

MICHIGAN TRADESMAN

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Volume XV.

GRAND RAPIDS, WEDNESDAY, OCTOBER 13, 1897.

Number 734

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 Pennville

Highest Price Paid for Empty Carbon and Gasoline Barrels.

HAND SLEIGHS and CHILDREN'S DESKS . . .

Great Variety
New Styles . . .
New Prices . . .



Order Samples Now.
They will open your eyes.
Catalogue Free.

LEONARD MFG. CO., Grand Rapids, Mich.

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.



If You Sell Oysters At a Profit

Something to keep them fresh 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.

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.

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.

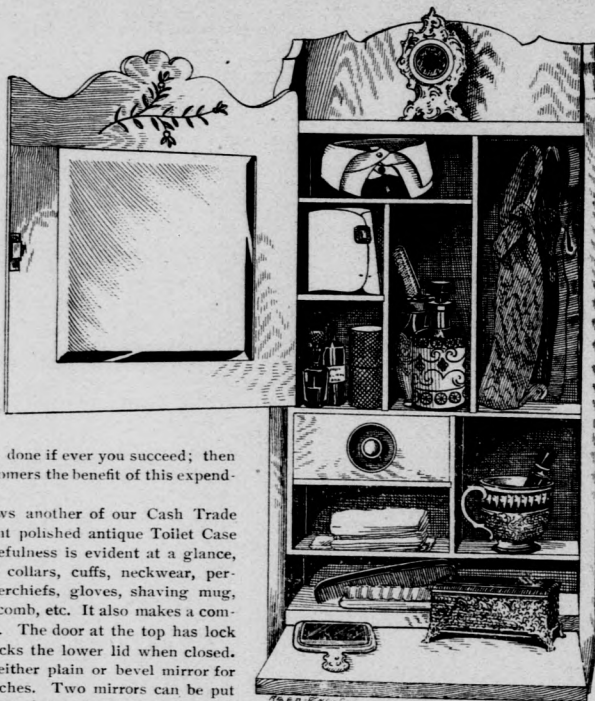
COFFEE

Don't Go to Klondike

to better your financial condition. It's not necessary. If you strike the keynote to profitable advertising your business will thrive and prosper where you are. We are

ADVERTISING SPECIALISTS

Our whole study is to bring merchant and customer together on a mutual and satisfactory basis.



Advertising must be done if ever you succeed; then why not give your customers the benefit of this expenditure?

The above cut shows another of our Cash Trade Premiums. An elegant polished antique Toilet Case for gentlemen. Its usefulness is evident at a glance, having apartments for collars, cuffs, neckwear, perfumes, jewelry, handkerchiefs, gloves, shaving mug, razor strop, brush and comb, etc. It also makes a complete Medicine Cabinet. The door at the top has lock and key which also locks the lower lid when closed. If desired we furnish either plain or bevel mirror for the door, size 10 x 10 inches. Two mirrors can be put in the door, if wanted, one facing inside and one outside. The lid shown at the bottom is 12 x 14 1/2 inches, and when raised upright, closes the lower part of the cabinet, and the outside is handsomely carved. Oval head screws are furnished for fastening to the wall. Our New Catalogue is now ready. Would you like one?

STEBBINS MANUFACTURING CO.

MENTION TRADESMAN

LAKEVIEW, 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.

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



EDGAR'S

30 cents per gallon,
freight prepaid.

HOUSEHOLD

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

SYRUP

J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel.

The Michigan Mercantile Agency

Special Reports.

Law and Collections.

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

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

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

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.

Enameline

The Modern STOVE POLISH

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

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

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, \$50. 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,
R. J. CLELAND, Attorney,
411-412-413 Widdicombe Building,
Grand Rapids, Mich.

The Preferred Bankers Life Assurance Co.

Incorporated by

100 MICHIGAN BANKERS

Maintains a Guarantee Fund.
Write for details.

Home Office, Moffat Bldg.,
DETROIT, MICH.

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

If You Hire Help

You should use our

Perfect Time Book and Pay Roll.

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

BARLOW BROS.,
GRAND RAPIDS, MICH.

William Connor

will be at Sweet's Hotel, Grand Rapids, Mich., all the week beginning Monday, Oct. 25, and ending Saturday, Oct. 30, with a full line of samples from KOLB & SONS, of Rochester, N. Y., Wholesale Ready Made Clothing Manufacturers.

Customers' expenses allowed, or Mr. Connor will wait upon any retail merchant with his samples if you write him at his permanent address, Box 346, Marshall, Mich.

Save Trouble
Save Losses
Save Dollars

TRADESMAN COUPONS

THE PACIFICATION OF CUBA.

The new Spanish Premier, Sagasta, has announced that the pacification of Cuba will be the main feature of his programme. Just how he proposes to carry out his scheme of pacification is not apparent; but, as the first step has already been taken, in the recall of General Weyler, it may be safely assumed that he contemplates the abandonment of a policy of repression.

Were Sagasta prepared to compromise with the Cubans on lines that would grant them practical independence, his policy would be sure of success; but if it be true that he proposes merely to allow a large share of autonomy, the suzerainty of Spain to remain unimpaired, he is sure to meet with disappointment and failure, and be compelled to resume the same policy of repression of which he now complains.

There is not the least doubt that the Cubans are tired of the war, and would gladly see it terminated, provided always that independence were secured. They are even prepared to agree to a large indemnity to Spain, or, in other words, are willing to purchase the island, if they can secure the financial backing of this country. Mere autonomy under Spanish sovereignty would not satisfy the aspiration of the patriots.

There is, consequently, every prospect that Sagasta will realize within a short time that his effort to pacify Cuba on the lines indicated above will prove abortive, and that the repressive measures which he has discountenanced will have to be again resorted to. In that event he would be at a great disadvantage, as his self-respect and pride would hardly permit the restoration of Weyler. There is probably no one among the Spanish generals who so well fills the role of leader in an aggressive and repressive campaign as the late Captain General of Cuba. Leaving all sentiment aside, Weyler is an excellent soldier, and having been sent to Cuba, not to parley, but to crush the rebellion, he has set about accomplishing his work with thoroughness and in keeping with the orders of his superiors.

The recall of Weyler for the time being disarms the United States, as it is tantamount to a notification that the new Spanish Ministry is in earnest in a desire to inaugurate reforms in Cuba. The real merits of the situation remain unchanged, however, as it is impossible that the Cubans can be induced to make terms on the lines proposed by the Spanish government. If, therefore, it has been decided to intervene in the event that Spain does not successfully cope with the Cuban difficulty, the sooner intervention is inaugurated the better, as there is actually but a very small prospect that Spain will make any real change in her treatment of Cuba.

To coerce even so weak a country as Spain some degree of preparation will be necessary, so that we cannot set about such preparations too soon if we expect to be in readiness for any such eventuality.

A company of Pittsburg capitalists, represented by J. A. Dubbs and Graham

Caldicott, with headquarters in Yuma, have commenced active development of the sulphur mines in Lower California, about thirty-two miles west of Yuma and six miles from the Colorado River. Recent developments have revealed almost incalculable quantities of ore which assays 80 per cent. pure sulphur, and can be shipped in the crude state to the Eastern refineries at a handsome profit. The method of mining the ore is simplicity personified. Wagons are driven into deep vertical cuts, the walls of which are sulphur, and the ore is simply broken down and loaded into the wagons by means of chutes. The ore is combustible, and burns readily if lighted with a match.

A Maine clergyman is credited with an unusual scheme for securing texts for sermons. On a recent Sunday he passed around slips of paper upon which the people wrote various texts that they would like to hear preached them. He then passed around a hat and gathered up the slips, and asked a young lady present to choose one without looking. She drew forth the text: "What think ye?" upon which he preached, according to report, an excellent sermon.

Queen Victoria evidently expects to live for many years to come, for she is manifesting a very keen interest in the construction of her new yacht, which is to take the place of the old Victoria and Albert. Indeed, so eager is she to have the new yacht in readiness for her use next year that she has demanded that its construction should be carried on both day and night, without any interruption, by relays of artificers.

Artificial legs are to be made with pneumatic feet, to lessen the jar on the body when walking. Church members who have been swearing at the brother who always comes late when he has squeaky boots will wish he could slide down to his seat in the front pew on pneumatic feet.

An inspector for the Pure Food Commission of New York charged a firm of merchants with selling impure mustard. The case has just been tried at Stroudsburg. The judge held that the defendants were entitled to acquittal on the ground that mustard is not an article of food.

In September nearly \$5,000,000 worth of grain left Pacific Coast ports for Europe, one-half of which was shipped from San Francisco. The total value of wheat and barley shipped in August and September was about \$10,000,000.

An expert having reported that the northern parts of New South Wales are suitable for coffee planting, the government has decided to form a nursery for the propagation of plants to be distributed among growers.

New Zealand will shortly be a competitor against the United States in the way of apples. The fruit is said to grow in great abundance and can be shipped profitably.

How the Trading Stamp Scheme Is Regarded in Other Localities.

St. Joseph (Mo.) Journal of Commerce: The trading stamp scheme, which was tried in this city last year, and which cost the grocers who went in to it a pretty penny, is now finding its way East. Paraphrasing an old saying, one is justified in quoting: "What suckers these grocers be." All are not suckers, neither are all mortals fools—but what a number there be!

New York Retail Grocers' Advocate: When a trading stamp man calls to solicit a grocer's business his arguments are very alluring. There is plenty of new business to come and the grocer assumes a comparatively small obligation. His first payments are small, but before the year is up the grocer has paid a large amount, and what he cannot see at the start is that he cannot stop after beginning the system. This is where so many are deceived.

Brooklyn correspondence Retail Grocers' Advocate: An original way of securing the nullification of the one-sided contract enforced by the trading stamp schemers has been discovered and carried out by Van Hassel & Hahl, 1156 Third avenue, Brooklyn. It appears that they placed a sign in their store which read: "We sell at lowest prices! To those who want premiums, we must charge 10 per cent. extra." The effect of this sign was that customers would not ask for stamps, and the manager of the trading stamp concern called soon afterwards, infuriated, and took away all the books, advertising signs, etc. This method seems to be the simplest and most effective for those who wish to secure immunity from a contract which is so unfair that no man would enter into it with his eyes wide open.

Pittsburg Mercantile Journal: There is a suit at present pending at Pittsburg over the trading stamp scheme. A concern which calls itself the Lyons Mercantile Co. is suing a grocer named T. D. Davis on the ground that Mr. Davis agreed with a representative of the Lyons company to distribute among his customers tickets which would entitle them to certain premiums to be supplied by the Lyons Mercantile Supply Co. After Mr. Davis thus agreed, he studied over the matter and came to the conclusion that there was nothing in the scheme for him, after which conclusion he refused to distribute the tickets.

Much amusement has been created in Germany by the discovery that almost the entire funds of the powerful socialist and anarchist movement in the dominions of Emperor William are invested for safety in Prussian and German government bonds. This fact has been brought to light through the publication of a financial report by the leaders of the movement, appealing for subscriptions and complaining that during the last year the expenses have been so heavy, and the contributions relatively so small, that the treasurers found themselves unable to invest the same amount of money in government bonds as in previous years.

MEN OF MARK.

Wm. E. Barrett, the Well-Known Lumber Jobber.

Wm. E. Barrett was born at South Bend, Ind., June 9, 1857. His mother was of German descent, while his antecedents on his father's side were Irish, the latter having been the first Master of the first Masonic lodge organized in South Bend, in 1835.

William attended the public schools of his native place until 16 years of age, when he learned the jewelry business. Not liking that business, he learned telegraph operating in a local school of telegraphy, his first assignment being at Fite Lake, where he went on June 1, 1874. Here he remained three years, when he was transferred to Cadillac, where he remained a year. He afterwards worked at Traverse City for a few months and also at Petoskey as extra operator during the Centennial. His next assignment was at Cedar Springs, where he remained a year, from which place he was transferred to the position of night dispatcher in the general offices of the Grand Rapids & Indiana Railroad at Grand Rapids. He remained in this position two or three years, when he accepted a more lucrative offer from the Grand Trunk system, to take charge of its office at South Bend, being alternately manager of the offices of the Mutual Union Telegraph Co. and the American Union Telegraph Co.

Reaching the conclusion that the telegraph business did not offer him sufficient opportunity for advancement, he decided to embark in the lumber business, opening a retail yard in South Bend and carrying on a wholesale business for the Osterhout & Fox Lumber Co., of this city. Meeting with success almost from the start, he subsequently closed out the business at South Bend and came to Grand Rapids and formed a copartnership with Frank Smith, engaging in the wholesale lumber trade under the style of Smith & Barrett. This copartnership continued four years, when Mr. Barrett went on the road, selling lumber on a commission basis for a year, making his headquarters in the meantime at South Bend. He then returned to Grand Rapids and re-engaged in business on his own account under the style of W. E. Barrett & Co., which business has never been discontinued and has constantly received the larger portion of his time and attention. He has frequently formed temporary alliances for the purpose of handling special deals, and in 1888 associated himself with Joseph J. Tucker, under the style of Tucker & Barrett, for the purpose of handling the product of the extensive lumber plant of Wilson & Luther, at Luther. W. H. Hoops was subsequently admitted to partnership in this firm, which was changed to Tucker, Hoops & Co., but a few months later Mr. Barrett retired. During the past year Mr. Barrett has again associated himself with Mr. Tucker, under the style of Tucker & Barrett, for the purpose of wholesaling lumber from Benton Harbor. This stock is shipped from Ashland and Duluth by water to Benton Harbor, where it is assorted and distributed.

Mr. Barrett conducts his business almost wholly by means of commission salesmen, having had as many as thirty-five men representing him on this basis at one time. He is known far and wide by reason of the large deals he manipulates and the coolness and sagacity with which he carries on undertakings which

would stagger a less confident man. He is an excellent judge of everything pertaining to the lumber business, his knowledge of the details of the business being intuitive as much as they are perceptive. This probably accounts for the apparent recklessness with which he enters into extensive deals without taking time to contemplate the outcome, as is usually the case with large operators. The reason for this is that he knows where to place the stuff before he buys it, so that the distribution is a matter which gives him very little after-concern.

Mr. Barrett was married Feb. 11, 1880, to Miss Leola Wood, of Cedar Springs, and lives in a comfortable home at 538 Jefferson avenue, where he has resided for the past eight years. There have been rumors of late that he contemplates the erection of a commodious mansion on one of the avenues; but as Mr. Barrett is never known to



affirm or deny a report before the details are decided upon and the negotiations closed, he declines to make any statement on this subject. He is a "home man" in the full acceptance of the term, being seldom found anywhere except at his own hearthstone outside of business hours; in fact, it is a matter of common knowledge among his friends that he is nearly always in the arms of Morpheus by 9 o'clock and that a deal which involves his meeting a man at his office or at a hotel in the evening must be an exceptionally tempting one. He has never been known to meddle in politics, although several attempts have been made to swerve him from his purpose along these lines by the offer of flattering and lucrative official positions. He is liberal in his religious views and equally free with his contributions, irrespective of denomination or the character of the charity which seeks his influence and support. He has but one hobby—horseback riding—which is his only exercise and which constitutes his chief enjoyment aside from the pleasures of home and the fascination of chasing the dollars. He is a member of the Hoo Hoos and all of the Masonic bodies up to the 32d degree, including Knights Templar and the Mystic Shrine. His hopes and aims are very largely centered in a son, Glenn Wood Barrett, now 15 years of age, who graduated from the Grand Rapids grammar school last June with unusual honors, and who is now at Notre Dame, at South Bend, pursuing the commercial course. If the son does not

prove to be as successful as the father, it will not be because he has not had a sufficiency of good advice or the advantage of an excellent example.

Mr. Barrett attributes his success to the wonderful magic of push. He has no use for a non-producer and has no sympathy with a man who has neither the faculty nor inclination to make his own way in the world. Genial to an unusual degree and communicative on most any topic with which he is familiar, he has seldom much to say of his own business, having apparently adopted the motto of Phil Armour, "Say little about what you have done and nothing about what you propose to do." He keeps close track of his business, giving it every moment of his time during ordinary business hours and never causes a break by taking a vacation. He never buys beyond his means; always pays promptly; never quarrels with his customers; never trusts a customer over a certain limit of credit; always handles first-class goods to avoid unpleasantness in business; is always prompt to settle the claims of customers if investigation discloses that he or his employes or agents have made a mistake. Although comparatively young in years, Mr. Barrett has every reason to feel gratified over the business he has created and the friends he has acquired, and those who know him best and appreciate his methods believe that he will always be able to meet and master the complex business problems which are a distinguishing characteristic of the competitive age in which we live.

Special Service for Traveling Men at Kalamazoo.

Kalamazoo, Oct. 9.—The First M. E. church of this city has within it an organization known as the Traveling Men's Association of the First M. E. Church, composed entirely of traveling men, the object being to invite those who stop here over Sunday to attend our church. Our plan is to have a letter for each one at the hotel on Saturday night or Sunday morning, enclosing a card to be presented to the usher.

Our pastor has a warm spot for the boys and some time ago suggested that we have a special service for traveling men and invite all those living here and get as many visitors as we could. Sunday, Oct. 17, is set aside as traveling men's day and we expect to have anywhere from 150 to 250 in attendance. We shall meet at some hotel at 10 o'clock and go in a body, and the ushers expect to reserve the best seats for us. Special music has been provided for and we are assured that our pastor will trot out the best sermon he has in his barrel for that day.

If you can give us a little write-up, I do not think it will do you any harm and may do us good in influencing some of the boys to Sunday here on that date. It is something new to us and I think I never heard of such a service before. Everything is absolutely free.

E. STARBUCK.

Movements of Lake Superior Travelers.

H. C. Carr (Plankinton Packing Co.) worked the D., S. S. & A., west of Marquette last week.

Mr. Edwards (Plankinton Packing Co.), whose territory has been a week in the copper country and a week in the vicinity of Menominee, has resigned his position. He will enter an entirely different business.

Mr. Muldrew (Strong, Lee & Co.) was in the iron country last week.

New members to the Lake Superior Commercial Travelers' Club are coming in fast. It is expected that the new association will have a membership of 200 by Jan. 1. There are several reforms in view and the boys should all lend their influence.

The Trading Stamp Scheme a One-Sided Arrangement.

From the (St. Louis) Interstate Grocer.

The old story of the Indian and the white man who were hunting together and, after having killed a turkey and a buzzard, proceeded to divide their game is being practically illustrated in St. Louis and elsewhere. It will be remembered that the white man said to the Indian: "I will take the turkey and you can take the buzzard, or you can take the buzzard and I will take the turkey." The Indian thought deeply over the matter for a while, then said: "White man get turkey both times."

It is said that the "green goods," or counterfeit money distributors, explain their continued success in spite of the fact that their methods have been exposed by the press for years by the statement that "a sucker is born every minute," and it would really appear so.

For several weeks past trade journals, as well as daily papers, have had much to say in regard to the trading stamp scheme. St. Louis, up to now, has been free from it and we were about to congratulate our readers, when behold, one of our local subscribers informs us that representatives of a trading stamp, or some other like concern, are quietly working among the grocers of this city. He further stated that he felt a hesitancy in signing his name to the iron-clad agreement without first being assured of the practicability and profit of the scheme.

In order to give our readers an insight into the working of it, and, perhaps, save them from unnecessary trouble and loss, we have looked into the scheme and our advice is to steer clear of it. The scheme has some very attractive features and on the impulse of the moment a merchant is apt to be lured into it by a smooth-tongued scoundrel who promises almost anything verbally. Not until after this individual has taken his departure does the merchant carefully inspect the contract, in which he signs away a share of his profits to an unknown party for a year or more.

Then he notices that half of the promises are not down in the contract and at the bottom of the contract he encounters the following sentence: "Agents are not allowed to alter or add to the terms of this contract."

The scheme, in a nutshell, is this: The merchant binds himself for a year or more to pay the trading stamp concern from 3 to 5 per cent. on all cash sales made during that time, in exchange for which the customers of this merchant will receive certain articles from the trading stamp concern for a certain number of coupons or stamps to be given with each purchase.

The contract does not state that this commission is given only on new accounts, although the agents often make their victims believe so. The merchants of Philadelphia, New York, Syracuse, Pittsburg and a number of other cities in the East have had some very unpleasant experiences along this line, and the writer advises his friends in the trade to steer clear of the scheme if they wish to preserve their peace of mind and avoid the loss of much valuable trade, as the scheme invariably alienates more custom than it attracts.

This Season's Florida Orange Crop.

From the Florida Times-Union and Citizen.

Florida's orange crop for 1897-98 will soon be going forward to market, and a good many estimates are being made as to what the crop in the State will figure up. Last season it amounted to about 125,000 boxes. That was the first year's fruit after the freeze, and the crop was accordingly very small, especially when it is recollected that the product of the State had been numbered in millions rather than in thousands of boxes.

A careful estimate made by a gentleman in the city, who is well informed as to the crop throughout the State, places it in round numbers at about 200,000 boxes. It is believed that these figures are conservative, and that the crop will go above rather than below the figures named.

Of Interest to the Insuring Public.

