



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.

You Can Sell—

Armour's Washing Powder

2 Packages for 5 Cents.

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



Armour's White Floating Soap

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

Bicycle Sundries

Everything up to date.

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

ADAMS & HART,

Wholesale Bicycles and Sundries,

12 W. Bridge St., Grand Rapids.

Send for catalogue and discount sheet.

Mention where you saw this ad.

THE ONLY WAY...

To learn the real value of a trade or class paper is to find out how the men in whose interest it is published value it. Ask the merchants of Michigan what they think of the...

MICHIGAN TRADESMAN

We are willing to abide by their decision.

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.

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.

Mrs. Jones' Home Made Catsup

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



Large Fluted Bottle Retail for 10 cents.



Full Pint Size Retail for 15 cents.

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

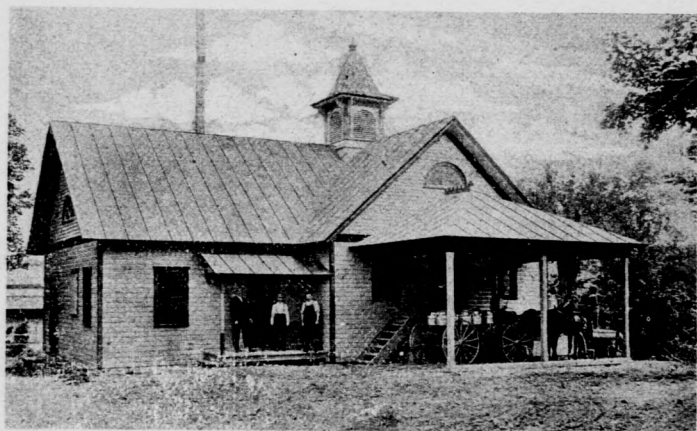
Take no Chances and Sell Mrs. Jones' Uncolored Catsup.

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

WILLIAMS BROS & CHARBONNEAU, Detroit, Sole Proprietors.

Elgin System of Creameries

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



A MODEL CREAMERY OF THE TRUE SYSTEM

True Dairy Supply Company,

303 to 309 Lock Street,

Syracuse, New York.

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

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



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

FOR THE TRADE.

THE VINKEMULDER COMPANY,

PHONE 555.

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

EDGAR'S

HOUSEHOLD

30 cents per gallon, freight prepaid.

SYRUP

W. H. EDGAR & SON
Detroit, Mich.

J. A. MURPHY, General Manager.

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

Personal service given all claims. Judgments obtained without expense to subscribers.

COFFEE

COFFEE

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

COFFEE

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

WOOLSON SPICE CO.

Ask our salesman to show you our line of samples.

MUSSELMAN GROCER CO., Grand Rapids.

COFFEE

COFFEE

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.

MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, OCTOBER 6, 1897.

Number 733

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.

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.

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.

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.

COMMERCIAL CREDIT CO., Ltd.

Commercial Reports. Prompt and vigorous attention to collections.

L. J. STEVENSON, Manager,

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411-412-413 Widdicomb Building,
Grand Rapids, Mich.

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

HAIL THE DAY!

For years the Vanderbilt railway system has been operated in this State in utter disregard of the rights of the people, ignoring the Legislature and defying the courts of high and low degree. The wholesome decision of the Supreme Court which was handed down last Friday gives ground for the belief that the time is surely coming when the Vanderbilt lines will not only be compelled to recede from the insolent position they have assumed and maintained for years, but that they will also be compelled to place themselves on the same basis as the other railway lines of the State in regard to the acts of the Legislature and the decisions of the courts. It is stated, on the authority of the eminent counsel of the Lake Shore road, that the decision of the Supreme Court will be carried to the Federal Supreme Court for review, but as it has been the universal custom of the higher tribunal to refuse to reverse decisions of the state courts in matters pertaining to state legislation, it may be taken for granted that the appeal is made simply for the purpose of gaining time, as no good purpose can be subserved thereby.

The Tradesman has been occasionally taken to task by both friends and enemies because it has singled out the Vanderbilt lines for attack. The reason for the Tradesman's position is that the Vanderbilt lines in the State insist that they are protected by private charters and exclusive privileges not accorded other transportation companies, so that they are not amenable to the laws of the State and the decisions of the courts.

In the opinion of the Tradesman the constant agitation against corporations is largely baseless when applied to those corporations which are organized under the law and hold themselves in readiness to conform to the laws of the State, the acts of the Legislature and the decisions of the courts. The danger lies in such corporations as the Michigan Central and Lake Shore Railroads, which assume to be supreme in their respective fields, to be above the reach of legislatures, courts or people, and which insolently ignore any attempt on the part of the people or their chosen instruments to regulate the business of the roads or place them on the same basis as other lines organized under State law and operating under State supervision.

The Grocery Market.

Provisions—The demand for hams has been very fair, but the stock is exceedingly large and every large holder is endeavoring to clean out. Lard has not changed in sympathy with other provisions, being in extra good demand. No further decline in lard is likely until after November 1, when packers begin to kill heavily.

Rolled Oats—The market is weaker, caused either by a fight among manufacturers or by a decline in demand that has set the manufacturers to war on prices.

Tea—While the tea trade all over the country is vastly better than it was a

few months ago, it has not yet waked up to its fullest possibilities, as it is expected to do a little later in the fall.

Coffee—The low price of this article has stimulated a good buying and a large consumption. No indications now appear that the market in Brazils will be materially higher in the near future. Up to date the arrivals at Rio and Santos of coffees from the interior plantations is greater than that of any previous years.

Dried Fruits—Dried apples continue high, and exporters are quoting 7½ cents f. o. b. New York, and decline to make prices for future delivery. The stock of apples is very short in this country and fancy barrel apples are advancing all the time. The dried apple market is sure to hold high for the entire year. Some fancy dried fruits from the Coast are on this market, but they are held so high, that there is little call for them. The great demand is for standards and choice stock. New raisins are enroute from the Coast and prices are higher than they were a year ago. There are some new prunes on the market. The price of this item promises to be higher than last year, because of the good demand for the larger sizes for the export trade. There is a good supply of peaches and apricots, and both are selling at less than a year ago. Reports from the Eastern markets say that Persian dates will be much later in arrival this year than last. The shipments of Valencia raisins to this country will be unusually small. The first of the new crop of currants has arrived in this country. The demand is good enough to hold the market up to about the present figure, although the market is now considered very high, and the crop of currants in Greece is not light.

Canned Goods—The tomato market has partially recovered from its recent reaction, and is stronger by 2½@5c than during the week preceding. There has been no perceptible demand, however, although a few are selling. The consensus of opinion is that the market from now on is liable to at least hold its own and that further advances are not improbable. Corn is rather dull at unchanged prices. Peas are quiet at from 5@10c higher than the lowest point. Very little is doing in peaches. A few Californias are selling, but the Eastern goods are very dull. The peach market rules at unchanged prices.

Fish—John Pew & Son (Gloucester) write the Tradesman as follows: Up to date there has been no improvement in the mackerel catch and thus far it is practically a failure. At present there is a fleet of sixty or seventy vessels at Block Island and vicinity and here and there a vessel gets thirty or forty barrels of mackerel, while in usual times when we had a catch such an occurrence would not be noticed. Besides the above fleet there is another small fleet in the St. Lawrence waters; but it is such a small one it will not count much toward furnishing a supply to the trade. There is a steady demand for codfish and other kindred kinds and the shipments during the month of September

will aggregate a large amount, an increase of probably 25 per cent. or more over September, 1896, shipments. With the small stock of codfish on hand, we do not look for any material change in prices for some time to come. The last account from the Grand Bank codfish fleet reported they had not done as well to date as last year for the corresponding time. Round shore herrings are very scarce and it looks (unless we have a sudden change in the receipts) like a failure in the fall catch. Only a very few thus far have been landed.

Collam H. Brown: "Going on the road," in point of morality, is full of pitfalls for a young man. At every step he encounters opportunities to plunge into dissipation, and his principles must be of the strongest to resist and shun the manifold temptations which allure him on every side, for he is left to himself and very few men can, in their youthful days, be at all times the master of themselves and subdue their passions and inclinations. For those inclined to drink, the life of the commercial traveler is especially fraught with danger. Opportunities for indulging in this pernicious habit are unfortunately abundant and many a man has wrecked his life by excess. It is not my intention to advocate the cause of temperance, but when I consider how many commercial travelers, middle-aged men, drink to excess, I cannot too much emphasize an earnest caution against the pitiful habit of intemperance. The excuse that at times the interest of the business requires one to take a drink with this or that customer I emphatically rebuke. Customers who tempt the drummer to drink are not generally desirable. The temperate customer, as well as the temperate traveler, is the most to be depended on. Another passion, equally abominable with excessive drinking, is gambling. The young man who unhappily does not possess that strength of character which will keep him away from the gambling table is lost past redemption if he takes a position to go on the road. Should his own resources no longer suffice as supplied for the gratification of his vice, he might easily yield to the temptation to appropriate his employer's property to the desperate use induced by his losses. Thus it happens that funds entrusted to his care, and which ought to be held sacred from misappropriation, cease to be so. With the expectation of restoring dishonestly-applied cash from his winnings, he recklessly uses the money in his charge. How often is it seen that disgrace proves to be his only winnings, and shame and despair become his unavoidable fate."

California Fruit in London.

A dispatch from London states that within nine hours after the docking at Southampton last week of the American line steamship "St. Paul," 4,403 packages of California fruit were delivered at Covent Garden Market in splendid condition, and they were all sold the following morning.

Dry Goods

The Dry Goods Market.

Calicoes—Printers are in no position to accept orders for future delivery at the present time, with price of print cloths as it is and the prospect of its taking another jump at any time. There is no disposition to continue the manufacture of the dark cloths, and machinery is being changed to lighter varieties as fast as possible. There is some advance in these dark lines counted upon as soon as the spring season opens, as the print cloths cannot be manufactured at any less price than at present, unless the cost of raw material is lowered, which is hardly probable. It seems to be a good time to advance the prices of these goods as soon as the spring season opens, for the buyers expect everything of that kind now, and are in a frame of mind to pay what is demanded.

Sheetings—Bleached sheetings and shritings are in a trifle better demand than browns, but the business has been rather light and confined to actual necessities of the moment. There is no spirit of speculation, and all seem willing to keep their stocks well in hand, and pay the advance when it comes, rather than stock up now.

Dress Goods—Jobbers who have placed duplicate orders for desirable lines found the prices had stiffened to such an extent that they were afraid to take any at those quotations, and dropped the lines altogether, selecting something else, perhaps much less desirable, that had not been advanced as sharply. This has happened in a number of cases, and only goes to show the futility of waiting to the last moment to place an order when the market conditions are as they have been this season.

Blankets—The blanket departments have been perhaps in the most unsatisfactory condition of any this season. While the sales have been good, it has been impossible to secure satisfactory prices. The slight advances that have been made in no way correspond with the advances on wool, and the manufacturers are not very jubilant over this season. They all say, however, that on the opening of another season, blankets will be advanced sharply from the first, and that they will get prices that will make up for this season if possible. A large number of the mills are already sold up, although the season is supposed to be far from ended. There is no manufacturer but what says the sales have been perfectly satisfactory in regard to the quantity of the goods disposed of. Low and medium grade blankets have naturally secured by far the best business, but a number of the higher priced lines are reported to have sold well. The moment an advance is asked, or hinted at, the customer loses interest, and the manufacturers have been unable to maintain an advance when they have decided to ask it, because many mills have had stocks carried over from past seasons and sold them at prices based on the cost of old stock, or stock that was purchased at very low prices.

Knit Goods—Business was decidedly better, and many more orders were booked than have been reported for two or three weeks. This is especially noticeable in goods for immediate delivery in duplicate orders. The jobbers find that they underestimated either the business conditions of the country, or the stocks which they were expected to replenish, and they have found themselves short. Men's underwear, both

shirts and drawers, have been among the liveliest features. These are largely in medium and medium low grades. In spring lines, business is moving forward quite freely. Reports from the road show that the traveling salesmen are meeting with success, and their customers are, in most cases, quite ready to look at samples. The stocks of the Western jobbers are reported as quite low, and they will be placing heavy orders before long. In fact, those that have been visited have already been credited with a very satisfactory business. There have been advances made in a small way on the majority of the spring lines that are being opened, but the matter is not generally admitted. The manufacturers seem to be afraid to say that they have taken a stand on a basis of higher prices, but preferably make the assertion that the goods are different from what they were last year, and while this may be so in most cases, yet the difference is frequently so slight that the buyer cannot quite see it. This does not do the market, as a whole, any good whatever, and is rather detrimental than otherwise to the efforts that are being made to advance prices.

Her First Check.

"Speaking of the way women do business," said Smiley, as he lit a fresh cigar, "reminds me of a story told me by an intimate friend of mine, a widower, who is the fond parent of a daughter, now in her sixteenth year, who bids fair to develop into a characteristic business woman when she grows up."

"She was staying with friends and attending school in a distant town and with the advent of warmer weather she wrote her father that she was in urgent need of funds to purchase a new spring jacket. Not wishing to risk the cash in the mails, he enclosed in reply a check, payable to her order, for the amount he thought she would require."

"A couple of weeks later he went out to spend Sunday with the young lady whom he was proud to call daughter. After the first greetings were over he asked:

"Well, Bertha, did you get my letter all right?"

"Yes, papa," was the reply.

"And was the amount what you wanted?"

"Yes, papa, and I am ever so much obliged; but—"

"But what, dear?" he asked as she paused and began exploring her pockets.

"Well, I've got my jacket—it's a real lovely one, too—and now, papa, triumphantly producing the carefully preserved check, 'I wish you'd give me the money this calls for so I can pay for it!'"

"Do you know what she had done?" concluded my friend, when he told me the story. "Well, sir, instead of using the check which I had taken so much pains to send her, she had bought the jacket on credit and, carefully filing the check away in her pocketbook, patiently waited for me to come out and cash it, so she could square up her indebtedness. She'll make a business woman yet, that girl will, and the man who transacts business with her will be very, very weary before he gets through. But she can't help it, poor little innocent! That's the woman of it. They all do business that same way."

The last straw has been added to the many trials of the unfortunate British farmer by the importation, on a large scale, of fox cubs from Germany for use in the hunting field. The Teuton reynard is denounced as being even more vicious and predatory than his English namesake, and in the midland counties particularly the farmers are suffering serious losses through his strongly-developed taste for English poultry.

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

The Drug Market.

The staples still have an upward tendency.

Opium—Is very firm at the advance noted last week.

Morphine—This article has at last started up, an advance of 10c taking place on Monday. This applies to both P. & W. and N. Y. brands.

Quinine—Has advanced, with an excited market. Agents for foreign markets have advanced their price 2c per oz. P. & W. has advanced 3c per oz. and N. Y. the same. Speculators in New York ask 30c for quinine in large packages for quantity. The market here is advancing daily, but without offers, so that 25c is the ruling price today. These advances are on account of the higher prices paid for bark and the light receipts of same.

Cinchonidia—Advanced Friday 3c per oz.

Saccharine—Manufacturers recently reduced this article from \$18 to \$8 per lb. They have now advanced it back to the old price.

Glycerine—The market is very firm, on account of higher prices for crude. One Western manufacturer has advanced his price 1/2c per lb. It is quite likely that other manufacturers will advance very soon.

Caffeine—This article has declined, with lower prices probable.

Essential Oils—Anise continues firm at the late advance. Lemon grass has again advanced, on account of short supplies. Spearmint and tansy are in full supply and lower.

Golden Seal—In very small supply. The market has advanced.

Cardamom Seed—Has advanced abroad and higher prices are expected here.

Buchu Leaves—Have advanced and higher prices are probable.

Turpentine—Has advanced.

A hundred years ago excavations in Pompeii were made solely with a view to the discovery of art and archaeological treasures, no effort being made to preserve the houses. The present method is very different, and one of the latest excavations is a house in which all the interior arrangements, furniture, wall decoration, etc., have been preserved or restored.

The population of London is now estimated to include 250,000 persons of Irish and 120,000 of Scotch parentage; 45,000 Asiatics, Africans and Americans; with some 60,000 Germans, 30,000 French, 15,000 Dutch, 12,000 Poles, 7,500 Italians and 5,000 Swiss.



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.



We are showing

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

VOIGT, HERPOLSHEIMER & CO.,

Wholesale Dry Goods,
Grand Rapids, Mich.

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.

Commercial Travelers

Gripsack Brigade.

Commercial travelers of Indianapolis have called an indignation meeting for Saturday evening to protest against the new interchangeable mileage book of the Central Passenger Association.

Photographic mileage has proven eminently satisfactory in the case of individual roads, the general passenger agent of one of the leading trans-continental lines admitting that in the seven years in which this system had been in use on his road there had not been a single instance of taking up mileage owing to dishonesty on the part of users.

Jackson Council, No. 57, United Commercial Travelers, has issued invitations for a series of seven social parties, to be held one Saturday evening a month for seven months, on the following dates: Oct. 9; Nov. 13; December 11; Jan. 8; Feb. 12; March 12; April 9. Accompanying the invitation is a circular letter, announcing that an incidental object of the entertainments is to provide a fund for the entertainment of the Grand Council, U. C. T., which holds its annual meeting in Jackson in May.

The thanks of the traveling public are surely due Henry C. Smith, of Adrian, for instituting the suit against the Lake Shore & Michigan Southern Railroad, which was finally disposed of by the Michigan Supreme Court last week. The Tradesman is not sufficiently familiar with the inside history of the litigation to warrant the statement that contributions toward meeting the expenses of the adjudication would be acceptable, but if they would, the traveling fraternity can be depended upon to do something handsome in the premises. The victory is a notable one and the action of Mr. Smith deserves the commendation of traveling men everywhere.

The Western Passenger Association, which has been considering the matter of adopting some sort of interchangeable mileage ticket, has decided to try the Sebastian plan, by means of which a traveling man secures a permit to buy a ticket in three parts, one a stub, which the ticket seller retains, one a coupon, which he keeps, and a third part, which goes to the conductor, the traveler paying full local fare rates. If the traveler covers 2,000 miles in a year and preserves the coupons for same, he is entitled to a rebate of 1 cent per mile. As the average journey of the traveling man is eighteen miles, he must collect a stack of 150 coupons before he gets a cent of rebate, and then he receives \$20, which is at the rate of a cent a mile. From the railroad standpoint this is decidedly a good thing, as by an ingenious system the customer is actually made to do all the book-keeping for the parties selling the goods.

Ohio Merchant: The regular monthly meeting of the Cleveland Commercial Travelers' Association was held at the rooms of the society and seventeen candidates were elected to full membership and the names of several more presented for future action. Strong resolutions were adopted condemning the present mileage book of the Central Passenger Association as surrounded with too many restrictions, which have proved to be a great annoyance to the craft. The ceaseless and unanimous protests that are being constantly sent in to the authorities in charge will, no

doubt, in time tend to an abatement of at least the worst features. The leading one, judging by remarks heard from the salesmen who have been traveling on the book, is the delay experienced in conferring with the ticket agent at the window, with the train whistling for the station. Sixteen hundred traveling salesmen belong to the Association, and not one has as yet been heard to express approbation of this modern innovation in the mileage line.

Before the days of the inter-state commerce law, the Michigan Central Railway discriminated against every city and town in the State, so far as freight rates are concerned, in the interest of Detroit. The freight rate from Grand Rapids to Hastings—32 miles—was the same as the rate from Detroit to Hastings—138 miles. The same was true of shipments from Hastings to outside markets, the rates on grain and produce being the same to Grand Rapids that they were to Detroit. Such a system—infamous in conception and worse than infamous in the manner in which it was executed—worked serious injury to every shipping point in the State which happened to be so unfortunate as to be located solely on the Vanderbilt lines, because it destroyed competition to a large extent by diverting business almost exclusively to the Detroit market. The inter-state commerce law was a Godsend, because it put an end to unjust discrimination, so far as the tariff schedules are concerned; but the law has not succeeded in preventing the Vanderbilt lines from continuing their former policy by means of covert agreements and the payment of secret rebates, which are strictly forbidden by the law.

Nothing is more attractive than a happy, cheerful disposition, which may, perhaps, be regarded as the infallible sign of an amiable character. Nature alone can bestow this priceless gift, and the man who must study to be gay and jolly cannot make nearly so good an impression as he who is born with this endowment of perpetual cheerfulness. But it is desirable sometimes to affect cheerfulness, even when not in the best of humor. At such times the intelligent reader of human nature may not fail to notice hidden anxieties. He is, however, the right man to appreciate the effort to conceal them. There are some commercial travelers who almost make a profession of jesting. Let it suffice to say of these people that it is beneath the dignity of a man of good sense to play the buffoon perpetually. Such clowns must not expect to win the respectful regard of those with whom they associate. For the traveling merchant to gain admission into a patron's family by means of some talent, as skill in music, singing, or the art of recitation, to visit his customer's club room, his lodge, or society, if invited to do so, is certainly not objectionable; but to entertain a crowd of clerks in the stores or warehouses, or waiters and attendants in hotel corridors is far from being advisable. Such an excellent wit, ten to one, neglects his business and wastes his time, and the probability is that the house he represents will sooner or later think it wise to look out for a less busy but more occupied man than he.

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

Deer in the Catskills are said to be more numerous than for the past seventy-five years.

Fourteen Additions During September.

Flint, Oct. 4—Fourteen additions to the membership roll of the Michigan Knights of the Grip have been made during the past week, eleven active and three honorary. The active members are as follows:

Louis D. Hubbard, Detroit.
Fred A. Eldridge, Flint.
V. O. Mitchell, Detroit.
Perry Barker, Grand Rapids.
J. L. V. Urch, Pontiac.
T. F. Loftus, Grand Rapids.
Edwin F. Zander, Kalamazoo.
S. E. Marcott, De Pere, Wis.
Wm. Finley, Toledo.
E. B. McKay, Muskegon.
Geo. S. Hartom, Battle Creek.
The honorary members are as follows:
R. F. G. Gibbs, Weidman.
J. A. Crawford, Maple Rapids.
C. J. Gay, Benton Harbor.

Three deaths have been brought to my attention during the month—J. B. Moorehouse (No. 2963), of Indianapolis, who died Aug. 28; J. C. Myers (No. 2962), of Grand Rapids, who died Sept. 17; Geo. H. Riblet (No. 2144), of Sterling, who died Sept. 27.

DELL C. SLAGHT, Sec'y.

In India the carpenters have an almost universal objection to sharpening their tools. They never set their saws, and when they get a grindstone they cut it into pieces and use the fragments for anything except to put an edge on chisel or ax. They rarely carry a rule, and they never try to make a close-fitting joint.

The shops of the General Electric Company at Schenectady are overburdened with orders.

"Not Worth His Salt."

The dealer who sells DIAMOND CRYSTAL SALT never gets such a reputation.

See Price Current.
DIAMOND CRYSTAL SALT CO., St. Clair, Mich.



Fallis' Pancake Flour
Fallis' Self-Rising Buckwheat

20 lb. sacks to a case. \$3.50

FALLIS & CO., Toledo, O.

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

Building Paper, Roofing Material

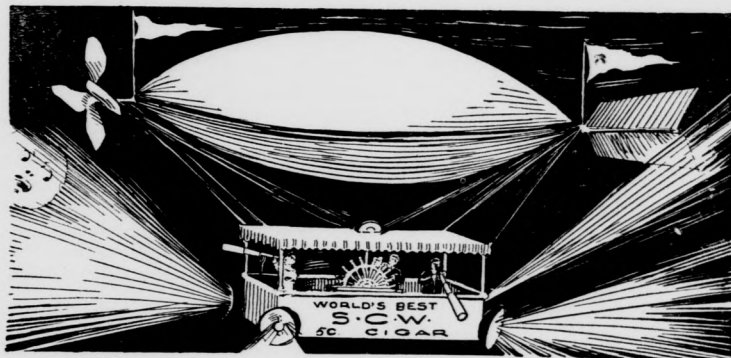
We are jobbers of these goods, among which are

Rosin Sized Sheathing, W. C. Oiled Sheathing,
Tarred Felt, Roofing Pitch, Coal Tar,
Rosin, Asphalt Paints, Elastic Cement,
Ready Roofing, Carpet Lining, Mineral Wool.

H. M. REYNOLDS & SON, Grand Rapids, Mich.

Detroit Office, Foot of 3d Street.

OFF FOR KLONDIKE



WITH A CARGO OF

S.C.W.

50 CIGARS

SOLD BY ALL JOBBERS.

