

W. C. Monroe and his friend, D. A. Beatty, were at the Soo last week, comparing order books. So says Willis Peake.

W. C. Brown and A. F. Wixson celebrated their birthdays last week at the Assawinnamakee Hotel, Manistique.

F. G. Truscott (Burnham, Stoepel & Co.) is working east of Marquette this week.

M. R. Manhard takes the road occasionally in the interest of his Marquette hardware store.

J. C. Foster (M. R. Manhard Co., Ltd., Newberry) works tributary towns pretty thoroughly and cleans up a nice business. Jim is a hustler.

## WANTS COLUMN.

## BUSINESS CHANCES.

FOR SALE, CHEAP FOR CASH—NATIONAL Cash Register valued at \$225. Address No. 405, care Michigan Tradesman. 405

WANTED—BUTTER AND EGGS. IF YOU want good price and quick returns write us. Lunn & Strong, Toledo, Ohio. 402

FOR SALE OR EXCHANGE—A CLEAN drug stock, invoicing \$2,500, in one of the best cities in Michigan; no cutting; on a paying basis; good thing for live man. Address Drugs, care Michigan Tradesman. 401

FOR SALE—GROCERY AND NOTION STOCK and double store building in one of the liveliest towns of Northern Iowa; doing strictly cash business. Will be sold separately if desired, with or without buildings. Address W., Tenth St., Mason City, Ia. 404

WANTED—TO EXCHANGE A TWO-STORY brick store building for stock groceries or furniture; building located in one of the best towns in Southern Michigan. Address S. F. Caldwell, Battle Creek, Mich. 398

STOCK OF DRY GOODS AND GROCERIES, invoicing about \$800 or \$900, to exchange for a small farm in good locality. Address Lock Box 124, Middleton, Mich. 399

TO EXCHANGE—I HAVE A TEN ACRE poultry farm, with all new buildings, one-half mile west of Main street, Lake Odessa, Mich., which I would like to exchange for a stock of goods in a good location. Enquire of or address A. C. Karr, Lake Odessa, Mich. 400

FOR SALE—SMALL DRUG STOCK, INVOICING about \$700, in best town for size in Michigan; doing \$60 to \$75 per week business; rent, \$100 per year; best location in town; best of reasons for selling. Address Lock Box 50, Lake Odessa, Mich. 401

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 MERCHANDISE 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—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 INVOICING about \$1,800. Best location and only exclusive shoe store in town of 2,400 inhabitants. Address No. 391, care Michigan Tradesman. 391

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

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

FOR SALE—JUDGMENT FOR \$808 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. 386

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 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

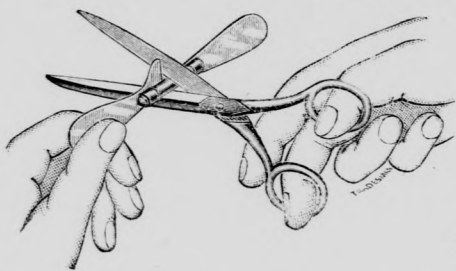
## PATENT SOLICITORS.

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





## 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.

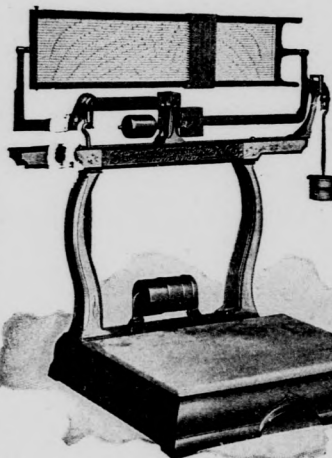
Put up one dozen on handsome 8x12 easel card.

**\$1.50 Per Dozen.**

FOR SALE AT WHOLESALE BY

**TRADESMAN COMPANY,  
GRAND RAPIDS, MICH.**

## The Stimpson Computing Scale



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

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

We have no trolley or tramway to handle.

We have no cylinder to turn for each price per pound.

We do not follow, but lead all competitors.

We do not have a substitute to meet competition.

We do not indulge in undignified and unbusinesslike methods to make sales—we sell Stimpson scales on their merits.

Agents of other companies would not have to spend most all of their time trying to convince the trade that our scale was no good if the Stimpson did not possess the most points of merit.

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

**The Stimpson Computing Scale Co.,  
ELKHART, IND.**

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

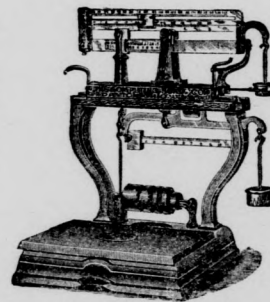
Represented in Western Michigan by  
C. L. SENSENEY,  
Grand Rapids. Telephone No. 266.

## A Profit Telling, A Goods Marking And a Money Weight System

**With them you can easily find your profits for each day,  
each week, or each month.**

The Profit Telling and Goods Marking Systems are sent free to all our patrons who request them, provided the request contain the kind and number of our scale, about how long it has been used, about what condition it now is in, and how your customers like it.

Our motto is: "The more profits we can help make for our patrons, the more they will patronize us."



**THE COMPUTING SCALE CO., Dayton, Ohio.**