The following list of testimonials from people living in the City of Grand Rapids, the home of the Grand Rapids Fire Insurance Company, will show the popularity of this Company where it is best known. This list is but a few of the many claims paid. In 1896 it did the largest business in Michigan of any Michigan Company, and paid 276 claims, amounting to \$58,584.74, in its own state. The Company was incorporated in 1882, has a paid up Capital of \$200,000.00, cash Assets of over \$475,000.00, net Surplus to Policy Holders of over \$260,000.00. Its fifteen years of successful underwriting well entitles it to the claim of being Michigan's Leading and Popular Company.

W. FRED McBAIN,
Secretary.

J. W. CHAMPLIN,
President.

SEE THAT YOUR POLICY IS RENEWED IN THE GRAND RAPIDS.

Grand Rapids, Mich., April 13th, 1895.

On April 12th my barn, in the rear of No. 162 Alpine Avenue, was destroyed by fire. I notified the Grand Rapids Fire Insurance Company of the loss, and received a check in full payment the same afternoon. Such promptness is commendable and I heartily recommend this Company to all insurers.

A. Laban.

A. Laban

Grand Rapids, Mich., May 29th, 1895.

On May 23d our livery outfit was badly damaged by fire. On the 28th the loss was satisfactorily adjusted and paid through the office of the Grand Rapids Fire Insurance Company, and we can recommend this office to all people who are desirous of prompt, honorable and courteous treatment.

H. A. Greenley.

H. A. Greenley

Grand Rapids, Mich., May 24th, 1895.

Yesterday my house at No. 174 Lyon street was badly damaged by the fire in the Second Reform Church. I reported the loss to the Grand Rapids Fire Insurance Co.'s office, and they immediately took up the adjustment, and this morning Secretary McBain handed me a check in full payment. I recommend all Grand Rapids citizens to insure their property in our Home Company, where you are sure to receive prompt, honorable and courteous treatment.

Calvin L. Ives.

Calvin L. Ives

Grand Rapids, Mich., June 4th, 1895.

This morning at 4 o'clock a fire started in my dwelling, No. 144 Innis Avenue, from a gasoline stove. I reported the loss to the Home Office of the Grand Rapids Fire Insurance Co. and before noon the loss was satisfactorily adjusted and paid. It is a pleasure to do business with this office.

Henry Joseph.

Henry Joseph

Grand Rapids, Mich., June 4th, 1895.

At 10 o'clock last night a lamp exploded in my home and caused considerable damage to the furniture. I was fortunate enough to hold a policy in our Home Company, the Grand Rapids Fire Insurance Co., and before noon to-day the loss was satisfactorily adjusted and paid. I would recommend all Grand Rapids citizens to patronize the Grand Rapids Fire Insurance Co.

Wilbur S. Burn.

Wilbur S. Burn

Grand Rapids, Mich., Nov. 29th, 1895.

We had a loss November 26th, in our printing office, which was insured with the Grand Rapids Fire Insurance Co. Its prompt settlement makes us feel perfectly safe in recommending it to persons wishing insurance.

Hensen & Johnson.

Hensen & Johnson

Grand Rapids, Mich., Jan. 10th, 1896.

On January 9th I suffered a loss by fire. I immediately notified the Grand Rapids Fire Insurance Co., with which I had the good luck to be insured, and its adjuster settled the loss by a very prompt and liberal payment. Persons wishing prompt and courteous treatment will always find it there.

Wm. Thurston.

Wm. Thurston

Grand Rapids, Mich., Feb. 6th, 1896.

We had a fire loss in the upper story of our main factory building. The Grand Rapids Fire Insurance Co. hearing of it was the first one on the scene to settle and adjust, which it did in one day. This Company is noted for its promptness.

G. R. Stave Co.

G. R. Stave Co.

Grand Rapids, Mich., July 6, 1897.

Yesterday my awning at 515 W. Leonard St. was destroyed by fire. It was insured in the Grand Rapids Fire Insurance Company. Today the adjuster settled the loss in a very satisfactory manner. I take pleasure in recommending this company to all Grand Rapids citizens for its promptness and reliability.

Wm. Brugma.

Wm. Brugma

Grand Rapids, Mich., March 6, 1896.

The house I occupied took fire from the gas heater in the bath room and burned and as a result I suffered a heavy loss on my household furniture, which I am glad to say was insured in the Grand Rapids Fire Insurance Co. Its promptness in adjusting the loss was very pleasing to me and I can heartily recommend it to all desiring good insurance.

Dr. S. C. Graves.

Dr. S. C. Graves

Grand Rapids, Mich., March 12th, 1896.

As the result from a burning chimney I had a loss on a building which was insured in the Grand Rapids Fire Insurance Co. Upon notifying it of my loss an early and satisfactory settlement was soon made, and I was in possession of a check for \$922.45. I can heartily recommend it to any persons desiring insurance.

D. M. Amberg.

D. M. Amberg

Grand Rapids, Mich., April 4th, 1896.

As the result of a leak in a gasoline stove, I had a loss in a building insured in the Grand Rapids Fire Insurance Co. The adjustment and payment were both made in one day, showing the officers to be full of push and business. It is a very satisfactory Company to deal with.

Emil J. Klag.

Emil J. Klag

Grand Rapids, Mich., March 13th, 1896.

On March 10th I suffered a loss by fire in my refrigerator. I held a policy in the Grand Rapids Fire Insurance Co., and it promptly took up the adjustment of the loss and Secretary McBain handed me a check for \$225.00 in full payment. This Company's prompt settlement and courteous treatment made business a pleasure when dealing with it.

F. J. Dettenthaler.

F. J. Dettenthaler

Grand Rapids, Mich., May 25th, 1896.

On the 23d inst. I had a loss on one of my buildings, which was promptly adjusted by the Grand Rapids Fire Insurance Co., which held the policy, and a check in full payment was handed me the following day. I can heartily recommend this office for prompt and courteous treatment.

N. W. Northrop.

N. W. Northrop

Grand Rapids, Mich., Feb. 2d, 1897.

Sunday afternoon my home on Laurel Avenue was entirely destroyed by fire. I reported the loss to the Grand Rapids Fire Insurance Co.'s office, and they promptly took up the adjustment, and to-day Secretary McBain handed me check in full payment. I would recommend the citizens of Grand Rapids to insure their property in a Home Company, where you are sure to receive prompt, honorable and courteous treatment.

Hiram Whitcomb

Hiram Whitcomb

Grand Rapids, Mich., March 26th, 1897.

On March 26th we had a small loss by fire, caused by the furnace. Upon notifying the Grand Rapids Fire Insurance Co., the matter was immediately taken up and within a few hours I was handed a check in full for my loss.

Joseph Penny.

Joseph Penny

Grand Rapids, Mich., April 21st, 1897.

On April 20th we suffered a loss by fire. We were fortunate enough to have insurance in the Grand Rapids Fire Insurance Co. and upon notifying Secretary McBain he immediately took up the adjustment, and the same afternoon handed us a check for the full amount of loss. This Company's promptness is a matter that cannot be overlooked in these times.

Wegner Bros.

Wegner Bros.

Grand Rapids, Mich., June 11th, 1897.

I take pleasure in testifying to the promptness and fairness of the Grand Rapids Fire Insurance Co. in the settlement of its losses. The loss on my furniture June 1st, 1897, was adjusted immediately after notice was given, in a fair and impartial manner.

H. Sprague.

H. Sprague

Grand Rapids, Mich., June 22d, 1897.

Last evening we had a very narrow escape from total destruction by fire of our "Children's Home," but fortunately the promptness of the firemen saved the building, and the fire was soon subdued. And just as prompt was the Grand Rapids Fire Insurance Company in adjusting the loss. To-day I was handed a check for the full payment which will enable us to repair damages with very little inconvenience to ourselves or the little ones.

Mrs. M. R. Bissell.

Pres. Children's Home Society.

Mrs. M. R. Bissell
Pres. C. H. S.

Grand Rapids, Mich., July 9th, 1897.

Wednesday evening last my house was damaged by fire. The Grand Rapids Insurance Company immediately took up the adjustment of the loss, and Thursday I was handed a check in full payment. This prompt settlement of a Home Company saved me several days of annoyance resulting from the confusion of a fire, and I cheerfully recommend it for its prompt and honorable dealing.

Franklin Barnhart.

Franklin Barnhart

Around the State

Movements of Merchants.

Flint—J. W. Van Loo has opened a meat market at 118 East Kearsley street.

Nashville—Fred Baker has opened a confectionery stock in the Roe building.

Carleton—Bruce & Wallace, grocers and jewelers, are succeeded by Wallace & Wallace.

Big Rapids—Wm. Barton has opened a grocery store and bakery on North State street.

Belding—J. T. Angell has sold out his meat market business to Porter & Forbes, both of whom hail from Grand Rapids.

Lansing—Hoff & Tenny, grocers and meat dealers, have dissolved. F. L. Hoff will continue the business in his own name.

Mears—J. R. Robinson, formerly of the firm of R. T. Morse & Co., general dealers, has embarked in the meat business here.

Reed City—Wm. M. Goehrend & Co. have purchased D. L. White's meat market and will continue the business at the same location.

Manistee—Nathan Loeb, who has had charge of Gus Kitzinger's general store at Stronach, has taken a position in Phil Parry's hardware store.

Shelby—L. E. Griffin has sold his interest in the grocery stock of Griffin Bros. to his brother, who will continue the business under the style of W. H. Griffin.

Lansing—F. J. Birney has resigned his position with R. B. Shank to assume charge of the J. V. Peck cigar store, recently purchased by the Creole Cigar Co.

Battle Creek—Chas. H. Thompson has purchased the interest of his partner in the grocery stock of C. H. Thompson & Co. and will continue the business in his own name.

Nashville—Stephen S. Ingerson has sold his interest in the hardware stock of Ingerson & Brattin to his partner, who will continue the business under the style of Frank J. Brattin.

St. Ignace—J. H. Steinberg has let the contract for the construction of an addition to his store building in the shape of a two-story and basement building, 20x40 feet in dimensions.

Reed City—Chas. F. Sears has leased a store building at this place and will shortly occupy it with a dry goods and clothing stock. He will continue his business at Rockford without interruption.

Traverse City—P. (Mrs. Meyer) Savlin announces her intention of removing her dry goods and clothing stock from Iron River to this place. The stock at Crystal Falls will also be removed to this place.

Bloomington—E. A. Haven, proprietor of the Bloomington cheese factory, has been invited to attach himself to the field force of the Dairy and Food Commissioner during the winter and will probably avail himself of the offer.

Marquette—Last Sunday a large delegation of merchants from the copper towns, as well as from this range, went to Duluth as patrons of the Duluth Jobbers' Union excursion. The Duluth people furnished transportation to all, but were particular not to include any travelers from other towns. Duluth jobbers have not had flattering success in soliciting trade in this neck of the woods. It seems like making water run up hill.

Muskegon—Louis Christenson, grocer at 47 Ionia street, has completed an addition to his store, including a commodious cellar. He will also remodel the interior of the building, making it one of the handsomest stores in the city.

Saginaw—Fred Disher, of Bay City, has taken a position with the Saginaw Hardware Co. and will have charge of the store department, succeeding J. L. Ash, who has taken a position as traveling salesman for Olds & Son, gas engine manufacturers at Lansing.

Lansing—A warehouse built for the use of the Robert A. Pott Oil Co. has just been finished at the junction of Saginaw street and the M. C. tracks, and the new concern will commence to do business as soon as the tanks arrive and are placed in position. Frank G. Wells is manager of the company, with headquarters at Lansing. Another bulk station is Bay City, where a warehouse will immediately be built, and others will be established in various cities of the State as soon as the business demands.

Olivet—Olivet merchants have entered into an association for the purpose of pulling the farmer trade of the neighboring vicinity into this burg, instead of allowing it to go to Charlotte and Bellevue. The business portion of the town has been lighted with acetylene gas, which gives a light so strong that good photographs have been taken by it. Saturdays are made sale days by the various merchants, and in the evening brass bands, free theaters and black-face minstrels amuse the crowds. For the last three weeks the town has been crowded and the business men are jubilant over the experiment.

Manufacturing Matters.

Grand Marais—Morse & Schneider have begun operations at their new shingle mill.

Gaylord—The Cleveland Co. has secured a tract of land near this place and will operate a cedar yard here.

Big Rapids—The grocery stock formerly owned by M. E. Curtis has passed into the hands of W. J. Gould & Co., of Detroit.

Ford River—The Ford River Lumber Co. has two camps near Sagola, and one east of Fleetwood. In these camps 9,000,000 feet of pine will be banked.

Cheboygan—O. A. Grover is negotiating for a tract of pine land in the Upper Peninsula, on which there is estimated to be 15,000,000 feet of stumpage.

Sagola—The Metropolitan Lumber Co. will put in 7,000,000 feet of logs, this season, near this place. They will be banked on the Sturgeon River, over a haul of six miles.

Menominee—The Girard Lumber Co. will procure its stock of logs this season from land on the Michigamme, Brule and Deer streams. The input will amount to 20,000,000 feet.

Cheboygan—Thompson Smith's Sons have contracted to saw 3,500,000 feet of logs for Hale & Booth, of Ottawa. The logs are in Tawas Bay and are to be towed to the mill at Cheboygan.

Lake Linden—The sawmill of the Gregory estate is nearing the end of the most successful season of its existence, due to the management of that practical foreman, Mitchell De Haas.

Hanover—Keeney Brothers, of Adrian, have bought the Hanover roller mills and are putting in new machinery which will double the present capacity. They will also erect an addition to the mill 20x40 feet for a store house. E. O. Keeney will have charge of the business.

St. Joseph—Wallace & Son have been awarded the contract to supply the lumber and timber for the Big Four docks at this point, and also for the new life-saving station. The whole amounts to 500,000 feet.

Middleville—Aaron Clark has purchased the lumber yard and stock of M. Rosenberg & Co. and the business will be managed by his oldest son, Ronnie, under the firm name of Aaron Clark & Son.

Dimondale—G. W. Shepard and B. S. Harris have formed a copartnership with E. S. Harris, of Eaton Rapids, for the purpose of embarking in the lumber business here under the style of E. S. Harris & Co.

Menominee—The DeWitt Brown Cedar Co. has secured the contract to furnish the Chicago, Milwaukee & St. Paul Railroad 100,000 ties, which are to be used along the line of the Superior branch of the system. The contract involves a consideration of \$22,000.

Saginaw—Bliss & Van Auken are running their sawmill day and night and report business better than it has been before in many years. They are having all the trade they can handle comfortably. The firm has finished lumbering in the Lower Peninsula, and their logs hereafter will come from Canada.

Menominee—It is generally conceded that at least 400,000,000 feet of logs will be banked on the Menominee and tributaries before the "break-up" next spring. This will mean lively times among the lumber mills during 1898.

The business outlook indicates that there will be at least two or three years of prosperity among the lumber manufacturers and dealers of this district.

Lansing—Articles of incorporation of E. Bement & Sons, a corporation composed of the persons comprising the old company of E. Bement & Sons, have been filed with the Secretary of State. The new company is the successor of the old one and will continue the business. The officers of the new company are the same as of the old and there will be no change in the conduct of affairs.

L'Anse—The lumber pilers in the mill of the Nester Estate at this place recently struck for higher wages. They were getting \$1.75 a day and wanted \$2. The manager agreed to comply with the request, beginning the increase of wages on October 10. This the men would not agree to. The mill was shut down, and Superintendent James F. Markle took the first train for Marinette, Wis., to secure new men. He returned with eighteen hands, and the mill was started with the imported crew. The men at Marinette were getting but \$1.25 for piling, it is said, and were much pleased to receive \$1.75.

Marquette—It has been a long time since there has been as much activity in the woods in the Upper Peninsula as at the present time. There are upwards of twenty-five camps in operation near here now, where there were not five the last winter. A very large timber deal was closed here last week, J. R. Gordon selling to the Cleveland Sawmill Co. a block worth \$100,000. This will be cut next season by the Dead River Mill Co. and will necessitate increased sawing capacity for the mill, as well as an extra force. Never has a season closed with less iron ore on stock piles in this county than at present. This will compel the mines to run with large forces the coming winter and several of the old properties will resume, after an idleness of three to five years.

Grand Ledge—A week ago the report was sent out that the Grand Ledge chair factory, employing more than 100 hands, was about to move to Bluffton, Ind., that town having offered very flattering inducements. During the past year other cities had made similar offers, but our business men have put a stop to this sort of thing in the future by subscribing over \$1,500, to which the Detroit, Grand Rapids & Western Railway Co. will add \$1,500 more, as an inducement to the chair company to remain. The money will be used for the erection of a building 60x80 feet to accommodate the rapidly growing business of the factory and enable it to employ a larger force of workmen.

Grass Lake—This village has a veritable Klondike in its lake. E. J. Beebe, of Sandusky, O., has been here for the past week negotiating with parties owning land extending to the lake shore. He has secured the lease of a strip two rods wide nearly around the entire lake. He has the capital pledged by Ohio parties to erect a factory for the manufacture of Portland cement and tile and also for making brick. He has thoroughly tested the mud at the bottom of the lake and finds it the very best quality for the purpose to the depth of sixteen feet. Sand for tilemaking is to be had near by and clay for brick is plentiful on the south shore of the lake. The plant is expected to cost \$150,000 and to employ 100 workmen. Some stock has been taken by parties here.

Telephone Topics.

Grand Rapids—A careful compilation, based on the cost of telephone service when the Bell company had a monopoly of the business here and at the present time, when the Citizens Co. is practically in control of the field, shows that the telephone users of Grand Rapids are saving \$60,000 a year by reason of the reduced rates of the Citizens Co. This is a net gain to the city, as the entire amount is kept at home, instead of being sent abroad.

Detroit—It has recently transpired that the American Bell Co. has been compelled to guarantee the payment of the \$750,000 worth of bonds recently issued and now being offered for sale by the Michigan Telephone Co. This means that within a short time the Bell properties will pass into the hands of the parent company in Boston. The same thing is true of other states where the Bell companies have been compelled to mortgage their plants in order to maintain themselves against the competition of independent companies, which has not only reduced rates, but in many cases compelled the Bell exchanges to do the same as it is doing in this city—give free service to such as are willing to place themselves in a peculiar light in the community.

Adrian—The new Adrian Telephone Co. has declared a quarterly dividend of 3 per cent. It recently scored a point against the Bell company when the Board of Education voted to replace all the Bell 'phones in the school buildings with the independent company's instruments.

Low Rates to Detroit.

D., G. R. & W. Railroad excursion Thursday, October 21. Train will leave Grand Rapids at 7 a. m. Leave Detroit at 6 p. m. Round trip rate, \$2.50. Good chance to visit the city for pleasure or business.

Grand Rapids Gossip

The Grain Market.

The drought which has been so prevalent throughout the winter wheat belt has at last been broken. The copious rains have been universal and have soaked the parched earth very nicely and had a weakening effect on the market. Chicago wheat receded 1c during the past week and Detroit cash wheat 1½c per bushel. The visible showed a fair increase of 1,690,000 bushels, against 2,319,000 bushels for the corresponding week last year, leaving the visible 22,794,000 bushels, against 50,434,000 at the corresponding time in 1896. The exports were large, although not quite up to the previous week. The winter wheat receipts are not crowding the mills at present. The receipts from farmers in the Northwest are also decreasing and it looks as though the crop in that section was not as large as was first anticipated. Trade in wheat centers has been limited, owing to the fact that large operators were waiting for the Government crop report. However, the figures were not changed from the previous week. There were no markets last Saturday, which was observed in Chicago as the anniversary of the great fire of 1871. We must expect larger trades and more foreign demand to boost prices, and this we think we will have before long.

Corn was ruled by wheat and also weakened. All that can be said of coarse grains is that both corn and oats are down fully 1c per bushel.

The receipts during the week were very large, being 72 cars of wheat, 6 cars of corn and 10 cars of oats.

Local millers are paying 85c for wheat.
C. G. A. VOIGT.

The Produce Market.

Apples—There are few changes in prices as quoted last week. Everything goes to show that there will be a restricted movement in apples this season. Spys and other choice winter varieties command \$2@2.25 per bbl.

Beans—Owing to the absence of important demand, combined with pressure to dispose of stocks, the weakness previously developed continues, and values show a decline.

Butter—The bulk of the supply is coming from near-by points, and the output from these sections shows a gradual decline. The make of butter for the entire country is not large enough for the demand, considering the present prices. The make is said to be smaller than last year. Creamery is strong at 22@23c, while choice dairy is scarce and strong at 14@15c.

Bananas—The market has advanced because of the cooler weather and the scarcity of fruit. This later cause is the result of the yellow fever plague that hinders the transmission of the fruit through regular channels.

Cabbage—35c per doz.
Carrots—25c per bu.
Cauliflower—75c@1 per doz.
Celery—8@10c per bunch.

Cranberries—The stock of fruit on the market is considerable, and although the prices quoted are lower than last week, it is the general idea that the market will not be low this season because of the scarcity of apples. Cape Cods are held at \$5@5.50 per bbl. Home grown cuts very little figure in the market, on account of the small amount offered.

Cheese—There has been a better demand for cheese during the past week, but no particular change in price. Cheese bought earlier in the season is now becoming exhausted, and buyers are coming again on the market. There is some demand at present for September cheese for future use, the quality of which is very good. The supply of

cheese now being received is not large, being simply about equal to the demand. Michigan factories are expected to close about November 1, after which the price will gradually advance.