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

Around the State

Movements of Merchants

Beaverton—F. W. Swart & Co. succeeded Jas. Page in general trade.

Alpena—C. N. Ware & Co. succeeded Kinsel Bros. in the drug business.

Marquette—L. Grabauer has removed his dry goods stock to the Mannard block.

Beaverton—McFarland & Co. have removed their general stock to West Branch.

Port Huron—W. J. Mulford has embarked in the undertaking business at this place.

Portland—Jack Walker has embarked in the bakery and confectionery business at this place.

Ann Arbor—Klein & Theisen have opened a tailoring establishment on Williams street.

Union City—Prosens & Burns, grocers, have dissolved. Arthur Prosens continues the business.

Port Huron—Geo. Drought & Co. have opened a plumbing, steam and gas fitting establishment at this place.

Port Huron—Springer & Rose succeeded J. Jacobi & Son in the clothing and men's furnishing goods business.

Grand Marais—Roy C. Hill stole a march on his friends by getting married without the usual advance advertising.

Laingsburg—L. S. Reed has leased the store building of Wm. Simpson and will occupy same with a general stock.

Kalamazoo—Geo. Rickman, Jr., has purchased the watch and jewelry repairing department of W. F. Leavitt & Co.

Marquette—The Marquette Dry Goods Co.'s stock has been sold under chattel mortgage foreclosure to Negaunee parties.

Barryton—W. Hurd, formerly of Flint, has embarked in the clothing and men's furnishing goods business at this place.

Jackson—John C. Bader, hardware dealer at this place and prominent in business circles, died recently from a disease of the throat.

Port Huron—The Bee Hive bazaar will open a retail store Nov. 1 in the building formerly occupied by L. Higer & Son, on Huron avenue.

Harbor Springs—Foster & Burke have added a meat market to their hardware business and have placed W. C. Cramer in charge thereof.

Charlotte—Geo. Blowers, formerly engaged in a meat business under the style of Mitchell & Blowers, has opened a meat market in the Heilway Block.

Harbor Springs—Andre & Co. are again in charge of the City meat market, Harry Chamberlin, the former proprietor, having retired from business.

Big Rapids—J. W. Mason has sold the clothing and furnishing goods in the S. I. G. store to F. W. Jones, who has consolidated the goods with his regular stock.

Munising—Jas. Gibson (Peters & Co.) spent part of the week at Marquette, attending the funeral and funeral of his father-in-law, Hon. Peter Pascoe.

St. Joseph—Ray F. Boulton, hardware dealer at this place, was married last week to Miss Elizabeth Hill, of Ann Arbor. The Tradesman extends congratulations.

Hancock—B. Arne, of the firm of Arne & Wacht, Ishpeming, has removed to this place and embarked in the men's furnishing goods business on Quinc street.

Alma—L. H. Hirschowitz has opened a dry goods, men's furnishing goods and millinery store. Miss Carrie Monroe will have charge of the millinery department.

Hancock—N. A. Metz, of the clothing firm of Dukette & Metz, at Marquette, has leased the new addition to the Dittler block and embarked in the men's furnishing goods business.

Fennville—Miss Carrie Barron has purchased the interest of Miss Belle Dutcher in the millinery business of Dutcher & Barron and has formed a partnership with Miss Florine Hawley.

Prairieville—Geo. W. Kern has sold his store building to L. L. Loveland and will close out his drug stock and retire from business here. Mr. Loveland will occupy the building with his harness stock.

Brutus—J. J. Dimling has purchased the Snyder store building, adjoining his present building, and will connect the two stores by means of an archway. Mr. Dimling will occupy the Snyder store with a dry goods stock.

Saginaw—Mrs. J. Brown, who was for many years engaged in the millinery business at Bay City, has removed her stock to this place and opened parlors in the store building formerly occupied by the Excelsior Clothing & Shoe Co.

Lansing—D. W. Morris has purchased of W. S. Griswold the buildings, good will and business of the Lansing Fuel Co. and will hereafter conduct the business on a larger scale than before. The purchaser hails from Detroit.

Traverse City—William Hoolihan, formerly engaged in the agricultural implement business at Empire, has removed to this city and embarked in the meat business, locating on Front street in the building formerly occupied by J. C. Vlack.

Lansing—I. M. Buck, formerly assistant postmaster at this place, and Geo. Bailey, for several years a clerk in the grocery store of O. N. Stone, have formed a copartnership and embarked in the grocery business at 319 Washington avenue.

Manton—J. H. Williams has sold his stock of groceries and store building to the Williams Bros. Co., who will continue the business. Mr. Williams has formed a copartnership with C. M. Bumps, and will engage in the hotel business at Bellaire.

Benton Harbor—Edgar Nichols has purchased the interest of his partner, Perley W. Hall, in the drug business of Hall & Nichols and will continue the business in his own name. Mr. Hall will continue with Mr. Nichols in the capacity of registered pharmacist.

Lansing—At a meeting of the Michigan Bean Dealers' Association, held at Lansing, Oct. 5, J. P. Wood, of Chelsea, was elected President and W. F. Prescott, of Leslie, Secretary. From reports made it is estimated that the acreage this year averages 50 per cent. of the average, while the yield is about fifteen bushels per acre.

Mason—The dry goods stocks formerly owned by Homer Henderson have been sold at chattel mortgage sale by W. L. Clark, trustee. There was a stock here appraised at \$7,834.04 and a branch at Dansville appraised at \$1,927.13. Both were purchased by a representative of Marshall Field & Company, the Mason stock at 64 cents and the Dansville at 55 cents on the dollar. The only other bidder was Baumgardner & Co., of Toledo.

Manufacturing Matters.

Pewamo—The sawmill belonging to Harry D. Woodworth, one mile south and one mile west of this place, was burned Oct. 1.

Hastings—Richard Messer, in company with one or two friends, will embark in the manufacture of a patent self-locking seal, for use on boxcars and other places.

Emmet—H. W. Cooley is putting the finishing touches on his new elevator. The building is 26x40 feet in size and has a capacity of 9,000 bushels of grain. The elevator will cost upwards of \$2,500.

Beidling—On the petition of the Ballou Basket Co. for a receiver, Judge Daboll appointed E. E. Fales to assume the duties of that position, he being the unanimous choice of the stockholders. Business will be continued the same as heretofore.

Saginaw—R. M. Randall and Harry T. Wickes, President and Secretary of the lumber and planing mill corporation known as Randall & Boyd, have sold their stock in the corporation to Geo. H. Boyd and Jas. H. Booth, who will continue the business under a corporate style to be determined hereafter.

Jackson—S. M. Isbell & Co. and C. C. Helling have purchased of Henry Hayden the old Phoenix steam flour mill lot on North Mechanic street, paying \$8,000 for it. Isbell & Co. will construct thereon an extensive elevator for their bean trade and Mr. Helling will erect a frost proof warehouse capable of holding one hundred carloads of onions, with a cold storage for apples and vegetables.

Ishpeming—The Barnum mine has been idle for the last four years. Its immense stock pile, which had gotten to be quite a landmark along the D., S. S. & A. Railway, has been removed this year. At present very little ore remains on the surface of the property. Operations will soon commence, when the Barnum will resume its position as one of the largest producers on the Marquette range. It will take two or three months to make necessary repairs and to unwater the mine before the usual force of 500 men will be put to work. Merchants here are feeling better than for a long time, as the prospects of a large iron ore business for 1898 are assured. This year, with its quiet business generally, has seen the largest ore business in the history of the Lake Superior territory, reaching the enormous output of thirteen million tons.

Detroit Doings.

Detroit, Oct. 5—The eight grocers and dealers in dairy products whom Deputy Food Commissioner Tunnecliffe has charged with violating the pure food laws by selling colored oleomargarine pleaded not guilty and were held for examination October 12, under \$300 bail, their personal recognizance being accepted.

Articles of incorporation of the Harris Burglar and Fire Patrol Telegraph Co. have been filed. The capital stock is \$50,000. The 500 shares of \$100 each are held as follows: Chas. D. Aaron, 100; George Harris and Wm. Ritchie, 200 each.

Articles of incorporation of the Standard Mutual Fire Insurance Co., Limited, with general offices in Detroit, have been filed. Most of the incorporators are Republican politicians well known throughout the State. They are H. H. Aplin, Bay City; Stanley W. Turner, Detroit; Wm. A. French, Iresque Isle; Arthur Pack, Oscoda; J. Wight Giddings, Cadillac; Burton Parker, Monroe; Neil McAuliffe, Saginaw; Keeley Hill, Grand Marais;

Granger Hill, Oscoda; Harry Parks, McKinley.

The Davidson Cycle Co. has filed a chattel mortgage for \$1,601 upon its stock of store fixtures and bicycle goods stored with the Crescent Storage Co. The mortgage runs to George W. and Octavia Bates, and is to secure the payment of \$511, due on the lease of the store at 231 Woodward avenue. A mortgage has also been given to the same parties by Alexander Davidson for \$510 on a stock of bicycles.

Several months ago DeWitt J. Oakley, manager of the Detroit Credit Clearing House, connected with the Merchants & Manufacturers' Exchange, was obliged to lay off on account of chronic stomach trouble, which became so serious that for a time his life was despaired of. Mr. Oakley is now cured, so far as doctors and medicine are concerned, but will not resume business until next spring, it being his intention to recuperate this winter in the mountains. Under these circumstances the position of manager of the Credit Clearing House has been done away with. The name has been taken off the door, and the work will be performed under the direction of Walter S. Campbell, Secretary and Actuary of the Exchange.

Sloman & Groesbeck, attorneys for the dissatisfied members of the Co-operative Cigar Co., have filed a bill in chancery, asking for the appointment of a receiver to wind up the affairs of the firm. The bill will charge that six of the stockholders have conspired with a local leaf tobacco firm to freeze out the other seventeen stockholders.

Annual Meeting of the Lake Superior Commercial Travelers' Club.

Marquette, Oct. 4—At the annual meeting of the Lake Superior Commercial Travelers' Club, held at Hotel Marquette, Oct. 3, the following officers were elected:

President—Will C. Brown.
Secretary and Treasurer—Albion F. Wixson.

Vice-Presidents—J. H. Russell, Jr., Jackson; F. H. Horton, Menominee; W. R. Smith, Escanaba; F. G. Truscott, Marquette; J. R. McKeand, Houghton; John Powers, Ishpeming.

Directors—H. C. Work, Escanaba; D. P. Baldwin, Marquette; W. C. Monroe, Flint; H. I. Telling, Chicago.

The Secretary was instructed to mail the following circular letter to every member of the organization:

At the annual meeting of the Lake Superior Commercial Travelers' Club, held at Hotel Marquette, Marquette, Oct. 3, an amendment to the by-laws was unanimously adopted, striking out the admission fee and making the annual dues \$1 per year.

The object of this is to increase the membership and induce every commercial traveler covering the Upper Peninsula to become a member of this Association.

This territory being isolated, and our membership being drawn from five or six different states, and no other organization exerting any particular influence here, it becomes necessary for us to organize ourselves into an association that will be recognized by other traveling men's associations throughout the country, to which we extend a hearty co-operation.

The object of this Association is to protect the interest of its members; to influence legislation in their behalf; to cultivate social acquaintance, and to provide means whereby we may be able to meet for our social and business advancement.

It is expected that every member will use his influence to increase our membership.

ALBION F. WIXSON, Sec'y.

"Imitation is the sincerest form of flattery." This accounts for the efforts put forth by a certain cigar manufacturer to place on the market a brand of cigars calculated to deceive the dealer and consumer by leading them to believe that it is the genuine S. C. W.

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

Grand Rapids Gossip

H. J. Sonnema succeeds Gerrit Van Anrooy in the grocery business at 319 Plainfield avenue.

H. H. Olds has opened a grocery store at Bendon. The Lemon & Wheeler Company furnished the stock.

Daniel Viergever has purchased the interest of his son, Martin C., in the grocery stock of D. Viergever & Son, at 157 Clancy street, and will continue the business under the style of D. Viergever.

The stock and fixtures of the defunct Grand Rapids Paper Co. have been appraised at \$1,782. From present appearances there will not be sufficient assets to pay the first mortgage creditors anywhere near the face of their claims, to say nothing of the unfortunates who were "secured" in the second and third mortgages.

Wilhelm & Co. have leased a portion of the second floor of the Metropolitan block and have transferred their upper leather factory to that location. The change gives them more room in which to carry on the manufacture of shoes at their old location, and will enable them to introduce additional machinery and considerably enlarge their capacity.

The Morning Market.

The principal characteristics as the season advances are the generally firm prices and the freedom with which the offerings move. The difference in feeling on the part of the vendors from that of last year is very apparent to the stroller. The eager wistfulness attending a slow market is entirely wanting this year. When a price is asked the answer is given firmly and readily and if the buyer is inclined to demur, he is met by the expression of confidence that there are enough who will find it satisfactory. The common assertion that abundant harvests are a general blessing is hardly borne out by the different attitudes of the farmers while handling the smaller crop of this season. Talking with a representative peach grower, who is marketing 1,500 bushels of peaches this year as against 4,000 a year ago, he expressed the greater satisfaction for this season's business. The price obtained this year was given as, on the average, double that for the more bountiful harvest; and, while the total amount realized is less, the difference is nearly made up in the less cost of handling the smaller crop. The cost of handling so large a yield increases very rapidly, as it goes beyond the ability of an ordinary farm force; and the necessity of rushing so large an amount quickly into a slow market makes the task a formidable and costly one.

The conditions under which the market has been operated this year have been more unfavorable in many regards than are likely to be in the future. The unfinished condition, the prejudice on the part of the farmer and the torn-up approaches have offered as serious obstacles, as can well be imagined. In spite of these there has been a steady growth in the favor of both sellers and buyers. To be sure, there is some bitter commenting on the part of retail buyers, principally on account of the condition of the streets, but the grocers as a rule have been rather pleased than otherwise and most of them think that the increased distance on account of the

change will prove a healthy feature for the produce trade.

A sensible departure has been inaugurated this week in the changing of the time of opening the market from 4 to 5 o'clock. Under the old arrangement farmers came in large numbers and stood shivering for an hour or more before there was much trading.

Work is progressing rapidly on the new horse sheds along the west side. Superintendent Gibson states that they are to be finished according to the contract of the builder, G. A. Christ, not later than Oct. 20. There is still some filling to be done, but this will be kept out of the way so that the sheds will be ready for use at the time named.

The Grain Market.

Lack of foreign demand gave the market a downward tendency. The exports were large, but the shipments were from old orders. The receipts were liberal in the Northwest and the extremely dry weather was the only thing that sustained prices. Had the winter wheat belt been favored with some nice rains, prices would have declined still further. Early sown wheat is not growing at all, while late sown wheat is not coming up and is moulding in the ground. An increase of fully 2,000,000 bushels was expected. It fell short, however, and the visible increased only 1,561,000 bushels. We may possibly see another increase during the month, as this is the time when large increases are expected. The winter wheat receipts are not large at present, the reasons for which were mentioned in our last review. To sum the whole matter up, the situation was never so strong for the agriculturists to get good prices for their wheat as it is now, providing they are conservative sellers and do not force their wheat on the market the way they have been doing in the Northwest.

The corn market appears to be stubborn and does not yield in price, owing to the extremely unfavorable weather and the fact that the crop will be about 500,000,000 bushels less than last year. The visible made a fair increase, but, with the large amount already in sight, the present price is retained.

Oats showed a decrease, but the price remains the same as last week.

The receipts during the week were 41 cars of wheat, 8 cars of corn and 6 cars of oats.

Local millers are paying 86c for wheat. C. G. A. VOIGT.

J. P. Dimling, the Brutus general dealer, was in town over Sunday for the first time in three years.

C. W. Dierdorf, Treasurer of the G. J. Johnson Cigar Co., has been called to Greenton, Ohio, by the serious illness of his mother.

Philip Graham, the veteran South Division street grocer, has completed his summer outing at Cascade Springs and resumed his residence in the city. Mr. Graham has spent his winters in Florida for several years, but announces his intention of remaining in Grand Rapids the coming winter, "for a change," as he expresses it.

Imitation is the last resort of the scalawag, yet people persist in getting up labels in imitation of S. C. W., evidently acting on the assumption that the consumer can be deceived and that the dealer will be a party to the deception.

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

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' Hall, Tuesday evening, Oct. 5, President Dyk presided.

A. Brink, chairman of the Executive Committee, recommended that the salary of the Secretary be fixed at \$200 per year, for all services connected with the office; also that the salary of the Treasurer be fixed at \$1 per year. The report embodied the statement that the books and accounts of the Treasurer had been found to be correct and recommended that a hearty vote of thanks be tendered Mr. Lehman for his loyal services to the Association. The report was adopted and the recommendations were concurred in.

The Committee on Button reported that 200 Association buttons had been ordered at a cost of \$20—10 cents apiece.

A. W. Rush moved that the report be accepted and that the button be sold to the members at 25 cents apiece.

Henry J. Vinkemulder moved as an amendment that the price be fixed at 15 cents.

The original motion was adopted and the Committee on Button was instructed to dispose of the button on arrival on the basis established.

On motion of Fred. W. Fuller, the Secretary was instructed to write the manufacturers, requesting them not to sell buttons of the same design to any one but an authorized officer of the Association.

A letter was read from the editor of the American Grocer, calling attention to an editorial on indefensible price cutting which recently appeared in that journal, as follows:

"An evil common with purveyors of food, and of growing importance, is the advertising of proprietary and other foods at less than the lowest wholesale price and often below the cost of manufacture. Generally the goods selected are such as are extensively advertised, and hence well known; or some leading staple, such as sugar, flour or butter.

"It is claimed by those who do this sort of thing that it is justifiable, as being a very cheap and profitable method of advertising. There is an axiom in law that a person has a right to use his property as he sees fit, provided he does not use it to injure others. There is also a quasi representation or false pretense involved, inasmuch as cunningly worded advertisements suggest that these cutters sell all goods equally low when, in fact, they are simply baits to draw in the unwary. The principle involved is one of injury to the rights of others. For instance, there are 10,000 grocers in New York and Brooklyn, and double that number within thirty miles of City Hall—hardworking, honest, industrious dealers, equitably entitled to a fair profit for the service they render their respective neighborhoods. The law protects their property from injury by reason of a nuisance; their good name against slander; provides means for the collection of debts; guards their health against unseen dangers. Why, then, cannot the law be invoked to prevent the reckless cutting of prices, whereby a few work a great loss to these dealers and demoralize an entire trade?

"Is it not feasible to frame a statute making it illegal for any dealer in patented articles, or such as are protected by trade-mark, to sell such goods below a minimum price to be fixed by the manufacturer or owner of a trade-mark?

"Men often endeavor to put an end to their life, claiming they have a right to do with their person whatsoever they elect; but the law says that any attempt at suicide is a crime, and does so because the good of society demands that human life should be sacred, and must be protected under all circumstances. And why cannot a law be made which will apply to the cutters, who ignore the rights of the many for the benefit of a few individuals? In this vicinity there are perhaps 40,000 merchants in the va-

rious lines of business (and at least 200,000 persons dependent upon them for support), whose business is seriously injured by the irregular, if not dishonest, practice of a few, who claim they have a right to sell their merchandise at any price they choose; give it away if they elect. It seems feasible to devise some legal protection against such an abuse of power as we have outlined. This is a live topic for discussion in the Retail Grocers' Association."

The matter was made the special order of business at the next meeting.

A communication was received from the Director General of the Grand Rapids Carnival of Fun, inviting the members to participate in the parade in a body. Inasmuch as many of the members are identified with the movement in private and public capacities, it was deemed advisable to lay the communication on the table.

Secretary Klap formally accepted a re-election and thanked the members for the honor conferred upon him. He reported the total receipts of his office during the past year as \$319.21, during which time he has drawn fifty-eight orders on the Treasurer, amounting to \$221.66. The report was accepted.

A communication was received from the Secretary of the Duluth Retail Grocers' Association, calling attention to the schedule of prices now in force among the retail grocery trade of that city, as follows:

100 lbs granulated sugar, \$6.
15 lbs. granulated sugar, \$1; 7½ lbs., 50 cents; 3½ lbs., 25 cents.
13 lbs. cut loaf sugar, \$1; 6½ lbs., 50 cents; 3 lbs. for 25 cents.
13 lbs. pulverized sugar, \$1; 6½ lbs., 50 cents; 3 lbs. for 25 cents.
Cut loaf and pulverized sugar per lb., 10 cents.
18 lbs brown sugar, \$1; 9 lbs., 50 cents; 4 lbs. for 25 cents.
Package coffee, per lb., 15 cents; 7 packages, \$1.
1 gal kerosene oil, 13 cents.
5 gals. kerosene oil or over, and less than a barrel, per gal., 12 cents.
One 2 lb. package Quaker Oats, 15 cents.
Two 2 lb. packages Quaker Oats, 25 cents.
All other brands package oats, straight, 10 cents.
Rolled oats, 5 cents per lb.; 7 lbs. for 25 cents.
One 2 lb. package Pettijohn's Breakfast Food, 15 cents.
Two 2 lb. packages Pettijohn's Breakfast Food, 25 cents.
Aunt Jemima's Pancake Flour, straight, 10 cents.
Santa Claus soap, 6 bars, 25 cents; 25 bars for \$1.
Jaxon soap, 6 bars, 25 cents; 25 bars for \$1.
Satinet soap, 7 bars, 25 cents; 28 bars, \$1; \$3.25 per box.
Gold Dust and all other 4 lb. packages of soap powder, per package, 25 cents.
While Lily soap, large size, 7 cents per bar, 4 bars for 25 cents.

The matter of leasing the Association name to some cigar manufacturer for use on a brand of cigars was deferred until the next meeting.

Big New York Grape Crop.

The New York grape crop is the most abundant that the growers have known in many years. A week ago the vines were so heavily loaded with grapes, and the market so low, that the growers felt sure that the fruit would rot on the vines, as they could not get enough to pay for picking it. The demand of the market and the cold of the past few nights have improved the outlook, however, and now the grape-growers are getting better prices, so that they will realize a reasonable profit on the fruit.

The effort to exploit a cigar which shall participate in the popularity of the celebrated S. C. W. will prove futile, all imitations of the brand thus far placed on the market having been in keeping with the poet's comparison,
"As moonlight unto sunlight,
As water unto wine."

Clerks' Corner

An Angel in Disguise.

Written for the TRADESMAN.

I have been thinking over the trials and tribulations of the "hen" fever, and of its prevalence among clerks, and am led to believe that, virulent as it is, and dreadful as it is, it is not a wholly unmitigated evil.

I have just had an instance of it. One of the worst samples of the professional shopper lives in one of the largest and brownest of stone houses on Capitol Hill. She can scent a bargain afar off and the faintest of whiffs will cause her to don instantly that shopping garb of hers, so familiar to every clerk in every dry goods store in the city. Not an advertisement in a single city paper ever escapes that eagle eye. The "Woman's World" department, and Clubdom, and Teas, and all forms of womanly entertainment may escape her; but not this. Nor is she confined to Monday—Terror Day among the clerking fraternity; but every day finds her ready to swoop down upon—a bargain? Not at all. That is quite another thing. She delights in them when she wants to buy; but that is not often. She simply wants to go for her own gratification, and for the same reason see with her own eyes the fine things that can be bought at a small price when one wants to indulge in that plebeian process.

What her methods are the interested readers of the Clerk's Department need not be told. As a sampler she has no equal. Common goods have for her no attraction, and woe betide the clerk who undertakes to palm off upon her anything less than the rarest and the costliest.

Another peculiarity of the class, and of this particular specimen of it, is her determination to "take no sass." Her relations with clerks, her peremptory manner, and especially her tongue, famous for its sharpness, have all proclaimed eternal war between her and them; and, when she makes her appearance, it is, in itself, a declaration of war—"war to the knife and the blade to the hilt!" That she is oftener the victor is a fact as humiliating as it is unquestioned. That she knows how to take every advantage of her victory is as readily conceded; but that this—this—er—this hen(!) is "an angel in disguise," the wildest imagination—clerical imagination—has, so far, been unable to picture. How?

From her lively encounter with the exasperated clerk, the professional sample-gatherer always stops on the homeward journey to "talk it over" with "her dearest friend," whose name is legion. The finest laces, the richest silks, the choicest fabrics of all kinds, have been noted and labeled, and the samples are brought out and displayed as a proof of the marvelous stories narrated. "Here is a dress pattern from Hyde & Hooper's on Sixteenth street. Isn't it elegant? Just look at the figure. Examine the material. There's style for you. Miss Van Staal, I had you in mind the moment I put my eyes on it. Just fancy yourself gowned in this, going in to dinner at the coming event of the season with Mr. Stuyvesant Sylvester!" So, from house to house this free advertiser finds her way, exhibiting this piece of goods here and that one there; and, when she reaches home just in time for dinner, she has done more good for the house whose clerks she has tormented than can be done by a

column of advertising in the daily papers. And all for nothing! Don't undertake to tell me, then, that this same "hen" is not "an angel in disguise," and that the winged creature is not often entertained unawares!