Eggs—The market is a little stronger than a week ago and prices are somewhat firmer, owing to a general improvement in the quality of receipts. Dealers pay 12c on the basis of case count, holding common candled stock at 13c and fancy candled at 14c.

Grapes—The market is rather firmer than last week, but the receipts are good. New Yorks are now coming to market, and are giving good satisfaction. Delawares are going out of market, having advanced to 15c in 4 lb. baskets. Concord is the staple grape, and are selling at 10c in 8 lb. baskets. Niagaras in 8 lb. baskets are held at 10c.

Honey—White clover is scarce and higher, having advanced to 11@12c per lb.

Onions—Home grown are in good demand and adequate supply at 35@40c per bu. Spanish are in moderate demand at \$2 per crate.

Oranges—New Mexican oranges are now on the market, and selling at \$5.50 @5.75 per box. Some Jamaica oranges are also offered. Mexico promises to cut a considerable figure in the orange market this season.

Peaches—This week closes the season. Smocks fetch \$1.40@1.75 per bu.

Pears—75c@1 per bu.

Potatoes—Conditions have improved at all the large distributing markets and quotations have advanced 3@5c per bu. Local dealers pay 40@45c and are getting ready for an active shipping season, believing that the demand is sure to be strong and the market firm.

Peppers—Green, \$1 per bu.

Quinces—75c per bu.

Squash—1c per lb.

Sweet Potatoes—Genuine Jerseys are in good demand at \$3.25 per bbl. Virginias are in active demand at \$2.25.

Tomatoes—40c per bu.

Distinguishes Between Retailer and Manufacturer.

The new pure food law of Massachusetts makes a proper distinction between dealers and manufacturers. The dealer who sells adulterated goods in violation of the law is liable to a fine of not less than \$10 and not more than \$100, and the manufacturer, for violating the law, is subject to a fine of not less than \$100 nor more than \$500. If the dealer who has goods put up bearing his own private label violates the law, he will be subject to the fine imposed upon the manufacturer.

Detroit Weekday Excursion.

D., G. R. & W. Railroad agents will sell tickets to Detroit and return on Oct. 21 at low rates. The train will leave Grand Rapids at 7 a. m. and arrive at Detroit at 11:40 a. m., returning at 6:10 p. m. Round trip rate, \$2.50.
GEO. DEHAVEN, G. P. A.

The trading stamp scheme is a real Klondike in some respects. The grocer signs his contract in the hope of catching the gold from many new customers, but like the people who undertake the gigantic journey to the land of gold on the Yukon, the grocer is generally disappointed. All the claims in the trading stamp Klondike belong to the company. The trading stamp scheme is a Klondike only to the company, and very rarely to the grocer.

The trading stamp company operating in Philadelphia has changed the form of its contracts. Instead of binding the dealer to give stamps for one year, as was the case formerly, the new contracts now permit him to withdraw at any time if the scheme is unsatisfactory. This removes one of the serious objections to the scheme, although the whole thing seems objectionable.

The G. R. Wheelbarrow Co. has been awarded the diploma of the highest award for the Universal Washing Machine at the Illinois State Fair, held at Springfield, Ill.

The Grocery Market.

Sugar—The European market is saggy and weak and the domestic market likewise shows but little strength. Refiners are not buying at present prices. Since the foreign raw market has declined, foreign sugar has started to again come into the markets of this country, and is being sold at a decline from the Trust's price. This, and the decline in raws, make a decline in refined sugar by no means unlikely, although the refiners insist that an advance is more probable than a decline.

Syrup—The glucose trust has effectually antagonized the jobbing trade by loading the latter up with corn syrup on the basis of the topmost quotations, coupled with the assurance that prices would surely go higher, and then dropping the price about 30 per cent. Chicago jobbers are most largely interested in the action of the trust and talk as though they proposed to organize a company of their own to manufacture glucose independent of the trust.

Coffee—Prices hold very low and the prospects at primitive markets show no indication of immediately higher markets. The Brazil crop is still coming very freely to Rio and Santos and the record of all previous years will be broken this season. Reports from the East Indies show the total crop to date there to be about 50 per cent. larger than last year.

Tea—Prices still continue good, although the past week has witnessed a slight indication on the part of holders to sell a little more freely. This has scarcely affected the market, as all offers found ready takers. Prices have not made any quotable change. The receipts of the week in New York consisted of about 50,000 packages from China and Japan, but this will not make any difference in the market situation, as their arrival has been known in advance and discounted.

Rice—While the Japan crop is unusually large, recent advices are to the effect that the rainy weather has caused considerable damage. The American market is high. Japan rice is proportionately high and the prospects are for a firm market here for the season at not less than present prices. The new American crop is not promising to be excessive.

Dried Fruits—The curing season for prunes is well advanced on the Coast. The warm weather in the East has slackened off the demand, but the holders are comparatively firm, as the European crop is reported short, and a good export trade is looked for. The French prune crop is reported to be but about 25,000,000 pounds, one-half of which has gone for immediate needs. Advance sales of raisins on the Coast are not up to those of last year, nor to expectations. The market is now in favor of American raisins by reason of the tariff duties, but consumers seem to be apathetic and dealers are not anxious to buy for future needs. It is suggested that if there is not an early resumption of demand, some consignments may be made to Eastern dealers. This plan is often weakening to the market in the end. There have been such unsatisfactory results from this method of handling raisins that it is thought this will not be resorted to. The raisin season is on, and generally good weather prevails. Packers are holding for better prices than are generally offered.

Canned Goods—Tomatoes are firm, at unchanged prices, but with the probability of further advance within the

next three months. Some authorities predict exceedingly high prices before next spring. Nothing is doing in corn, which rules at unchanged prices. Peas are also neglected and the price is unchanged. Very little trade is being done in peaches, which rule at unchanged prices.

Fish—During the past week mackerel has continued in very active demand at firm prices. The receipts continue light and all advices reiterate the story of the light catch. Prices have not advanced over last week, but if no improvement occurs in the receipts an advance of about \$1 per barrel is likely to occur during the next week. But three weeks of the catch remains. Cod remains about unchanged. The market is very firm and the demand improving. Salmon is steady at unchanged prices. The demand is fair. Lobster is very high with a limited demand.

Detroit Doings.

Detroit, Oct. 12—The assets and property of the financially embarrassed Crescent Brass & Iron Works has been transferred to the recently incorporated Crescent Brass & Iron Co. The new corporation is capitalized at \$25,000, of which \$12,500 has been paid in. The stockholders are: James P. Buckley, 830 shares; Henry Foe, 400; John W. Beaumont, 20 shares.

The Larkins Brick Co. has been incorporated, with a capital stock of \$10,000, and \$5,000 paid in. The stockholders are: Thomas Larkins, Springwells, 500 shares; Andrew Lonyo, Detroit, 250; Louis Lonyo, Detroit, 125, and Albert Lonyo, Springwells, 125 shares.

The Frontier Mineral Paint Co. has filed articles of association with the County Clerk. It will manufacture and sell paints upon a capital of \$50,000, of which one-half has been paid in. The incorporators are John Webster, Joseph De Gurse, William McGregor, Thomas McLaughlin and John L. Murphy, each being the owner of 500 shares.

Last June the pipe organ business of the Farrand & Votey Organ Co. was assumed by a new company, which was organized for the purpose, with a capital stock of \$100,000 and under the name of the Votey Organ Co. The stock of the new company is largely owned in New York, and an arrangement has been entered into with the Aeolian company of that city whereby the business of the company can be transferred to the East. A new factory for the combined interests in the manufacture of self-playing attachments for pipe organs will soon be built, probably on the Jersey side of the river. The Farrand & Votey Co. began the manufacture of pipe organs nearly six years ago, up to which time the output had been reed instruments only.

A victory was scored Monday by the peddlers, who had combined to fight the ordinance by which the license fee for peddlers of fruits and vegetables was raised from \$5 to \$25. Judge Hosmer rendered the decision in the case, to the effect that the ordinance is invalid and unconstitutional, and ordered that all fines imposed in the Recorder's Court be remitted and all pending proceedings be quashed. The Judge holds that the object of the license is to secure the names and addresses of the peddlers for the purpose of regulating the trade, which could be properly done at the old rate. There had not been secured, through the new ordinance, any better inspection of the fruit and articles peddled, and the public had not been benefited, neither had the profits of the peddlers grown. The increase, therefore, was unjust and unreasonable, amounting to burdensome taxation. The license was not intended as a source of revenue to the city, and as the ordinance was passed at the request of the retail grocers and their attorneys, the court held that the Council's action in passing the same was unwarranted.

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

Shoes and Leather

Standard Last Measurements—Their Weak and Strong Points.

From time to time complaint comes up from this direction or that that the tables of standard measurements adopted some years ago by the Retail Shoe Dealers' National Association are not all that they should be.

It would be strange indeed if a standard could be adopted in any trade that would fit the ideas of all the workers in that trade.

It would be truly remarkable if in the shoe trade an even dozen experts could agree upon a model last that all would readily acknowledge to be perfect.

Possibly the existing standards of measurement are open to criticism. Doubtless there are faults and glaring ones; still would not the same be true of any code from the point of view of nine out of ten manufacturers?

It would be easier to mix oil and water than to evolve a system of standard measurements that the majority of manufacturers would adopt to any greater extent than has been done with the present standard.

The question was put to a factory superintendent this week:

"Have you adopted the standard measurements?"

He answered, "Yes and no. So far as length and breadth of last are concerned, yes. In other respects, no. I have a table of my own which I consider about perfect. I presume others would differ with me on many points, however."

This is indicative of the entire situation. Able, competent men who have studied shoes in the factory so long that they forget when they began cannot agree on an inflexible standard of measurements and acknowledge that a change from the present standards would be no nearer satisfying everybody than the existing ones.

A factory superintendent complains that the standard measurements do not give room enough for the instep. Another goes on an exactly contrary precept and praises his goods because they provide for the low insteps of the majority of people.

These two veterans know shoemaking from A to izzard.

A capable pattern maker brought to our attention lately a German last which he praised highly. He said truly that the Germans are a nation of soldiers and hence know the requirements of a good-fitting shoe.

The last would not fit the standard measurements in the least. Neither would it fit any American shoe the writer ever came across. There was an excess of wood at the ball. The heel was surprisingly thin toward the top.

The thinness of the heel the pattern maker commended especially as being productive not of good appearance alone, but of fit as well.

A manufacturer agreed with him thoroughly and produced a sample of his own work to show that he was paring the last down very thin at the heel. On the foot the shoe fitted snug as a glove.

Another manufacturer said, "For several years the heel of the last has been growing thinner, but I think it is now thin enough. There is a possibility of getting the heel too thin."

The views of these two veterans were widely different on this simple point. So it runs.

After all is said, then, the matter resolves itself to this, that standard measurements serve a purpose of determining the proportionate length and width of the last. Further than this individual manufacturers model their goods according to their own sweet will.

Then there is another phase of the question. While it is true that the existing standard measurements were adopted some years back when the shoemaking art as to-day practiced was comparatively in its infancy, yet this is not sufficient to impeach the standards.

It is equally true that the requirements in the factory are much finer drawn than in former years. That is to say that the day of quarter and half-inch distinctions has gone by and the operatives are at the present time working on fractions of an inch so minute that five years ago they would not have been considered.

Thus the measurement must be exact and for its exactness depends on little things to a very considerable extent.

For instance, so insignificant a thing as the lacing up of the shoe in the factory will alter the instep and waist measures. If the shoe is laced loosely the upper will be drawn farther over the last and the instep measure reduced. If it is laced tightly together the measure will be as intended.

So also in the apparently small matter of lapping for the seams. It is readily seen that, if a quarter-inch lap is provided for and a three-eighths lap is made by the fitter, it is going to throw the measure off a full quarter inch. As remarked above, when lasts are graded to the hundredth of an inch this "out" of a quarter seriously affects the fit of the completed product.

What, then, becomes of the standard measurements?

Who will adopt any code of measurements other than his own when trivial differences of this sort mean the success or failure of his business?

Not the average shoe manufacturer, that is certain.

The present system of measurements is, it is safe to say, as generally adopted and to as considerable degree as would be any other system that might be agreed upon.

While, therefore, it may be an easy matter to discern inaccuracies in the standard, from the varying points of view of different manufacturers, yet, after all, the existing standards serve their purpose very well and, having once been established and adopted in their general outline by the great majority of manufacturers, it is decidedly inadvisable to attempt any radical changes, which, when all is said and done, would doubtlessly be quite as unfavorably criticised as are the standards that prevail.—Shoe and Leather Gazette.



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

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

Clothing

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

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

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.

Rindge, Kalmbach & Co.,

12, 14, 16 Pearl Street,

Grand Rapids, Michigan.

Manufacturers and Jobbers of

Boots and Shoes

Our Lines and Prices for fall are right. We carry a full line of Warm Goods—Felt Boots and Socks; also, Boston and Bay State rubber goods. business is solicited.



Johnnie says our Felt Goods
ARE warm!

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

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

HEROLD-BERTSCH SHOE CO.,
5 & 7 PEARL STREET.



SHOE THE BABY NEATLY

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

HIRTH, KRAUSE & CO., Grand Rapids.

Our Specialties:

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

Dry Goods

The Dry Goods Market.

Cotton Goods—With the exception of brown and bleached sheetings and shirts, all lines are moving in quite an encouraging manner. It is hardly to be expected that the volume of business will continue unabated much longer this season, but up to the present time there has been an amount accomplished that has surprised even the most sanguine. Denims and ducks, both plain and fancy, continue to show a very fair request; the demand seems to tend toward specials and special styles. This is particularly true when the buyers can find a pattern that they can have the exclusive control of in their section. These will be used in place of low cost woollens, that somewhat took their place during the past two or three years. Printed fabrics and calicoes have been in somewhat better request in some directions, and quite good quantities have been sent forward, but the business, as a whole, has been rather slow than otherwise.

Woolens—All eyes on the woolen market this week are centered on the dress goods, but while all of the foreign dress goods departments are busy, and some of the domestic accounts are open, some of the most important ones are still waiting. They are liable to open any day and are uncertain themselves as to the exact date. It may be the last of this week or the first of next, but at any rate it will be very soon. Prices have been advanced very sharply on all lines that have been opened, but not as much, the manufacturers generally say, as they ought to be considering the cost of raw material. Orders are being received in very satisfactory numbers for spring goods. Duplicate orders on fall dress goods, where the line is not sold up, are frequent and manufacturers say they are well satisfied. Prices are firm all along the line, but no particular advances have been made during the week under review. A large number of the mills are simply making deliveries on fall goods and have been refusing orders for some time. While in the natural course of events this should be somewhat around the middle of the blanket season, a number of the mills are well sold up and agents are taking no more orders. Prices have been advanced about 25 per cent. since the opening, but this does not correspond to the advance on wool. It is not likely that the advance ever will be the same, but many agents are looking for better prices at the opening of the next season, which may open about December 1. But this is uncertain as yet.

Flannels—The condition of the flannel market is good, but prices are not where they ought to be if the manufacturers were compelled to go into the market for wools to-day. The majority of the mills, it would appear, have a good supply yet, from the way the agents talk, for they say that if they were obliged to buy now it would be necessary to advance prices about 20 per cent. As it is, the mills will use what they have on hand and stop. Next season the price will undoubtedly be placed on a basis which will pay when buying wool in the market.

Knit Goods—The prospects for spring trade in the knit goods market are very bright with one exception, and that is, the old question of price. The meeting of the manufacturers was a good move if it is followed up in the right way,

but if it is not, it will prove more of a detriment than a help. It is time that something was done on these lines, but unless there is more of a concerted spirit shown, the good resulting from it will be small. Traveling men are generally reporting good success on the road, and say that small stocks rule everywhere, both among the jobbers and retailers. The jobbers are calling for goods for immediate use and are in a hurry for them, and few mills are in position to supply the demand at the time wanted; in fact, the question of short supply is growing to be a more formidable one every day, and there should be no delay in advancing prices. Several cases have been reported during the week of slight advances of 10 to 15 per cent., but that is hardly enough, although it is a very good start if it can be supplemented by another advance in the near future.

Hosiery—Hosiery manufacturers are busy, and a considerable number of duplicate orders are being received daily. This is caused by the low condition of stocks and the certainty of higher prices. This latter fact is causing the re-orders to be somewhat heavier than they would otherwise have been. The importers are well satisfied with the amount of business they are accomplishing, and say the prospects for future business seem to be very bright, considering the tariff conditions. With the advances that will be made on domestic hosiery, the importers hope to compete on a more favorable basis.

A Battle Cry.

To arms—
Against the ears too deaf to hear
Recited virtues of a friend;
The tongue too dumb to gently cheer
Or absent one defend.
Against the eyes too blind to seek
Between the clouds a bit of blue;
The selfish, grasping hand too weak
A kindly act to do.

To arms—
Against the limbs too stiff to steal
Unto a brother in distress;
The marble heart too cold to feel
To beat in tenderness.
Against the breast so callous grown
That to ignore, forget, it dares
Its neighbor's stifled sob and moan
Beneath oppressing cares.

To arms—
Against the doubt that tears and takes
Life's sweetest hopes with scorn and spurn,
Yet giveth naught that compensates
The slightest in return.
Against the creed that welcomes in
The man with arms, aye, open wide,
Aback from paths of blame and sin,
But woman bars outside.

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 Co. gress. 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.

Buy Your Shoes

where you can buy the best for the least money.

A NEW JOBBING HOUSE
with New Stock, New Styles, Cash Prices,
and near enough for you to get goods within
twenty-four hours after you order them.

Think what that means: we carry the stock,
you order as you need goods.

MICHIGAN SHOE COMPANY, Detroit, Mich.

Come to the Carnival!



Our traveling salesmen will remain in the house during the four days of the Carnival of Fun—October 26, 27, 28 and 29—and will take pleasure in exhibiting our line of fall and winter goods to those merchants who honor us with a call on that occasion.

P. Steketee & Sons,
GRAND RAPIDS.

We are showing



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

VOIGT, HERPOLSHEIMER & CO.,

Wholesale Dry Goods,
Grand Rapids, Mich.

DON'T GET WET

When in want of a new roof or repairs you can save money by employing skilled mechanics in this line. We have representatives covering the State of Michigan regularly, and if you have a defective roof, drop us a card and we will call on you, examine your roof and give you an estimate of the cost of necessary repairs or putting on new roof. Remember that we guarantee all our work and our guarantee is good.

H. M. REYNOLDS & SON,
PRACTICAL ROOFERS, GRAND RAPIDS, MICH.
ESTABLISHED 1868.

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.



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

ONE DOLLAR A YEAR, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - OCTOBER 14, 1897.

GENERAL TRADE SITUATION

A combination of causes, of which the long drouth, the fever in Southern cities and professional bear stock operations are elements, have served to check the volume of business during the past week. This check, which is owing to local and temporary causes, is of a healthy tendency, for the reason that, if the ratio of recent improvement had continued without diminution, it would have been scarcely possible to escape some of the bad consequences of the decided boom which seemed to be upon us.

The general conditions of business continue as favorable as at any time. The depreciations in stocks, which are all of an unquestionably professional character, are the result of stock gambling operations. The reports of railway earnings are more favorable than ever since the panic, and all of the industrials seem to be as steadily improving as ever. The influence of the bear element was felt in the money market, so that quite a scare resulted in spite of the fact that the mint report of \$712,660,417 gold in the country at the first of the month exceeded the quantity ever previously given. In addition to this, larger shipments have been made to this country sufficient to indicate that the balance is heavy enough in our favor to make any real stringency impossible. As indicating the magnitude of the general improvement, the month of September, following on August—which was a record breaker—was phenomenal. It not only exceeded that of every other September, last year by 56.1 per cent. and September, 1892, by 17 per cent., but, although September is not a month of annual or quarterly payments, and for other reasons is not one of the largest months in business, it exceeded every other month on record except five—namely, two of annual settlements, January, 1892 and 1893; one of quarterly settlements, October, 1890, and two months, usually of the largest, May, 1890, and December, 1892. Nor can it be said that New York speculation only made the return large, for outside New York the exchanges at all clearing-houses were \$2,119,000,000, against \$2,033,000,000 in the same month of 1892, an increase of 4 per cent. The week of quarterly settlements, the first of October, resulted in clearings 33.6 per cent. larger than last year, and 8.8 per cent. larger than in 1892.

While the movement in prices of cereals has not been great in either direction, the tendency of prices has been upward, and the Western receipts, as well as exports, have been heavy.

In the iron trade the increase in the number of new furnaces blowing in, with speculative selling of Bessemer pig, has caused a depression of 15 cents at Pittsburg, while grey forge has advanced 25 cents. Most finished products are gradually advancing, with increasing demand for plates, bars, sheets and pipe. Among important sales is one of 15,000 tons of steel rails to Japan.

The decline of cotton, which has been the feature for some time, has at last turned and an advance is recorded for the week. Woolens are kept strong by the increasing price of wool. The shipments of boots and shoes are reported larger for the month than for the corresponding month of last year or 1892. Leather and hides are both weaker.

Bank clearings for the week are among the heaviest on record—\$1,399,000,000. Failures were 237, as against 189 for the preceding week.

That the peace idea is taking firm root in Continental Europe to-day is indicated by press utterances which from time to time find their way to this side of the Atlantic. Speaking of "decorative politics," as represented by the interchange of royal visits and social amenities between leading rulers, which are having such prominent place in continental history just now, the principal journal of Vienna says: "The acknowledged and universally recognized object of the triple alliance is the maintenance and confirmation of peace, while the dual alliance has the same end in view, and there only remains between the two alliances a noble emulation, which shall confirm peace." And it very pertinently remarks, in conclusion, that "it is strange in these circumstances, that not the slightest reference is made in any quarter to the disarmament and reduction of the armies or the diminution of military burdens."

Several cases have lately been reported in England of serious illness resulting from excessive cigarette smoking. When will people awake to the fact that there is no vital function that too much smoking will not injure? If tobacco does not spend its force upon the brain, it affects the digestion, paralyzes the healthy energy, induces heart-weakness ultimately, leaving the subject a nervous wreck, which it takes months to repair. Then why over-smoke? Three cigars or pipes a day should be the indulgence of strong men, and for people who are delicate one or at most two good quality cigars after dinner should be the limit. This was the opinion of the late Sir Andrew Clarke, and it is shared by the still living Dr Robson Roose and Dr. Caldwell Stephen, men eminently qualified to guide people in their peche mignons.

Lord Macaulay used to declare, as an instance of the retentiveness of his memory and his knowledge of London, that he could tell the name and the situation of every street in the metropolis. Such a feat would be impossible in these days, when the number of streets has so greatly increased. One is appalled by the knowledge that there are no fewer than 7,000 thoroughfares in London. This is the number given in the new "London Street Directory." The village of Greater New York is not in it with London.

THE UNIONS AND FURNITURE.

As industrial conditions improve, with the consequent increase in employment, there must needs be a corresponding increase in the activity of those who, as leaders and agitators, depend for their aggrandizement, as well as living, upon the unions. During the years of industrial stagnation there was little to encourage the efforts of these philanthropists. Naturally, it would be supposed that in such a time, when suffering and deprivation were so widespread, there would have been the more to engage the attention of those who were real friends of the oppressed laborer, and that union activity would be at its height.

But the work of unionism is not proportioned to the obvious needs of the working classes. During a season of depression the unions do little more, in many cases, than maintain a nominal existence, and the walking delegates, who can do little with men anxious to make the most of every opportunity for employment and its remuneration, may even be compelled to engage in actual work themselves. However, such a degree of depression is not common.

So, when industrial activity becomes greater, Richard is himself again. While the greater proportion of the manufacturing artisans are too intelligent to waste their opportunities in following his pernicious lead, there are yet enough to supply the material for his successful impositions. While the majority are content to make the most of the seasons of activity, earning and demanding fair compensation for their work, and with manly positiveness enforcing such demands when they are backed by the conditions of the trade, there are enough of the less intelligent and more unstable to lend a willing ear to the promises of these vampires of labor, and so make it possible for them to resume their normal habit of living at the expense of others.

Thus, the meetings of the delegate unions in this city have become more important and interesting since the wheels of industry are in full motion again. The ordinary unions of the trades of minor importance are again in a flourishing condition and the leaders are beginning to cast about for opportunities to enter other fields. Naturally, the first to engage their attention is the one which has done the most for the up-building of the city and on which its growth and permanence must depend. The proposition is made that the work of union organization shall be pushed among the furniture operatives at an early date. This work is to be pushed vigorously. Organizers are to be brought in from outside and no effort is to be spared to extend union influence and control, as far as possible, in this industry.

While some branches of the furniture trades have been brought under the control of unionism in years past for a short time, in general the industry has been free from this domination. In one notable instance several years ago, they had secured enough control of the carving trade to apparently warrant them in declaring a strike. The result of this action was the quick dissolution of the union and the giving of an impetus to the introduction of machines for doing the work of the carvers, which has caused a revolution in that branch of manufacture.

In the light of the experience of the past, it is scarcely probable that these leaders will make much headway in their onslaught on this leading industry

of the city. If they would confine their operations to some comparatively unimportant branch, they could make a better showing and might succeed in gaining a sufficient control to drive some important enterprises to other centers which they do not control. But, in undertaking to subjugate the furniture interests, they are undertaking too much, for the same independence on the part of both employers and employes which has made this the principal industry of the city, and which has given the city the lead in the furniture world, will interpose a sufficient barrier to prevent any serious harmful depredations.

The rush to the Alaska gold fields is expected to make a market for the semi-wild horses of Washington and Oregon. Hitherto these ponies have been regarded as a nuisance, and as eating grass that should have fattened sheep. They have been classed with the jack-rabbits of other sections, and several times their extermination has been plotted. They have been sold in large numbers to the abattoirs to be slaughtered and canned for consumption in France, while their hides were used for covering trunks. The price at the slaughter-house ranged from \$1.50 to \$4, but prices are stiffening now with the demand for the Yukon. Good prices for the larger horses of the sturdy breed have been given for their use over the mountain trails. They are just as serviceable to flounder through the mud and over the boulders of the treacherous trails as would be better horses, and they can be more readily spared if lost.

Philadelphia is exercised over the disappearance of the corner-stone of Independence Hall. It has disappeared in the sense that it has not appeared at all. There is no record of its having been seen by anyone, or, indeed, that it ever existed. However, as the laying of a corner-stone is a custom that is as ancient as civilization itself, it is reasonable to suppose one was placed under Independence Hall when the foundations were laid. The Restoration Commissioners can find no trace of it, however.

It is claimed by those who have made something of a study of the trading stamp scheme that no merchant has ever renewed his contract a second year—that one year's experience is sufficient to satisfy him that the damage to his business is greater than all the advantages secured. If the scheme were a money maker, as claimed by the oily tongued chaps who exploit the fake, surely the dealers who have tried it a year would be anxious to continue the arrangement.

The two men who have been operating a trading stamp scheme at Jackson have abandoned the field, on account of the indifference of the retail dealers of the Central City, and taken up their residence in Saginaw, where they propose to "organize the town," as they glibly express it. The Tradesman advises its Saginaw readers to give the schemers a wide berth, as any deal they may make with the gentlemen will cause them much trouble, annoyance and regret.

The announcement that a short course of instruction in cheesemaking will be inaugurated at the Agricultural College this winter deserves the commendation of every man who would like to see an improvement in the present methods and product of Michigan factories.

INADEQUATE PUBLIC DEFENSE.

The recommendation by the special Government Dock Commission that naval dry docks should be constructed, one each at New York, Boston and Norfolk, on the Atlantic Coast, and at Mare Island, San Francisco, on the Pacific, coupled with the suggestion for a floating dock at New Orleans, has already been published.

It is by no means likely that Congress will vote at an early day any money to build these docks, so long as the few large warships possessed by the United States can get access, when they need repairs, to the great docks in Nova Scotia, St. Thomas, the Bermudas and other of the British possessions. The merchant marine of the United States has practically abandoned the seas, so far as any foreign commerce is concerned. Having surrendered the foreign carrying trade to foreign nations, one of the chief reasons for the maintenance of a navy disappears.

It is true that the Monroe doctrine of preventing European interference in the American hemisphere is likely sooner or later to get the United States into trouble abroad; but that can be easily settled by abandoning all pretensions to dictating public policy in North, Central and South America, and giving notice to the land-hungry nations of the Old World that they may seize on the New at their pleasure, provided they will consent not to harm us.

With such arrangements perfected, the United States will not need to have a navy, nor, therefore, any naval dry docks. It is not to be inferred that, were this country insured against foreign attack, its people would wholly abandon the arts of war and retire to peaceable callings. On the contrary, they would have plenty of opportunity to fight, and to fight where they delight to do it—that is among themselves. The people of the United States, in their internal and internecine conflicts, have slaughtered of their own fellow-citizens one hundred to one of foreigners slain in all the foreign wars of the United States.

It is a remarkable fact that the American people delight to slay each other, and they seem to have inherited the passion for internecine war from the red aborigines. The American Indians could easily have delayed, if not prevented, the settlement of the Americas by the whites if only they had from the first combined against the invaders. On the contrary, the various tribes of the natives were constantly at war, each with the others, so that they fell an easy prey to the small numbers of the white settlers.

This habit or passion for internal wars seems to have been inherited by the whites as a sort of retribution for their war of extermination made upon the natives; but it is possible that the red men were, themselves, in some period far in the past, invaders and strangers in a country possessing a considerable and, perhaps, a high civilization, and that, having overrun and conquered the country, they engaged in bloody internecine conflicts for possession of the booty.

The monumental remains found in all parts of the American hemisphere seem to point to some such catastrophic events, and in that way the Indians acquired that degree of distrust and dread of their own people that induced them to break up into families and groups, each standing on guard against the others.

If there be any reason and probability

in these views, it is further possible that the whites, who came last, have inherited from the red savages a passion for internal warfare. No matter how it was obtained, the passion exists, for the constantly recurring and most startling feature in the history of the whites of the Western Hemisphere, without regard to race, is their civil wars and revolutions.

As the inter-tribal wars of the red Indians hastened and made easy the conquest of their country, so the civil conflicts constantly taking place among the American whites will precipitate upon them the attacks of foreign nations, and it will come about sooner or later, shirk and evade the responsibility as we will, that foreign war will be forced on us.

With all past experience as a source of information, it should not be difficult to understand that a nation is most liable to attack when it is least prepared and most helpless, and this fact should teach that some preparation for the public defense is absolutely necessary for even the most peaceable people.

We cannot afford to renounce the natural dictates of self-interest, chief of which is self-protection, and throw ourselves on the mercy of the predatory and enterprising nations of Europe. It is not likely, however, that any efficient measures will be taken for the public defense until the United States shall actually become involved in war with some foreign power, and, in such an event, this great nation would be found pretty nearly defenseless.

Cleveland is experimenting with a change in the hours of attendance at the high schools. Hitherto, in that city, as elsewhere, the high school pupils have been required to attend from 9 a. m. until 2 p. m., with a half-hour intermission for luncheon. This latter was necessarily a cold one, as there was not sufficient time to go home, and Cleveland had not provided, as is done in some other cities, accommodations whereby the pupils could buy warm broths, stews and the like. The new hours are from 8 a. m. to 12:30 p. m., with no intermission. Advantages claimed for the change are that it will permit the pupils to go home to luncheon, and will give them a longer afternoon, either for study or recreation.

On Jan. 1, 1898, the enlarged city of New York will begin its corporate existence, with a debt of \$200,000,000, with a budget of about \$60,000,000 for running expenses, to be met from the proceeds of taxation, with two sinking funds, amounting to about \$10,000,000 a year, to be maintained and replenished from other sources of revenue, and with a complete system of local administration, to be organized or reconstructed by the creation of new departments, and by the readjustment of the relation of each department to the others, under the general plan and scheme established by the Charter Commission.

A London paper is responsible for the statement that Mr. Chamberlain's experiment in sisal growing in the Bahama Islands has not been successful, and that the sum of \$250,000 has been lost in consequence of the land selected being unsuitable for successful cultivation. The sisal hemp, named from Sisal, a port in Yucatan, is the prepared fiber of the American aloe and is used for cordage. The English Secretary of State for the Colonies, however, is not discouraged, and will make another attempt, if not in the Bahamas, in some part of the British colonies.

There's a Knack

NOWADAYS in knowing how to conduct a Retail Grocery Store. The successful merchant must have more than mere capital and brains and enterprise. He must have experience; and experience must be paid for and paid dearly for, many and many a time, before it's pressed right home and its profitable lesson learned. Beyond all these qualities he must possess KNACK—the faculty of knowing exactly what the people want and will have. The merchant who possesses this faculty always handles the most staple and popular brands on the market and included in his stock is invariably found a liberal supply of



This "knowing how" comes not entirely from having a nose for business, but from old-time training, trials and mistakes, blanks and finds, correction and requital. Only an amateur insists that it is easy to win success. When the Yankee asked the old castle gardener how he made his marvelous lawn, the simple Englishman replied: "We rolls it and we mows it and we waters it." "Oh! that's all!" chuckled the amateur at the easy lesson he had learned. "Yes, and we does it for about four hundred years," added the old man, as he went on watering.

We have been selling goods to the grocery trade for nearly a quarter of a century. We know what our trade want and what their customers want, too. That's why we have handled nearly a hundred carloads of PILLSBURY'S BEST in the past six months.

**Clark-Jewell-Wells
Co. & Grand Rapids**

FROM FARM TO FIRM.

How Sam Brown Achieved Success in Business.

Written for the TRADESMAN.

"Now, gentlemen," said the sheriff, his voice sounding loud and harsh on the crisp December air, "there is just one thing more to sell—the shingle roof on that sod house yonder. How much am I offered for it? Ten dollars? Come now, gentlemen, don't be stingy. Remember, this is the last thing left to sell, and we haven't realized enough to satisfy the creditors yet."

Beg or banter as he might, he was obliged to let the old roof go for ten dollars, and the sheriff sale of William Brown's earthly possessions was at an end. There was now a general movement among the little crowd of poor people who had assembled to buy their neighbor's poor effects. This one led away a horse; that, a cow. The few household goods had been sold first and were now being packed in the various owners' wagons, and the man who had bought the shingle roof began with crowbar and saw to tear it down.

"Come, Samey, I guess we'd better be going."

The speaker was a feeble old man, whose hand trembled visibly as he placed it upon his son's shoulder. The expression on his face showed plainly that he was trying hard to hide his emotion from these men who for four years had been his neighbors. Thus father and son turned their backs upon the home that had been the scene of so many struggles with poverty. Yet it was dear to them and neither could bear to stay to see the little house destroyed. They took their way towards a lone cottonwood tree that had long ago given up its last leaf to the persistent winter wind, and stood for a few moments beside a lonely grave, at the head of which was a rough white stone, upon which the word "Mother" had been clumsily chiseled. Then, without a word, they began their toward journey.

* * *

It was past nine o'clock and dark and cold when an old man and boy stopped in front of a little deserted cabin on the outskirts of Hays City.

"It's no use, Samey, I can't walk another step," said the old man. "We can stay here for the night. I'll feel more like myself in the morning."

Entering the cabin, he sank upon the floor, utterly exhausted. The boy unrolled a blanket, inside of which were what few clothes they possessed. Spreading them on the floor for his father to lie upon, he covered him with the blanket.

"Now, father, I'm goin' in to town. I won't be gone any longer'n I can help. You try to sleep till I get back."

Sam knew Hays City "like a book." Frequent visits for supplies had made him familiar with every street and house. He also knew—that he hoped his father had not remembered—that the deserted cabin in which they were to spend the night had at one time been their own property. The boy's long strides soon brought him to the now deserted main street of the town, up which he went at a pace that indicated that he had an object in view. He finally stopped in front of a large two-story building and looked at the windows in the upper story. "Yes," he mused, "there's a light up there. I'm glad they haven't gone to bed." Going to the door between the two store rooms that comprised the lower part of the build-

ing, he rang the bell. A window upstairs was raised and a female voice asked, "Who's there?"

"Is Mr. Phillips at home?"

"Yes; but who wants to see him?"

"Sam Brown."

"O, Sam Brown! Just come right up—that door isn't locked."

Sam quickly obeyed the invitation and was soon engaged in earnest conversation with Mr. Phillips.

"So they sold your father out? Well, well! that's too bad. What does he think of doing?"

"That's just what I came to see you about to-night, Mr. Phillips," replied the boy. "You see, father is sick and ain't able to do anything. He's completely broke down an' I've got to do the doin'."

"Have you heard from your brother yet?"

"No, sir; we hain't heard nothin' sence he went to Colorado last October; but I hain't lost faith in him yet. I believe he hain't wrote 'cause he hain't found no work. He wouldn't never desert us that way. Mr. Phillips, I've just got to find work; and I've got to find it right away. There wasn't anything left us after the sale; an' we've got to live somehow. Can you give me a job of any kind, or do you know of anybody that wants a boy—I'd work hard?"

"I'm glad you came to me," was the reply. "I need a boy myself to help in the store and take care of my horse and cow, now that Alex has gone away to school. I'll give you \$15 a month and the use of a little furnished cottage that I own in the West End. Your father can keep a cow and some chickens there. I think you will be very comfortable."

The lad could scarcely believe his ears. He chokingly thanked Mr. Phillips for his kind offer.

"Come around about seven in the morning, Sam, and get the cow milked and the barn chores done before the store opens. You had better bring your father along and have breakfast with us. Now good night, my boy. Keep up courage and you'll come out all right."

The boy's good night was scarcely audible, but Mr. Phillips understood. It was with a joyous heart that he retraced his steps to the lonely old cabin.

"I've got good news for you, father," said Sam, as he got under the blanket beside his father; and he told him the arrangement with Mr. Phillips.

"You don't know how proud I am of you, Samey. Now, if Bill would only write, how happy we would be. You didn't tell Mr. Phillips that we were sleeping down here like a couple of tramps, did you?"

"To be sure I didn't. I was afraid he was going to ask me, an' then I'd had to tell him."

"I'm glad he didn't. We can get out of here early in the morning and no one will ever know anything about it. You'd better go to sleep now."

"All right, father; good night."

"Good night, my boy; God bless you."

MAC ALLAN.

[TO BE CONTINUED]

A cyclist of Louisville was so frightened at finding herself in imminent peril of being run down by one of two vehicles that she was unable to turn her wheel to either side until a big dog ran out from a dooryard, barking, and scared her into forgetting the wheel altogether. She sought to gather her skirts about her and, as she let go the handle bar, the wheel wobbled to the curb and she was thrown off to safety.

Ice Will Melt!

"Old Sol" Can't

Make Things

Half so Hot as the



CARNIVAL
of FUN!

In Grand Rapids

October 26-27-28-29

HOT TIMEIn the Old Town
Day and Night**Bubbling Over With Merriment!**

Gay Maskers in Gorgeous Costumes, Bicycle Parades, Secret Society Parades, Industrial Parades, New and Old Women, Tight Rope Walkers, the Fascinations of the Midway Plaisance, Exhibitions of every Sort, Wonderful and Wierd Light Effects, Charming Surprises, and any number of Beautiful, Funny, Unique and Startling Sensations will be on tap for the delight of visitors. No Admission charged, as the Carnival takes place upon the Finely Paved Streets of the Beautiful City of Grand Rapids, the Keys of which will be in the possession of King Carnival.

You Can Well Afford to Travel

a Long Distance to enjoy with us our Happy Carnival Time. Excursion Rates on all Railroads, and your Local Ticket Agent can tell you all about them and the Special Trains. Don't forget the date of the HOTTEST FOUR DAYS ever seen in the West.

Oct. 26-27-28-29—twenty-four hours a day at

Grand Rapids, Mich.

HE DIDN'T THINK.

Employers Sometimes Responsible for the Carelessness of Employes.
Written for the TRADESMAN.

I have a cane of Malacca joint which I have owned and carried since the first term of my sophomore year. The rich brown stick, the ivory handle and the silver band, the pride and delight of my eyes as a full-fledged "Soph," and the joy of my heart as a memento of that delightful period of existence, have been one of the sacred treasures which I have brought with me from that enchanted Golden Age.

I cannot take that cane in hand without some pleasing recollection. To me it is the emblem of victory. It has never known defeat. It received its baptism of fire one fair October day when the sun looked kindly down upon the chapel and campus of Brown University, where certain misguided students had decided that "the Sophs" that year should not carry a cane. For weeks thereafter the exultant ribbon of victory fluttered from its conquering staff in the face of the vanquished foe, heralding, as it proved, the college career of a class which never knew defeat; and to-day I gaze with a thrill of delight upon a certain indentation near the ferrule, made on that well-fought field by the forceful contact of a Junior skull. "Many a time and oft" have I leaned upon this sturdy stick in the starry hours of the early Saturday

morning, and felt, as I gained, successfully, the summit of College street, that "A friend in need is a friend indeed." It has often stood with me beneath "bonnie Annie Laurie's" chamber window and made more perfect the "Midsummer-Night's Dream" of tuneful tenderness as "Stars of the Summer Night" and "Sweet Dreams, Ladies," filled the soft splendor of the moonlit air with the passionate cadences of the serenade; and, amid all the glories and honors of "Class Day," in which it took a leading part, this ivory-headed, silver-banded walking stick stands crowned with an unwonted glory, which the clouds and shadows of time can never dim.

With all these reminiscences crowding thick upon me, I took my cane last Sunday for a walk, and found that the ferrule was gone and with it some half-inch of the stick. Yesterday I took it to a cane hospital and was pleased to be told that the job could be done while I waited. Five minutes after, it occurred to me that it might be well to caution the workman about handling the stick. I had hardly crossed the threshold of the back shop when I heard an ominous "Thunder!" and saw the workman with the handle in two pieces, one in each hand, gazing with a dazed look first at one piece and then at the other.

"That's too bad!" he exclaimed. "Ye see, I didn't think, and I s'pose I rested the cane too much on the end

of the handle in poundin' on the ferrule, an' it come right in two. I'm awfully sorry. But we can stick it together ag'in in less'n no time."