Not many moons ago, after a violent agitation of the front doorbell and the usual civilities on the part of the servant, the shopper, fresh from conflict, after a hearty greeting from the lady of the house, unfolded her treasures and the extended story began.

"Oh! Such a time as I've had! Tired? No name for it! I'm simply utterly exhausted! I just stopped to rest, because I knew I hadn't strength enough to get home. I don't usually get out Mondays—such dreadful women take that day for shopping; but I had a hint from one of my pets (!) at Hooper, Up & Co.'s that they were to get in a new line of silks that were to beat anything seen so far, and I concluded, Monday or no Monday, I was just going to see them first. To have that—well, industrious (!) to put it mildly—Mrs. Dinsmaid overexultant again is something I couldn't live through and ever be happy after!

"Well, here's the sample. Isn't it splendid? If I had the slightest idea of purchasing a gown so early in the season, this would be the pattern. But such a time as I had getting it! I never was talked to so in all my born days! I can usually hold my temper, and still have my say, with the best of 'em; but this fellow came very near being too much for me. He's that tall elegant-looking young man with the light moustache. Don't you know, I pointed him out to you one day—the one with that stylish blue serge and the white vest, and you remarked that his English was as elegant as his manners? Well, that's the one. You should have heard him to-day! Whew! Forget himself? Not a bit of it—I only wish he had! He has the use of short words down to a nicety, and the way he stabbed me with 'em was a caution! He went so far, once, that I threatened to report him to the senior member of the firm—I'm well acquainted with him, you know—and what did that young jack-anapes say but that 'I'd find him in the office in the first story, and that it would be easier to take the elevator!' Did you ever!

"There! What do you think of this? Isn't it lovely! When my nice blonde clerk held it up in that way he has—such graceful folds, you know—it seemed to me the very prettiest thing I ever saw in my life! When you trade there, you must always find that particular clerk to wait on you. He is such a comfort. O, you needn't look that way. He is human like the rest of us; and when we go in there cross and crabbed and ugly, it isn't any wonder that they call us 'hens!' I felt like one to-day—a wet one—and I know I tried his patience awfully. But I must go. Let me urge you to get that pattern before somebody else picks it up—and be sure to trade with my clerk!"

And "that old hen" went on her way, exhibiting her samples from house to house and praising "the tall elegant-looking young man with the light moustache, whose English is as elegant as his manners," while he—poor man—not detecting "the angel in disguise," was at that very moment ejaculating unprintable things about a certain "cantankerous old hen!"

RICHARD MALCOLM STRONG.

SUCCESSFUL SALESMEN.

Geo. W. McKay, Representing A. E. Brooks & Co.

George W. McKay was born June 24, 1859, in Wright township, Ottawa county, Michigan, his ancestors on his father's side being descended from Elkenny McKay, who emigrated to this country from Edinburgh in 1725 and settled in Lenox, Mass. The history of the family is an exceptionally interesting one, the McKays having played an important part in the revolutionary struggle and occupied many positions of trust and responsibility in the early days of the Republic.

Mr. McKay attended district school in the township in which he was born until 18 years of age, when he went to Coopersville and clerked in the general stores of E. O. Phillips and R. D. McNaughton. He then came to Grand Rapids and drove a wagon a year for G. S. Clark, selling teas, coffees and



spices. His next employment was in the store of S. Tyroller, 24 Monroe street, where he had charge of the fancy goods department. In the fall of 1881 he had his first experience on the road, with a holiday line for Mr. Tyroller. He subsequently engaged with Putnam & Brooks as store salesman, handling city orders and waiting on customers. From this position he was promoted to that of city salesman, and a year later was given a regular route on the road, which he covered for six consecutive years. On the dissolution of the firm, Mr. McKay became a partner in the new house of A. E. Brooks & Co., and for the past eight years has represented that house on the road, covering all the available towns north of Grand Rapids in the Lower Peninsula, and St. Ignace, Sault Ste. Marie and Newberry in the Upper Peninsula.

Mr. McKay was married May 17, 1882, to Miss Lillian Potter, of Grand Rapids, who died Nov. 23, 1886, leaving one child, a boy, who is now 11 years of age. Mr. McKay was again married Nov. 10, 1888, to Miss Sadie Stevens, of Joliet, Ill. He owned the handsome residence at 65 Packard street, where he resided for several years, but has recently sold it and is now sole owner of the "home farm" in Wright township, Ottawa county, where he expects to make his permanent home in the near future, but will continue to call on the trade with a full line of goods. During his three months' sickness the past summer, the family resided at the comfortable home of Dennis Baker, on West Leonard street, but are now located for the winter at the Park Hotel, Petoskey, that being a central point in his territory.

Mr. McKay is a communicant of Grace Episcopal church and is affiliated with the Michigan Knights of the Grip and the Knights of Pythias. He is held in

high esteem by all who know him on account of his innate honesty, his steady persistency and his gentlemanly manners. No matter where he may be, or how trying the circumstances surrounding him, he is "always the same," his pleasant smile and perennial good nature never forsaking him.

Vegetables Dried Like Fruit.

From the San Francisco Call.

A new and important industry has come into existence in Santa Clara county, which bids fair in time to rival the fruit drying. This is the preparation of dried vegetables for the market, which at present is generally confined to the short seasons at the driers between the ripening of the different fruits. Just lately the vegetables have been usurping the place of the apricots, but they have now already begun to give way in turn to the prunes.

On approaching a drier it does not take one long to decide whether fruit or vegetables are being prepared, for in the latter case a pungent odor rushes out to sting one's eyes and crawl uncomfortably up one's nostrils—for the trail of onions is over the land. Within a lively scene is presented. Men are hurrying to and fro, bearing trays and boxes, while long rows of women and children sit busily peeling potatoes and carrots, which, together with the onions, form at present the staple product. When boxes of potatoes and carrots are filled, they are poured into a large hopper, and from there fed to machine with rotating knife-blades, which cut them up into small slices a quarter of an inch thick. The further process which the potatoes undergo is simple, and for carrots and the other minor vegetables it is practically the same.

After being sliced the tubers are slightly sulphured in a chamber built of wood. Here great discrimination must be used, for if they are sulphured too much the potatoes will taste of the fumes; if too little they will not contain enough antiseptic property, and bacteria attracted by the starch will develop. Moreover, a little sulphuring is necessary to preserve the color of the vegetables as far as possible and to prevent decay.

After this process the potatoes are not spread out in the sun, but put into an evaporator. The latter looks like a small Ferris wheel, and is enclosed in a sort of brick oven with glass windows. Within this it revolves close to hot-air pipes for a few hours. When the moisture is sufficiently evaporated the cars of the wheel are emptied through the windows, and their contents are ready for shipment in sacks.

When this stage is reached the sliced potatoes resemble dry chips, and it takes six or seven pounds of the fresh to make one pound of the dried.

By their pungency onions possess the power of warding off bacteria, and are, therefore, only slightly sulphured to preserve their color. They are next evaporated until one-third of the moisture is expelled, and then placed in trays in the sun, just as is done with fruit. The drying process shrivels the onions so much that it takes twenty parts of the fresh to make one of the dried. While the onions are being cut up the moisture coming from them is very disagreeable and hard on the eyes of the employees.

When carrots are evaporated it takes about nine parts of them to make one dried part. Perhaps the drying process used in the case of both carrots and potatoes might be improved upon were steam employed. By using the latter the starch in the potatoes would be partly cooked and sterilized, and after this the tubers could be evaporated in a chamber similar to the one above described. In this way the potatoes could be rid of sulphur, well dried, and yet capable of being quickly soaked, and there would be no chance for bacteria to develop.

Other vegetables than these mentioned are at present in process of development. So far the industry has proved very profitable, as evinced by the increased demand for dried vegetables all over the country, especially in the mining regions.

Extracts.

We are exclusive agents in our territory for **Souders' Lemon** and **Vanilla Extracts**.

These goods are known to be the highest quality in the market and, since it is of the utmost importance in making cakes and creams to have the purest extracts, the reasons are obvious why you should buy **Souders' Extracts**.

They fully comply with all the requirements of the new pure food laws and will not cause you any trouble in that regard. If you are not familiar with the goods, please add to your next order a small quantity of them and you will, by their use, become convinced of their high character. We carry a full line, from the small size up to quarts.

Dried Fruits.

We are now receiving daily shipments of foreign and domestic **Dried Fruits** and shall be able to supply your wants promptly. These goods are fresh from the orchards and are of rather better quality than usual. We want your orders for them and shall, as usual, send you the best in the market.

Preserves and Jams.

Our line of bottled and canned preserves and jams is complete and, as our local fruit crop was a partial failure, it will necessitate your buying more of these goods than usual. This will not be a great hardship as the prices are low; in fact do not cost any more than if you put them up yourself. They are packed where fruit was plentiful and, therefore, cheap.

We want your orders, not only for goods mentioned on this page but for **everything** in the line of **groceries**, and can assure you they will receive prompt and careful attention.

Our prediction in regard to returning **prosperity** was about right, was it not?

Worden Grocer Co.,

Grand Rapids, Mich.



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Grand Rapids, by the

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - OCTOBER 6, 1897.

TRADE UNIONS IN POLITICS.

There is a forcible illustration in the sensational developments of the past few days incident to the management of the local postoffice of the fact that one of the most difficult questions the local politician has to handle is the proper and safe treatment of the labor organizations. The leaders in these make themselves so conspicuous, and make themselves and their following apparently so numerous, that, when the question of rewards for political service come to be considered, these "exponents of toil" must be early in the list. It makes no difference what political party is concerned, organized labor must be recognized for what these leaders have done, or, more correctly, for fear of what they may do.

Those of the political leaders who can give this aggressive element sufficient recognition by carefully prepared eulogies on their "cause" and organization without the need of actual reward in the way of putting public trusts into unfit hands are fortunate. It is, doubtless, for this reason that so many go out of their way and stultify themselves by fulsome and insincere praises of that which they secretly detest. If such only had the perception to see that these blatant champions and their following are in no way real representations of labor, they would dismiss them from their reckonings as of too little consequence, or consideration.

In too many cases, however, the politician who thinks he has profited by the services of these "labor leaders" must needs do more than treat them to fine speeches. They must be considered in his appointments and recommendations to office. Unfortunately, it would be hard to find a class less fit for places of trust among what are considered the respectable classes of the community. In the ranks of labor the competent and trustworthy are too busy with better things to afford to spend their time as organizers, walking delegates, agitators and strike leaders, so this is left to the incompetent, the idle, the ignorant and the vicious. Thus it is that few strikes are carried on where these leaders are entrusted with funds without the suspicion—or more than suspicion—of defalcation on their part, and frequently they retire to the prosecution of some disreputable business at a distance from the scene of their "strike."

So, when the politician has placed

himself under obligations to recognize this portion of his support, in the distribution of public patronage, there is too frequently introduced into his administration an element of annoyance and anxiety, if not of danger. Thus it may be recalled that, in many of the "labor" appointments of recent years in this city, the incumbent has proved incompetent, if not worse. A recent example is that of a defaulting clerk in police court, and others may be readily recalled.

As to the merits of the case in the present sensation, little is known beyond conjecture on account of the natural reticence of the officials. The fact that the "labor" appointee was permitted to resign in the early stages of the investigation would naturally cause unpleasant suspicions as to the stealings which had precipitated the investigation. That the matter is a source of some anxiety to the head of the institution, who is responsible for the appointment, may be inferred by the fact that there are rumors of the possibility of its costing him his position. It would have been better for him to run the risk of incurring the displeasure of the "delegates" rather than run the risk of ending his official career in a scandal.

GENERAL TRADE SITUATION.

While all general conditions favor increasing activity and prices, there have been, for the past week, a number of local hindrances which have served to put a sufficient check upon trade movement to prevent its assuming the proportions of a boom, with the attendant dangers. Operating in the way of restraint, the bear conditions in the stock market have had a healthy tendency. These seem to have been caused by the general expectation of a reaction from the long steady advance of about four months, aided by the increased demand for money for the needs of crop movement in the interior. Then, the quarantining of considerable districts in the South on account of yellow fever affects demand perceptibly and the early and rapid buying in dry goods and clothing has led to a check in those lines.

All the elements controlling the stock market seem to point to an early resumption of the advance. Since the reaction set in, the movement has been dull as compared with the previous activity; but the fluctuations have been small, closing last week at about the point left by the first reaction. This week started out with a considerable improvement, but later there is a tendency to decline in some lines and Tuesday was decidedly dull again, presumed to be on account of the Jewish holiday.

A notable indication of the generally healthy condition is found in the fact that failures for the quarter have been unusually few in number and of a smaller average than for a long time. The record for few and small failures is broken for any quarter in five years past and for the average per failure for twenty-three years. The significance of this is in the fact that it shows that the financial wreckage of the years of panic is fairly cleared away.

All indications in the iron trades continue favorable. Demand is warranting a steady, although slow, increase in prices, and activity is increasing at a rapid rate in nearly all lines.

Thanksgiving Day is the next holiday to look forward to. There will be, according to present indications, a good deal to feel thankful for by that time.

VALUE OF EXPERT TESTIMONY.

The Luetgert murder trial in Chicago is developing some curious information as to the value of expert medical evidence in criminal cases.

The testimony, as printed in the Chicago papers, shows that the defense's chief expert, Dr. Walter H. Allport, mistook the thigh of a gorilla for the thigh of a man and, besides declaring that the bone was human, gave his estimate of the height of the man to whom it once belonged.

Dr. Allport also declared that a sesamoid bone from the musk ox skeleton at the Field Museum was the kneecap of a sheep; identified a human phalanx or toe bone as a dog's "dew" claw, and averred that one collection of bones handed him contained parts of the front and hind feet of a dog, when only half of the hind foot of that animal was present.

Some years ago a woman was murdered in a New York lodging-house under circumstances that resembled the horrible crime of "Jack-the-Ripper," so notorious in London within the decade. A man who had been seen in the woman's company was arrested. His clothes were stained with blood. He declared that the stains came from a calf or other animal which he had assisted in slaughtering. In the course of his trial the pathological experts were put to work on the blood-stains. Some of the scientists testified that they were the remains of human blood. Others declared for the blood of some other animal. The jury placed no confidence in the expert testimony and acquitted the prisoner, who was probably guilty.

When two sets of experts swear honestly to such contrary and conflicting conclusions concerning the same facts it is impossible to put any faith in the correctness of their statements. All cannot be right; then who is wrong? When contrary and conflicting judgments are honestly reached by different parties from the same facts, and when those judgments are really little more than mere opinions, they are entitled to no weight as testimony.

If a scientist actually knows a fact and the conditions in which it ought to exist, his knowledge may be of value; but when his alleged knowledge is really nothing more than opinion, or conjecture, it should not be allowed to affect the life or liberty of a human being.

The circumstances in the Luetgert case point strongly to the guilt of the defendant, but there must be other testimony than the conflicting conjectures of supposed experts to make out a case against him.

EXPERIMENTS IN COMMUNISM.

There is a great deal of encouragement, apparently, for Eugene Debs in the history and prospects of a Tennessee community founded upon his socialistic ideas. The precepts of Ruskin, however, have been drawn upon for the establishment of the community and the results appear to be bearing this great English thinker out in his views.

The community at New Harmony now numbers 213 and possesses property valued at \$80,000. When it started each head of a family put in \$500 and the increment represents what they have earned in the interval beyond their living expenses. The settlement lives as a single family; its standard of values is an hour's labor; in its home commerce it has no money and needs none—a certificate that labor has been per-

formed takes its place. A pound of tea costs eleven hours' work; seventy hours pays for a pair of shoes; two and a half for a pound of crackers, and so on. Everybody works and all—men and women alike—receive the same wages. They have heretofore worked ten hours a day, but expect soon to reduce it to eight. They have a kindergarten and adequate education, machinery, music, languages and a limited technology being taught in addition to the regular branches. The majority of the communists are agnostics. There is no church, but those who like can go to church outside.

It is only in rare instances, however, that such unanimity of belief and such harmonious action are to be expected. The ordinary communist society finds its equilibrium disturbed in less than a month and the necessity for starting over again is at once apparent. Small collections of citizens, such as this at New Harmony, may for a year or so pass through the crucial tests successfully, but eventually the shrewd men in the settlement will obtain advantages over the drones and then a new arrangement will become a necessity.

While this Tennessee community is giving an excellent illustration of the theory and practices of communism, and in so far encouraging Debs and other theorists in the same direction, it will not yet do to draw any general conclusions from the experience of the community, for we know that any day may bring a break in existing conditions and furnish further evidence of the futility and folly of all such undertakings. It is a social experiment, however, worthy of comment and watchfulness.

The Treasury Department is giving a trial to a new machine for sealing envelopes. The Treasurer's office at Washington the other day had 27,000 interest checks to send out, and it was in the sealing of the envelopes for these that the machine was given a trial. If the machine proves a success it may be put into regular use throughout the Department. The machine is not complicated. It works something like a printing press. The envelopes are fed into rollers, one of which is moistened from a small trough of water through which it revolves. A small folder closes the envelope, which then passes through two other rollers, and is pressed, falling into a receptacle. The machine is run by a small dynamo, or by a pedal like a sewing machine. It is claimed that the machine will seal 250 envelopes a minute when the operator becomes expert.

It is not impossible that the much more definite results obtained by investigations into the manufacture of the vegetable cheeses of China and Japan will aid bacteriologists in their extremely complex task. These vegetable cheeses are made by exposing the beans of the leguminous plant Glycine—termed soja-beans—to bacterial fermentations in warm cellars, either after preliminary decomposition by certain mould-fungi or without this. The processes vary considerably, and several different kinds of bean cheeses are made, and known by special names.

An honest fool has a right to his own opinions; but it is unfortunate for a community where such a man occupies an official position—kindly given him to keep him from want—and his opinions are accepted by strangers who do not know him, as worthy of consideration.

A NATIONAL OBLIGATION.

The deliberations of the irrigation congress which met at Lincoln, Neb., last week were of vital importance to nearly two-thirds of the area of the United States, exclusive of Alaska, because the people residing in the so-called "dry states" are dependent almost altogether on the "early and the latter rains" mentioned in Scripture.

The waters which are to be used for the important purposes of irrigation are to be derived from the heavy snows which, during the winter season, fall throughout the mountain region. On the approach of warm weather these snows melt and rush down in destructive floods upon the valleys below. They raise the numerous streams and rivers to dangerous heights. For a few weeks many of them are navigable, but the excess of waters soon runs off and leaves the torrents dry, or dwindled to inconsiderable streams.

If this water could be stored up and spread over the country during the season of plant growth, it would convert what is now a desert into a vast expanse of farms and orchards, and make homes and a livelihood for millions of people.

Irrigation for agriculture is as old as the world. The Egyptians, who are the first farmers mentioned in history, used it, and the first white men who set foot in Mexico found it there. It furnishes a sure means of getting crops. During the growing season the water is turned into the ditches every day, and, when ripening time comes, it is turned off, and nature does the rest.

In order to secure proper diffusion of the water, so as to embrace as large a territory as possible, the rivers and streams must be dammed before they issue from the mountains, so that vast lakes or reservoirs may be made at such altitudes as will give the water to the entire expanse of the plains up to the bases of the mountains themselves.

The entire expanse of the dry region is extremely fertile, lacking only water. Probably one million square miles of those lands needs irrigation. Something in the way of providing water has been accomplished by private enterprise, and some by the states; but vastly more must be done by the National Government. Rivers which flow through half a score of states have to be dealt with. In many cases vast areas of the land where the lakes and reservoirs are to be made are owned by the Federal Government, and so this matter of irrigation on a large scale becomes a National question—as much so as the building of levees on the Mississippi or the construction of harbors on the Great Lakes.

The Missouri, the Yellowstone, the Nebraska or Platte, the Arkansas and the Red, all great rivers, taking their rise from the Rocky Mountain snows, should be forced to give their surplus water to agriculture, and, if that were accomplished, they would no longer have any floods to pour down upon the people of the Mississippi Valley.

Every drop of the flood waters of those great rivers now runs to waste, besides working havoc upon the people and their homes and industries far down in the valleys. Every drop of such water could be given to agriculture, and thereby made precious where now it is a curse, pouring out death and ruin.

When Armour gets nicely started in the butter business, and begins selling butter to the people who buy from the jobbers to whom the Chicago commis-

sion men have been selling goods, things will not be so pleasant on South Water street as they have been. When Armour goes in, he goes in to cut the heart of the individual dealer's profits and get the business. We think it will dawn on the Chicago commission trade before long that greater benefits could come to it than having Armour & Co. for competitors.

Opportunity for American Enterprise.
Written for the TRADESMAN

From time to time the American trading world has been charged with a lack of business enterprise. For some unknown reason the other nations of the earth always manage to get in ahead. Our trade relations with South America are far less than they should be, because England and Germany, or some other foreign country, have slipped in first and the American tradesman and his goods are left out in the cold. The consequence is that the depression which the country has suffered from for the past three or four years has been enhanced by this lack of effort on the part of our business men.

With the present tide of prosperity there is no reason why this weakness should remain a reproach; and, as if to aid in its removal, Central Africa in every possible way stands ready to encourage the development of trade with the United States. She wants now every kind of building material and all sorts of household goods. She is in need of textile goods of every description, from calicoes to blankets; and she is ready to pay a good round sum for just the class of manufactured goods which the American market can furnish, especially in the line of carpenter's tools and axes; provided, of course, she is sure of getting a durable article.

The same facts exist in respect to China. During the next few years that country will be a buyer of all classes of machinery and especially of railway materials. For railroads rails will be wanted, as well as couplers and building iron for bridges and locomotives. The Chinese Emperor has authorized the purchase of six first-class battle ships, six first-class cruisers, and twelve torpedo boats, and that government is going to create a loan of 100,000,000 taels—about \$150,000,000—a part of which will go toward purchasing the vessels. Is any of this enormous sum to come into American coffers?

It is a question which the American business man must answer, for the whole matter rests wholly upon him. The United States Consul at Amoy, China, in a recent dispatch, says that the Chinese prefer American cotton fabrics, spinings, flour, oil, canned goods and meats, even at higher prices than other importations can be had for. This same Consul says also: "There is a more amicable feeling existing between the natives and foreigners at Amoy and in the surrounding country than probably exists at any other port in China."

It remains to be seen whether these chances will be improved by our business men. Other nations are in the field and have taken steps to secure there a permanent foothold. Enterprise alone is absent; and it is for the American to decide whether he will take measures to bring millions of dollars annually to this country from these two quarters of the earth, or will stand with his hands in his pockets and let the golden opportunity slip through his fingers into other and more enterprising and so more deserving hands.

R. M. STREETER.

Emblem Brand

The Michigan Legislature having adopted the apple blossom as the most fitting flower to represent the State as the emblem of the commonwealth, we have concluded to adopt the apple blossom as typical of the purity of a line of canned goods which we have had put up, under our own supervision, under the name of

EMBLEM BRAND

Which we are able to furnish in corn, tomatoes and three kinds of peas—Petit Pois, Extra Sifted Early June and Standard Early June.

In placing this line of goods on the market, we have been actuated solely by a desire to procure the best and choicest stock which money can buy; and, while we presume the demand will be so heavy from those who have already put the goods in stock that we will be unable to take on any additional customers, we shall continue to treat all alike and fill orders on the principle of first come, first served, as long as our supplies last.

Clark-Jewell-Wells Co.,

Grand Rapids, Mich.

Shoes and Leather

"Old Prices" a Misnomer in the Sense It Is Used.

Almost every report of the conditions prevailing in the shoe market deals in some manner with, or refers in some instance to, what are termed "old prices."

What are "old prices?"

On this point there appears to be a wide division of opinion. The wholesaler is inclined to mean by "old prices" the prices prevailing lately, up to the time of the most recent advances; that is to say, the past season's prices. He speaks of a 7½ cent advance over "old prices" with the intention of conveying the impression that prices are 7½ cents higher than they were in the spring.

The retailer doesn't usually take it this way. He regards "old prices" as referring to shoes when they were cheapest—in 1894 when sole leather was selling at 16 cents and grain leather at 8 cents. To him "old prices" is an entirely different matter.