While I was feeling around for the proper explosive the proprietor came promptly to the front, and "in good terms, in good set terms," gave the expected tongue-lashing and, with the air of a man who has done all that could be expected of him, sauntered leisurely into the front store.

"You seem to think, sir," said I, "that that ends it. It may satisfy you, but not me. You, not the boy, are the one to blame. You take an article that money can't buy, put it into the hands of a workman whose fingers are as clumsy as his brains and, after he has broken it, you give me the pieces! You are my responsible party, sir—I have nothing to do with your workman—and I'd like to have you tell me what you propose to do about it."

"What do you want me to do about it?"

"Pay me a good round sum."

"Why, I couldn't do that!"

"You mean you won't do it; and that brings the whole matter down to this: You, like the rest of your kind, instead of getting the best workmen, get the poorest, and pay them accordingly. Then you advertise yours as 'the only first-class place in the city.' That's why I came to you; and, with one stroke of your hammer, you ruin what I

wouldn't have anything happen to for a hundred times its value. I have the pleasure, sir, of telling you that, in my opinion, you are a first-class cheat!"

There is too often an idea among store managers that they are not responsible for the mischief done by their subordinates. "Accidents will happen," they tell us; and the customer must stand the loss. The grocer's delivery clerk brings damaged goods to the kitchen, the butcher's boy fails to deliver the roast in time; but, after the goods leave the store, all responsibility on the part of the proprietor seems to cease, and the customer must help himself—if he can. The loss, little or much, is provoking enough; but in either case it becomes exasperating when the proprietor shirks responsibility and hides behind the luckless clerk who has been employed because his lack of skill makes him willing to work for the lowest wages.

RICHARD MALCOLM STRONG.

Could Adapt Herself to Circumstances.

"So you asked her if she could be happy without money?"

"I did."

"Was her answer encouraging?"

"Not exactly. She said she was sure she could; that she had always preferred buying things on credit."

Adversity may ruin a man, but it gives him a chance to die game.

Halftone Plates

Wood Engravings

Photo-Zinc Etchings



The facilities of this Company are complete for the production of Printing Plates by all Modern Methods.

SAMPLES AND ANY INFORMATION CHEERFULLY FURNISHED ON REQUEST.

OLD AND NEW.

Evolution of the Public Market from Street to Island.

The rapid increase in the population of Grand Rapids—the principal growth having been gained in less than two decades—is the explanation of so many branches of municipal development continuing the crude methods of the village until comparatively recent dates. Thus, it would be difficult to find another instance where a street market had attained such remarkable proportions as has been the case here for a number of years past.

It is not so very long ago that the fruit and produce growers were excluded from the principal thoroughfares. Then a block or so of space served their purpose, first on Ottawa street; then, as the growth became too great for that locality, they moved to the streets in the vicinity of the head of Monroe. They were soon too numerous for this locality and were assigned to Louis street, where for several years they occupied all available space, including the cross streets for considerable distances at the height of the season. The paving of South Ionia street seemed to offer a more commodious site, with less interference to business, and a little over two years ago the market was moved to that locality. During these two years the growth continued, until last season there were frequently 800 teams in line in the half-mile appropriated and the streets tributary in all directions. The first view given on this page shows the market as it appeared on one of the most busy mornings of last season.

The question of providing a suitable location for the market was a live one for several years. The limits of this sketch are such as to preclude a description of the many projects brought forward. When the Island site was finally decided upon, there was a long delay, on various accounts, until the purchase was finally completed last year: and in the winter the needed filling in of the site was made to serve the purpose of giving employment to many who would

otherwise have been compelled to draw upon the charities of the city. As soon as the spring was sufficiently advanced, the work of preparation was pushed and the removal was accomplished in the latter part of July.

The Tradesman has already noted the incidents attending the opening of the new market. Little has been attempted as yet in the way of providing shelter or other than street accommodation. An office and scale house, res-

taurant and hay sheds have been built, and these, with walks, screen fences, and horse sheds now under construction, constitute the improvements further than the preparation of the site. A view is given looking across the market from one of the hay sheds as it appeared on an average morning of the present season.

While the change is a decided improvement, the market is yet unique in the slight provisions for such large and

important interests. It is hardly probable that it will continue to be only a street institution, although on streets especially provided, for many years to come. The need of permanent and suitable buildings is an urgent one and one which will doubtless soon receive consideration.

The young hopeful of a certain business man not a thousand miles from Grand Rapids somewhat shocked the family, the other day. The boy is something of a naturalist, as children go. His mother ripped a bird off an old winter hat, a bird the lad had long coveted; and, thinking to "kill two birds with one stone," as it were, she said to him, "Sweetheart, would you be awfully awful good if I'd let you have this beautiful vogel?" "Oh, my yes!" was the more than enthusiastic answer, accompanied with expectant look and eager manner. "How good?" queried the mother. Her religious sensibilities were shocked by the reply from the infantile lips—"I'd be as good as Jesus!" But, when she came to think it over, she came to the conclusion that the child was wholly right in his intentions.

A marketman of Portland, Me., drew unexpected custom to himself by exhibiting in his window a number of live and jumping frogs. He put them there merely for variety's sake, but they seemed to make people hungry for frogs' legs, and he had to dispense them presently to hosts of new customers.

Acetylene gas is now in use in several of the Paris omnibuses. The generator weighs about 29 pounds, and is carried under the front steps. Each load of carbide is about 0.71 pounds, and produces about 3 cubic feet of gas, which is enough for six and one-half hours, with a light of sixteen candles.



THE OLD MARKET ON SOUTH IONIA STREET.



THE NEW PUBLIC MARKET ON THE ISLAND.

Woman's World

Gallantry Past and Present.

Ordinarily women have little enough interest in any lawsuit in which they are not personally concerned, but a case was recently decided in a small Iowa town which was of momentous importance to the entire sex. All of the circumstances of the case were unusual. In the first place, a girl suing her best beau to recover her bicycle was uncommon enough to attract attention; but of far deeper significance than this was the fact that, in a way, it established the attitude of the new man towards the new woman. And it was an attitude of uncompromising ungallantry.

The story, as told in the courts, was to the effect that a certain young man of Atlantic, Iowa, invited his sweetheart to attend a theatrical performance with him. The company had offered a bicycle to the person who should hold the lucky ticket in a raffle which was part of the evening's entertainment. It chanced that fortune smiled on the young man's lady friend and she won the bike. Instead of rejoicing in his sweetheart's luck, and congratulating himself that he had been the means, under Providence, of adding a wheel to her store of earthly happiness, the young man was consumed with envy and a covetous desire to possess that wheel himself. Had not his money bought the ticket that drew the wheel? he darkly enquired. Had not he laid out good Iowa silver dollars on taking the girl to the show, and shouldn't that satisfy any reasonable woman, without a bicycle added to it? At length he descended to chicanery and deceit. He "borrowed" the wheel and, when she demanded its return, flatly refused to give it up. Therefore, she brought suit and, after a trial that lasted a day and a half, succeeded in regaining her precious wheel.

That this case is one of melancholy significance as showing the trend of the times even the most unthoughtful must perceive. It is another, and convincing, piece of circumstantial evidence to prove the decline of gallantry on the part of the modern man, and the no less startling fact that the modern woman does not intend to let sentiment stand in the way of her rights. But what a change this apparently insignificant squabble over a bicycle marks! Who can imagine the woman of the past, so defrauded, doing anything but suffering in silence? Who can conceive of a gay gallant of other days counting up the price of a theater ticket on his lady love, or begrudging her winning the prize in a raffle? On the contrary, by every law and precedent, he was bound to congratulate her, and tell her that it would not have been good enough for her if the spokes had been of gold and the handle bars of diamonds!

That this conspicuous case of ungallantry should have come about through a bicycle seems almost prophetic, and I, for one, feel like saying, I told you so! It was inevitable that the bicycle should give the deathblow to gallantry of the cherished ivy-and-oak pattern. The wheel is the very type of independence. There is no chance to do the clinging act there. You must stand or fall, survive or perish, scorch or stand still on your own merits. This practical view seems to have been adopted from the very first. A man who would not think of striding off and leaving the lady with whom he was walking to come on alone has no compunctions in riding ahead

on his wheel and ungallantly permitting her to straggle along in his wake. On the other hand, there is the manifest absurdity of a man who has to be carried home in a farm wagon, after he has ridden a dozen miles, posing as the gallant support of a woman who has a dozen century runs to her credit. Any way you look at it, the matter was fraught with difficulties; but it was bound to make a decadence in old-fashioned gallantry.

Perhaps, after all, this is only a new illustration of the old philosophy that one cannot have one's cake and eat it, too. The new woman sighed for independence. She has gotten it, and with it the necessity for independent action. So long as she was merely a clothes-line that was glad to hang onto any support, man gallantly served as a more or less steady prop. Now that, through the process of evolution, she has acquired a backbone, he expects her to stand alone, like other vertebrate animals.

In the face of the changed conditions of to-day, many theories have had to be reconstructed and we have had to find new definitions for many old terms. New players have come into the game of life and demand a new shuffle and a new deal. The old ideal of gallantry was based on the theory of woman's weakness—weakness mental and physical. It was natural and right for a man to support the faltering step of the frail being who was ready to faint after the exertion of a stroll in a garden. That was gallantry. But it would be the merest absurdity to request a splendidly athletic woman, who can play golf all day and then take a ten-mile spin on a wheel for exercise, to lean on anybody. That wouldn't be gallantry. It would be imbecility. In old times, the impoverished and helpless maiden, the recipient of grudging charity, was gallantly rescued by her equally poor lover and transferred from one scene of drudgery to another. Nowadays, an independent bachelor girl considers well before she gives up a \$60 job for a \$40 young man.

In reality, the complaint that gallantry is dying out comes oftener from men than women. The new conditions are not of their making, neither greatly to their liking. It is apparent to even the most superficial observer that the clinging woman always has the call over her independent sister. Men like to be looked up to, and leaned on, and to play the grand seigneur. The man's ideal woman is always a bright-plumaged bird in a gilded cage forever eating sugarplums out of his hand—never the homely and industrious hen scratching for her own living. It is the impossibility of coaxing her back into the cage, where she may be petted—and incidentally be out of the way—that makes men sigh over the old ideals of gallantry.

Women look at it differently. They do not say that gallantry is dead—only that it has changed, just as men are no less brave in times of war because they do not sally forth in cumbersome coats of mail. The old-time gallantry manifested itself in picking up a lady's fan, or fetching her a glass of water, and speaking of her as being from a celestial sphere. The modern gallantry recognizes woman's right to a common heritage in all that life can give. It is a chivalry grander and broader than a Lancelot or King Arthur ever dreamed, for it says not that I give you this out of my grace, but I give you this as your right. It is a gallantry that means something beside high-flown phrases. To give is nothing. Anyone can be generous. But plain, "unsentimental justice is the attribute of a god.

DOROTHY DIX.

Season Opened

Grocers who sell Oysters or Oyster Crackers should handle

Sears' Saltine Wafers

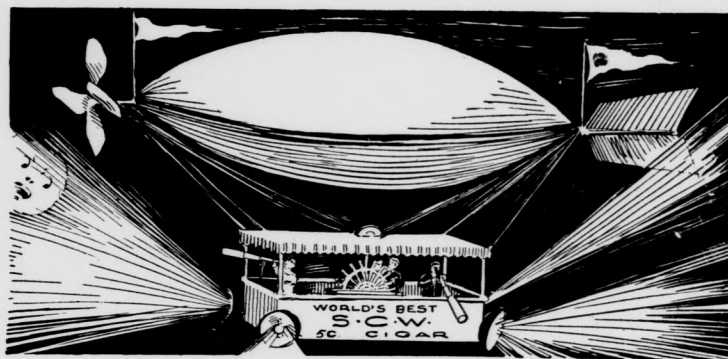
They are the finest Oyster Crackers made. Are light, slightly salted or plain. Cut square.

Show them up and they will sell themselves. Made only by . . .



THE NEW YORK BISCUIT COMPANY,
GRAND RAPIDS.

OFF FOR KLONDIKE



WITH A CARGO OF

S.C.W.

5c CIGARS

SOLD BY ALL JOBBERS.

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

Fruits and Produce.

Development of the Process Butter Business.

Correspondence N. Y. Produce Trade Review.

Not much has been said about so-called "process" butter in the consuming markets during the summer, partly because it does not give very good satisfaction in warm weather, and partly because of the cheapness of creamery. During this period, however, the manufacturers have figured largely as buyers of factory and packing stock in the producing sections of the West, and at the present time they are estimated to be holding between \$8,000,000 and 10,000,000 pounds. Think of what that means! It is equal to 166,000 tubs of 60 pounds each. The number of factories for making "process" butter has not increased much, but the capacity of some of those that were in operation last winter has been enlarged.

The season for these goods is just opening, and I strolled around among the receivers on Monday to see what was going on. "Trade has hardly begun as yet," said one seller. "We are putting out some samples but wholesale buyers are not operating. The price of finest goods is about 18c; when we exceed that figure it is in a small way."

Another operator remarked that he was having fair success in securing custom. "I started the price at 16@17c, with two objects in view. One was that the quality of the first lots was not particularly attractive, and the other was that I have found it necessary in past seasons to coax the trade a little. The figures that I mention proved attractive, a number of buyers were induced to take a few and the result is that, with better quality this week, I have had no difficulty in getting 17½@18c for the finest lots." I examined several marks and was surprised at the high flavor that has been secured. It is a marvel how the ruff, off-flavored stuff that goes into the manufacture of these goods can ever come out so fine. In the handling, coloring, salting, etc., the makers understand their business well. I was not favorably impressed with the grain of the butter, which seemed to be very short, but later shipments may show some improvement in this direction. Enquiring about the size of the tub, I found that the standard 60 pound tub was preferred by most wholesale buyers, but a little later in the season a fair proportion of small tubs can be used.

There is a peculiar feature connected with the trade in these "re-made" goods. Unless the quality is fancy, just suited to the wants of the buyers who use that stock, the price is as uncertain as the weather. A little loss of flavor or character often means a reduction in the selling value of 3@5c per pound. This is exceedingly unfortunate, for there is no class of butter in market that is so liable to come out of the factory wrong. Manufacturers have not solved all the problems that enter into the proper manipulations of poor butter to make it fine, and that is why a mark may be fine this week and off next.

In the further investigation as to the disposition of the stock I discovered that the intention is to sell the "process" butter in competition with medium grade fresh creamery. Indeed, some buyers have been able, in past seasons, to work off a certain quantity to their best trade. This is too high an ideal, however. Thus far exporters have not taken kindly to it, the term "process" arousing a suspicion on the part of English buyers that Yankee ingenuity has devised another scheme of adulterating butter. I want to say that, so far as my knowledge goes, the so-called "process" butter is pure. If the makers ever get to using glucose, gelatine or anything of that kind they will get into trouble with the State Commissioners of Agriculture, who would at once forbid its sale under our State laws.

The effect of the sale of these goods, this winter, upon the regular butter trade cannot be determined at present. The absorption of the cheap ladles and pack-

ing stock will keep the markets comparatively bare of these, and home buyers who want baking butter will be compelled to pay good prices for it. If the "process" goods become plentiful, as now seems probable, they will undoubtedly have an unfavorable influence on the sale of medium grade creamery, either fresh or held.

Of Interest to Dealers in Dairy Products.

Process butter is all right in its way, but it isn't always profitable to sell it for creamery butter, as the customer may find it out and present his bill for the difference between what he bought and what he got.

The Columbian cheese factory, at Cambridge City, Indiana, won the first premium on cheese at the recent Indiana State Fair.

An effort is on foot in Ohio to include in the Ohio Dairy Union all dealers in and commission men handling dairy products throughout the entire State.

The first shipment of Argentine butter, comprising 100 boxes, reached Southampton, England, about ten days ago. Advices indicate that no butter has left Australia as yet, and that the first shipments are not likely to reach London until early in November.

It is reported that over 40,000 pounds of oleomargarine was sold in Pittsburgh, Pa., during last month. The Government reports that nearly 250 licenses were taken out to sell manufactured butter in Western Pennsylvania. Many suits are pending and efforts are being made to completely stop the sale in Pittsburgh. Fines of over \$40,000 have been paid in the past by dealers.

The butter exports from the entire United States during the last fiscal year are estimated at 31,345,000 pounds, valued at \$4,493,000; over one-half of this butter went direct to the United Kingdom.

It is a cheerful statement, that of the Secretary of Agriculture, that the increased prices of products the present year will put 400,000,000 additional dollars into the pockets of the farmers.

Denmark has 1,200 co-operative creameries. It costs the government \$85,000 annually for prizes to encourage the improvement of live stock, and about \$20,000 is paid yearly to experts for instructing buttermakers. Liberal contributions are also made by the government to the Poultry Farming Society and other organizations.

A lot of butter was recently confiscated by the Canadian government at Kingston and sent to the House of Industry. The butter was made in prints weighing slightly less than one pound each as prescribed by law.

A correspondent speaks of a new English process of preserving milk without hermetically sealing it, which is in substance as follows: The milk is brought to a boiling point, when from one-half to one and a half pounds of glycerine, mixed with about five times its volume of distilled water, is added to 100 pounds of milk, whereupon the whole is evaporated to one-fourth or one-fifth of its original volume.

Arabian Proverbs.

He that knows not, and knows not that he knows not, is a fool. Shun him.

He that knows not, and knows that he knows not, is simple. Teach him.

He that knows, and knows not that he knows, is asleep. Wake him.

He that knows, and knows that he knows, is wise. Follow.

His Qualifications All Right.

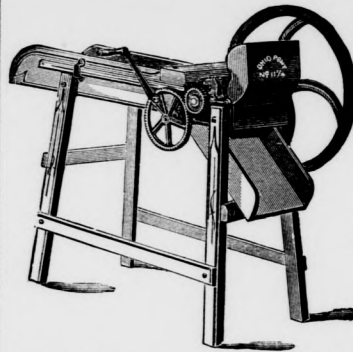
Isaacson—"I hear your son Jakey has failed in his examination."

Silverson—"Sure he failed—dis is de fourth time. I'm going to oben a sthore for him now. I t'ink he'll make a good peesness man."

The Test of Constancy.

"They seem to be a very devoted couple."

"I should say so. They've been married three years and still ride a tandem."



THE "OHIO" PONY CUTTER

Write for catalogue and prices. Drop in and see us when you come to the carnival.

GRAND RAPIDS,
MICHIGAN.

ADAMS & HART,

DISTRIBUTING AGENTS.

"OHIO"

FEED CUTTERS,
ENSILAGE CUTTERS,
FODDER SHREDDERS,

WELL MADE, NICELY FINISHED,
LIGHT RUNNING, STRONG.

Adapted to Hay, Straw and Corn-fodder, and suitable for parties keeping from one to four or five animals.

Only one size, and can be knocked down and packed for shipment, thus securing lower freight rate. Has one 1¼ inch knife and by very simple changes makes four lengths of cut.

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.



Lockwood & Braun

Successors to

A'lerton & Haggstrom.

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.

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
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Full line of light Grass Seeds, etc. Will buy or sell Beans, Clover Seed, Alsylke, Popcorn car lots or less. Write us . . .

24 and 26 North Division St.,
Grand Rapids, Michigan.

ALFRED J. BROWN
SEED CO.

Potatoes -- Beans -- Onions

We are in the market daily; buy and Sell Potatoes and Beans, carlots; if any to offer, write or wire, stating what you have, how soon can ship.

MOSELEY BROS.,

25-28-30-32 Ottawa St.,
Grand Rapids, Mich.

Established 1876.

Wholesale Seeds, Potatoes, Beans, Fruits.

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.

GOTHAM GOSSIP.

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

New York, Oct. 9--New York is revelling in the most delightful kind of weather and buyers who come here now are loath to leave. Jobbing grocers are busy, the boot and shoe industry seems to be humming, great piles of dry goods cases greet the eye, hardware dealers are rejoicing, and the only question now is, Who will be our next Mayor? The conflict appears to be watched with a sort of National interest.

The most conservative people in trade now are handlers of coffee who have no connection with either of the big "roasteries." The war between the Ohio wholesalers and the Woolsons is watched with interest, but outside dealers are taking mighty little coffee. The general tone is firm, however, and we have even to chronicle an advance from 6 3/4@7c and on the spot 7 1/2c. Just what caused the advance is difficult to determine, although the advices received here from Europe and Brazil both show greater strength. Stock here and afloat aggregates 834,500 bags, against 564,000 bags at the same time last year. Mild coffees are quiet and sales made are seemingly to supply everyday wants.

The tea market is one of ups and downs, with the latter most in evidence. For several days we will hear reports of good orders and fair prices at auction. Then a relapse will set in--it is present now--and everything indicates that tea is going to the bow-wows. Importers say we shall see a better turn in November, and we all await the result of their prophecies.

The demand for refined sugar has been ridiculously light, as a rule, and yet some very good orders are reported. There is no delay, however, in filling orders on the part of the refineries. Granulated is worth 5 1/2c. Raws have been in moderate demand by refiners.

Rice is active. Dealers are confident and make no concessions. Orders have been satisfactory and the indications are that the firmness will prevail for the remainder of the season. Of course, the situation South is a disturbing feature, but it is not of much account in the market here now.