As a matter of actual business, "old prices" means little. That is to say, no matter how high the market goes, the price to the retailer remains the same. He has been buying a creole for a dollar. He was buying a creole for a dollar in '94. He paid the same price in '95 when leather was running up 75 per cent. higher than it was in '94. To-day he is paying a dollar. Next year he will pay a dollar.

What is "old prices" to him?

But does the retailer imagine for a moment that the shoe manufacturer was making a tremendous profit in '94 and a heavy loss in '95 and '96? Does he believe that the manufacturer manages somehow to dodge the market's ups and downs and always sell him the same shoe for a dollar that he had been doing before?

If he does, he never was more badly fooled.

In 1894 the manufacturer could and did make a shoe to sell to the jobbers so they could sell them to the retailers at 95 cents or a dollar that was a first-class article in its grade. Leather was very cheap and it was possible to put into this shoe stock of prime quality, good weight and thoroughly good throughout. It was a rattling good dollar shoe—in fact, too good a shoe for that amount of money.

That shoe was described as all solid; and it was. The same description applies to-day and is equally true, but the dollar shoe of '94 and the dollar shoe of '07 are two entirely different articles.

The manufacturer has been forced to make a dollar shoe as of yore and with leather advancing he has been obliged to buy stock that would fit the price he could pay. This hasn't meant No. 1 stock, nor B, nor 2; oftentimes it has meant bellies or any old thing that could be painted up to make a good appearance.

With the upper stock it has been the same story and so with every particle of leather entering into the shoe. It has been leather all right, but leather of what sort?

Still the retailer is paying "old prices." There has been no advance, he says, and believes it. To him "old prices" means nothing.

In dollars and cents the retailer is paying no more for a creole than he was in '94, but quality for quality he is paying an advance close to 50 per cent.

Thus it is that price cuts little real

figure to-day. John Smith, retailer, sees a shoe at Jones, the jobber's, for 95 cents. Over at Brown's he finds another at \$1. Five cents' difference between them doesn't show but it's pretty sure to be there. Shoe manufacturers have got this thing down to a pretty uniform basis and different shoes at different prices are likely to be proportionately different in quality.

If he wants to-day the same creole that he bought in '94 for \$1—that is, with the same quality of material throughout—it is going to cost him in the neighborhood of \$1.50. It is folly for him to expect differently and it is foolish for him to believe that because he is buying his goods at "old prices" he is going to get as good stuff as he did when leather was selling for half what it is now or little more.

The Yankee shoemaker was never yet accused of being eager to beat himself, and he doesn't do it. During the past two or three years he hasn't made much if any money, along with business men in other lines, but it has not been because he didn't figure his shoes right, but because business has been so depressed. He hasn't been buying too expensive leather. He hasn't stuck to No. 1 stock as it skated up the grade. As fast as leather has gone up he has put the price of his goods to the jobber up in some degree and if he got it, well and good—he put in good leather. If he couldn't get it he cut the price and took it out of the leather.

Here, then, is the "old" and the "new" price side by side.

The "new price" some jobbers are bold enough to ask, and if the retailer pays it he gets the old quality as well as the old shoe.

If he pays the "old price" he gets the same old shoe in looks, with a quality correspondingly decreased as leather has advanced.

After all, then, "old prices" means little and the merchant who fondly imagines he is paying the price he has been paying for his staples is, as a matter of fact, yielding up the full amount of the advance demanded by higher leather prices.—Shoe and Leather Gazette.

Wherein a Common Name Came Handy.

From the Boston Transcript.

Mr. Smith bought a ticket on the Sound steamer and at the same time asked for a stateroom. He was informed that all the rooms were taken. This was discouraging to Smith, but a happy thought struck him. "I asked to have a room held for me," he said. "Oh! did you?" asked the ticket seller. "What name, please?" "Smith." After examining his memorandum the ticket seller said, "Beg pardon, sir; I see there are two rooms held for you, Nos. 41 and 42." "I don't understand that," said the other; "I only wanted one room. I'll take 42, if you please." So he got his room, all because his name was Smith, which shows that it is a good thing to have a name that is somewhat common.

England's prison authorities are abolishing the use of the treadmill and oakum picking in the penal institutions of the United Kingdom, and are putting convict labor to a more profitable use. Army and navy stores, especially the making of garments and accoutrements, are now engaging the attention of the inmates of Her Majesty's jails, who likewise manufacture the mailbags of the postal department and the shirts, uniforms and boots of their arch-enemies, the police. The result is a vast saving all around, and an announcement is made that the government has some 300 badly-worn treadmills for sale to the highest bidder.



SHOE THE BABY NEATLY

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

HIRTH, KRAUSE & CO., Grand Rapids.

Our Specialties:

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

We Manufacture

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

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

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

Geo. H. Reeder & Co.,

19 South Ionia Street,
Grand Rapids, Mich.



Do you sell Shoes?

Do you want to sell more Shoes?

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

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

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

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

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

Rindge, Kalmbach & Co.,

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



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.

MADE IT GOOD.

Joke on a Stenographer Turned Against the Joker.

Sometimes a joke, conceived with deliberation and executed with the utmost care, rebounds in the most unexpected way. This is the record of such an incident, and incidentally the explanation of how a well-known business man lost the services of a stenographer he prized highly. The stenographer he prized highly. She was a member of an excellent family, and, when misfortune came, bravely set to work to earn her own living. She was not only pretty, but was an expert operator, and, moreover, she was discreet. How much this virtue is prized in a business office is known alone to those who have occasion to employ a stenographer who has the happy faculty of saying the right thing in the right place, or refraining from saying anything when silence is the most desirable thing.

It is not to be wondered at that such a model young woman should have admirers in plenty. She treated all alike with a sweet courtesy and maintained a steady air of reserve and restraint. Among her friends, however, was a young insurance agent who was looked upon by all as the leader in the race. He was young, athletic and successful, and just the kind of a man a woman instinctively likes. He was a big-hearted, sincere, manly fellow, and there was no doubt that he was deeply and truly in love with the girl. His feelings were confined to the slight favors and attentions a girl would naturally expect from a friend. He never protested love, and his friends were undecided. Some asserted that he was only dallying and would not marry a stenographer. Others protested that it made no difference what position the girl occupied, he would marry her if he loved her, and they contended that he didn't have the courage to propose. Matters drifted along in this way for months. The young man's infatuation became the talk of the neighborhood, and he was frequently joked about it, and no one was more unremitting in the chaffing than the girl's employer. Finally this employer hit upon a brilliant scheme, and at once set to work to carry it out.

This idea of his manifested itself a few days later when friends of this young man—those who were supposed to take and understand a joke—received a card inviting them to attend a wedding, on such a date, at such a church. It was all formal and regular, and the names mentioned were those of the young man and the stenographer, and the church mentioned was one the young woman attended. Naturally the joke got around to the young man in question. Those who received the cards saw the jest, but he was furious. He took one of the cards in his hand and went to the girl and, without a word, handed it to her. She glanced at it curiously and then colored up.

"Do you know who is at the bottom of this outrage?" he said between his clenched teeth.

She confessed that she did, and said that some one had told her that her employer was the originator and promoter of the joke. He wanted at once to run off and throttle him, but she demurred. She insisted that it would only complicate matters. He said sturdily:

"No, sir! I am going to get even. I will make him answer unless—unless"—

Here he stammered helplessly. She said quaintly:

"Unless what?"

"Unless—unless"—he gasped, desperately, "you consent to make it good. Won't you marry me, anyway? We can fool them all—and besides I love—have always loved you—and always will, and"—

It was a clumsy proposal, but accepted with the same sincerity in which it was given. They sat down and talked it over, and the result was another conspiracy that led to much chuckling and giggling on their own account. The young man suddenly disappeared from view, and his friends heartlessly laughed and said that he did not have the "nerve" to stand the "gaff," and was keeping "under cover." The day before the date set for the wedding by the bogus announcement, the stenographer approached her employer and said sweetly:

"I am afraid that I can't come down to-morrow. I have some things to attend to, and you will have to excuse me."

He demurred at first, but finally consented, saying, in a boisterous burst of mirth:

"Oh, yes, you are to be married to-morrow. Good enough. All right. Best wishes," and then he went off chuckling.

Early next morning in the church mentioned a little group gathered about the altar, and the minister pronounced the words making the young insurance agent and the former stenographer man and wife. The next day the girl's late employer received a neat little card with the formal announcement that Mr. and Mrs. So-and-So announced the marriage of their daughter, What's-Her-Name, to Mr. You-know. When the business man opened the letter and saw the card and digested its contents, he whistled vehemently and muttered:

"Well, I'll be hanged!"

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

A feature in our shoe business this fall is our adoption in many important lines of the excellent "hand sewed welts." It costs something to introduce them; for example, one regular \$3 line is selling now for \$2 a pair. But we shall get it back in the end—because we shall get you back. A satisfied customer is apt to be a permanent one, and hand-sewed welt shoes are satisfactory shoes to wear.—Gimbel Bros., Phila.

Children's shoe jubilee. Jubilee for the little ones, jubilee for the mothers; shoes the youngsters can treat as roughly as they like and no complaint; shoes the mothers will pay for with no complaint; shoes we guarantee to the last stitch; shoes that never have been excelled for sturdy wear; shoes we secured at a ridiculous price because we took a ridiculously large quantity.—Partridge & Richardson, Phila.

Entrance to our shoe stocks is controlled by civil service rules. Preferences and "pulls" do not count. Applicants have to stand a rigid examination, and only those that get the highest average are admitted. Thus there is no guess-work about Wanamaker shoes. They are honestly made of honest leathers. You can pin your faith to them.—John Wanamaker, N. Y.

There's only one way to "cure" ill-fitting shoes, that is—not to buy them. Whatever we sell for children's wear is chosen just as carefully as any other shoes in the stock. We realize that these little folk will be men and women by and by, and they'll continue to come here for shoes, if "the shoes papa bought at Johnson's for me" were easy on the feet.—Johnson's Shoe Palace, Altoona, Pa.

Our shoes for women are again in the

ascendancy; tremendous fall business in spite of the lack of fall weather. A shoe department like ours, with its immense outlet, is a magnet which attracts unusual opportunities from everywhere. We have simply to skim the cream of the country's good things and set it before you in all its richness.—Partridge & Richardson, Phila.

Manufacturers are beginning to realize that the home market is not large enough to take all their products, and they are now looking beyond our boundaries. Six Pittsburg firms engaged or interested in the manufacture of iron and steel have clubbed together to establish an agency in London. That great city is the principal business center of the world, and to it comes first the industrial and commercial news of all countries. The London agency will be there to watch for orders and opportunities not in Great Britain merely, but in India, Japan and South America especially.

The gas lamps in London are to be made to serve a double purpose—that of lighting the streets and providing hot water in the poorer districts. The cold water is put in reservoirs at the bottom of the lamp posts, and is heated by steam generated in a chamber placed a foot above the gas flame. The whole concern is on the "penny in the slot" pattern. You put in the coin and the machine does the rest. Other cities have taken to the scheme.

The farmers are prosperous, and that means good times will work up from the right source to insure permanency and stability. Activity among manufacturers and wholesalers, without a corresponding increased demand with retailers and their customers, simply leads to stagnation.

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

Hard to Bear Either Way.

"How I dislike the word 'economy.'"

"On what grounds?"

"It is such a queer thing. The world condemns us if we don't practice it and despises us if we do."

With a view to more effectually stamping out rabies among dogs, the board of agriculture of Great Britain has prohibited the landing of dogs in the country without a special permit. The rule applies even to those animals which have accompanied their owners for a holiday on the continent.

BULLDOG, OPERA LAST



No. 151. Men's Fine Satin Calf. McKay Sewed. Cylinder fitted. Outside backstay. Dongola top. Bright raised eyelets, smooth inner sole, one piece sole leather counter, solid heel and bottom. Bulldog, Opera, Coin, English or Boston cap toe or Globe, Glaze or French plain toe lasts. Balls or Congress. Order sample case and prove our assertion that this is the BEST shoe made for \$1.50. Satisfaction guaranteed. New samples now ready. To insure an early call and secure exclusive agency address A. B. CLARK Lawton, Mich.

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

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.

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.

Woman's World

The Mother-in-Law Question.

"Talk about questions in which women are particularly interested," remarked the young married woman with something that was almost a groan of despair; "in my humble judgment, no other question is 'in it' with the stupendous relation-in-law problem. It is a conundrum so vast and impenetrable and unsolvable that most women just sit down helplessly before it and give it up.

"Oh, I know all you are going to say. I have heard the 'gaining a new mother, and another daughter' theory before, and, in my opinion it originated with a man who didn't know any better or an old maid who had never tried it. I have read at least a thousand novels in which that admirable and cheerful theory was exploited, and yet in real life I don't know a dozen women between whom and their mothers-in-law there exists any entente cordiale, as a diplomat would say. Whose fault is it? Both, of course. To begin with, there's the inevitable jealousy of two women who love the same man. It ought to be a bond of union, but it isn't. It's a bone of contention. A very tactful man might strike a middle course in which he would satisfy the exigent affection of his mother and the unreasoning devotion of his wife without rousing the animosity of either side; but that's not the way with the dear, blundering fellow. Such an idea as exercising the slightest policy and discretion never enters his head. With the amiable and mistaken idea of endearing his wife and mother to each other he holds up each as a model to the other and makes a breach that nothing can span.

"For one thing, I don't believe any mother can ever help feeling that the woman who captures her son is a designing little minx. Other men may fall in love and get married of their own accord, but she is sure poor Tom would never have the thought of such a thing if he hadn't been 'led on.' She knows the artful ways of her sex and nothing could convince her that her son hasn't fallen a victim to the deep, dark machinations of a regular Machiavelli in petticoats. He may have been so frantically infatuated with you that you actually had to marry him to get rid of him. He may be a blase club man, who, like Lady Kew's daughter, is 40 years old and has heard all there is to tell; but in his mother's eyes he is an unsophisticated innocent and you have taken him in. If you hadn't, she is

certain, in the first place, he never would have married anybody, and in the second, if he did he would have married that nice, demure little thing around the corner or the heiress she had picked out for him. But you? Never! Nobody need ever tell her that he wasn't inveigled into that, and in her heart she regards him with the same pitying wonder we bestow upon the man who buys gold bricks or gets roped into a confidence game.

"Perhaps a woman never understands why a man falls in love with another woman, anyway. Certainly a mother doesn't. As a general thing she can take her daughter's point of view enough to see some charms in a son-in-law, but Tom's choice of a wife is always a mystery to her. Then she is lost in wonder at the reason he always picks out somebody so unlike his sisters. When she thinks, before the catastrophe actually occurs, about the kind of a daughter-in-law Tom is likely to give her, she always has the comfortable conviction that she will be either a domestic girl like his sister Hannah or a serious-minded girl like Sarah who is a Christian Endeavorer and belongs to all the alphabetical societies within reach, or at worst, it will be a literary one like Caroline, who dotes on Emerson and reads Ibsen. These are the ideals of feminine virtues and perfections he has been brought up to revere and she is confident they will prove a lamp to guide his feet when he goes a courting.

"Fallacious hope! Nothing but the contrariness of human nature can explain the fatal surety with which Tom picks out a wife as unlike his family as he can possibly discover. They are staid, serious, sober-minded. He marries a gay little butterfly who thinks that the world is made of sunshine and roses. They could not have less in common or understand her a bit less if she were an inhabitant of the planet Mars. Only too often they do not think alike on any subject, from politics to pie. Yet Tom drops this alien into his family circle, with a masculine disregard of consequences, and stands beaming on them with a beatific smile which says, 'I love you both. Let that suffice to make you happy.' Yes, if it can!

"Say what you will, the situation is a difficult one for both parties, and it is not surprising that they so often manage to extract the greatest possible aggravation for the greatest number out of it. Nothing can exceed the trouble two good, conscientious women, trying to do their duty, can make for each other. The older woman disdains to use any tact. Perhaps she is one of those who

pride themselves on being plain spoken, and she forgets that only exceeding love can enable us to hear the unvarnished truth spoken of ourselves. At any rate she is bent on seeing that Tom shall not be imposed upon, if she can help it. She points out your faults to you; she lectures you on your extravagance in using your best china every day and repeatedly informs you that in her time a respectable married woman could employ herself in her own home instead of gadding around after women's clubs and progressive euchre. Of course, there is always an I-do-this-for-your-good air about it, and if there is anything more maddening than that, I don't know what it is.

"Nor is the fault altogether with the mother-in-law. The younger woman is generally too young to have learned the grace of forbearance. There are a thousand places where the older woman's advice would be of help and comfort, and she should at least have the grace to yield in many things, and remember, as the goody, goody books say, that her mother-in-law is her husband's mother, and has many claims to her consideration. The trouble is that the girl is so often spoiled. She has generally just come from a home where she was a petted darling and where the world revolved around her. She is not used to criticism and is too quick to take offense. Above all, she has not yet learned to think of Tom as anything but an adoring slave. The very first shock of learning that marriage means something sterner than mere lovemaking comes from the unwelcome hand of his mother, and she seldom takes much trouble to soften the blow.

"Of course, it is natural for every woman to want to run her own home to suit herself. It is also equally natural for a man's mother to feel she has a right to order her son's affairs. Very often she sees things going wrong, things illy done or neglected, things she knows how to do so well and could manage so much better. It is the anguish with which every professional must watch the blundering efforts of an amateur; but it is a fatal mistake to interfere. Each of us has a different domestic problem, and we must work out our own salvation.

"After all, though, we both love Tom, and there ought to be some platform of mutual good will and affection on which we could get together. I am thinking of calling a convention of mothers-in-law and daughters-in-law, where we shall all state our grievances and try to arbitrate our troubles. I shall suggest, as the first provision of

our constitution, that the mothers renounce the error of belief that we inveigled their sons into marrying us, secondly, that they quit speaking of our husbands as 'poor Toms,' and believing they are persecuted martyrs; thirdly, that they grant to each and every one of us the right to run our own homes in our own ways. On the daughter-in-law's part, I shall formulate a plank that shall pledge them to patience with ways that sometimes seem a little old-fashioned; secondly, to remember that not even a bride knows everything, although she always thinks she does; thirdly, to use their utmost power of attraction to try to really storm the barricades that their husband's mothers have erected in front of their hearts."

"What shall you do," I asked curiously, as the young married woman ceased talking, "if your convention proves a failure?"

"Then," she replied, "there will be nothing for it but to marry men who are orphans."

DOROTHY DIX.

Frank Admission.

The prisoner's dock is not a situation favorable to repartee, but on one occasion the accused undoubtedly scored.

"Why did you manufacture this bad money?" the magistrate said, sternly.

"Cos I couldn't turn out no better," replied the counterfeiter.

Many of the so-called Scotch plaids are not tartans at all in the literal meaning of the word. There are about thirty one veritable tartan plaids today, the cognizance of as many Scotch clans. Queen Victoria, being a Stuart, wears the plaid of that clan. She also wears the "Victoria" plaid, which is the ground plaid of the Stuart tartan. Technically, the tartan is a woollen cloth, with checkers and cross bars of narrow lines of color. It is said to be derived from the French, "tertain," signifying "linsey woolsey."

Preparations are being made to begin construction work immediately on the Yuma Canal in Southern California. This will be the greatest irrigation canal system in the Southwest. Water will be taken from the Colorado River at a point about twenty-five miles north of Yuma, and distributed for a distance of fifty miles over a desert country. Immense areas both north and south of Yuma will be reclaimed, and about 100,000 acres of the Algodones grant in the Mexican State of Sonora will also be watered.

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

If we present a vulnerable point to the foe, we must expect him to take advantage of it.



BELLE ISLE PICNIC

QUALITY
OUR
MOTTO

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

FROM FARM TO FIRM.

How Sam Brown Achieved Success in Business.

Written for the TRADESMAN.

"Whoa, Lion! Whoa, Whitie! Blast these oxen anyway! I can't, for the life of me, see why father traded off his horses for these half-wild creatures. Whoa! you brutes!" But it was evident that the oxen either did not or would not know what "Whoa!" meant, for they kept right on, although the end of the stubble field in which they were plowing had been reached. The animals went straight for a sickly-looking patch of corn that was trying to grow a short distance from the stubble field, the wilted half yellow stalks of which would have discouraged anything except an ox; but, from the way they began to devour the leaves and stalks, it was evident that they regarded it as good fodder.

Sam Brown, the boy who was driving the oxen, tried to set his plow deeply enough into the earth to stop the truant team; but of no use. The plow had a wheel at the end of the beam that gauged the depth of the furrow to be cut and would go just so deep and no deeper. Throwing the plow upon its side, the boy tried to head off his team, whereupon the oxen started to run, dragging the plow after them and trampling and breaking down a wide swath through the corn patch.

Sam's brother, who was plowing in the stubble field with a three-horse team and sulky plow, now came to his assistance and the refractory oxen were thoroughly whipped and driven back to work.

"Go down to the stable, Sam," said the big brother, "and get a half-inch picket rope long enough to reach from Lion's horns back to your plow handles. Then, when you reach the end of the field, if they try to run away, just yank the rope for all you're worth—you know old Lion's pretty tender about the horns. I'll watch your team till you get back."

"We're poor enough, God knows!" exclaimed the boy, tears of exasperation filling his eyes; "but I wish the dog-goned things would both die. They ain't half broke and father expects me to make 'em mind, and the only way to do that is by sheer strength, an' I can't use that 'cause I hain't got it. Why can't you drive 'em for a week or so, Bill, an' let me have the horses an' the sulky plow?"

"Sam," replied his brother, "if I had to drive them oxen, I wouldn't stay to home twenty-four hours—I'd be in Col-

orado just as quick as a freight train 'ld take me. You see, I was 21 on my last birthday, an' the old man ain't a askin' me to drive no ox teams."

The hopeful look that had for a moment appeared in the boy's face faded as he asked his brother, "Why can't you drive 'em for a week or so?" and the tears he had been struggling to keep back welled up again and, throwing himself on the ground, he burst out crying.

"Never mind, Sam, you wait here an' I'll get the rope. Then you can drive in the lead with the horses a while an' I'll see if them brutes can't be made to mind."

Thus encouraged, the boy stopped crying and sat up. As his brother disappeared in the corn patch in the direction of the barn, Sam exclaimed: "I wonder if Bill meant that about goin' away to Colorado. He couldn't have the heart to leave father just now when he needs his help so much. I mustn't mind if the oxen do run away, or father may want Bill to drive 'em, an' then he'll leave; an' then—I don't know what we would do. Just feel that hot wind," he continued; "I don't know what'll become of us if that keeps on a blowin', let alone if Bill should go away. Here's this wheat that we're a plowin' under 'cause it wa'n't worth cuttin'; dried right up where it stood, an' mother a prayin' an' prayin' for rain. But it didn't make no difference. An' then she took the fever, an' for days an' days she raved about the dry hot weather, an' kep' a sayin', 'O if it would only rain! O if it would only rain!' At last, it did come, with thunder an' lightnin' an' wind; but it was too late to save mother—or the wheat. Father couldn't bear the thought of buryin' her in that mean, weed-grown buryin' ground up at Hays City. So Bill an' me dug a grave over by that cotton wood tree that stan's all by itself. Father couldn't do a thing to help us, an' he ain't done nothin' sence but grieve about mother; an' now, if Bill should go a—" but here the boy's voice which had been full of tears, broke and he again threw himself on the grass-choked ground, burying his face in his arms and giving way to a passion of sobs.

Sam was about 15 years of age. It was evident, from the length of his arms and legs and the thinness of his body, that he had grown too fast; but there was something in the boy's patient little face that invited the second look and made one think that he was worthy better things than farm drudgery. His father, who, several years before, had

been well to do, had, with his wife and two boys, moved from his pleasant home in the East and settled at Hays City, Kansas. There, as the town was "on the boom," he had engaged in town lots and farm-buying speculation. But the drop came all at once. All that was left to him was the 160-acre farm upon which, for four years, they had now been trying to retrieve their lost fortunes. It was, indeed, a dreary enough outlook, although the outlook was better than the past with its drouth and hot winds and consequent failure of crops, for there was the hope in it that things would mend. Who that has not had the experience can realize what an interminable time four years on a farm in Western Kansas, with its loneliness and isolation and "hope deferred that maketh the heart sick," must mean to people who have been used to better things? As each year went by and the seed so laboriously planted brought no return, it was no small sacrifice to give up a horse or a cow to meet the bills that were constantly falling due. Then, when Death took from among them the mother, who had been their chief comfort and hope, it was not to be wondered at that the husband and father "hadn't done nothin' sence," as Sam expressed it, "but grieve about mother."