Pepper and ginger show more activity and prices have shown some advance. Other articles in the spice line are in about the usual demand and the market is in a fairly satisfactory condition, although there is still room for improvement.

Molasses is quiet. Some fair orders have been filled which required the better grades, but there is still room for improvement. Prices are well adhered to and dealers express considerable confidence that within a month we shall see a much better demand. Syrups are meeting with the usual inquiry. Perhaps there is a little more activity, but prices are practically unchanged.

The canned goods market is firm. Not for a decade have packers been in as good shape as they find themselves this season. Prices have appreciated rapidly and it is certain that we shall hear of many new factories in the spring and the enlargement of old ones, all of which will call for more cans and machinery, and thus the gaiety of nations will be added to. Tomatoes and corn are objects of affection just now and there is pulling and hauling on all sides. Other articles are all active and, upon the whole, the market for canned goods is about the most active of any.

Lemons and oranges are selling rather slowly and yet the outlook is brighter than a week ago and dealers are confident of the future. Prices for Sicily lemons range from \$3 all the way to \$4.75 for fancy stock. Bananas are firmer and sell at 80@90c per bunch for firsts. Pineapples are in light supply and quotations are nominal.

Dried fruits are quiet and without any particular change.

Beans are dull. Medium marrow, \$1.15; Pea, \$1.10@1.12 1/2.

Aside from the best Western creamery, the butter market is not active and the supply is fully equal to the demand.

For best grades 22c is about the top rate. Little interest is shown by exporters.

Little animation pervades the cheese market. Full cream large size State is held at 9c; small do, 9 1/2c.

Eggs are quiet. Western fresh stock, 17c; nearby, 19@20c.

Case Count Would Compel Closer Grading.

Correspondence N. Y. Produce Trade Review.

I met one of the large Western eggshippers a few days ago. He is a successful packer--one whose goods have a good reputation on this market, and a man of good judgment and large experience. He talked to me about the custom of selling eggs loss off, and explained some of the serious disadvantages to which it put Western eggshippers. He said, among other things: "You can see that loss off sales prevent any certainty of operations in the West. We figure a margin of profit on the basis of first cost and New York quotations, but there is no certainty that we realize it, even if the price holds, because excessive losses often wipe out all margins."

"Cannot more certain results be obtained by close selection of stock?" I asked.

"Not with any certainty," he replied, "for even with a careful selection the losses are often reported heavier than we have any means of calculating." "Why," said he, "I have shipped selected eggs here with the seconds all packed separately, and had the latter sold case count, and the best eggs sold loss off, with the result that the seconds brought within 15c per case as much as the firsts."

I remarked that it did seem rather strange that the poor and medium grades of eggs could be satisfactorily sold here on a case count basis, while the best class of trade insisted upon sales loss off.

"Yes," said the shipper; "but it is not so in some other markets. I ship many eggs to the Pacific Coast and there they are sold at mark without difficulty, the quality being determined when the sales are made and the price fixed accordingly."

On further conversation on the subject this shipper agreed with me that if the custom of egg sales were changed to case count it would very soon compel a closer grading of eggs at primary points and cause a material improvement in the general quality of our egg receipts.

The Passing of Filled Cheese.

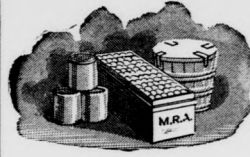
The report of the Commissioner of Internal Revenue for the year ending June 30, 1897, contains some very interesting statements of facts relating to the operation of the national filled cheese law, which statements are full of encouragement to the friends of pure food and honest government. At the date of the report the law had been in existence ten months. During that time 1,663,067 pounds of this cheese was made from seven factories, all in Illinois. The product was all retailed in eight states, Illinois, Indiana, Louisiana, Maryland, Missouri, New Jersey, Virginia and West Virginia. This condition of affairs is in marked contrast with that which existed before hostile legislation, both state and national, was had against the fraud.

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.



BUTTER

Handled only on Commission.

EGGS

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
ONIONS

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.

350 High St.

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.

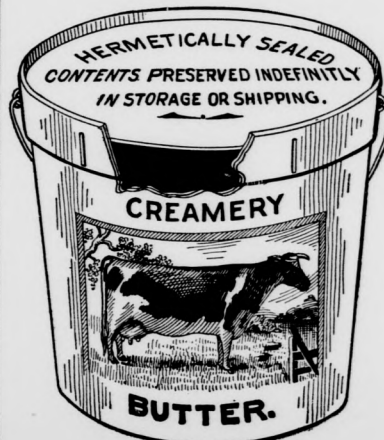
799 Michigan Avenue, opposite Western Market.

Antiseptic Fibre Package Co.

Manufacturer of Packages for marketing Lard, Butter, Jelly, Mince-meat, 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.



Personal Experience on a Five Per Cent. Discount for Cash.
Stroller in Grocery World.

Several years ago I was clerking for a retail grocer in a live little country town of 5,000 people. The store in which I worked was on a corner right opposite a hotel, and it had a good family trade, besides considerable of a transient character. I figured that the proprietor was making money, not because of the size of the stipend he paid me, but because he lost very little in bad debts, and sold his goods at a good, safe margin.

This grocer was a crotchety individual—you know the type. They get ideas in their heads every once in a while, and these ideas look to them like the greatest schemes that ever emanated from a human brain. They dream over the revolution they are destined to work in the trade, and can see their own store, in which the new idea is being worked, slowly crowding all others to the wall.

This was exactly the style of my employer, and one day he got an idea that, by giving a discount of 5 per cent. for cash, he could get a great big lot of new trade. He thought and thought over it, until it assumed gigantic proportions. He talked about it and dreamed about it. The idea had never been tried in the place before, and that was one reason why my employer expected it to electrify the inhabitants and ruin the other stores.

After a lot of preparations, the discount scheme was launched. He advertised it in the local weeklies, and had several thousand circulars printed and distributed over the town and placed in farmers' wagons wherever one could be found. If I were to take the time to look back over the files of the newspapers published in that town, I could find those advertisements which exploited the discount scheme. In them the grocer simply offered 5 per cent. discount for cash on every purchase, without limit as to size. I well remember the way my employer talked about this scheme—before it was tried:

"Five per cent.!" he would exclaim. "Five per cent.!" Just think of the saving to a family in the course of a year! Why, it ought to double my business, and it will, too!"

You've heard of that old expression, "counting chickens before they are hatched."

The scheme did work in one way, and that was in the way of arousing enquiry. Five per cent., you know, looks big. "Why, that's as much as legal interest!" they would argue, and straightway conclude that it was a good thing and that they ought to get in on it.

I believe a good many people came to the store to see how it worked. I remember one lady in particular. She was a boarding-house mistress on a small scale and a business woman from start to finish. She came in one day and bought a bill amounting, if I remember correctly, to about 60 cents.

"Now, I understand that I get a discount on that, don't I?" she asked.

"Yes, ma'am."

"Well," she said, "let me see. That's quite a little sum now, isn't it? Five per cent. of 60 is—let me see—five times six are thirty—"

"Three cents, ma'am," said the grocer, who was waiting on her.

"Only 3 cents!" exclaimed the lady, disappointedly. "Why, I thought it would be more than that. It's worth twice that to walk up here."

Then she went out.

That's a good sample of the way the scheme worked with everybody. Lots and lots of people in a country town, you know, buy their groceries in small quantities. For instance, they will buy 25 and 30 cents' worth at a time. Well, when a woman would buy a quarter's worth of tea and, without figuring it up herself, ask for her 5 per cent. discount, she would be handed 1 cent, which she very promptly sniffed at. It was 5 per cent. all right, but figured down to a rather fine point.

When a customer bought a whole dollar's worth—and by no means everyone did this—he or she would be given 5 cents as their discount. While they couldn't dispute the correctness of the calculation, the scheme was still a failure, because it didn't look big enough to take with the people.

And there was the weakness of the whole thing, and there will ever be its weakness. Five per cent., which on good-sized purchases is quite a respectable sum, looks very trifling when calculated on a small purchase. The average customer would much rather have a premium that cost 5 cents, and whose value is unknown to them and inflatable, than to have the 5 cents it cost in cash, because somehow or other a nickel looks mighty small when you've just spent a dollar to get it.

And so the discount scheme failed.

I believe this is exactly the reason why so few retail grocers discount their bills. They buy a bill say, of \$50, at 2 per cent. for cash, which is \$1.

"Hub!" they exclaim. "I only get a dollar for payin' cash, do I? Guess I'll take three months." They forget, and so did my old employer's customers, that the discount ought properly to be reckoned on a year's purchases. You take a consumer who spends \$9 a week, or \$450 a year, for groceries, and figure up 5 per cent. on that. You've got \$22.50—almost enough to pay taxes. Then take a retail grocer who buys \$10,000 worth of goods a year, and figure an average of 2 per cent. discount for cash, and you've got \$200—quite a tidy little sum, and worth saving, isn't it? Four dollars a week—enough to pay a boy. The grocer's dollar discount and the consumer's 5 cents both look like small returns, but it's such small things as these that make us rich. That didn't make the scheme succeed, all the same.

Equal to the Emergency.

Wife—"Doctor, can you do anything for my husband?"

Doctor—"What seems to be the trouble?"

"Worrying about money."

"Oh, I can relieve him of that all right."



COYNE BROTHERS

WHOLESALE COMMISSION MERCHANTS

161 S. Water St., Chicago.

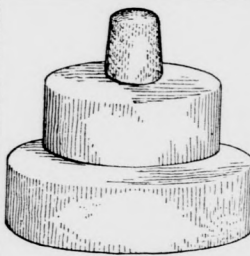
BUTTER, EGGS, POULTRY, FRUITS AND VEGETABLES

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.

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.

Do you want to know all about us?

Write to

Corn Exchange National Bank, Philadelphia, Pa.

Fourth National Bank, Grand Rapids.

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

D. C. Oakes, Banker, Coopersville, Mich.

W. R. BRICE.

Established 1852.

C. M. DRAKE.

W. R. Brice & Co.,

Commission Merchants

Butter, Eggs and Poultry

23 South Water Street, Philadelphia, Pa.

SPECIAL NOTICE.

We want

Live

and

Dressed Poultry.

Write for Information.

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

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

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

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

Gripsack Brigade.

The American Commercial Traveler, which purports to be published in the interest of commercial travelers, lauds the new interchangeable mileage book to the skies and insists that the men who originated the book and are urging it upon the fraternity are public benefactors. The average traveling man never entertained a very high opinion of the American Commercial Traveler, and the opinion is not likely to be heightened by the manner in which the publication seeks to betray the boys when it gets a chance.

James T. Eaglesfield in Northwestern Lumberman: I am not in sympathy with the idea that any class of men are better than the average man. The environments of life may have a great deal to do in concealing true character, and a man may live out an almost blameless life, if free from temptations, who would have yielded miserably if subjected to them. To us, therefore, who live in an atmosphere of quietude and home life, who daily mingle with the same friends and companions, whose inclinations are turned into pleasant and harmless channels, no special praise is due if we make honorable and upright citizens. The law demands this and circumstances almost require it. But the men who are ever going up and down the world, meeting all manner of other men, brought daily and hourly in direct contact with the vices as well as the virtues of mankind, to such of these as keep a clean conscience and an upright soul too much honor cannot be given. One must know of the temptations of life before he can be certain that he would be strong to overcome them, and I am pleased to say that, of the many acquaintances I have among the traveling salesmen, I number friends whom I believe to be true-hearted men. And I believe that the nature of their calling is largely responsible for developing and strengthening characters which would under other circumstances have been upright and pure. A man who is constantly coming in contact with other minds is very likely to have the sharp corners of his own opinions rounded off, and is, withal, a pleasant fellow to meet and have a chat with; and such a man is our traveling salesman. It is his business to be courteous and well informed, but he improves upon the requirements of his trade. Often we regard him more highly than his firm, because he knows more about the needs and is better informed as to the conditions of his trade. An order through a good salesman ranks higher than a mail order, and the character and

experience of the salesmen are responsible for this.

R. N. Hull in Ohio Merchant: The new interchangeable mileage book is now in full operation, and as most of the old books have passed away, the former will, of necessity, come into more general use. The commercial travelers find the subject a prolific one for general discussion as they gather in the hotel corridors at the close of the day's labors. Many experiences are related of funny incidents and annoying episodes pertaining to carrying out the restrictions attending its use. The writer tackled one for the first time on this week's trip, but fortunately has met with no disastrous delays. A call was made at one of the local ticket offices, where the genial official kindly parted with one for the stipulated compensation. A start was made the night before to avoid the rush. The city ticket agent at the diverging line taken proved to be a lightning calculator, for he tore out the exact mileage offhand, filling out the several forms and specifications in a good-natured way and with alacrity. Time, two minutes and two and a half seconds. At the first stopping place, where a repetition was required to again embark, a young man in charge of the office was encountered who was conscientious and solicitous to retain his job, hence he proceeded with caution and great care. He computed the distance by subtraction and amputated it with a square and compass; but he was mathematically correct at last and handed out the perfected transaction with a sigh of relief. Time, ten minutes and thirty seconds by the watch, but the train was behind time and he remarked that he could make better time under pressure. The next agent was asked what he would do if nineteen commercial travelers with books in hand were clamoring for exchange and the train a whistling for the station, but he gave up the conundrum with a sigh. One good thing will be accomplished by the new deal: the boys will get well acquainted with the important official—the ticket agent. This class has been neglected by the craft for a long time, yet they are found to be, as a rule, obliging and efficient. Several representatives of the different commercial travelers' associations met the committee of the Central Traffic Association in Chicago Oct. 5 and talked over the different objectionable features. The railroad officials were well disposed toward the commercial travelers, and will arrange to do away with all the restrictions they possibly can and yet guard the matter to protect themselves against fraud.

Costs the Grocer Too Much.

A Pittsburg grocer recently discussed the trading stamp fraud to a reporter of the Mercantile Journal as follows: "What is my opinion of the system? Well, the only way I like it is that I would like to be out of it. It is no good for my business. It may bring me some new trade, which I very much doubt in the first place, but the method of getting it costs too much. Why, say I were doing a business of \$200 per week, and these stamps were to increase my trade 25 per cent., that would give me \$250 worth. I pay 5 per cent., or \$12.50, for stamps, or \$12.50 for \$50 worth of new business. Therefore, I pay 25 per cent. for this increase, which is far greater than the profit on any line of goods I sell. If I were in the jewelry, dry goods, shoe or some such business where profits were larger, I would be glad to use the scheme, but it costs the grocer too much; his profits are too small."

Reducing the Guaranty on Bicycles.
Written for the TRADESMAN.

The action of the National Cycle Board of Trade in reducing the time of guaranty on bicycles to 60 days from the date of sale made by the agent should be appreciated by dealers in wheels generally. Bicycles have gotten to be a factor in the hardware business, and no other line of goods has caused so much annoyance. It is a well-known fact that guaranteed goods of any kind are not as well taken care of by the user as those sold without a guaranty. Local dealers themselves are to blame for most of the trouble they have had. They are too anxious to make the sale, and seldom give the full particulars of the guaranty, leaving the customer to think that, if his wheel is damaged from defective workmanship or material within a year, it will be repaired free of expense to him, no provision being made before the sale as to who shall pay the express charges. The buyer is invariably arbitrary and insists that the dealer stand the expense of the repairs. The dealer is sure to complain to the jobber or manufacturer, and his complaint falls upon deaf ears, his attention being called to the actual terms of the guaranty. Jobbers have often lost a hardware customer over controversies pertaining to wheels. Now that the time of the guaranty has been reduced, dealers should at all times impress their customers with the fact. Explain fully the terms of the guaranty and settle the question of express charges on repairs before the sale is made, thus avoiding untold annoyances.

What a relief it was when the warranty of axes was discontinued! True, there are a great many warranted axes made now, but dealers do not advertise the fact. They use the guaranty only as a last resort. It would be a relief if there were no guaranty on bicycles. Dealers then would study quality of wheels, the record of makers, and strive to handle good reliable wheels, rather than buy the cheapest thing possible that will come under the National Cycle Board of Trade guaranty. The bicycle business then would be very much less annoying and much more satisfactory. OUIX.

The Michigan Commercial Travelers' Association on Record.

At a special meeting of the Michigan Commercial Travelers' Association, held Saturday, Oct. 9, the following resolutions were unanimously adopted: Whereas, The Central Passenger Association has placed on the market an interchangeable mileage ticket which is not only detrimental but inconveniences the traveler by requiring the holder of the ticket to exchange it for another before he is entitled to the two-cent rate; and Whereas, The holder, if going over two roads and making close connections, will not have time to exchange the ticket at the depot of the connecting line or to re-check baggage as said ticket requires; and Whereas, If said holder changes his mind en route in regard to destination (which is often the case), he would be compelled to pay cash fare, as he would not have time at way stations to exchange tickets; and Whereas, In getting to the depot in time to exchange tickets, it is not always practicable, for the reason that our business is of such varied conditions; and Whereas, The price asked for said mileage ticket would mean to our Association, numbering 600 members, the loaning of \$6,000, without interest; and Whereas, The commercial traveler is not only the largest purchaser of mileage tickets, but furnishes a large percentage

of both passenger and freight business to the lines of the said Association and should be entitled to some consideration; therefore.

Resolved, That we, the Michigan Commercial Travelers' Association, condemn the interchangeable mileage ticket of the Central Passenger Association as an unreasonable and unjust discrimination against the commercial traveler.

Resolved, That a copy of these resolutions be sent to F. C. Donald, Secretary Central Passenger Association, Chicago. D. MORRIS, Sec'y.

Northern Hotel,

J. L. Kitzmiller, Prop.

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

HOTEL WHITCOMB

ST. JOSEPH, MICH.

A. VINCENT, Prop.

Whitney House

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

Chas. E. Whitney, Prop.

Cutler House at Grand Haven.

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

COAL
A. Himes,
PHONE: 490. 3 CANAL ST.

NEW REPUBLIC

Reopened Nov. 25.

FINEST HOTEL IN BAY CITY.

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

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

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.

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.

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

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

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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

Ways by Which the Druggist Can Win Success.

To be successful in the retail drug business to-day, we need to rely upon our good business qualifications as merchants more than upon our good qualifications as pharmacists. I mean by this that no matter how good a pharmacist one may be, he must be able to tickle the fancy of the public and in numerous ways so please them that when there is a want in a family his name must be the first one thought of—this we must do if we expect success to crown our efforts. This can be done only by making use of every opportunity for advertising. And advertising does not consist in the use of printer's ink alone, but in affability, kindness, cleverness, courtesy, etc.

Can we be hustling merchants and yet not lose our identity as druggists? We can, provided we persistently put forth every effort to impress our patrons with the fact that our leading line is drugs, and our specialty prescriptions, but at the same time keeping our weather eye open for every good side line. And we country druggists especially should try to have one or more for every dull season of the year.

In your city store, of course, you have your soda fountain, and, properly attended to, it should be one of your best advertisements and investments. And as you are constantly looking for something to add to appearances, what would be prettier or what would catch a woman's eye more quickly than a small show case in a prominent place filled with cut-glass articles or Japanese bric-a-brac? Also distribute in various corners, or on top of casing, several pretty jardinières, with a palm or other growing plant in each; and again, put on your soda fountain, and in other places, footed globes with a couple of goldfish in each, with price card attached, offering to furnish fish with every globe.

Get some handsome pieces of statuary, busts of celebrated statesmen, musicians, etc. Where you now use several mirrors, hang a few pretty pictures or works of art, with cards giving history and price. Even get a pretty canary bird—nothing attracts more attention from the women and children, and if it is a good singer it will command a fancy price. Keep a "for sale" card on every one of these articles, so that customers may know they are not solely for ornament.

A nice line of choice patterns in pocket cutlery and scissors, of such a quality that you can guarantee satisfaction or a new article given in exchange, is a profitable line. If you are in the suburbs of a city you can adopt most or all of the lines that we can. Make arrangements with a florist and take orders for cut flowers for weddings, funerals, school entertainments, social gatherings, etc.

Paints, oils, varnishes and stationery are now so universally found in drug stores that they can hardly be classed as side lines. I find wall paper about as profitable as any line; it also comes on sale just when there is usually a lull in the legitimate drug business. Nice candies are an attraction for the younger element and, put up in pound boxes, neatly printed, yield a good profit and form a good advertisement, for the boxes are usually kept in view until worn out.

Good jewelry is a pretty and profitable line, especially about Christmas time, but is a bad stock to handle if you object to work. If you are in a town where there is no jewelry store or where the workman is not an expert or hustler, you can make money by getting a workman from some neighboring town to come with you for two or three days every two weeks, and then advertise the fact and share the profits. Musical instruments and merchandise are money doublers, and the strings yield a good profit.

Every good business man makes it his business to know all of his regular customers by name, and also as many of his transient ones as possible, even down to the small children.

Don't encourage loafing, for of all the disagreeable things and trade-killers, that is one among the worst. Know your customers so well that you can recognize them anywhere, and always be ready to acknowledge any sign of recognition on their part, and do so with the same degree of interest you display in the store—don't cause the remark to be made about you that was made to me last week by a dear old German woman, who, in speaking of a fellow townsman and merchant, said: "I don't likes dot feller—one time he know you an' de next he don't."

VERNON DRISKELL.

The Drug Market.

Opium, Morphine and Quinine—All are very firm at the late advances, with prospects for very much higher prices for quinine. Morphine is also likely to be higher.

Castor Oil—This article has advanced 4c per gal., with a higher tendency.

Cinchonidia—Has again advanced and there is very little to be had.

Essential Oils—Cajiput has advanced. Cassia and anise are very firm at previous prices. Clove has advanced. Sassafras is in large demand and is higher. New crop worm seed is coming into market and prices are lower.

Buchu Leaves—Have advanced, on account of scarcity and higher prices abroad. There has been an advance equal to 100 per cent. in the last four weeks.

Japanese Menthol—Is higher in Japan and has been advanced here.

Golden Seal Root—Is almost out of market. Prices have been advanced about 50 per cent.

Sugar of Milk—On account of the drouth, lower grades are out of market. High grades are as yet unchanged, but an advance is looked for.

Maudie Up-to-Date.

Maud Miller, on a summer night,
 Was riding her wheel without a light;
 With graceful hump and bicycle face,
 She scorched along at a merry pace,
 When across her path there loomed a man,
 And into him Maudie straightway ran.
 But alas! to her sorrow he proved to be
 A police court judge of stern decree;
 And she sighed next day as he fined her ten—
 'Steard of \$9.98, as it might have been.

The darkest hour in the history of any young man is when he sits down to study how to get money without honestly earning it.—Horace Greeley.

WILD CHERRY.

Formula for a Fluid Extract Yielding a Clear Mixture.

By the official process for fluid extract of wild cherry, the bark, in coarse powder, is macerated for forty-eight hours, after being moistened with a menstruum consisting of one volume of glycerin to two of water. The exhausting menstruum is a mixture of alcohol and water in the proportion of eighty-five volumes of the former to fifteen volumes of the latter. We are left to infer that this menstruum was decided upon after deliberation and experiment. To me the reason for making it so strongly alcoholic is not evident.

There is a demand for a fluid extract of this drug that shall be miscible with aqueous liquids. It comes principally, we admit, from those who, through indolence or inertia, are given to the practice of making syrups, tinctures, and wines by diluting fluid extracts. There are doubtless occasions when the most scrupulous among us would be willing to take advantage of such convenience to meet an emergency; but the disposition on the part of pharmacists to avail themselves of what is "ready-made" needs to be resisted and discouraged. However, at the risk of being considered inconsistent, I offer a formula for a fluid extract of wild cherry that will yield a product giving a clear mixture with wine or syrup. It differs from the official article in both the menstruum and the process, but not as regards moistening the ground bark and the time allowed for maceration and fermentation. To insure a good product, carefully selected bark should be taken and reduced by grinding to a No. 20 powder. The whole bark should be purchased, for reasons which need no explanation here. Of this ground bark 1,000 grams are to be taken and exhausted with a menstruum consisting of a mixture of 200 cubic centimeters of glycerin, 200 cubic centimeters of alcohol, and 600 cubic centimeters of water, the process to be employed being that of repercolation. Each portion of drug (250 grams) is, before percolation,

to be moistened with a mixture consisting of twenty-five cubic centimeters of glycerin and fifty cubic centimeters of water, packed firmly in a cylindrical glass percolator, closely covered, and macerated for forty-eight hours. In the initial operation the reserved portions may be: From percolator No. 1, 150 Cc.; from percolator No. 2, 200 Cc.; from percolator No. 3, 250 Cc.; from percolator No. 4, 300 Cc., a total of 900 Cc. The final weak percolates being collected in portions and used in subsequent operations as a percolating menstruum, 1,000 cubic centimeters of fluid extract may be made from 1,000 grams of drugs.

The process of fractional percolation, the details of which are given in the last edition of the "National Formulary," could be adapted to the making of this preparation. The astringency of the tannin and the strong odor and taste of hydrocyanic acid are very pronounced.

The syrup is made by taking an equivalent of the bark in fluid extract—that is, 150 cubic centimeters of fluid extract, and syrup sufficient to make 1,000 cubic centimeters. J. M. GOOD.

Pabst's Insult to the Flag.

Traverse City, Oct. 5—Enclosed find some views on the Pabst advertising question—his use of the American flag to make known the merits of his beer. Same was elicited through your copying the New York Sun's comment; also, you have since touched on the subject of the United States making a law prohibiting the use of the flag for such purposes.

A. STEINBERG.

PABST'S WARES AND THE AMERICAN FLAG.

The Government is made to appear as sanctioning the manufacture of Pabst's wares, which he (Pabst) considers superior to all others. The approval of the Government is portrayed by the flag, and the superiority by the man holding it. This is presumably the idea of the man whose horizon is bounded by kegs, and whose ideas of "the eternal fitness of things" are somewhat "frothy." His advertisement offends in others that which he does not possess—the finer sensibilities.

Should the Government license that which its best emblems cannot represent without insult to them?

MOLLIE QUINTAL.

"MASTER" "YUMA"

The best 5 cent cigars ever made. Sold by
BEST & RUSSELL CO., CHICAGO.
 Represented in Michigan by J. A. GONZALEZ, Grand Rapids.



MILTON KERNS,

Manufacturer,

No. 52 9th Street, Pittsburgh, Pa.

El Puritano

Finest 10c Cigar on Earth

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

B. J. REYNOLDS,

Grand Rapids.

BATEMAN & FOX,

Bay City.

JOHNSON & FOSTER,

Detroit.

Distributors for Michigan.

WHOLESALE PRICE CURRENT.

Advanced—Buchu Leaves, Oil Cajiput, Oil Cloves, Golden Seal Root, Castor Oil, Menthol, N. Y. Morphine, N. Y. Quinine, Foreign Quinine, Turpentine. Declined—Linsced Oil.

Table listing various chemical and medicinal products such as Aceticum, Benzolium, Boracic, Carbolicum, Citricum, Hydrochlor, Nitrosum, Oxalicum, Phosphorium, Salicylicum, Sulphuricum, Tannicum, Tartaricum, Ammonia, Aqua, 16 deg., Carbonas, Chloridum, Aniline, Black, Brown, Red, Yellow, Bacca, Cubæe, Juniperus, Xanthoxyllum, Balsamum, Copaiba, Peru, Terabin, Tolutan, Cortex, Abies, Cassia, Cinchona, Enonymus, Myrica, Prunus, Quillaja, Sassafras, Ulmus, Extractum, Glycyrrhiza, Hamatox, Ferru, Carbonate, Citrate, Ferrocyanidum, Sulphate, Floria, Arnica, Matricaria, Folia, Barosma, Cassia, Salvia, Ura Ursi, Gummi, Acacia, Aloe, Ammoniac, Assafetida, Benzolium, Catechu, Camphora, Euphorbium, Galbanum, Gamboge, Guaiacum, Kino, Mastice, Myrrh, Opil, Shellac, Tragacanth, Herba, Absinthium, Eupatorium, Lobelia, Majorum, Mentha, Rue, Tanacetum, Thymus, Magnesia, Calcined, Carbonate, Citrate, Auranti, Bergamot, Carupiti, Caryophylli, Cedar, Chenopadii, Cinnamon, Citronella, Conium, Corbata, Cubebe, Exechthitos, Erigeron, Gualtheria, Geranium, Gossippi, Hedoma, Junipera, Lavendula, Limonis, Mentha, Morrhua, Myrica, Olive, Picis, Ricina, Rosmarini, Rosa, Sabina, Santal, Sassafras, Sinapis, Tiglli, Thyme, Theobromas, Potassium, Bi-Carb, Bichromate, Bromide, Chlorate, Cyanide, Iodide, Potassa, Potassa, Potassa, Prussiate, Sulphate, Radix, Aconitum, Althæa, Anchusa, Arum, Calamus, Gentiana, Glycyrrhiza, Hydrastis, Hellebore, Inula, Ipecac, Iris, Jalapa, Maranta, Podophyllum, Rhei, Rhei, Spigelia, Sanguinaria, Serpentaria, Senega, Similax, Scilla, Symplocarpus, Tusa, Valeriana, Zingiber, Zingiber, Semen, Anisum, Apium, Bird, Carui, Cardamon, Coriandrum, Cannabis, Cydonium, Chenopodium, Dipterix, Foeniculum, Linl, Lini, Lobelia, Phalaris, Rapa, Sinapis, Spiritus, Frumentum, Juniperis, Saacharum, Spt. Vini, Vini, Sponges, Florida sheeps, Nassau sheeps, elvet extra sheeps, Extra yellow sheeps, Grass sheeps, Hard, Yellow Reef, Syrups, Acacia, Auranti, Zingiber, Ipecac, Ferri, Rhei, Smilax, Senega, Scilla, Scilla, Tolutan, Prunus, Tinctures, Aconitum, Aloes, America, Assafetida, Atrope, Auranti, Benzoin, Barosma, Cantharides, Capsicum, Cardamon, Cardamon, Castor, Catechu, Cinchona, Cinchona, Columba, Cubebe, Cassia, Digitalis, Ergot, Ferri, Gentian, Gentian, Guaiaca, Guaiaca, Hyoscyamus, Iodine, Iodine, Kino, Lobelia, Myrrh, Nux, Opil, Opil, Quassa, Rhatany, Rhei, Sanguinaria, Serpentaria, Stramonium, Tolutan, Valerian, Veratrum, Zingiber, Miscellaneous, Ether, Alumina, Alumina, Amatto, Antimon, Antipyrin, Antifebrin, Argenti, Arsenicum, Balm, Bismuth, Calcium, Calcium, Cantharides, Capsici, Caryophyllus, Carmine, Cera, Coccus, Cassia, Centrarria, Cetaceum, Chloroform, Chloroform, Chondrus, Cinchonidine, Cinchonidine, Cocaine, Corals, Creta, Creta, Creta, Creta, Crocus, Cudbear, Cupri, Dextrine, Ether, Emery, Ergota, Flake, Gambia, Gelatin, Gelatin, Glassware, Glue, Glycerina, Grana, Humulus, Hydrag, Hydrag, Hydrag, Hydrag, Indigo, Iodine, Iodoform, Lupulin, Lycopodium, Macis, Lique, Magnesia, Magnesia, Manna, Menthol, Morphia, Morphia, Moschus, Myristica, Nux, Ous, Pepsin, Picis, Pil, Piper, Pili, Plumbi, Pulvis, Pyrethrum, Pyrethrum, Quassa, Quinia, Quinia, Quinia, Rubia, Saecharum, Salicin, Sanguis, Sapo, Sapo, Sapo, Siedli, Sinapis, Sinapis, Snapsis, Snapsis, Snuff, Snuff, Styrchnia, Sulphur, Sulphur, Tamarinds, Terebenth, Theobroma, Vanilla, Zinc, Zinc, Zinc, No. 1 Turp, Extra Turp, Coach Body, No. 1 Turp, Extra Turp, Jap. Dryer, Linsced, Linsced, Neatsfoot, Spirits, Paints, Red Venetian, Ochre, Putty, Vermilion, American, Vermilion, Green, Lead, White, Whiting, White, Whiting, Universal, Varnishes, No. 1 Turp, Coach, Extra Turp, Coach Body, No. 1 Turp, Extra Turp, Jap. Dryer, Linsced, Linsced, Neatsfoot, Spirits, Paints, Red Venetian, Ochre, Putty, Vermilion, American, Vermilion, Green, Lead, White, Whiting, White, Whiting, Universal, Varnishes.

Table listing various medicinal and chemical products such as Morphia, Sinapsis, Snapsis, Snuff, Styrchnia, Sulphur, Tamarinds, Terebenth, Theobroma, Vanilla, Zinc, Zinc, Zinc, No. 1 Turp, Extra Turp, Coach Body, No. 1 Turp, Extra Turp, Jap. Dryer, Linsced, Linsced, Neatsfoot, Spirits, Paints, Red Venetian, Ochre, Putty, Vermilion, American, Vermilion, Green, Lead, White, Whiting, White, Whiting, Universal, Varnishes.

Hazeltine & Perkins Drug Co. Sundry Department. We invite examination of our remodeled and handsome sundry department now in charge of Mr. J. H. Hagy. Perfumes, Soaps, Combs, Mirrors, Powder Puffs, Tooth, Nail, Hair, Cloth, Infant, Bath, and Shaving Brushes, Fountain and Family Syringes, Tweezers, Key Rings, Cork Screws, Razors, Razor Strops, Violin, Guitar and Banjo Strings, Atomizers, Suspensory Bandages, Toilet and Bath Sponges. And many other articles too numerous to mention. Goods are up to date and prices right. Hazeltine & Perkins Drug Co. Grand Rapids, Mich.

SOAP.

Table listing soap brands like Armour's Family, Laundry, White, etc. with prices.



Table listing Jaxon soap products like Single box, 5 box lots, 10 box lots with prices.

Table listing J.S. Kirk & Co.'s Brands soap products like American Family, Domestic, etc. with prices.

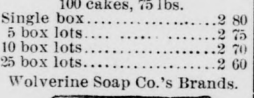


Table listing Wolverine Soap Co.'s Brands soap products like Single box, 5 box lots, etc. with prices.

Table listing Allen B. Wrisley's Brands soap products like Old Country, Good Cheer, etc. with prices.

Table listing Scouring and Washing Powder products like Sapolio, Rub 'n' Shave with prices.



Table listing Star Green Cigar products like No. 0, No. 1, No. 2, No. 3 with prices.



Table listing Kingsford's Corn products like 40 1-lb packages, 20 1-lb packages with prices.

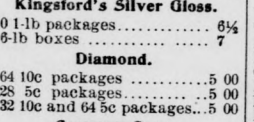


Table listing Kingsford's Silver Glass products like 40 1-lb packages, 20 1-lb packages with prices.



Table listing Enameline products like No. 4, 3 doz in case, No. 6, 3 doz in case with prices.

SUGAR.

Table listing various sugar products like Standard, Standard H.H., Standard Twist, etc. with prices.

TABLE SAUCES.

Table listing table sauce products like Lea & Perrin's, Halford, etc. with prices.

TOBACCOS.

Table listing tobacco products like Clark-Jewell-Wells Co.'s brand, Morrison, Plummer & Co.'s b'd, etc. with prices.



Table listing S.C.W. products like H. Van Tongeren's Brand with prices.



Table listing Star Green Cigar products like Malt White Wine, Pure Cider, etc. with prices.

Table listing Wicking products like No. 0, No. 1, No. 2, No. 3 with prices.

Fish and Oysters

Table listing fish and oyster products like Fresh Fish (Whitefish, Trout, etc.), Oysters in Cans, Oysters in Bulk, Shell Goods.

Candies.

Table listing stick candy products like Standard, Standard H.H., Standard Twist, etc. with prices.

Mixed Candy.

Table listing mixed candy products like Competition, Standard, Conserve, etc. with prices.

Fancy-In Bulk.

Table listing fancy-in bulk products like Lozenges, Choc. Drops, Gum Drops, etc. with prices.

Fancy-In 5 lb. Boxes.

Table listing fancy-in 5 lb boxes products like Lemon Drops, Sour Drops, Peppermint Drops, etc. with prices.

Caramels.

Table listing caramel products like No. 1 wrapped, 2 lb boxes, No. 2 wrapped, 2 lb boxes with prices.

Fruits.

Table listing fruit products like Oranges (Choice Naples, Rodis), Lemons (Strictly choice 300s, Fancy 300s, etc.), Bananas (Medium bunches, Large bunches).

Foreign Dried Fruits.

Table listing foreign dried fruit products like Figs (Choice Layers, Natural in), Dates, Walnuts, Pecans, etc. with prices.

Nuts.

Table listing nut products like Almonds, Pecans, Walnuts, Hickory Nuts, etc. with prices.

Grains and Feedstuffs

Wheat.

Table listing wheat products like Winter Wheat Flour, Local Brands (Patents, Second Patent, etc.) with prices.

Table listing other flour products like Spring Wheat Flour, Clark-Jewell-Wells Co.'s Brand, Pillsbury's Best, etc. with prices.

Table listing meal products like Bolted, Granulated, Feed and Millstuffs with prices.

Table listing new corn products like Car lots, Less than car lots, Oats, etc. with prices.

Table listing crackers products like The N.Y. Biscuit Co. quotes as follows: Butter, Soda, Oyster, etc. with prices.

Table listing sweet goods products like Animals, Bent's Cold Water, Belle Rose, etc. with prices.

Table listing hides and pelts products like Carcass, Fore quarters, Hind quarters, etc. with prices.

Table listing oils products like Eocene, XXX W.W. Mich. Hdt, W.W. Michigan, etc. with prices.

Provisions.

Swift & Company quote as follows:

Table listing provision products like Barreled Pork (Mess, Back, Short cut, etc.), Dry Salt Meats (Bellies, Briskets, Extra shorts), Smoked Meats (Hams, Bacon, etc.), Sausages (Liver, Frankfurt, Blood, etc.), Beef (Extra Mess, Boneless, Rump), Pigs' Feet, Butterine, Canned Meats, etc. with prices.

Crockery and Glassware.

Table listing crockery and glassware products like AKRON STONEWARE (Butters, Churns, Milkpans, Fine Glazed Milkpans, Stewpans, Jugs, Tomato Jugs, Lamp Burners, Chimneys), Fresh Meats (Beef, Pork, Mutton, Veal), Hides and Pelts, Oil Cans, Electric, Lamp Wickes, etc. with prices.

Hardware

Why the Organization of Hardware Dealers Is a Necessity.

Ante Lucem in American Artisan.

Some thirty days ago I met a friend, the representative of a large wholesale house, and in our conversation alluded to the contemplated organization of North Dakota hardware dealers. My companion asked who was at the head of the movement and if an organization was probable. An affirmative answer brought out the statement such an organization would affect his people, as they had a large department store trade in that State, "but," said he, "I presume we can give it up." This same house are supposed confederates with other state organizations like Wisconsin and Minnesota.

This revelation shows two things, at least: (1) that they will only conserve the dealer's interest in a state where organized demands or requests are made upon them to do so; (2) that other sections or states can secure just protection or their co-operation only when the united voice calls for it. If any concern or jobbing house concedes protection to the dealers of one state under a united request of reasonable demands, and grants those requests, it is a reasonable acknowledgment of the justice of such requests, and it is strange indeed why a reputable house would continue to sell such a class of trade in another state where no organization exists, and where no requests have been made. Such action shows the innate selfishness of man and a corporation's greed. If in one case or state concessions are freely granted upon the united requests of dealers, why should it not be allowed in another case or state on the broad grounds of equal and exact justice to all?

The founders of this Government, who had but lately been under the yoke of oppression from trade conditions, conceived of a National government broad and strong, where freedom of thought, freedom of speech, freedom of action, freedom of religion, every man to his own God in his own way so long as he abridged not the rights of other men; a government untrammelled in any of its commercial relations as between individuals and states; a government where there should be no centralization of any power; a government granting special privileges to none, and promising equal and inalienable rights to all. Such was the conception of the framers of our constitution, and such was the patriotic spirit of those who carried the Stars and Stripes through the revolution, and the same spirit has defended it a thousand times since.

The close observer cannot have failed to notice within the last decade or two the rapid tendency to the centralization of all our commercial industries. It is found in the organized trusts, in consolidated industries and combinations of capital, to control the output, control the raw product and manipulate prices, all of which are in direct violation of the intent and spirit of our constitution.

The rancorous trusts have their adjuncts in the devil fish, the catalogue house and the department store, the latter two of the greatest curses to trade, commerce and morality, and that ought to be moved against by the united and concerted action of every honest trader of the country, manufacturer, wholesaler or retailer. They are but arteries supplying a life blood to the defunct trusts, a cancerous growth upon the commercial industries of fair America.

If no legislation can be had against these monsters, then should come the surgeon's knife in the hands of every retail merchant, to cut off every supply of every source that gives life or support to these incubi. If any manufacturer or wholesaler persists in supplying their wants and aids them with his stocks and goods, to the manifest injury of the honest trader, then is he or they an enemy to your prosperity, an enemy to your business, and you should have naught in common with them.

Much has been done in the few short months since the first retail organization formulated its work, and the addition of every member is but one more nail in the box that shall seal the fate of unfair trading and illegitimate competition, which rob men of their honor and women of their virtue. Let every state organize. Let every retailer become an active member, and commercial prosperity will come long before congressional legislation can bring it.

Takes Traveling Men to Task.

The Railway Age, in its last issue, says that the traveling men are not the ones to prescribe the methods under which the railways must supply them with reduced rate transportation. The editorial, in which this expression of opinion occurs, reads as follows:

The efforts of the Eastern and Western roads, by somewhat different methods, to accommodate the commercial-traveling fraternity with interchangeable mileage tickets have not resulted in satisfying the demands for mileage books that can be used upon the train, without stopping at the ticket window, and, therefore, some of the traveling men are raising loud objections. These gentlemen, naturally looking very earnestly after their own convenience, do not seem to appreciate the difficulties with which the railways have had to contend in evolving a plan under which numerous competing roads can accept transportation sold by any one of them under reasonable precautions against misuse and error.