Hearing his brother's returning footsteps, Sam smothered his sobs and tried to dry his eyes on his shirt sleeve.

"Now, I think we can manage your—Why, Sam! you ain't cryin' yet because the oxen ran away, are you?"

"N-o," replied the boy, the tone of kindness in his brother's voice bringing the lump back in his throat; "I—I was—was thinkin' about—about mother an'—an' what father an' me would do if you went away to Colorado. You won't go an' leave us, will you, Bill?"

"Of course I won't—not right away anyhow," Bill replied, as he fastened one end of the rope around Lion's horns. The other end he wrapped two or three times around one of the plow handles.

"I guess I can bring 'em to time now, Bill. An' you don't need to bother drivin' 'em. They'll follow your plow all right for a while, I reckon, after the lickin' we've give 'em. Git up there, Lion! Go 'long, Whitie!" With slow unwilling footsteps the stubborn oxen moved forward and the weary work went on, while the dust rising from the dry upturned earth was borne away by the heavy hot wind.

MAC ALLAN.

[TO BE CONTINUED]

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

Association Matters

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

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



Manitowoc Lakeside Peas

Those who are familiar with Lakeside Peas fully appreciate them and know their value. We have made the canning of peas a scientific study and feel amply repaid by the results obtained. They are for sale by all grocers. Ask for them.

THE ALBERT LANDRETH CO., Manitowoc, Wis.

Worden Grocer Co., Wholesale Agents.



Fruits and Produce.

How It Looks to a Butterworker at the Other End.

I returned a few days ago from a visit to New York City, where I spent some time in visiting different commission houses, and will say that I was greatly surprised in regard to the way our butter is handled there. Too much blame is laid at the commission man's door. Shippers do not realize the condition their butter is in when it arrives there. Now, to explain to our shippers in what way we are in fault, and it is laid to the men you ship to.

I will tell you how I know what I am saying. The day I left for the city two of my regular shippers were dividing their make with two houses. Their shipments followed me in, arriving a day later than myself. I went direct to the house that was handling their butter—I am a perfect stranger to them—and saw them strip and weigh the lot, and then returned to see the lot weighed that was consigned to my house. Now, naturally, one would think the butter would be all the same in weight, color, quality and in packing, as it all came from the same factory and was made by the same man. But if I had not known the number of the plate before starting, I would have said it was two different lots. Some was sour, some too highly colored, some too salty, some showed streaks and some of the tubs were not properly packed at the bottom, and about one-third the way up there would be holes which would hold over one pound of butter. This would cause one house to give better weight than the other while they would be giving the shipper his honest weight. It would cause the company to believe that one of the houses was not honest. I saw a mark of butter come onto the floor of a neighbor house of mine and the proprietor invited me to examine the butter as it was turned out on the scales. Some of it had a very woody taste, while perhaps the next tub had none at all. This, I think, comes from improper care in preparing the tub for its contents.

There has been enough said on this one subject to enable every buttermaker to be well posted in regard to packing and preparing tubs to prevent all the fault that they claim. I think the proper way to prepare a tub, is to—in the first place never use a cheap tub—get the best there is on the market, then steam each one slowly for two or three minutes, fill with cold water and add a good handful of salt. Do this early in the day while you are churning and let them stand until the next day, then empty out and refill with water until ready for use. Before filling, or lining, if you use parchment paper, which I think is the proper thing to do, rub the bottom and sides well with salt. This will, I think, prevent the woody taste and will enable your butter to strip freely, and not have any stick to the tubs while they are being weighed.

All these remarks are the fault at home in the factory, as a general thing. I do not say but what there are rogues as commission men, who take advantage of these faults, where the butter is fancy and up-to-date, and make complaint where it is not necessary. But if you are shipping to a good, reliable house, you appoint it as your agent to dispose of your butter and get the best possible results for you. Now, do you think they would find fault where there is no

excuse to? They have to maintain their reputation as a reputable business house, and return you good results at all times, knowing very well that if they do not, they will not receive your shipments long. I think it is their duty to criticize the condition of your make. I have known instances where the house has written a personal letter to the buttermaker, asking his advice in regard to some fault. The buttermaker would laugh and say, "What do they know about our goods? They never saw a creamery in their life." And he would cast his letter aside and the next shipment would go to some other house. Perhaps this will happen on a good market when they have handled your goods for some time on a low, sluggish market and realized only a small profit in doing so. The next man takes it when he can dispose of it on arrival at a good advantage for you. When the market is brisk, it is an easy task to sell good butter, and even if it is a little faulty, the buyers are not so apt to find fault. But if it is dull, with any chance to find fault, then is the time they will do so.

I believe butter can and ought to be made so it could not be substituted. It is an article that has been in use a good many years and will remain a necessity and command a good price if properly made. Now, let every one who is interested in the dairy business stop so much kicking and put his shoulder to the wheel of progress in the manufacture of pure creamery butter. Let every owner of a cow, who sends milk to a factory, do his utmost to help his buttermaker. The buttermaker should attend to his work carefully and see that there is nothing left undone in making and preparing his butter for the market, and I think it would give better prices, make it more pleasant to do business, and make better times and better people.

H. J. HAND.

Eggs as Ammunition.

People in the little mountain town of Sharpsburg, Ky., have a peculiar diversion known as "egg throwing." The heaviest battles occur on Saturday night. Jim Strong is the captain of one egg-throwing band and Bill Eversole is the captain of the other. They have about twenty men each. Each man has to provide himself with a dozen eggs and, of course, it is to his interest to buy them where he can get them the cheapest. As no individual expects to be struck by his own eggs, he does not require the dealer to "candle" them. In this way the dealers in country produce are able to realize at least cost price on their sickest eggs.

Last Saturday night's battle was a glorious one. The moon was shining, and the boys lined up for the fray about 9 o'clock. Every member of the two companies was present. The captains did not throw, simply directing the movements of their men. Each had his full quota of eggs when the battle began. The first volley was thrown by Strong's men and six men on the Eversole side were struck. Then the Eversoles began to throw eggs and at their first volley seven Strong men were marked and one egg carried away the cap of Captain Strong. Then the throwing became indiscriminate and no attempt at volley work was made.

The sport did not cease until the entire 480 eggs were thrown. Nearly every man had been plastered and the captains were regular omelets from head to foot. It was decided that Strong's men won the fight. The Eversole company did the proper thing and several bottles of a colorless liquid known as "moonshine" were passed. The most casual observer along the street next morning could have told there had been an egg battle, for the houses, sidewalks, fences and curbstones were plastered with eggs and shells.

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.

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

Everything seasonable in Fruits and Vegetables.

BUNTING & CO., Grand Rapids, Mich.

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.

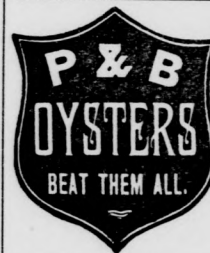
PEACHES—Crawfords, Barnards, Mountain Rose and Plums now in market. Now is the time to order.

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

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

Established 1876.

Wholesale Seeds, Potatoes, Beans, Fruits.



Lockwood & Braun

Successors to

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Sole packers of the Old Reliable

P. & B. OYSTERS

In cans and bulk.

Mail orders promptly filled.

127 Louis St., Grand Rapids.

Dealers in Poultry, Butter and Eggs.

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 seasonable 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.



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.

GOTHAM GOSSIP.

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

New York, Oct. 2.—Recent advices from Brazil received in this city indicate that the prospects for a big coffee crop are again excellent. Many new plantations, it is said, will come into bearing this season and next, both in the Rio and Santos districts; and, if no disaster happens, the yield will be huge. Deliveries of coffee in this country during September will aggregate about 400,000 bags. The amount of coffee in sight at the close of the month was estimated at 1,700,000 bags, an increase of 600,000 bags during September. The total supply is now 6,000,000 bags. The market here has been rather weak. With supplies so large, prices have been hammered down until it seems as though the bottom had been reached; but there are those who think we shall yet see Rio No. 7 quoted at 6c. To-day's price for cargo lots is 7½c and for jobbing lots, 7¾c. Mild coffees are about steady and there has been no important change in price.

The demand for refined sugar has been very quiet. Jobbers seem to have supplies sufficient for present wants and make few purchases. Advances from abroad have had the effect of making a duller market here, as the general tone of the dispatches indicates a downward tendency. Foreign granulated has been in light request and is quoted at 4.92@5c.

There is a lack of animation in the tea market. Oolongs have been in rather better demand than usual, but orders, either from the interior or the city, have been few and far between.

Rice dealers have no trouble in disposing of their holdings; in fact, the trouble is to make present supplies go around. The amount here of foreign is limited and supplies on the way are not at all excessive. Japan is held at 5c and Java at 4½c. Rather more rice from domestic points is being received, especially from Carolina, and is taken at once. Prime to choice, 5½@5¾c.

Pepper is now controlled by few hands and they will probably force some advance. The general spice market is quiet and few transactions are taking place. More confidence is felt in the general situation, however, as the season advances.

Supplies of really desirable grades of New Orleans molasses are very limited and one must shop around some to find what he wants. Prices show no change and the general situation is about as last reported. Open kettle, prime to fancy, is held from 27@30c. Syrups are quiet, with few sales reported.

The canned goods market is strong all along the line. Prices are firm and the general tendency is to a higher plane. The situation has improved so that packers of corn and tomatoes are said to be buying back their contracts and paying a good premium for the privilege. Frost has stopped corn packing in New York and Maine, but reports of injury to tomato vines have not yet come to hand. The weather, in fact, is hot and late tomatoes will probably all get ripe. Maine corn is wanted at 85c f. o. b. Portland. Tomatoes are worth 85@91, as to brand. Salmon is steady and a fair demand has prevailed all the week.

Oranges are very firm and Jamaicas in original barrels, fine fruit, have sold for \$6.50 per bbl. Florida oranges promise to be in better supply than was anticipated and the fruit is exceptionally fine. The arrivals, as yet, have been small and the price is comparable to strawberries in December. Bananas are quiet and quotations are nominal. The top price seems to be about 80c per bunch for firsts, while the greater part of the year the ruling figure is from \$1@1.12½.

Dried fruits of all kinds have been rather dull and we have no change. It is said that holders on the Pacific Coast are becoming anxious about the non-receipt of orders and might make some concessions; still the general tone is firm and cooler weather will probably cause more firmness.

The butter market is quiet and the advancing tendency has been checked. Best creamery, 21@22c. Little doing in an export way.

Cheese is dull and few sales are reported. Full cream large State is held at 9c.

The egg market is dull. Best Western, 17c. Much bad stock is arriving.

Beans are dull and the market is unchanged in any particular.

The Disgrace of Labor.

Deacon in Furniture News.

I am not arguing that every merchant should be ready to grab a mop and clean out his store every morning; or that a banker should fire his own furnace; or that the wife of a railroad president should do her own washing. When I see the proprietor of a large store out on the walk washing the windows; or a lumber manufacturer sorting scraps of boards about his own yard; or a corporation lawyer slowly pounding out a letter on a typewriter, I say to myself: "That is either a big man in a small business, or a small man in a big business." Such labor may be a disgrace.

A boy at six dollars a week can mop a floor or clean a window as well as can Cornelius Vanderbilt. If your time is worth \$6 an hour, you disgrace yourself by working at work worth 10 cents an hour that can be done by some 10 cent laborer. Great business men learn to distinguish between cheap labor and valuable work, and to hire cheap help for cheap labor, and reserve themselves for valuable work.

Moreover, it is the duty of the wealthy man to put his cheap work into cheap and worthy hands. I think it a disgrace to saw my own wood when I know that the man on our back street is suffering to saw wood at a dollar a cord. The fact that I can earn enough to pay for sawing my winter's wood in the time it would take me to saw half a cord increases the sense of the disgrace I feel. When I need the exercise of the sawing, or when I can hire no man to do it, I can saw wood with equanimity and a bucksaw. The redness seen in my face at the time is not the blush of confusion at being caught at humble labor.

Any work that shows a meanness of spirit is degrading although it be the work of combining great railroad systems. Any work, however mean, that shows courage and energy is ennobling although it be the cleaning of a sewer.

What Created the Demand.

"What makes you buy that brand of soap?"
I asked a woman shrewd;
"Some others have far larger scope—"
Their names I here reviewed.
"What makes me buy that brand of soap?"
The woman looked surprised—
And thus she answered my demand—
"Because it's Advertised."

"Why do you choose that ribbon fair?"
I asked a little miss;
"The other stores had others there—"
Why did you ask for this?"
She gazed at me with pitying eye,
My face she criticised,
Then answered very simply, "Why,
Because it's Advertised."

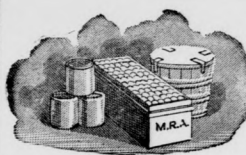
"What makes you always buy that wine?"
I asked a business friend.
"It's quite a favorite of mine."
"But why select this brand?"
He looked astonished and my aim
He had not recognized;
But still he answered, just the same—
"Because it's Advertised."

And so you'll find where'er you go,
Whatever people buy,
The goods that have the greatest show,
And on which folks rely,
Are those made known through printer's ink,
And, it may be surmised,
Their merit is, the people think,
"Because they're Advertised."

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.

The British government is about to spend \$14,000,000 in the construction of new docks at Simon's Town, Cape of Good Hope. The docks will be of sufficient capacity to hold the largest iron-clad afloat.



BUTTER
EGGS

Handled only on Commission.

On Commission or bought on track.

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

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.

MILLER & TEASDALE CO.

FRUIT AND PRODUCE BROKERS

BEANS
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OUR
SPECIALTIES

POTATOES
CABBAGE

601 NORTH THIRD ST.,

ST. LOUIS, MO.

Consignments solicited. Advances made.

Reference: American Exchange Bank, St. Louis.

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.

Wanted

Creamery Butter, Eggs, Poultry, Apples, Potatoes, Onions, Beans, Fruits of all kinds.

Correspondence solicited

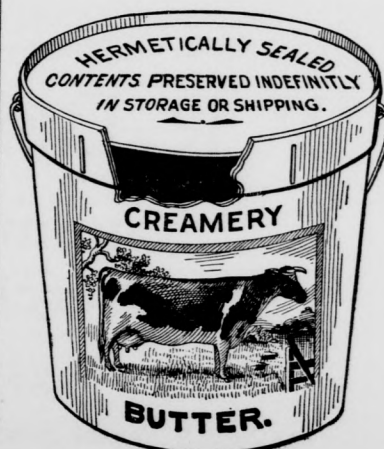
Hermann C. Naumann & Co.

MAIN OFFICE NOW AT

33 Woodbridge Street, West, Detroit.

Branch Stores: 353 Russell Street, opposite Eastern Market.

799 Michigan Avenue, opposite Western Market.



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.

The Waning of Past Attainments.

Stroller in Grocery World.

There was a time when the standing and reputation of a grocery store were measured by the length of time it had been in business. If it was an old store and had been in trade in its town for a long term of years, it was regarded as a landmark, and usually had an old-established family trade that stuck to it through all competition and all business revolutions.

The same principle has more or less governed all business enterprises. If a newspaper had been in existence, say, for seventy-five years, even although it was a little lumbering and slow now, it still enjoyed a reputation for stability, dignity and respectability and got business where a younger and better paper couldn't.

It looks very much to me as if this time was past. This is the day of the hustler, regardless of age and other extraneous conditions. Old age, past respectability and all other relics or attainments of past generations have a lesser importance in the public eye in this day than they ever had before. The times demand present attainments, not those which are past and gone, or those which were achieved by long-dead ancestors.

Now that I have relieved my mind a little, I'll tell what I mean. Very often in my experience I've come across a grocery store which is like a long-planted rock. The present proprietor came into possession of it from his father, and he from his father, and so on. Such a store never makes any particular attempt to meet competition. It never needs to. It charges what it pleases for goods, and what it pleases usually means a good profit. Let me tell you that this class of grocery stores is being slowly but surely crowded to the wall.

I got into a store like this one day last week. It is located in a New Jersey town down in the southern part of the State, and is just such a store as I describe. It was established right in that town sixty-three years ago. The founder left it to his son, and the son left it to his son, who is the present proprietor. The place is old-fashioned and prosperous, always had a good trade, and the people of the place look on it as one of their few local features—a store as old and as virtuous as the childhood of the oldest inhabitant.

I have known the proprietor of this place for several months, although but slightly. The other day I got into conversation with him, and among other things I mentioned the cutter. I happened to see, as I passed down the street, that a new store of the red-front variety had just opened its doors, and had plastered its front with the conventional "bargain" signs. So I said to the proprietor of the old-time store:

"You have never run up against the cutter, have you?"

"Oh, my, no," was the easy, almost indifferent reply. "The cutter can't hurt this store. Why, this place was founded by my grandfather sixty-three years ago! It came down to my father from my grandfather, and down to me

from my father. It's the oldest store in town, don't you know that? We've got a trade here whose fathers and mothers dealt here when my father kept the place. You think they're going to go to any of these cut-rate cheap places for their groceries? No, sirree! Why, I tell you, it's a fact that I never attempt to compete with the other grocers here. We all have our own trade, and it sticks to us, and always will."

"Lucky, lucky grocer!" I exclaimed to myself. "Never compelled to compete—to cut profits—never to do anything but sell goods and make money. I almost formed a resolution to invite everybody to go to South Jersey and start a grocery store."

Just then the order clerk entered. I say "order clerk," by which I mean storeboy, delivery boy and general factotum.

"The new store down here is a-boomin'," he observed, as he handed the grocer the orders he had gotten.

"Is it?" asked the grocer, indifferently, as an Australian might remark of an outbreak of chickenpox among the Esquimaux of Greenland.

"You bet!" replied the boy. "Lots of people in there. Last night the place was crowded! Couldn't git in. They're sellin' things cheap, all right."

"They are, eh?" observed the grocer, skeptically. "What do you call cheap?"

"Well," said the boy, ruminatingly, "this here small box of Royal bakin' powder we git 10 cents fur they're a-sellin' at 7."

"They're fools, that's all!" ejaculated the grocer, but still with a note of impersonality in his voice, showing that he viewed the matter from a standpoint entirely outside of the effect which such a cut could have on his own sales of baking powder.

"They could just as well get 10 cents," continued the grocer. "Nobody demands a price of 7 cents."

"Well," put in the boy, who was a pretty shrewd youth, "the people are a-buyin' at the 7 cents all right. When I came by there just now I seen Miss Jackson in there a-buyin' some things, an' her folks didn't give me no order this mornin'! She was a-buyin' bakin' powder, because I seen a can of it on the counter in front of her as I come by."

"Oh, you must be mistaken," said the grocer, loftily. "Surely such people as Mrs. Jackson wouldn't be led to buy goods of such a house!"

"Well, that's what I s'posed she was in there fur," persisted the boy.

The grocer didn't say any more, but I could see that his feelings had undergone a decided change. I imagine that the realization that his long standing, his eminent respectability, were, after all, impotent against modern competition, and that they both must go down, and even had gone down, before a cheap cut store which sold 10 cent baking powder at 7, must have been a tremendous shock. It is as if some magic talisman to whom one had looked for protection for years finally proved utterly worthless in the crisis against

which its charms were supposed to lie. The people of this place sold this grocer, swept aside all his claims to preference, and deserted him, for three cents!

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.

Members of the trade aren't pugilistic, but just the same scrap leather is in big demand this fall.

One Infallible Test.

"What do you consider the most absolutely certain way to distinguish toadstools from mushrooms?"

"Cook them, get some other man to eat them, and then watch his symptoms."

Found at Last

Gongdon'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. Gongdon & Co.
PENTWATER, MICHIGAN.



COYNE BROTHERS


WHOLESALE COMMISSION MERCHANTS
161 S. Water St., Chicago.

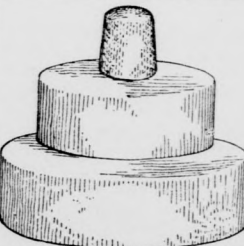
BUTTER, EGGS, POULTRY, FRUITS AND VEGETABLES

Car Lots: POTATOES, APPLES, BEANS, ONIONS

References: W. M. Hoyt Co., Wholesale Grocers, Chicago. W. J. Quan & Co., Wholesale Grocer, Chicago. Bradstreet and Dun's Agencies.
Bankers: Merchants National Bank, Chicago.

Write for Tags and Stencils. Mention this Paper when Writing.





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.



Miller Bros.,

...MFRS OF...

THE SCIENTIFIC BEAN PICKER

Rochester, Mich.

Do you want to know all about us?

Write to

Corn Exchange National Bank,
Philadelphia, Pa.

Fourth National Bank,
Grand Rapids.

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

D. C. Oakes, Banker,
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W. R. BRICE.

Established 1852.

C. M. DRAKE.

W. R. Brice & Co.,

Commission Merchants

Butter, Eggs and Poultry

23 South Water Street, Philadelphia, Pa.

SPECIAL NOTICE.

We want

Live

and

Dressed Poultry.

Write for Information.

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

Michigan Commercial Travelers' Association.

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

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

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

Lake Superior Commercial Travelers' Club.

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

Wholesome Decision Affecting the Lake Shore Railroad.

The Supreme Court holds that the law passed by the Legislature of 1891, requiring railroad companies in this State to sell 1,000 mile tickets, good for the purchaser and any member of his family, for \$20 each, is a good law, and a decree is entered enforcing it in the case of Henry C. Smith against the Lake Shore & Michigan Southern Railroad.

The case was tried in the Lenawee Circuit, Judge Lane issuing an order requiring the company to sell the railroad a ticket under the conditions imposed by the law, and from this order the railroad company appealed.

Judge Montgomery wrote the main opinion in the case, which was signed by Justices Long and Moore. Justices Hooker and Grant wrote dissenting opinions. The law provides that the mileage tickets shall be good on lines of railroads plying partly within and partly without the State, and the contention of the railroad company was that this provision affects interstate commerce and is therefore unconstitutional. Justice Montgomery says, however, that this contention cannot be allowed for the reason that the statute, fairly construed, was intended to limit the use of the mileage ticket to the State of Michigan. It fixes the price of the ticket—not exceeding \$20 in the Lower Peninsula and \$25 in the Upper Peninsula. The Court says that, while the language is not very apt, it was the clear intention that a ticket, the price of which was \$20, should be used only in the Lower Peninsula, and one, the price of which was \$25, could be used only in the Upper Peninsula, and that neither could be used beyond the limits of the State.

A second contention urged by the railroad company was that the law is in conflict with the charter of the company which was granted prior to the amendment to the constitution reserving the right to alter or amend charters of corporations, and that it therefore impairs the obligation of contracts.

The opinion of Justice Montgomery is exhaustive upon this feature of the case, the conclusion reached being that the consolidation of the old Michigan Southern Railway Co. with the Northern Indiana Railroad Co. and other companies in Ohio, Pennsylvania and New York, amounted to the organization of a new corporation subject to the provisions of the constitution and the act under which it was reorganized. Upon this point the Court says: "The companies at present forming the respondent derived rights under the law permitting a consolidation, and, while there may be difficulty in subjecting so much of the property of the consolidated company as lies without the State to our jurisdiction, or in controlling the transactions of the corporation itself without the State, or in fixing taxation upon a basis which rests upon its earnings outside the State, it is not apparent why the company, as to its exercise of corporate functions within the State, is not subject to the terms of the act authorizing its consolidation as limited by the constitutional provision in force at the time, or why it is not subject to local legislation."

The third and fourth contentions of the company, that the act is unconstitutional because it attempts to compel companies to enter into contracts for two years and is thus an invasion of the right to the use of property, and that the act is in conflict with the constitution, which limits the power of the Legislature to fixing the maximum rates to be charged, are both disposed of by the opinion. It was argued that the Legislature of 1891, having fixed the maximum rate at 3 cents as to certain roads earning less than \$2,000 per mile, and 2½ cents and 2 cents respectively for roads earning more than \$2,000 per mile, thus exhausted its power to provide for a less rate where mileage books are used. Judge Montgomery declares that the term maximum rate, as used in the constitutional provision, means the maximum rate which the company is permitted to charge under a given set of circumstances. Attention is called to the fact that the Legislature permits all railroads to charge 3 cents per mile for a distance not exceeding five miles, and it is said that in fixing this rate the Legislature fixed the maximum rate for that particular service only.