Speaking plainly, it is the commercial travelers themselves who have made precautions necessary and they are not the ones to prescribe the methods under which the railways must supply them with reduced-rate transportation. The forms which have been experimentally adopted may be susceptible of improvement, but they ought to have a fair trial. The real tendency of the demand for interchangeable mileage tickets is to bring the railways down to a flat rate of 2 cents a mile to everybody. That is not what the commercial men want, for the more the public travel on cheap tickets to shopping centers the less demand will there be for the traveling salesman. In consideration of the reduced rate and convenience of being able to enjoy this rate on any road in a large territory, the traveling men might well afford to undergo the annoyance of having to present themselves at the ticket window like those who pay full rates.

Cranberry Crop This Year and Last.

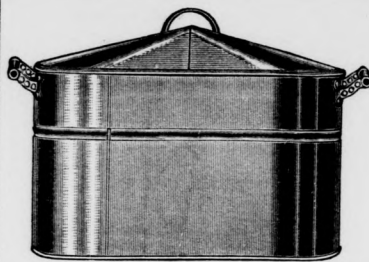
The total cranberry crop of the country a year ago was over 900,000 bushels, divided about as follows: Cape Cod and other New England districts, 650,000 bushels; New Jersey and Long Island, 225,000; Wisconsin and other Western States, 40,000. Based on above figures, the estimated crop for this year shows: Cape Cod and other New England districts, 487,500 bushels, decrease 25 per cent; New Jersey and Long Island, 231,750 bushels, increase 3 per cent; Western States, 60,000 bushels, increase 50 per cent; estimated total crop in bushels, 779,250.

An Equitable Arrangement.

From the Ohio Merchant.

The millers and grocers of Grand Rapids have gotten together in a common sense agreement and are helping one another. The agreement is reciprocal and both sides profit by it. The grocers were caused much trouble by price cutters, so the members of the Retail Grocers' Association push the sale of home-made flour and the millers refuse to supply flour to dealers who cut the established price. This is equitable and helps to keep the flour trade in a healthy condition, as well as to encourage the use of home-made flour.

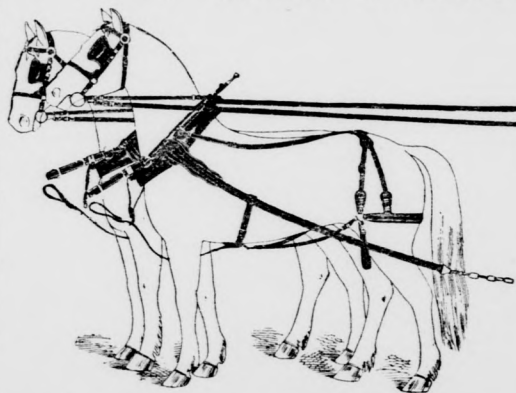
The fact that the supply of gold is being tremendously increased isn't as important, after all, as is the growing opportunity in most lines of industry to earn some of it.



WM. BRUMMELER & SONS, Grand Rapids, Mich.
Factory, 260 South Ionia Street.

Anticipating that hundreds of Michigan merchants will visit Grand Rapids for the first time during Carnival Week and believing that this will prove an exceptional opportunity to show the trade what we are manufacturing in the tinware line, we have arranged to exhibit samples of our entire line of tinware, enameled and nickel plated ware with W. H. Rouse, ground floor New Blodgett building, corner Ottawa and Louis streets, and solicit a call from every merchant who handles these goods either as a staple or specialty.

Our Grand Carnival of Hand-made Harnesses



specially invites
inspection by all
dealers at our

REPOSITORY ON WEST
BRIDGE STREET.

Brown & Sehler,
Grand Rapids.

Royal Graniteware

Special Prices for One Week

No. 18 Rice Boilers.....\$4 47 per dozen	2 quart Milk Pans.....\$1 02 per dozen
No. 20 Rice Boilers..... 5 20 per dozen	3 quart Milk Pans..... 1 18 per dozen
No. 26 Wash Bowls..... 1 15 per dozen	4 quart Milk Pans..... 1 47 per dozen
No. 28 Wash Bowls..... 1 32 per dozen	5 quart Milk Pans..... 1 62 per dozen
No. 30 Wash Bowls..... 1 62 per dozen	6 quart Milk Pans..... 1 77 per dozen
No. 32 Wash Bowls..... 1 93 per dozen	2 quart Pudding Pans..... 1 18 per dozen
No. 16 Preserving Kettles. 1 18 per dozen	3 quart Pudding Pans..... 1 32 per dozen
No. 18 Preserving Kettles. 1 47 per dozen	4 quart Pudding Pans..... 1 47 per dozen
No. 20 Preserving Kettles. 1 77 per dozen	5 quart Pudding Pans..... 1 62 per dozen
No. 22 Preserving Kettles. 2 08 per dozen	6 quart Pudding Pans..... 1 92 per dozen
No. 24 Preserving Kettles. 2 38 per dozen	9 inch Pie Plates..... 66 per dozen
No. 26 Preserving Kettles. 2 67 per dozen	10 inch Pie Plates..... 80 per dozen
No. 28 Preserving Kettles. 3 12 per dozen	No. 16 Sauce Pans, 2 qt. 1 18 per dozen
No. 30 Preserving Kettles. 3 72 per dozen	No. 18 Sauce Pans, 2½ qt. 1 47 per dozen
No. 32 Preserving Kettles. 4 47 per dozen	No. 20 Sauce Pans, 3 qt. 1 77 per dozen
No. 60 Tea Kettles..... 4 75 per dozen	No. 22 Sauce Pans, 4 qt. 2 07 per dozen
No. 70 Tea Kettles..... 5 60 per dozen	No. 24 Sauce Pans, 5 qt. 2 37 per dozen
No. 80 Tea Kettles..... 6 40 per dozen	No. 26 Sauce Pans, 6 qt. 2 67 per dozen
No. 90 Tea Kettles..... 7 60 per dozen	No. 28 Sauce Pans, 7½ qt. 3 12 per dozen
12 quart Flaring Pails..... 3 85 per dozen	No. 30 Sauce Pans, 10 qt. 3 72 per dozen
14 quart Flaring Pails..... 4 75 per dozen	No. 10 Tea Pots, 1½ qt. 2 67 per dozen
16 quart Flaring Pails..... 5 65 per dozen	No. 20 Tea Pots, 2 qt. 2 97 per dozen
10 quart Dish Pans..... 3 72 per dozen	No. 30 Tea Pots, 3 qt. 3 32 per dozen
14 quart Dish Pans..... 4 47 per dozen	No. 40 Tea Pots, 4 qt. 3 87 per dozen
17 quart Dish Pans..... 5 20 per dozen	No. 25 Coffee Pots, 2 qt. 2 97 per dozen
21 quart Dish Pans..... 5 95 per dozen	No. 35 Coffee Pots, 3 qt. 3 32 per dozen
1 quart Milk Pans..... 73 per dozen	No. 45 Coffee Pots, 4 qt. 3 87 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.

Status of Beans and Potatoes at the St. Louis Market.

St. Louis, Mo., Oct. 11—For ten days prior to last Thursday (Oct. 7), the potato market was very much depressed, the arrivals being very heavy, much in excess of the consumptive local demand and for shipping account. The shipping was much interfered with on account of warm weather and the yellow fever quarantine in the South, which had cut off much of the trade from this market. The market was, therefore, very much depressed, and heavy declines were experienced. Prices were hammered down until it was hard to get over 45c for the very best stock, and inferior potatoes sold as low as 35c, with some fancy Burbanks bringing as high as 50c. Toward the latter part of the week there was an improvement in this condition. The low prices ruling interested not alone local buyers, but also buyers from out of town who came here and purchased potatoes and shipped them out. The weather turned cooler, also, and all of these conditions tended to improve the situation. Slightly better prices were obtainable toward the close of last week, and to-day (Monday) quite an improvement is noted, and, while prices are not very much higher, there is a better feeling, with a disposition on the part of the trade to take hold and a general impression that prices will be considerably higher before the close of this week. Any fresh receipts of choice Burbanks, choice Rurals, and other desirable white varieties sell readily. Rose, Hebrons, Early Ohio and other red varieties are not wanted except at lower prices than Burbanks, Rurals and other choice white stock. With the advent of cooler weather, which is predicted, we look for higher prices and a good healthy demand.

The bean market has been dull and weak, with considerable decline to note during the past week. The new crop of 1897 is beginning to arrive; the quality is very fine and the extent of the crop much larger than was reported or anticipated a little earlier in the season. Buyers, learning of this, were not willing to buy beans except at low prices, and many show a disposition to hold off and wait and see what the market is going to do. Beans are as weak, or weaker at the opening of the market to-day than ever, and further declines are anticipated. The offerings, too, are heavy, with a disposition on the part of shippers to force sales. This all tends to lower the price. The market here at the present time is as follows: Choice new 1897 crop hand-picked Pea, 96@98c; choice new screened, 90@92c; old hand-picked, 94@95c; choice old screened, 85@88c. Lower prices are expected. New hand-picked are selling at 90c, delivered, at Chicago. We must advise selling, as we expect lower prices to rule later. The supply of old beans on hand is heavy in this market and we understand it is so in other markets. The quality of the old beans is generally very poor and low prices have to be named to move them. The quality is very inferior, as compared with this year's crop, and, of course, considerably lower prices have to be named as compared with the prices of new beans.

MILLER & TEASDALE CO.

The Poultry Crop of 1897 Short All Around.

Chicago, Oct. 11—After a careful study of the 500 or more reports received by us from the prominent shippers and dealers throughout the principal poultry-raising districts, we are enabled to make the following report, which we believe to be about as accurate an estimate as can be given. We have no interest in the market as buyer or speculator and therefore would have no object in misrepresenting conditions. Our sole purpose is to place before the poultry dealers the most interesting and at the same time best and most reliable information which will be of benefit to them.

Turkeys—The general tenor of the reports received indicates that the crop of turkeys will be short of last year, and the crop of last year was very much

short of the year of 1895. Thus it would be fair to estimate the turkey crop of 1897 to be about 75 per cent. of last year or about 60 per cent. or little over half of a full crop. The reasons assigned for the short crop are unfavorable weather conditions during the spring and possibly more to the fact that but few turkeys were carried over from the crop of 1896 to raise turkeys with. High prices during the fall and winter of 1896 and early winter months of 1897 influenced farmers to market their stock closely.

Chickens—The reports in nearly all cases note a liberal supply of chickens and a crop possibly 10 per cent. larger than last year. From many sections the reports state a considerable loss in young chickens by rats, which, owing to the amount of corn kept cribbed in the country, were very abundant; especially throughout Illinois, Iowa and Northern Missouri, more especially Iowa, they killed a great many chickens, but notwithstanding this loss the supply will be heavy and exceed that of last year.

Ducks—As a rule, the reports indicate a larger crop of ducks than last year. A fair estimate would probably be about 15 per cent. more than last year. A good many ducks were carried over from the crop of 1896, which was the foundation for an increased supply, and the weather conditions evidently were favorable at the time the young ducks were hatched.

Geese—From the reports received we would estimate the crop of geese at least 15 per cent. short of last year, or about 85 per cent. of a full crop. Advances from some sections state the reason for a smaller crop was the unfavorable weather at the time of hatching—cold and wet weather. Nearly all reports note a scarcity of geese and many state that the quality is poorer than last year, the geese being smaller and thinner than at the same period last season. Possibly the higher prices for grain made farmers less inclined to feed, at least not so liberally as last year.

SPRAGUE COMMISSION CO.

Heavy Fines for Selling Colored Oleo.

Providence, R. I., Oct. 6—Fines aggregating \$2,500 have been paid by K. Carleton and his associates in the Superior Criminal Court for a violation of the oleomargarine law. This is the largest fine imposed for oleo violation at one time in this country. Eddie K. Carleton was fined \$1,000, D. J. Moriarty \$1,000, Maurice Healey \$400 and Edwin P. Hickman, \$100. It is alleged these men have been in the business for several years, and both the United States and the State officials have attempted to prove their violations of the law, but failed until now. Carleton was prosecuted on the charge of selling oleomargarine colored in imitation of butter, which the Massachusetts law forbids, but the Rhode Island does not. The Oakdale Manufacturing Co. of Providence makes large quantities of the article. E. K. Carleton was the agent of the Oakdale company. The defendants were arrested last December, and tried in the Municipal Court, and on appeal their cases were taken to the Superior Criminal Court, and tried in March. A verdict of guilty was returned. They appealed to the Supreme Court, and sentence has been delayed pending the hearing of the exceptions. Yesterday they withdrew their exceptions on the condition that sentence would be imposed only on part of the counts.

The Inference to Be Drawn.

The Groom—The minister seems to think he knows more about you than I do.

The Bride—How's that?

The Groom—I gave him a ten and he handed back five of it.

Don't Want Such 'Tators.

Cleveland Plain Dealer.

Since the strike in his shoe factory Governor Pingree has been decidedly quiet. There's one kind of 'taters he doesn't encourage. That's agitators.

Notes by the Way.

Written for the TRADESMAN.

A nice studious boy who is never found in any mischief is, undoubtedly, a great comfort to his maiden aunts and friends generally, in his youth. But did you ever follow him up through life to the business age and note which it is who comes out the better—the harum-scarum boy or the one just mentioned; not calling iniquity or dissipation mischief, but just lively, healthy sport and energy which, although sometimes a little appalling to his elders, presage the energy that will, later on, be turned to valuable account?

I have in mind a family of brothers noted for their success in business, but whose early life in the little staid Maine village was almost one of terror to the neighbors. One series of escapades will serve as an example of their many devices for amusement:

A careful Yankee mother always enforced the rule of staying in their own yard after tea at night, and this the boys found somewhat restricted for their excess of spirits. A Wild West show had just been through the town, and we all know its effect on the small boy. Every "kid" had a lasso safely concealed beneath his innocent-looking jacket, ready for any possible emergency, and only regretting that the "emergency" did not oftener present itself.

This family owned a cow that for racing qualities was only equaled by the razor back hog of the South, and the boys saw here rare possibilities for sport. Almost every evening, for a time, when the boys had been safely gathered in out of harm's way and time was beginning to hang heavily on their hands, one of them would slip out to the stable and untie the cow and return with a look of innocence hard to mistrust. Soon the cry would go up from the ones deputized to watch for this event, "The cow is out again!" Then the scramble would begin, for, of course, she must be brought back. Despite the advice of the older ones, the cow could never be "headed off" near home and would soon be out of sight. Then came regular circus fun with the lassos.

Before the ruse was suspected the cow was ruined. But the boys had "just dead loads of fun."

* * *

Perhaps no one more than the business man will appreciate the feelings of the old deacon whose professions were faithfully carried out, but who realized their hampering effects in matters temporal. In conversation he once remarked: "What a pity 'tis that it's a sin to lie—it comes so awfully handy in a trade!"

* * *

This reminds me of the remark of the foreigner who came over to a certain Michigan town and established himself in the business of "funeral director." When a good man died, he was heard to observe: "Yes, too bad, too bad he died—aber, me make coffins!"

* * *

Traveling men meet with all sorts and conditions of men, no doubt; but the one with the slight impediment in his speech probably had a little the most aggravating experience, lately, that falls to the lot of the average "tourist." He had set forth the beauties of his goods in his best manner, and answered all sorts of questions over and over again, when the prospective customer gravely remarked: "Now just tell that yarn again, will you? I do like to see you work your mouth."

One often wonders, when watching comedians, what sort of people they are at home. A short residence in Minneapolis will convince almost any one that the case of "the prophet without honor" is not that of Sol Smith Russell. The frequency with which the fact is cited that this is his place of residence, and the pride which the people seem to feel about it, are proof of the esteem in which he is held. The most amusing instance of the kind occurred, recently, in the place of an optician who was examining a lady's eyes. When he had finished, he stepped back and, with a now-you-ought-to-die-happy air, announced: "You have the same trouble with your eyes that Sol Smith Russell has—you know he lives here!"

M. N. Mc D.

A good many people would say more if they didn't talk so much.

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—FIRST-CLASS FULL ROLLER mill, 100 barrel capacity, located at Fenwick, on Stanton branch of D., G. R. & W. R. R. For full particulars address J. E. Carroll, Lansing. 412

WANTED—GOOD DRY BEECH AND MAPLE 16-inch block wood, not less than two-thirds hard maple. Price on cars at shipping point. A. Hyde, 860 Madison Ave., Grand Rapids, Mich. 411

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

WANTED—A BUYER FOR A LIGHT leather tannery almost completed. cheap power; cheap a. or. Would make a big paying investment for right party. Reason for selling, death of proprietor. Address Carl Junger, 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, Mich. 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 prices and quick returns write us. Lunn & Strong, Toledo, Ohio. 402

FOR SALE OR EXCHANGE—A CLEAN drug stock, invoicing \$2,500, in one of the best cities in Michigan; no cutting; on a 100 lb basis; good thing for live man. Address Druggs, care Michigan Tradesman. 401

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

FOR SALE—SMALL DRUG STOCK, INVOICING about \$700, in best town for size in Michigan; doing \$50 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. 403

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

FOR SALE—JUDGMENT FOR \$8.08 AGAINST Niles 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. Chiley & Allger, Patent Attorneys, Grand Rapids, Mich. 339

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.	+ 9:55pm
+ 10:10am.	... Detroit and East.	+ 5:07pm
+ 3:30pm.	Saginaw, Detroit and East.	+ 12:45pm
+ 10:45pm.	... Detroit, East and Canada.	+ 6:35am

WEST
* 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 10:35pm * 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. C'y, Petoskey & Mack... + 7:45am + 5:15pm
Trav. C'y, Petoskey & Mack... + 2:30pm + 6:35am
Cadillac..... + 5:25pm + 11:15am
Train leaving at 7:45 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
7:10 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..... + 8:10am + 11:45am + 4:00pm
Ar G'd Rapids..... 9:30am 12:55pm 5:20pm
*Except Sunday. *Daily.
C. L. LOCKWOOD,
Gen'l Pass. 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
Ar. Nestoria..... + 11:15am 2:45am
Ar. Marquette..... 1:30pm 4:30am
Lv. Sault Ste. Marie..... 3:30pm
Ar. Mackinaw City..... 8:40pm 11:00am
G. W. HIBBARD, Gen. Pass. Agt. Marquette.
E. C. Oviatt, Trav. Pass. Agt., Grand Rapids

CANADIAN Pacific Railway.

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

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

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..... 11:0am
Ar. Grand Rapids..... 10:00pm
W. R. CALLAWAY, Gen. Pass. Agt., Minneapolis
E. C. OVIATT, Trav. Pass. Agt., Grand Rapids.

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.

UP TO DATE CUTS FOR ALL PURPOSES TRADESMAN COMPANY GRAND RAPIDS

Blank Books

For 1c and up.

Everything in that line that your business will require. Letter files for 25c, and general office stationery.

Everything

Write me for information and prices. Your orders will be promptly attended to.

WILL M. HINE,

49 Pearl Street, 2 and 4 Arcade, Grand Rapids, Mich.

Don't fail to attend The Great Carnival—October 26 to 29, and while here come and see me.



Fallis' Pancake Flour
Fallis' Self-Rising Buckwheat

20 5 lb. sacks to a case. \$3.50

FALLIS & CO., Toledo, O.

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

Artistic Designs

An Advertisement

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

Tradesman Company GRAND RAPIDS MICHIGAN.



ABSOLUTE

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

FOR THE TRADE.

THE VINKEMULDER COMPANY,

PHONE 555.

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

Use Tradesman Coupon Books and Avoid Loss

The Farmer is Happy



So Is the Merchant

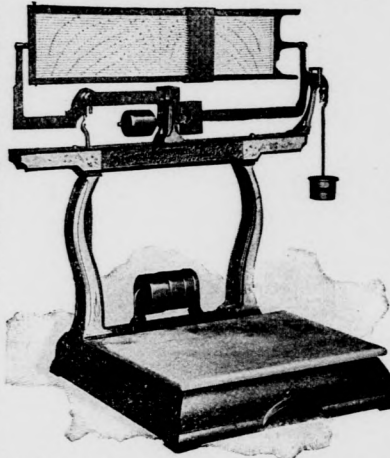
Who uses coupon books, providing he uses the right kind. We make four different grades of books, all of which are sold on the same list, assorted as to denominations any way desired, as follows:

50 BOOKS	\$ 1 50
100 BOOKS	2 50
500 BOOKS	11 50
1,000 BOOKS	20 00

We are the only manufacturers who stand back of our books by a positive guaranty, paying \$1 for any book found to be incorrectly counted. Samples promptly sent on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

The Stimpson Computing Scale



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

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

We have no trolley or tramway to handle.

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

We do not follow, but lead all competitors.

We do not have a substitute to meet competition.

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

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

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

The Stimpson Computing Scale Co.,

ELKHART, IND.

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

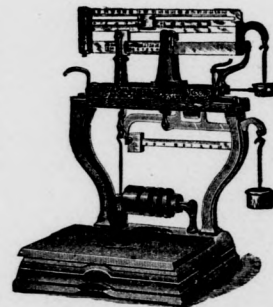
Represented in Western Michigan by
C. L. SENSENEY,
Grand Rapids. Telephone No. 266.

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

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

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

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



THE COMPUTING SCALE CO., Dayton, Ohio.