The chief argument of the railroad company was that the statute is invalid because it requires the company to enter into a contract for two years for the transportation of passengers, and is, therefore, withdrawing from the company the right to manage its own property. "It may be said," says the opinion, "that every attempt to fix rates of toll or rates for the carriage of passengers or transportation of property to some extent involves an interference with the management and control of its property by the railroad company. Having in mind the common method of conducting railroad business at the present day, the court can take judicial notice of the fact that nearly every railroad in this State does issue—and did, prior to the enactment of this law, issue—mileage books of one thousand mile tickets. The conditions were not precisely the same, but they were contracts good for one year and issued at a reduced rate, so that usual conduct of business time contracts for the transportation of passengers is made. In fact, it would be difficult to think of a method of conducting a railroad business which did not involve a contract good for some length of time."

"I confess I cannot share the apprehension that such a regulation as the one here involved will deprive the company of the management of its business. Would anyone contend that the Legislature has not the power to require railroad companies to keep on sale at their stations tickets of any kind? The compulsory requirement of this act may indeed be denounced as an attempt to conduct the business of the company, but I apprehend that extended argument is not necessary to defend the right of the Legislature to make such requirement."

"My conclusions are that the regulation is not unconstitutional as applied to roads within the control of the Legislature, and that the respondent road, by its consolidation—formed as it is by a consolidation under an act passed since the adoption of the constitution reserving the power to alter, amend or repeal—is subject to the general control of the Legislature and that the judgment of the Circuit Court should be affirmed."

The effect of this decision is evidently not only to compel the Lake Shore & Michigan Southern Railway Company to sell mileage tickets under the conditions imposed by the Legislature of 1891, but it places the road within the power of the Legislature in regard to taxation and other regulations, from which it has always been claimed to be exempt by reason of its original charter.

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

Movements of Lake Superior Travelers.

T. J. Gregory (Phelps, Brace & Co.) has resigned his position.

H. C. Work (Woodward & Stone) worked the Marquette range last week.

F. H. Horton (Pemberthy, Cook & Co.) worked Marquette county last week.

F. G. Truscott (Burnham, Stoepel & Co.) is in Detroit posting up this week.

W. C. Brown (Lake Superior Knitting Works) visited the factory at Appleton, Wis., last week.

W. R. Smith (Hibbard, Spencer, Bartlett & Co.) did not swear to the low man at Manistiquie.

D. P. Baldwin (Roundy-Peckham Co.) worked the copper country last week.

W. H. Stevens (Williams, Davis, Brooks & Co.) is with us for a week or two.

A. P. Simpson (Manhard-Joppling Co., Ltd.) works the trade part of the time; the balance is spent managing the business of closing out the stock of hardware.

J. H. Russell, Jr., (I. T. & G. H. Bowman) Sundayed in Marquette. Bert lives in Jackson.

Percy Teeple (P. White & Co.) spends all his time on the road in interest of the Northwestern Mutual Life Insurance Co.

Lake Superior commercial travelers take considerable interest in the new interchangeable mileage book in use in the Lower Peninsula. We greet our fellow tourists and ask them to desert the Lower Peninsula with its burdensome book and join us in the Upper Peninsula where mileage is only \$25 per thousand and cash fare is only 4 cents a mile. Our excess baggage tariff is based upon 4 cents a mile. In the Lower Peninsula travelers are compelled to mix with all sorts of passengers, but up here passengers are divided into but three classes—those using mileage, those paying cash fare and those who travel on passes. The three classes are about evenly divided. If any of the travelers from below want to travel in a paradise, let them come up here.

Gripsack Brigade.

The Michigan Commercial Travelers' Association has called a meeting for Saturday evening to discuss the new interchangeable mileage book.

Geo. H. Riblet, for many years a well-known Michigan traveling salesman, died at Sterling, Sept. 26, from Addison's disease of the kidneys. Mr. Riblet was affiliated with all of the traveling men's societies of the State, carrying an aggregate of \$14,000 life insurance.

Burt R. Stevens, for several years employed in the shoe store of Wm. M. Palmer, at Jackson, has taken a position as traveling salesman for Upham Bros. & Co., of Stoughton, Mass., manufacturers of men's shoes. His territory includes Michigan, Wisconsin, Indiana, Ohio, Minnesota, Pennsylvania, New Jersey and Delaware.

Wm. Boughton (C. E. Smith Shoe Co.) is again on the warpath, having gone to Detroit early in the week to secure his samples of spring goods. Mr. Boughton's many friends among the trade will be glad to learn that the operation to which he recently submitted at Butterworth hospital has resulted in his complete recovery.

Chas. S. Robinson has been called to Aurora, N. Y., by the death of his father. As Charley is an only child and his father leaves an estate of considerable magnitude, it is not unlikely that he will be impelled to leave Grand Rapids and take up his residence in the Empire State. Such a change would occasion general regret among Charley's friends, who have come to regard him highly by reason of his joviality and large-heartedness.

Cutler House at Grand Haven.

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

Northern Hotel,

J. L. Kitzmiller, Prop.

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

HOTEL WHITCOMB

ST. JOSEPH, MICH.

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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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NEW REPUBLIC

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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.

Will Pay YOU

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

HOTEL NEFF

FRANK NEFF, Propr.

GRAND LEDGE, MICH.

Rates, \$1.00. One block east of depot.

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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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How to Prepare for Board Examinations.

At the present time, when so many try to pass the various State Board of Pharmacy examinations, and so few of them succeed, the question as to how to prepare for such examinations is one of the greatest importance to the average unregistered druggist, whether he be a proprietor or clerk. The desire to become registered is ever predominating in the average druggist, and rightly so. This desire is increased as the demand for the unregistered clerk decreases.

A systematic course of study should at all times be strictly adhered to. The United States Pharmacopoeia should be taken as the guide. When beginning to study do not try to commit to memory all about each and every article or preparation separately; the best results are obtained by classifying them and studying them in classes. Much may be learned from a single preparation that equally applies to the entire class. Notice the general characteristics of a class and note the exceptions, if there are any to be noted; or if special precautions are to be observed in their manufacture, take note of this also. Much may be learned in this way by but very little study.

Take, for instance, the liniments: note that there are only nine official and may be divided as follows: Those made by simple solution—belladonna, chloroform, soft soap and compound mustard liniments. Those made by solution with heat—camphor, turpentine and soap liniments—and thirdly, those made by saponification—ammonia and lime liniments.

Take, again, the dilute acids. Do not try to remember that the dilute nitric acid is 10 per cent., the dilute muriatic acid is 10 per cent., and so on, but remember that they are all 10 per cent., excepting the dilute acetic acid, which is 6 per cent., and the dilute hydrocyanic acid, which is 2 per cent.

Again, regarding the solubility of the various substances, take, for instance, the chlorides. As a class they are all soluble, excepting those of lead, silver and mercury (ous). The same applies to the solubility of the carbonates, where all the carbonates are insoluble, excepting those of the alkali metals, as sodium, potassium, lithium and ammonium.

Note that by this method you may be able to learn many facts by very little study. You may also note that the acidum chromicum and the acidum arsenosum are not acids, but only acid oxides. Also note that the acidum carbolicum is not an acid, but a hydrate, and you should be able to give good definitions for each one of these classes of compounds. No one should study alone, if it can be avoided; the stimulus afforded by companionship aids greatly to arrive at the desired end. If two or

more cannot study together, they should, if possible, meet frequently and quiz each other, take notes of questions which they cannot answer and look them up when at leisure; or, one may prepare a set of questions for the other, and, having compiled the set, he will be very apt to be able to answer them. If you are obliged to study alone, you will find it great help to write down questions as they occur to you, the answers to which you may look up at your leisure.

Do not try to commit to memory the exact words of the text-books, but be able to explain in your own words the subject as you understand it. It shows the complete comprehension of the subject, and not simply a parrot-like repetition of someone else's definition.

When you come up for examination, first of all read carefully every question before any attempt is made at answer; give your undivided attention to every question until it is answered in full. Do not crowd any more words into a line, nor any more lines onto a sheet than there is room for. In short, write legibly, and keep your paper neat and tidy.

To receive a crowdedly-written paper, interlined and marked, written on both sides of the sheet, dirty, so that the writing is scarcely legible, is very annoying to an examiner, and to write a dozen or more lines altogether foreign in answer to a question is sufficient to try the endurance of a saint, to say nothing of that of an ordinary mortal. Go about your work carefully and with deliberation. Work carefully and thoroughly; do not become excited, for in your excitement you will make statements which you may regret in your cooler moments. If, in the oral portion of the examination questions are propounded to you with which you are not familiar, do not hesitate to acknowledge this fact, but do not try to convey familiarity with subjects of which you know nothing. L. A. HARDING.

The Department Store and the Druggist.

As civilization has advanced, and human wants have become more diversified and exacting, so that inhabitants of large cities particularly have demanded that the whole world's products of cultivation and manufacture, and all its other sources of supply, shall be placed at their immediate and most convenient disposal, with the most advantageous display of variety, and at the lowest possible price, old business methods have to a certain extent been revolutionized and departures, both startling and extensive, have been inaugurated.

Some ingenious mind conceived the idea of placing many classes of the world's products in many varieties in a location as central as possible to a given community.

The outcome of this conception was that modern "Vanity Fair" known as the Department Store.

As such an institution's influence and its power to draw trade were more and more realized, there was a disposition to widen its scope and increase its profits by incorporating classes of goods, or lines of business, much less related to each other than those which had previously been associated. With this expansion of the centralizing tendency in trade and effort to secure all the advantages to be derived from an unexpected want created by an ingenious and attractive display of wares, great effort has

been made to include even such lines of business as were limited to a specially trained and prescribed class of men.

Naturally the druggist was not overlooked, and his business has ultimately been more or less incorporated into the vast commercial mosaic whose prime and far-reaching principle was monopoly. The small tradesman and the skilled artisan were apparently to be as far as possible engulfed, and business interests controlled by a fortunate few. The public was gradually educated to look for much in return for a little; to be bargain-hunters. But experience proved them not always bargain finders nor wise buyers. Where the department store has a drug department whose wares are offered at seductive prices, it would seem that bargains in eye salves, bald head applications, kidney, liver and consumption cure, hive syrup, Rochelle salts or similar articles must be a poor investment when made upon the basis of probable need and to take advantage of attractive prices. Does it pay to buy what you do not want, particularly such things as these? The claim can hardly be made that these goods are dealt in by the department store for any higher purpose than to attract, or for simple profit. Consequently the question arises, can the department store afford for these purposes to provide a trained, skilled and licensed druggist and sell drugs altogether reliable, in conformity to pharmacy laws, and for prices much below the retail druggist's small profit? It would most decidedly seem not, and that the outcome must be a low-salaried and incompetent salesman, or an adulteration and sophistication detrimental to all dealers' interests and hazardous to the public.

If the department store is to be the drug store, and to be in fact every other kind of a store, or to supply all the commodities, conveniences or necessities of life, it is high time the druggist took note of the fact, and ordered his affairs accordingly. If the department store is ultimately to supply the community with drugs, cheese and wagons, cutlery and coal, meat and monuments, molasses and microscopes, carpets and

coffins, houses and horses, a detective and a doctor, a blacksmith and a dentist, conduct a theater and a crematory, druggists better all be candidates for the latter at once. It is not to be wondered at that the pharmacist should rebel against the losses he has suffered at the hand of the department store. His relation to the public, his high and responsible position as a conservator of public health, and the careful, arduous training he is compelled to undergo to fit him for his professional career would naturally seem to make him exempt from such absorption.

His is a profession in which there are many irksome exactions and scarcely any compensatory returns. He has in the past been so preyed upon by grievous legislation, by the competition of illegitimate rivals, and a most unreasonable popular misapprehension as to his financial returns, that his lot has been in many respects quite an unenviable one.

He is too preoccupied with the very exacting duties and responsibilities of his calling to resort to defensive commercial methods. He is too conservative and self-respecting to resort to retaliative measures.

Because of the high character of his calling, the obligations placed upon him, and the unselfish devotion he so constantly manifests to the general interests of the community in which he is located, he should be so protected, encouraged and supported by proper legislation as to aid him in his high purposes, and to ensure to him the meager financial and other returns it may be possible for his vocation to afford him. And it is only by strict and considerate legislative enactment that he may hope to secure the recognition and protection which are his due.

To hasten that end it is incumbent upon every druggist to associate himself with his fellows, formulate his claims, and intelligently co-operate with adopted measures. Union will give him power. He will receive favorable recognition and secure satisfactory legislation and the enforcement of pharmacy laws. ALBERT H. BRUNDAGE.

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Couchas	1-20	\$55.00
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Acidum		Conium Mac.		Seilla		Tinctures		Paints	
Aceticum, German	70 75	Copaiba	1 10 1 20	Tolutan	50 50	Aconitum Napellis R	50 50	Red Venetian	1 1/2 2 2 1/2
Boric	20 41	Excelsithos	1 00 1 10	Prunus virg.	50 50	Aconitum Napellis F	50 50	Ochre, yellow Mars.	1 1/2 2 2 1/2
Carbolicum	20 41	Erigeron	1 00 1 10			Aloes	50 50	Ochre, yellow Ber.	1 1/2 2 2 1/2
Citricum	40 42	Gaultheria	1 50 1 60			Aloes and Myrrh.	50 50	Putty, commercial.	2 1/2 2 1/2 2 3
Hydrochlor	30 5	Geranium, ounce.	5 75			Arnica	50 50	Putty, strictly pure.	2 1/2 2 1/2 2 3
Nitrosum	8 10	Gossypii, Sem. gal.	50 60			Assafetida	50 50	Vermilion, Prime	13 15
Oxalicum	13 14	Hedera	1 00 1 10			Atrope Belladonna.	50 50	American	13 15
Phosphorium, dil.	12 14	Juniper	1 00 1 10			Aurant Cortex	50 50	Vermilion, English.	70 75
Salicylicum	60 65	Lavandula	1 50 2 00			Benzoin	50 50	Green, Paris	13 14 15
Sulphuricum	13 14	Limonis	1 20 2 40			Benzoin Co.	50 50	Green, Peninsular.	13 16
Tannicum	1 25 1 40	Mentha Piper.	1 00 2 20			Borax	50 50	Lead, Red.	5 1/2 6
Tartaricum	38 40	Mentha Verid.	1 00 2 20			Pyrethrum, boxes H.	50 50	Lead, white.	5 1/2 6
Ammonia		Morruhu, gal.	1 00 1 10			& P. D. Co., doz.	50 50	Whiting, white Span.	2 70
Aqua, 16 deg	4 6	Myrica	4 00 4 50			Pyrethrum, pv.	30 33	Whiting, gliders.	2 30
Aqua, 20 deg	6 8	Olive	75 3 00			Quassia	8 10	White, Paris Amer.	2 1 00
Carbonas	12 14	Pielis Liquida.	10 12			Quinia, S. P. & W.	35 40	Whiting, Paris Eng.	2 1 00
Chloridum	12 14	Pielis Liquida, gal.	10 12			Quinia, S. German.	25 30	Universal Prepared.	1 00 1 15
Aniline		Ricina	9 10 1 04			Rubia Tinctorum	12 14		
Black	2 00 2 25	Rosmarini	6 50 8 50			Saccharum Lactis pv	18 20		
Brown	2 50 3 00	Succini	40 45			Salacin	3 00 3 10		
Red	45 50	Santal	2 50 3 00			Sanguis Draconis.	40 50		
Yellow	2 50 3 00	Sassafras	50 55			Sapo, W.	12 14		
Baccae		Sinapis, ess., ounce.	1 40 1 50			Sapo, G.	10 12		
Cubeba	13 15	Thyme	4 00 1 50			Siedlitz Mixture	20 22		
Juniperus	6 8	Thyme, opt.	4 00 1 50						
Xanthoxylum	25 30	Theobromas	15 20						
Balsamum		Potassium		Miscellaneous		Oils		Varnishes	
Copaiba	50 55	Bi-Carb.	15 18	Aether, Sps. Nit. 3 F	30 35	Whale, winter.	70 75	No. 1 Turp Coach	1 10 1 20
Peru	2 40 45	Bichromate	13 15	Aether, Sps. Nit. 4 F	34 38	Extra Turp.	1 00 1 10	Extra Turp.	1 00 1 10
Terabin, Canada	40 45	Bromide	48 51	Alumen	24 28	Coach Body	2 75 3 00	No. 1 Turp Furn	1 00 1 10
Tolutan	75 80	Carb.	12 15	Alumen, gro'd.	30 40	Extra Turk Damar	55 60	Jap. Dryer, No. 1 Turp	70 75
Cortex		Chlorate, po. 17 19c	12 15	Annatto	40 50				
Abies, Canadian	18 19	Cyanide	16 18	Antimoni, po.	40 50				
Cassia	12 15	Iodide	35 40	Antimoni et Potass T	40 50				
Cinchona Flava	18 19	Potassa, Bitart, pure	25 30	Antipyrin	1 40				
Euonymus atropurp	30 30	Potassa, Bitart, com	8 10	Antifebrin	15 15				
Myrica Cerifera, po.	12 12	Potass Nitras, opt.	7 9	Argenti Nitras, oz	10 12				
Prunus Virgin.	12 12	Potass Nitras	20 25	Arseuicium	10 12				
Quillaia, gr'd	12 12	Rhei	75 100	Balm Gilead Bud	38 40				
Sassafras	12 12	Rhei, cut.	75 100	Bismuth S. N.	1 40 1 50				
Ulmus	12 15	Rhei, pv	35 38	Calcium Chlor, 1s.	10 10				
Extractum		Spigella	35 40	Calcium Chlor, 1/4s.	10 12				
Glycyrrhiza Glabra	24 25	Sanguinaria. po. 40	35 40	Calcium Chlor, 1/2s.	10 12				
Glycyrrhiza, po.	11 12	Serpentaria	35 40	Cantharides, Rus. po	7 7				
Hamatox, 15 lb box	13 14	Senega	35 40	Capsici Fructus, af.	15 15				
Hamatox, 1s	14 15	Similax, officinalis H	40 40	Capsici Fructus, po.	15 15				
Hamatox, 1/4s	16 17	Smlax, M	40 40	Capsici FructusB, po.	15 15				
Hamatox, 1/4s	16 17	Scilla	10 12	Caryophyllus. po. 15	10 12				
Ferru		Symplocarpus, Feti-	25 30	Carmum, No. 40	3 00				
Carbonate Precip.	2 25	us, po.	25 30	Cera Alba, S. & F.	50 55				
Citrate Soluble.	40 40	Valeriana, Eng. po. 30	25 30	Cera Flava	40 42				
Ferrocyanidum Sol.	15 15	Valeriana, German.	15 20	Coccus	40 42				
Solut. Chloride.	50 50	Zingiber a.	12 16	Cassia Fructus	40 42				
Sulphate, com'l.	7 7	Zingiber j.	25 27	Centraria	10 10				
Sulphate, com'l, by	50 50	Semen		Cetaceum	40 45				
bbl, per cwt.	50 50	Anisum. po. 15	13 15	Chloroform.	60 63				
Sulphate, pure	7 7	Apium (gravelous)	40 6	Chloroform, squibbs	1 50 1 60				
Flora		Bird, 1s.	40 6	Chloral Hyd Crst.	1 50 1 60				
Arnica	12 14	Carui. po. 18	10 12	Chondrus	20 25				
Anthemis	18 25	Cardamon.	1 25 1 75	Cinchonidine, P. & W	20 25				
Matricaria	30 35	Coriandrum.	8 10	Cinchonidine, Germ	15 22				
Folia		Cannabis Sativa	40 44	Cocaine	3 05 3 25				
Barosma	20 25	Cydonium	75 1 00	Cocks, list, dis. pr.ct.	2 35				
Cassia Acutifol, Tin-	18 25	Cenopodium	10 12	Creta.	2 35				
nevelly	25 30	Dipter. Odorata.	2 00 2 20	Creta, prep.	2 35				
Cassia Acutifol, Aix.	18 25	Foeniculum	10 10	Creta, precip.	9 11				
Salvia officinalis, 1/4s	12 20	Penugreek, po.	7 9	Creta, Rubra	8 8				
and 1/4s	12 20	Linl.	40 44	Crocus	18 20				
Ura Ursi.	8 10	Linl, gr'd. bbl. 3	40 44	Cudbear	24 24				
Gummi		Lobelia	35 40	Cupri Sulph.	50 6				
Acacia, 1st picked.	4 65	Phalaris Canarian.	40 44	Dextine	10 12				
Acacia, 2d picked.	4 45	Rapa	44 45	Ether Sulph.	75 90				
Acacia, 3d picked.	4 28	Sinapis Albu.	7 8	Emery, all numbers	8 8				
Acacia, sifted sorts.	4 28	Sinapis Nigra	11 12	Emery, po.	8 8				
Acacia, po.	60 80	Spiritus		Ergota. po. 40	30 35				
Aloe, Barb. po. 18 20	12 14	Frumenti, W. D. Co.	2 00 2 50	Flake White.	12 15				
Aloe, Cape. po. 15	12 14	Frumenti, D. F. R.	2 00 2 25	Galla	23 23				
Aloe, Socotri. po. 40	12 14	Frumenti	1 25 1 50	Gambier	8 9				
Ammoniac	55 60	Juniperis Co. O. T.	1 65 2 00	Gelatn, Cooper	60 60				
Assafetida. po. 30	55 60	Saacharum N. E.	1 90 2 10	Gelatn, French	35 60				
Benzolnum	50 55	Spt. Vini Galli.	1 75 6 50	Glassware, flint, box	60, 10 10				
Catechu, 1s.	40 45	Vini Oporto	1 25 2 00	Less than box	60 60				
Catechu, 1/4s.	40 45	Vini Alba	1 25 2 00	Glue, brown.	9 12				
Catechu, 1/4s.	40 45	Sponges		Glue, white.	15 25				
Camphore	45 55	Florida sheeps' wool	2 50 2 75	Glycerina	14 20				
Euphorblum. po. 35	40 45	Nassau sheeps' wool	2 50 2 75	Grana Paradisi	15 15				
Galbanum	40 45	carriage	2 50 2 75	Humulus	25 55				
Gamboge po.	65 70	Velvet extra sheeps'	2 50 2 75	Hydraag Chlor Mite	80 80				
Guaiacum. po. 35	65 70	Extra yellow sheeps'	2 50 2 75	Hydraag Chlor Cor.	80 80				
Kino. po. 83.00	65 70	wool, carriage	2 50 2 75	Hydraag Ox Rub'm.	90 90				
Mastic	60 60	Grass sheeps' wool,	2 50 2 75	Hydraag Unguentum	45 55				
Myrrh	40 45	carriage	2 50 2 75	Hydrargyrum	65 65				
Opil. po. 41.00 4.20	2 85 2 95	Hard, for slate use.	2 50 2 75	Ichthyobolla, Am.	75 75				
Shellac	40 45	Yellow Reef, for	2 50 2 75	Indigo.	75 100				
Shellac, bleached.	40 45	slate use.	2 50 2 75	Iodine, Resubi.	2 60 3 70				
Tragacanth	50 80	slate use.	2 50 2 75	Iodoform.	2 25				
Herba		Syrups		Lupulin	2 25				
Absinthium. oz. pkg	25 25	Acacia	50 50	Lycopodium	40 45				
Eupatorium. oz. pkg	25 25	Aurant Cortex	50 50	Macis	65 65				
Lobelia. oz. pkg	25 25	Zingiber	50 50	Liquor Arse et Hy-	25 25				
Majorum. oz. pkg	25 25	Ipecac	50 50	drag Iod.	10 12				
Mentha Pip. oz. pkg	25 25	Peril Iod.	50 50	Liquor Potass Arsini	2 30				
Mentha Vir. oz. pkg	25 25	Rhei Arom	50 50	Magnesia, Sulph.	2 30				
Rue. oz. pkg	25 25	Scilla	50 50	Magnesia, Sulph. bbl	1 1/2 1 1/2				
Tanacetum V. oz. pkg	25 25	Senega	50 50	Mannia, S. F.	50 60				
Thymus, V. oz. pkg	25 25	Scilla	50 50	Menthol	50 60				
Flagnesia		Syrups		And many other articles too numerous		Hazeltine & Perkins Drug Co.		Grand Rapids, Mich.	
Calcined, Pat.	55 60	Acacia	50 50	to mention. Goods are up to date and prices right.		Hazeltine & Perkins Drug Co.		Grand Rapids, Mich.	
Carbonate, Pat.	20 22	Aurant Cortex	50 50						
Carbonate, K. & M.	20 22	Zingiber	50 50						
Carbonate, Jennings	35 36	Ipecac	50 50						
Oleum		Peril Iod.	50 50						
Absinthium.	3 25 3 50	Rhei Arom	50 50						
Amygdale, Dulc.	30 30	Scilla	50 50						
Amygdale, Amare	8 00 8 25	Senega	50 50						
Anisi.	2 40 2 60	Scilla	50 50						
Aurant Cortex	2 40 2 60	Scilla	50 50						
Bergamini	2 40 2 60	Scilla	50 50						
Cajuputi	75 80	Scilla	50 50						
Caryophylli	60 65	Scilla	50 50						
Cedar.	35 35	Scilla	50 50						
Chenopadi.	3 75	Scilla	50 50						
Cinnamoni.	1 90 2 40	Scilla	50 50						
Citrinella.	40 40	Scilla	50 50						

GROCERY PRICE CURRENT.

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

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

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

Acme.		
1 lb cans 3 doz.....	45	
1 lb cans 3 doz.....	75	
1 lb cans 1 doz.....	1 00	
Bulk.....	10	

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

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

JAXON

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

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

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

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

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

BLUING.

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

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

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

CANNED GOODS.		
Manitowoc Peas.		
Lakeside Marrowfat.....	95	
Lakeside E. J.....	1 15	
Lakeside, Cham. of Eng.....	1 20	
Lakeside Gem Ex. Sifted.....	1 40	
Extra Sifted Early June.....	1 75	

CHEESE.		
Acme.....	@ 11	
Amboy.....	@ 11	
Byron.....	@ 10 1/2	
Elsie.....	@ 11	
Gem.....	@ 11 1/2	
Gold Medal.....	@ 11 1/2	
Hartford.....	@ 11	
Ideal.....	@ 11	
Jersey.....	@ 11	
Lenawee.....	@ 10 1/2	
Riverside.....	@ 11	
Sparta.....	@ 10 1/2	
Brick.....	@ 10	
Edam.....	@ 75	
Leiden.....	@ 18	
Limburger.....	@ 10	
Pineapple.....	@ 43	
Sap Sago.....	@ 18	

CHOCOLATE.

Walter Baker & Co.'s.		
German Sweet.....	23	
Premium.....	32	
Breakfast Cocoa.....	44	

CLOTHES LINES.

Cotton, 40 ft. per doz.....	1 00
Cotton, 50 ft. per doz.....	1 20
Cotton, 60 ft. per doz.....	1 40
Cotton, 70 ft. per doz.....	1 60
Cotton, 80 ft. per doz.....	1 80
Jute, 50 ft. per doz.....	80
Jute, 75 ft. per doz.....	95

Chicory.

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

COCOA SHELLS.

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

CREAM TARTAR.

5 and 10 lb. wooden boxes.....	30-35
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COFFEE.

Green.

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

Santos.

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

Mexican and Guatamala.

Fair.....	16
Good.....	17
Fancy.....	18

Maracalbo.

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

Java.

Interior.....	50
Private Growth.....	52
Mandehling.....	54

Mocha.

Imitation.....	52
Arabian.....	54

Roasted.

Clark-Jewell-Well's Co.'s Brands	
Fifth Avenue.....	28
Jewell's Arabian Mocha.....	28
Wells' Mocha and Java.....	24
Wells' Perfection Java.....	24
Sanatho.....	23
Breakfast Blend.....	23
Valley City Maracalbo.....	18 1/2
Ideal Blend.....	13
Leader Blend.....	12

Package.

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

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

Extract.

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

CATSUP.

Columbia, pints.....	2 25
Columbia, 1/2 pints.....	1 25

CLOTHES PINS.

5 gross boxes.....	40
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CONDENSED MILK.

4 doz in case.		
Gail Borden Eagle.....	6 75	
Crown.....	6 25	
Daisy.....	5 75	
Champion.....	4 50	
Magnolia.....	4 25	
Challenge.....	3 50	
Dime.....	3 85	

COUPON BOOKS.

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

Economic Grade.

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

ONE CENT COUPON.

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

Superior Grade.

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

Coupon Pass Books.

Can be made to represent any denomination from \$10 down.	
20 books.....	1 00
50 books.....	2 00
100 books.....	3 00
250 books.....	6 25
500 books.....	10 00
1000 books.....	17 50

Credit Checks.

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

DRIED FRUITS—DOMESTIC.

Apples.

Sundried.....	@ 4 1/2
Evaporated 50 lb boxes.....	@ 6 1/2

California Fruits.

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

California Prunes.

100-120 25 lb boxes.....	@ 5
90-100 25 lb boxes.....	@ 5 1/2
80-90 25 lb boxes.....	@ 6
70-80 25 lb boxes.....	@ 6 1/2
60-70 25 lb boxes.....	@ 7
50-60 25 lb boxes.....	@ 7 1/2
40-50 25 lb boxes.....	@ 8
30-40 25 lb boxes.....	@ 8 1/2

1/4 cent less in 50 lb cases.

Raisins.

London Layers 2 crown.....	
London Layers 3 Crown.....	1 60
London Layers 5 Crown.....	
Dehesias.....	
Loose Muscatels 2 Crown.....	5 1/2
Loose Muscatels 3 Crown.....	6 1/2
Loose Muscatels 4 Crown.....	7 1/2

FOREIGN.

Currents.

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

Peel.

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

Raisins.

Ondura 25 lb boxes.....	@ 8 1/2
Sultana 1 Crown.....	@
Sultana 2 Crown.....	@
Sultana 3 Crown.....	@ 12
Sultana 4 Crown.....	@
Sultana 5 Crown.....	@
Sultana 6 Crown.....	@

FARINACEOUS GOODS.

Farina.

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

Grits.

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

Hominy.

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

Beans.

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

Pearl Barley.

Common.....	2 40
Chester.....	2 50
Empire.....	2 75

Peas.

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

Rolls Oats.

Rolls Oats, bbl.....	4 10
Monarch, bbl.....	3 60
Monarch, 1/2 bbl.....	2 05
Private brands, bbl.....	3 50
Private brands, 1/2 bbl.....	2 00
Quaker, cases.....	3 20

Sago.

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

Wheat.

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

Fish.

Cod.

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

Halibut.

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

Herring.

Holland white hoops keg.....	80
Holland white hoops bbl.....	
Norwegian.....	
Round 100 lbs.....	1 10
Round 40 lbs.....	1 10
Scaled.....	

Mackerel.

Mess 100 lbs.....	16 00
Mess 40 lbs.....	6 70
Mess 10 lbs.....	1 75
Mess 8 lbs.....	1 43
No. 1 40 lbs.....	14 50
No. 1 10 lbs.....	6 10
No. 1 8 lbs.....	1 30
No. 2 100 lbs.....	1 75
No. 2 40 lbs.....	4 60
No. 2 10 lbs.....	1 22
No. 2 8 lbs.....	1 00

Sardines.

Russian kegs.....	55
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Trout.

3 oz.....1 50	3 oz.1 00
4 oz.. ...2 00	4 oz.....1 40
6 oz.....3 30	6 oz.....2 00
No. 8 4 00	No. 8...2 40
No. 10. .6 00	No. 10...4 00

SOAP.

Andry.

Armour's Family.....	2 50
Armour's Laundry.....	3 30
Armour's White, 100s.....	6 25
Armour's White, 50s.....	3 20
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 & CO.'S BRANDS.

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

One box American Family free with five.

Schulte Soap Co.'s Brand.



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

Wolverine Soap Co.'s Brands.



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

Allen B. 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



Kingsford's Corn.

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

Kingsford's Silver Gloss.

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

Diamond.

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

Common Corn.

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

STOVE POLISH.



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

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

SUGAR.

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

Cut Leaf.....	5 75
Dominio.....	5 61
Cubes.....	5 35
Powdered.....	5 38
XXXX Powdered.....	5 50
Mould A.....	5 13
Granulated in bbls.....	5 13
Granulated in bags.....	5 13
Fine Granulated.....	5 13
Extra Fine Granulated.....	5 25
Diamond Confection A.....	5 13
Confection Standard A.....	5 00
No. 1.....	4 85
No. 2.....	4 85
No. 3.....	4 85
No. 4.....	4 85
No. 5.....	4 85
No. 6.....	4 85
No. 7.....	4 85
No. 8.....	4 85
No. 9.....	4 85
No. 10.....	4 85
No. 11.....	4 85
No. 12.....	4 85
No. 13.....	4 85
No. 14.....	4 85
No. 15.....	4 85
No. 16.....	4 85

TABLE SAUCES.

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

TOBACCOS.

Cigars.

Clark-Jewell-Wellis Co.'s brand.

New Brick..... 35 00

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

Governor Yates, 4 1/2 in..... 55 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

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

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

H. Van Tongeren's Brand.

STAR GREEN

CIGAR

Star Green..... 35 00

VINEGAR.

Malt White Wine..... 7

Pure Cider..... 8

WICKING.

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

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

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

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

Fish and Oysters

Fresh Fish.

Per lb.

Whitefish..... 9

Trout..... 8

Black Bass..... 10

Halibut..... 15

Clisoes or Herring..... 4

Bluefish..... 10

Live Lobster..... 16

Boiled Lobster..... 18

Cod..... 10

Haddock..... 9

No. 1 Pickerel..... 7

Pike..... 7

Smoked White..... 8

Red Snapper..... 12

Col River Salmon..... 15

Mackerel..... 18

Oysters in Cans.

F. H. Counts..... 22

F. J. D. Selects..... 27

Selects..... 23

F. J. D. Standards..... 22

Anchors..... 20

Standards..... 18

Favorites..... 16

Oysters in Bulk

F. H. Counts..... 21 75

Extra Selects..... 21 50

Selects..... 21 30

Anchor Standards..... 21 20

Standards..... 21 10

Clams..... 21 25

Shell Goods.

Oysters, per 100..... 1 25

Clams, per 100..... 90 25

Candies.

Stick Candy.

Standard.....	bbls. pails
Standard H. H.....	6 1/2 @ 7 1/2
Standard Twist.....	6 @ 8
Cut Leaf.....	6 1/2 @ 8 1/2
Jumbo, 32 lb.....	6 @ 6 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
Kindergarten.....	@ 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.....	@ 12
Gum Drops.....	@ 6
Moss Drops.....	@ 8
Sour Drops.....	@ 9
Imperial.....	@ 9

Fancy-In 5 lb. Boxes.

Lemon Drops.....	@ 50
Sour Drops.....	@ 50
Peppermint Drops.....	@ 50
Chocolate Drops.....	@ 50
H. M. Choc. Drops.....	@ 50
Gum Drops.....	@ 50
Licorice Drops.....	@ 50
A. B. Licorice Drops.....	@ 50
Lozenges, plain.....	@ 50
Lozenges, printed.....	@ 50
Imperial.....	@ 50
Molasses Bar.....	@ 50
Cream Bar.....	@ 50
Molasses Bar.....	@ 50
Hand Made Creams.....	80 @ 1 00
Plain Creams.....	60 @ 90
Decorated Creams.....	@ 90
String Rock.....	@ 90
Burnt Almonds.....	1 25
Wintergreen Berries.....	@ 60

Caramels.

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

Fruits.

Oranges.

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

Lemons.

Strictly choice 300s.....	@ 3 50
Strictly choice 300s.....	@ 3 50
Fancy 300s.....	@ 4 00
Ex. Fancy 300s.....	@ 4 50
Ex. Rodi 300s.....	@ 6 00

Bananas.

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

Foreign Dried Fruits.

Figs, Choice Layers.....	@ 12
Figs, New Smyrnas.....	@ 15
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.....	@ 3
Almonds, Ivaca.....	@ 11
Almonds, California, soft shelled.....	@ 15
Brazils new.....	@ 8 1/2
Walnuts, Grenobles.....	@ 10
Walnuts, Calif No. 1.....	@ 10
Walnuts, soft shelled.....	@ 12
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

Grains and Feedstuffs

Wheat.

Wheat..... 55

Winter Wheat Flour.

Local Brands.

Patents.....	5 50
Second Patent.....	5 00
Straight.....	4 50
Clear.....	4 40
Graham.....	4 75
Buckwheat.....	3 40
Rye.....	3 75
Subject to usual cash discount.....	

Flour in bbls., 25c per bbl. additional.

Worden Grocer Co.'s Brand.

Quaker, 1/2s.....	4 80
Quaker, 1/4s.....	4 80
Quaker, 1/8s.....	4 80
Guard, Fairfield & Co.'s Brand.....	5 20
Whole Wheat 1-16s.....	5 20

Spring Wheat Flour.

Clark-Jewell-Wellis 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 1/16s.....	5 50
Pillsbury's Best 1/32s.....	5 50
Ball-Barnhart-Putman's Brand.....	
Grand Republic, 1/2s.....	5 65
Grand Republic, 1/4s.....	5 55
Grand Republic, 1/8s.....	5 45

Lemon & Wheeler Co.'s Brand.

Gold Medal 1/2s.....	5 65
Gold Medal 1/4s.....	5 55
Gold Medal 1/8s.....	5 45
Parisian, 1/2s.....	5 65
Parisian, 1/4s.....	5 55
Parisian, 1/8s.....	5 45

Olney & Judson's Brand.

Ceresota, 1/2s.....	5 65
Ceresota, 1/4s.....	5 55
Ceresota, 1/8s.....	5 45
Worden Grocer Co.'s Brand.....	
Laurel, 1/2s.....	5 65
Laurel, 1/4s.....	5 55
Laurel, 1/8s.....	5 45

Meal.

Boiled..... 1 75

Granulated..... 2 00

Feed and Millstuffs.

St. Car Feed, screened.....	14 60
No. 1 Corn and Oats.....	13 50
Unbolted Corn Meal.....	13 00
Winter Wheat Bran.....	11 00
Winter Wheat Middlings.....	14 00
Screenings.....	10 00

The O. E. Brown Mill Co.

quotes as follows:

New Corn.

Car lots..... 31

Less than car lots..... 34

Oats.

Car lots..... 24

Carlots, clipped..... 25

Less than car lots..... 28

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
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..... 9

L. I. Wafers, 1 lb carton..... 10

Oyster.

Square Oyster, XXX..... 4 1/2

Sq. Oys. XXX, 1 lb carton..... 5 1/2

Farina Oyster, XXX..... 4

SWEET GOODS-Boxes.

Animals.....	9
Bent's Cold Water.....	13
Belle Rose.....	6</

Hardware

How to Succeed in the Hardware Business.

When you go into business go in to win; not for your health, but to make some money.

Don't be afraid to work at least until you get the ball rolling; then don't stop but keep kicking it on.

You must have capital enough to buy a stock, be it large or small, for spot cash.

Locate, if possible, in a county seat or a live manufacturing town. Get a good location in the town regardless of rent. Go where you find plenty of people and not at a country cross road.

Do not buy goods on time. Credit has made more financial wrecks than all other causes combined.

Discount all bills; you can live on your discounts. Never permit a draft to enter your store.

Sell for cash only, under all circumstances.

Always keep your stock fully insured.

Attend strictly to business. Never be found in a saloon, especially during business hours.

See that your clerks are courteous and of good moral habits. Pay them living wages and they will take a deeper interest in your business.

In your buying do not tie to any one firm, be they the cheapest store in America. Be independent. Buy mostly from factory and commission men. When you can pick up assignees' stocks, do so. Go to New York and Philadelphia occasionally; attend the auction sales. If possible, have a resident New York buyer or join a syndicate. Buy from the markets of the world wherever and whatever you can buy at a bargain.

Advertise, advertise, advertise.

Use your city and your county papers as regular as you eat your meals, the year around.

Put out posters or hand bills every month or six weeks, pay days, show days, at fairs, etc.

Quote prices on everything.

Fill your window full of notions.

Mark every article with large printed cards that can be seen across the street.

Mark every article in the store in plain figures.

Change your windows two times each week, or at least once every week. Have every article you advertise, and sell it at the price you advertise or below.

When you get a bargain give one.

Never kill the goose that lays the golden egg.

If you can sell goods at 20 or 25 per cent. do so.

Find what it costs you to do business.

Do not attempt to sell all goods at a uniform price.

Find at what per cent. you can turn your goods the oftenest during the year and realize a living profit on each turn.

Always treat traveling men courteously, even if you do not buy of them.

Keep a quotation book and record all prices.

Study your patrons' wants.

Sell everything you have a demand for and especially keep full stock of all staple goods.

Have your clerks keep a record of every article called for in your various departments. Copy these wants and study them carefully.

Use your judgment as much as possible and do your own buying.

Consult your clerks as to your customers' wants, whims, etc.

Get what your trade demands.

Have goods arriving at your store every day of the year.

Guarantee every article you sell.

Refund the money or exchange the goods as cheerfully as you sold the article.

Do not allow your clerks to argue with or insult a customer; they are your best advertisers.

Interest the children and mothers.

Treat the smallest child as you would a grown-up son.

Never take the advantage of any one.

Observe the golden rule not from policy but from a deep-seated conviction of your soul as to opposition in business, leaders, etc.

Use your judgment; what will work in one town or case will fail in another.

Do not get scared if your neighbor merchant talks about you and says vile things and persecutes you. Rejoice and keep mum. Saw wood and appear to like it.

Treat your enemies like gentlemen; it is only a lack of good horse sense that causes their actions. You will never make much of a success in anything until you get people to talking about you. —Hardware Dealers' Magazine.

Customer Lost Through Being Too Liberal with Samples.

From the Chicago Times-Herald.

"Mamma gets tired so easily. Now that we have her safely seated, let's look around a little bit," said Miss Brown.

"With pleasure," replied Mr. Smith, who was in the department store, but not as happy as he looked.

"I suppose all men detest shopping?" "I guess you never asked them to shop with you."

"That's ingenious, Mr. Smith. That would be a good way to ascertain whether they do or not, wouldn't it? But I haven't the heart to dissect a plausible argument, especially when it's offered in that spirit."

"Miss Brown, you are a cynic. You are making me ashamed of my real sentiments."

"Do tell me how."

"You laugh at everything that's serious, and my sentiments are serious."

"Now, Mr. Smith, you must stop. This wouldn't be shopping at all if we talked coherently. You seem so melancholy. They say that dyspepsia gives people that kind of thoughts, but I think that that kind of thoughts give people dyspepsia. You should avoid them, Mr. Smith. Try to be like me. I never do anything that would be likely to give me dyspepsia. But let's get to business. I've been trying for a long time to discover something new in food that papa would like. Here are samples of twenty-five novelties. Don't they look just exquisite! And aren't the girls that give them out just too daintily got up for anything! Just smell that tomato soup! Mr. Smith, we must try some of that tomato soup."

"Er—ah—of course, if I were you I should certainly sample it. If I were intrusted tacitly, as you are, with a commission from a dear relative, I should determine the merits of every new brand of tomato soup or die. But, as it is, my physician says that I must confine myself absolutely to vermicelli."

"That was simply delicious. You'll never know how much you missed by not tasting it, Mr. Smith. I shall certainly have to order two cans of that. And now that you didn't take the soup you surely can't refuse to try some of those little pickles. Aren't they the cutest things you ever saw? Do try one. No? Mr. Smith, you're a martyr. Just look at those vanilla wafers. They're made out of that new kind of cereal. Don't they look as though they would melt before they could be swallowed? And they're just as good as they look, too. Really, I must have another. Oh! and there's some of that cheese they're all talking about. Have

you tried that cheese, Mr. Smith? It has set the epicures wild, you know. I don't see how you can be so mean. I don't believe you've taken a bite of one thing except the graham wafers. Do look at those doughnuts swimming in that amber-colored grease. It's absolutely the newest thing out, entirely vegetable—made from beets, I believe. I declare they taste just too good for anything! I must have a memorandum of that. And here are those new preserves which Alice Miller told me about—an entirely new system, you know. Dear! Would you imagine they'd give such a quantity away as a sample? Why, did you ever think of it, Mr. Smith, one could almost lunch here for nothing. I'm beginning to—there, that girl wants us to try some American olives. And here's a new sort of pickled ham. Isn't it wonderful how they give samples of everything?"

"Now that there seems to be nothing else to eat in sight, it just occurs to me that you've had nothing to drink. Come with me instantly and we'll get some soda water."

"Really, Mr. Smith, that's very kind of you, indeed, and I shall avail myself of it. I'll take some ice cream soda with fruit flavors, raspberry and pineapple mixed."

"This store certainly ought to sell a great deal, they are so generous with their samples," said Mr. Smith as they sipped the soda.

"Oh, it pays them to be so."

Three days later, on Mr. Brown's

veranda, Mr. Smith asked: "Well, Miss Brown, have you bought any of those goods you tried when we were down town?"

"I guess not!" she replied. "How could you expect me to when the samples made me so sick?"

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



New Catalogue of

Tinware and Enameled Ware

just out. Drop us a postal for it.

Wm. Brummeler & Sons,

Manufacturers and Jobbers,

260 S. Ionia St.

Grand Rapids.

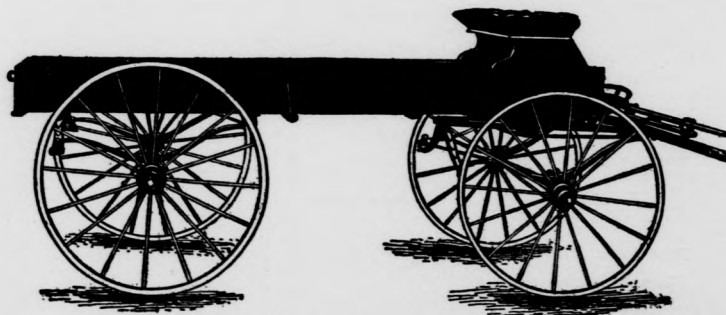
PIEGED TINWARE

Special prices for one week

5 quart Flaring Pails.....\$ 66 per dozen	2 quart Measures.....\$ 81 per dozen
10 quart Flaring Pails..... 90 per dozen	4 quart Measures..... 1 20 per dozen
14 quart Flaring Pails..... 1 44 per dozen	1 quart Coffee Pot..... 58 per dozen
1 quart Covered Pails..... 30 per dozen	2 quart Coffee Pot..... 76 per dozen
2 quart Covered Pails..... 48 per dozen	3 quart Coffee Pot..... 86 per dozen
3 quart Covered Pails..... 69 per dozen	4 quart Coffee Pot..... 1 00 per dozen
4 quart Covered Pails..... 86 per dozen	2 quart Dippers..... 48 per dozen
6 quart Covered Pails..... 1 16 per dozen	No. 8 Steamers..... 1 66 per dozen
4 quart Oil Cans..... 1 20 per dozen	No. 9 Steamers..... 1 80 per dozen
1 pint Measures..... 36 per dozen	No. 8 Tea Kettles..... 2 40 per dozen
1 quart Measures..... 46 per dozen	No. 9 Tea Kettles..... 3 30 per dozen

Less 5 per cent. discount for cash with order. All goods warranted to be perfect. Send in your orders at once, as we shall withdraw these prices in one week.

FOSTER, STEVENS & CO., Grand Rapids, Mich.



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

Write for new catalog.

BROWN & SEHLER, Grand Rapids, Mich.

Getting the People

Some Features of Bicycle Advertising.
Written for the TRADESMAN.

During the past two or three years the advertising of bicycles has taken the lead, in quantity and elaborateness of work done. Catalogues have been put out by all the leading manufacturers and many of the smaller concerns which are a miracle of modern typographic and illustrative art. The finest papers procurable have been used and the profusion of high art illustrations and beautiful colors in inks have made them more than notable. The same elaborateness has entered, so far as possible, into the other channels of publicity, such as magazine advertisements, booklets, etc. But, notwithstanding all this profuse display and lavish expenditure of money, careful advertising observers claim that the bicycle people are not up to date in their methods—that there are not adequate results for money invested. In looking through any of the leading magazines, where the bicycle advertisements are all in a bunch, the close resemblance between them is noticeable at a glance. The pictures, of course, vary; but, when read, one is led to think they were all written by the same person and that person not particularly bright. There are no definite claims made. The bicycle advertisements are altogether too much like most of the kodak advertisements, which say, "Best camera on earth. Takes a picture size of above, 3½x3½."

There is altogether too much smoke about bicycle advertising and not enough fire. Instead of fixing upon some particular features which are claimed to be superior—features which are incorporated into the machine to make it desirable—and telling the public in a few forcible, plain words why these features make the wheel better than others, the money of the advertisers has been expended for fancy cuts and fancier phrases which are productive of no lasting results.

The pictures are all right. This is the "picture age" and illustrations serve as a sauce. But the bicycle folk, generally, have made their pudding from the picture and feebly tickled the buying palate with empty phrases for sauce.

It is no longer necessary for advertising space to be devoted to convincing people that they should buy and ride bicycles. Every one knows that the bicycle is an established vehicle. What the buyer wants to know is "what" wheel he should ride, and "why" he should buy that particular make. Points of durability, convenience in all ways, ease of operation, beauty of finish and economy, should be brought out strongly and convincingly, and, if supplemented by a good cut, so much the better. But these first and all the time.

It is astonishing to note the ignorance among bicycle riders of the little things which go to make up a perfect machine. They know that their mounts propel easily or otherwise, are reliable or otherwise, and this is as far as they get. This is a lack of education, and is not the fault of the riders but of the dealers, who, instead of enlightening them in their advertising text, have shown them pretty pictures, and said, "We know our wheel is a good one, therefore you should buy it."

If I owned a bicycle factory and wanted to advertise my wheels so as to

sell them, I should tell people that the cones and balls are covered by an easily removed dust-proof cap which allows of direct access for oiling and absolutely keeps the parts free from all dirt and dust. I should tell them about my new rigid crank, which it is absolutely impossible to bend out of shape and which will not break. I should tell them, in a simple, direct way, all about the sprockets, tubing, chain, seat-post and every possible point, no matter how small, on which superiority could be based. This is what buyers want to know. It isn't of nearly so much importance to the great mass of bicycle riders whether Tom, Dick and Harry won all events on a particular wheel as it is whether that particular wheel is just exactly what they want to ride.

Bicycle manufacturers have arrived at a point where cost of production must be more carefully watched in order to meet the increasing demands for "just as good" bicycles at less cost. To remain in the field, this demand must be met, because people are not going to pay sixty, seventy or eighty dollars for bicycles any more. The item of cost in advertising has hitherto been of less importance. The main point to be attained has seemed to be beauty of work. Now, however, the time has arrived when every expense must be carefully guarded in order to meet competition, and advertising money must be put into the best material and medium possible, in order to make it an investment and not a luxury.

NEMO.

Getting in on the Ground Floor.

Capt. Jas. Bradford says that a Swede came into a lawyer's office one day and asked:

"Is here ben lawyer's place?"

"Yes; I'm a lawyer."

"Well, Maister Lawyer, I tank I skall have a paper made."

"What kind of a paper do you want?"

"Well, I tank I skall have mortgage. You see, I buy me piece of land from Nels Petersen, and I want mortgage on it."

"Oh, no. You don't want mortgage; what you want is a deed."

"No, Maister; I tank I want mortgage. You see, I buy me two pieces land before, and I got deed for dem, and 'nother faller come along with mortgage and tak the land; so I tank I better get mortgage this time."

New Postal Ruling on Mailing Cards.

A recent ruling of the postal department at Washington is to the effect that the use that is being made of mailing cards for the purpose of sending signed receipts for goods or money and as orders for goods renders them first-class matter. Postmasters have received instructions to the effect that printed mailing cards so prepared that by attaching a signature they are thereby converted into receipts, or into orders upon the addressee for some article or articles furnished by him, and when so signed become personal communications, are liable to letter postage.

Pursued by the Octopus.

"Here's some more of the horrible work of them blamed monopolists," said Farmer Hayricks, as he hung his coat over the foot of the bed.

"Goodness, where?" asked his wife. "Here's a sign what says, 'Don't blow out the gas.' I s'pose they make these folks burn it all night, so's to run up their bills on 'em. Gosh, I don't know what this country's comin' to!"

A statistician has figured out that if all the apples raised in this country last year had been evenly divided among the inhabitants, every person would have had two barrels.

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

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. S. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50&5
Central Fire.....	25&5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50&5
Morse's Taper Shank.....	50&5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 50
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
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.....	1 65
Steel nails, base.....	1 75
Wire nails, base.....	Base
10 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Finish 10 advance.....	35
Finish 8 advance.....	25
Finish 6 advance.....	35
Barrel ½ advance.....	45
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	80
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70&5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27.....	10 20
"B" Wood's patent planished, Nos. 25 to 27.....	9 20
Broken packages ¼c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 35
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 10&10
Mason's Solid Cast Steel.....	30c 11s 70
Blacksmith's Solid Cast Steel Hand 30c 11s 40&10	

HOUSE FURNISHING GOODS	
Stamped Tin Ware.....	new list 75&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&1
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50
WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, ½ inch and larger.....	5¼
Manilla.....	8
SQUARES	
Steel and Iron.....	
Try and Bevels.....	
Mitre.....	
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com. \$2 70
Nos. 15 to 17.....	2 70
Nos. 18 to 21.....	2 80
Nos. 22 to 24.....	3 00
Nos. 25 to 26.....	3 10
No. 27.....	3 20
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	2 75
SAND PAPER	
List acct. 19, '88.....	dis
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's 70&10	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62¼
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
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	6¼
Per pound.....	6¼
SOLDER	
¼@¼.....	12¼
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.....	

TRADESMAN ITEMIZED LEDGERS



Size 8 1-2x14—Three Columns.

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

Invoice Record or Bill Book.

80 Double Pages, Registers 2,880 invoices.....	\$2.00
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TRADESMAN COMPANY
GRAND RAPIDS.

WORSE AND WORSE.

Familiarity with the New Book Breeds Contempt

Reed City, Oct. 4.—In reading the Tradesman of Sept. 20, I notice an article concerning Mr. Moeller's attitude toward the traveling men in regard to the new mileage book. I was indeed surprised at what he said to the Tradesman. He claims that the Saginaw Globe, through the cunningness and scheming of a reporter to injure his name and reputation with the fraternity, misquoted him and the article referred to was unauthorized and misleading, inasmuch as it attributed to him statements he never uttered and ascribed to him sentiments which he never entertained.

I am very much surprised that Mr. Moeller should place himself on record in that way, for he certainly did entertain those sentiments and make those statements. If Mr. Moeller will reflect a moment, he will remember that on Saturday afternoon, Sept. 4, he was on passenger train No. 8 and, when the train pulled up to the station at Clare, he alighted from the parlor car (this was the week before the Saginaw Globe published the article in question). I had just purchased a thousand mile family book at the office and, knowing Mr. Moeller for a great many years and always having been on very friendly terms with him, we naturally entered into a conversation and talked of the new book. I informed him that I had just purchased a family book, that I wanted to buy one of the new books, but, after reading the conditions, thought it would be burdensome to the boys, besides the chances of losing the \$10 rebate were very good, and I did not want one of them until I had consulted my firm. He said: "You had a committee, and we asked your committee to tell us what kind of a book they wanted and you have got just what they wanted. Now you are kicking." I replied that if the present book was what the committee wanted, I did not think the traveling men wanted the committee. At this point Mr. Moeller got warm under the collar and retorted by saying that the only traveling men who found fault with the book were a lot of dishonest travelers who bought scalpers' mileage at 2 1/4c and charged their firms with a full 3c fare. I denounced that statement as an insult to the fraternity and asserted that a man would be a big chump to pay 2 1/4c when he could buy transportation for 2c per mile. I have been a commercial traveler for over twenty years, constantly engaged in that business, and never bought mileage from a scalper. Where a man is traveling on a salary and does any amount of traveling, I do not think there is a firm of any prominence who would allow a traveling man to make a practice of charging up a 3c fare when they can procure transportation for one-third less. Mr. Moeller can only put himself right with the boys by being manly, acknowledging his mistake and apologizing for the gross insult. Traveling men are just as quick to forgive a mistake as they are to resent an insult. I have since been foolish enough to purchase one of those infernal new books and am sorry for it. After consulting my firm, J. H. Copas & Sons, pork packers of Owosso, we decided to try the new book, and here is where I made a mistake. I have had my temper wrought to a high pitch by the pesky thing, and if a man wants to be good and refrain from using heavy language, I would advise him not to buy one of them. At a certain town up North, the train is scheduled to leave at 6:30 a. m. On the ticket window is a sign which informs the public that the ticket office will be open 30 minutes before the departure of trains. Having the new book and no other book good over that particular road, I left a call for 5:45 at my hotel. Breakfast is called at 6:30. I settled my hotel bill and was to come back to breakfast after getting my train ticket in exchange for coupons out of my infernal book. I went to the station and at 6:20 expected to see the ticket office open, but I was doomed to disappoint-

ment. Time began to pass and no agent came. At 6:45 it was still closed—only five minutes before leaving time, and no breakfast. The atmosphere was blue. On the arrival of the train, I caught sight of the conductor and asked him what I should do. He said to get on the train. I asked him if he would give me an indemnifying bond to insure me against a loss of my \$10 that I had tied up in this cover. He said no. I informed him that I was going to board the train, that I would not allow him to take any mileage from my nice new book unless he gave me the required bond, and that I certainly would not pay a cash fare after buying this new book. Just then the agent came in sight, which was a great relief to both of us. I got the required change ticket, and then another unfortunate presented one of these new books and the train had to wait for him. The train pulled out only twenty minutes late, but that doesn't make any difference if we will only use the new book. Last week I was in Frankfort. At that point there is only one railroad, the Ann Arbor. There are two villages, under separate government—Frankfort and South Frankfort. When you go to Frankfort you will find that the train will take you to the station on the south side of Betsy Bay. There you will find a ferryboat which will take you over to Frankfort for five cents. At South Frankfort there is what they call the umbrella station. It is a flag station one mile east of the regular station that they call Frankfort. There is only one train a day on the Ann Arbor, north of Mt. Pleasant, so if you do not get your business done between 7 p. m. and 10 a. m., making both towns, you are stalled for twenty-four hours longer. I was in South Frankfort and just got through with my work when I discovered I only had five minutes to go to the umbrella station. There is no agent there, so I thought the conductor could take up my mileage and issue a train ticket, but, to my astonishment, when I presented my new book, he informed me that I was liable to lose the \$10 rebate. I told him I wanted to go to Thompsonville and did not have time to walk a mile to the other depot. So I paid a cash fare to Benzonia, 30 cents, where I went into the station to get a ticket for mileage to Thompsonville. Here the agent is, baggagemaster and express agent. He was busy out at the train, I informed the conductor, who kindly waited for me and lost ten minutes' time for the agent to issue me a train ticket. I could relate several other instances of like nature, but the hour is late and I will need a little rest and sleep in order to be able to wrestle with this new book to-morrow. FRED G. HOOPER.

New Scheme to Increase the Consumption of Lemons.

Consumption of lemons can be largely increased by a plan suggested by a correspondent of a New York fruit-trade paper, who is either an enthusiast on the value of the lemon or who becomes sarcastic because others write so much of its uses. He says: "We call upon 10,000,000 individuals to use one lemon each per day, which would insure the sale annually of 10,000,000 boxes of this delicious citrus fruit, which has the immense advantage over other fruits in the use it can be put to: as a beverage in hot and cold water, with or without sugar; plain without any water; a little alcohol, if recommended by the doctor; wines of all kinds; on oysters, in their season; as an addition to the lettuce or tomato salad; and, in fact, in nearly every style; and a lemon per diem would not involve a large amount of expenditure."

Permanganate of potash is highly recommended by Dr. Scheele of New Jersey as a solution of the mosquito problem. He has killed every germ in a 1,000-gallon tank of water by dropping in a small pinch, and he believes that by the use of the chemical the State can rid every swamp of the embryo pests and wipe the mosquito off the face of the earth.

The Produce Market.

Apples—There is a wider range in prices, but no actual change in the market. Choice fruit of high color is in better demand than ever, and brings full outside quotations, while the small green (and even choice fruit lacking in the desirable rich red color) were dragging and lower. Prices range from \$2@3 per bbl.

Butter—The market retains the firm tone noted in last report, but trade is very quiet. Buyers are reluctant to pay the recent advance in prices, but supplies of fancy creamery are very small and there is no disposition on the part of holders to sell this class of stock below 22c. Fancy dairy is so scarce as to be practically out of market.

Cabbage—\$2.50 per 100.

Carrots—25c per bu.

Cauliflower—75c@\$1.25 per doz.

Celery—12@15c per bunch.

Cranberries—Home grown stock is fairly plenty at \$1.50@2 per bu. Cape Cod has declined to \$5@6 per bbl.

Eggs—Dull on account of poor quality of receipts generally—"fresh gathered, perhaps, but not fresh laid." Dealers pay 12c, holding common candled stock at 13c and fancy candled at 14c.

Grapes—Delawares in 4 lb. baskets and Niagaras in 8 lb. baskets have advanced to \$1.50 per doz. Concord and Worens in 8 lb. baskets fetch \$1 per doz.

Honey—White clover commands 10c. Onions—Home grown have declined to 35c per bu. Spanish in 50 lb. crates fetch \$2.

Peaches—Smocks are about the only variety now coming forward, commanding \$1.25@1.60 per bu. The quality is fair.

Pears—\$1@1.25 per bu.

Potatoes—Distributing markets have declined 10@15c, on account of large receipts, unseasonable weather and yellow fever quarantine in the South. Local buyers continue to pay 45c in the belief that outside markets will soon revive.

Peppers—Green, 75c per bu.

Quinces—\$1 per bu.

Squash—1c per lb.

Sweet Potatoes—Genuine Jerseys have declined to \$3.25 per bbl. Baltimores and Virginias have advanced to \$2.10 @2.25 per bbl.

Tomatoes—40c per bu.

White Beans—Dull and lower, with prices tending down and the general impression that they will go lower. The latest reports from around the State indicate that the new crop promises much better, in amount and quality, than anticipated; that the quality is superior to that for several seasons past—all of which tends to depress the market for the last year's crop still held, and the holders willing to make liberal concessions to effect sales.

How They Prosecute in England.

A confectioner was recently prosecuted in England for selling adulterated chocolate cigarettes. An excise officer stated that he visited the defendant's shop and purchased two-pennyworth of chocolate cigarettes, divided them into three parts, and had sent one to the public analyst, whose certificate of analysis he submitted, showing that they were adulterated. The defendant claimed that she purchased the cigarettes from a traveler, who told her that they were chocolate. The court would not accept the excuse, and she was accordingly fined.

There Were Others.

My engagement is broken;
I hardly can bear it.
The cause of the trouble,
My girl had a parrot.

When my arms were around her,
My thought love upon,
That bird would forever
Cry out, "Stop that, John!"

But what should that matter?
I'll tell you anon:
Perhaps you'll remember,
My name isn't John!

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

Sugar from Potatoes.

An extensive economic revolution is in sight, if the claims of Dr. Prinzen Gerlings, of London, Eng., turn out to be what the Doctor asserts they are. He is a government official of Java, and formerly professor of chemistry at the University of Amsterdam. He announces the discovery of a simple method of converting potato starch into sugar. He has lodged a description of the method with the French Academy of Sciences, so as to secure priority for his invention, although he is not ready to make the details public.

WANTS COLUMN.

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

BUSINESS CHANCES.

FOR SALE—STOCK DRY GOODS AND GROCERIES, involving about \$4,000; good room; discount for cash; population 2,500; good reasons for selling. Address Lock Box 325, Chicago, Ill. 409

WANTED—A BUYER FOR A LIGHT leather tannery a most completed, cheap power; cheap la. or. Would make a big paying investment for right party. Reason for selling, death of proprietor. Address Carl Junge, Jr., Muskegon, Mich. 410

DRUG STOCK AND FIXTURES FOR SALE Having sold my drug store will sell the balance of the stock and fixtures at a very low figure any time within the next sixty days. None of the stock or fixtures over two years old. Write for terms. Geo. W. Kern, Prairieville, Barry County, Mo. 408

WANTED—AN EXPERIENCED SALESMAN to handle fine line lubricating oils and greases, side line or exclusively. Crown Oil Co., Cleveland, Ohio. 406

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, involving \$2,500. In one of the best cities in Michigan; no cutting; on a paying basis; go & thing for live man. Address Drugs, care Michigan Tradesman. 403

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. 401

FOR SALE—SMALL DRUG STOCK, INVOICED 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 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—FIRST-CLASS BUTTER FOR retail trade. Cash paid. Correspond with Caulkett & Co., Traverse City, Mich. 381

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

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

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

FOR 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 & Allier, Patent Attorneys, Grand Rapids, Mich. 339

MISCELLANEOUS.

WANTED—POSITION BY REGISTERED pharmacist. Can furnish best of references. Address Druggist, 264 Cass Avenue, Grand Rapids, Mich. 407

Travelers' Time Tables.

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

Going to Detroit.

Lv. Grand Rapids..... 7:00am 1:30pm 5:35pm
Ar. Detroit..... 11:40am 5:40pm 10:20pm

Returning from Detroit.

Lv. Detroit..... 8:00am 1:10pm 6:10pm
Ar. Grand Rapids..... 1:00pm 5:20pm 10:55pm

Saginaw, Alma and Greenville.

Lv. G R 7:10am 4:20pm Ar. G R 12:20pm 9:30pm
Parlor cars on all trains to and from Detroit
and Saginaw. Trains run week days only.
GEO. DEHAVEN, General Pass. Agent.

GRAND Trunk Railway System Detroit and Milwaukee Div.

(In effect October 3, 1897.)

Leave. EAST. Arrive.
+ 6:45am. Saginaw, Detroit and East. + 9:35pm
+ 10:10am. Detroit and East. + 5:07pm
+ 3:30pm. Saginaw, Detroit and East. + 12:45pm
+ 10:45pm. Detroit, East and Canada. + 6:35am

WEST

* 7:00am. Gd. Haven and Int. Pts. + 10:15pm
+ 12:53pm. Gd. Haven and Intermediate. + 3:22pm
+ 5:12pm. Gd. Haven Mil. and Chi. + 10:06am
+ 10:00pm. Gd. Haven and Mil.
Eastward—No. 14 has Wagner parlor car. No.
18 parlor car. Westward—No. 11 parlor car.
No. 15 Wagner parlor car.
*Daily. +Except Sunday.
E. H. HUGHES, A. G. P. & T. A.
BEN. FLETCHER, Trav. Pass. Agt.,
JAS. CAMPBELL, City Pass. Agent,
No. 23 Monroe St.

CHICAGO and West Michigan R'y Sept. 20, 1897.

Going to Chicago.

Lv. G. Rapids..... 8:30am 1:25pm + 11:30pm
Ar. Chicago..... 3:10pm 6:50pm 6:40am

Returning from Chicago.

Lv. Chicago..... 7:20am 5:15pm + 9:30pm
Ar. G'd Rapids..... 1:25pm 10:30pm + 6:20am

Muskegon.

Lv. G'd Rapids..... 8:30am 1:25pm 6:25pm
Ar. G'd Rapids..... 1:25pm 10:10am

Traverse City, Charlevoix and Petoskey.

Lv. G'd Rapids..... 7:30am 5:30pm
Ar. Traverse City..... 12:40pm 11:10pm
Ar. Charlevoix..... 3:15pm
Ar. Petoskey..... 3:45pm

PARLOR AND SLEEPING CARS. CHICAGO.

Parlor cars leave Grand Rapids 1:25 p. m.;
leave Chicago 5:15 p. m. Sleeping cars leave
Grand Rapids + 11:30 p. m.; leave Chicago + 9:30
p. m.

TRAVERSE CITY AND BAY VIEW.

Parlor car leaves Grand Rapids 7:30 a. m.
*Every day. Others week days only.
GEO. DEHAVEN, General Pass. Agent.

GRAND Rapids & Indiana Railway June 20, 1897.

Northern Div. Leave Arrive

Trav. City, Petoskey & Mack. + 7:45am + 5:15pm
Trav. City, Petoskey & Mack. + 2:30pm + 6:30am
Cadillac..... + 5:55pm + 11:15am
Train leaving at 7:15 a. m. has parlor car, and
train leaving at 2:30 p. m. has sleeping car to
Mackinaw.

Southern Div. Leave Arrive

Cincinnati..... + 7:10am + 8:25pm
Ft. Wayne..... + 2:00pm + 2:10pm
Cincinnati..... + 7:00pm + 7:25am
+ 10 a. m. train has parlor car to Cincinnati.
2:00 p. m. train has parlor car to Fort Wayne.
7:00 p. m. train has sleeping car to Cincinnati.

Muskegon Trains.

GOING WEST.
Lv. G'd Rapids..... + 7:35am + 1:00pm + 5:40pm
Ar. Muskegon..... 9:00am 2:10pm 7:05pm

GOING EAST.

Lv. Muskegon..... + 7:10am + 11:45am + 4:00pm
Ar. G'd Rapids..... 9:30am 12:55pm 5:20pm
+Except Sunday. *Daily.
C. L. LOCKWOOD,
Gen'l Passr. and Ticket Agent.

DULUTH, South Shore and Atlantic Railway.

WEST BOUND.

Lv. Grand Rapids (G. R. & I.) + 11:10pm + 7:45am
Lv. Mackinaw City..... + 7:35am + 4:20pm
Ar. St. Ignace..... 9:00am 5:20pm
Ar. Sault Ste. Marie..... 12:20pm 9:50pm
Ar. Marquette..... 2:50pm 10:40pm
Ar. Nestoria..... 5:20pm 12:45am
Ar. Duluth..... 8:30am

EAST BOUND.

Lv. Duluth..... + 6:30pm 2:45am
Ar. Nestoria..... + 11:15am 4:30am
Ar. Marquette..... 1:30pm 4:30am
Lv. Sault Ste. Marie..... 3:30pm
Ar. Mackinaw City..... 8:40pm 11:00am
G. W. HEBARD, Gen. Pass. Agt. Marquette.
E. C. Oviatt, Trav. Pass. Agt., Grand Rapids.

CANADIAN Pacific Railway.

EAST BOUND.

Lv. Detroit..... + 11:45am + 11:35pm
Ar. Toronto..... 8:30pm 8:15am
Ar. Montreal..... 7:20am 8:00pm

WEST BOUND.

Lv. Montreal..... 8:50am 9:00pm
Lv. Toronto..... 4:00pm 7:30am
Ar. Detroit..... 10:45pm 2:10pm
D. McNicol, Pass. Traffic Mgr., Montreal.
E. C. Oviatt, Trav. Pass. Agt., Grand Rapids.

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

WEST BOUND.

Lv. Grand Rapids (G. R. & I.)..... + 7:45am
Lv. Mackinaw City..... 4:20pm
Ar. Gladstone..... 9:50pm
Ar. St. Paul..... 8:45am
Ar. Minneapolis..... 9:30am

EAST BOUND.

Lv. Minneapolis..... + 6:30pm
Ar. St. Paul..... 7:20pm
Ar. Gladstone..... 5:45am
Ar. Mackinaw City..... 11:30am
Ar. Grand Rapids..... 10:00pm
W. R. CALLAWAY, Gen. Pass. Agt., Minneapolis.
E. C. Oviatt, Trav. Pass. Agt., Grand Rapids.

Save Trouble
Save Losses
Save Dollars

TRADESMAN COUPONS

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.

GOLD GOLD GOLD

Where Is It?

In THE KLONDIKE
and PERU
and CALIFORNIA
and JOHANNESBURG
and THE KOOTENAI DISTRICT

Where are these places?

SEE

Rand, McNally & Co.'s Maps or Atlases

Alaska Pocket Maps, - \$1.50c and 25c
Venezuela Pocket Maps, - 50c
Kootenai Pocket Maps, - 25c
South Africa Pocket Maps, - 75c
California Pocket Maps, - \$1 and 25c
So. California (Mining District) - 50c

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RAND, MCNALLY & CO.,

160-174 Adams St. CHICAGO, ILL.

The President of the United States of America,

To

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

GREETING:

Whereas,

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

ENOCH MORGAN'S SONS COMPANY,

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

Now, Therefore,

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

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

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

Witness,

[SEAL]

ROWLAND COX,

Complainant's Solicitor.

[SIGNED]

S. D. OLIPHANT,

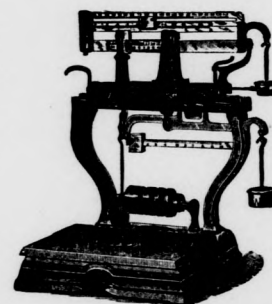
Clerk

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.



We're Surprised

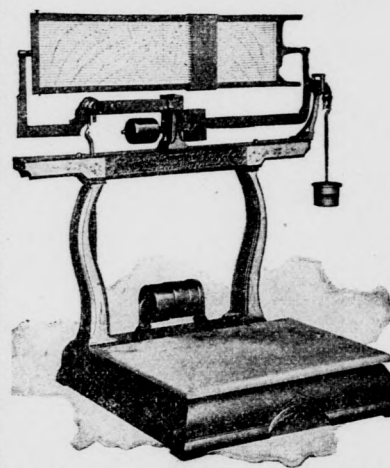
At the way orders are coming our way these days. We are just closing our eighth year making Advertising Specialties, and each year our books have shown a good increase in business. The only reason we can see why is because we give good service. Many of our best customers are merchants who have been buying 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.

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.