

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XV.

GRAND RAPIDS, WEDNESDAY, OCTOBER 20, 1897.

Number 735

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.**

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.

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

COFFEE

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

COFFEE

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

WOOLSON SPICE CO.

Ask our salesman to show you our line of samples.

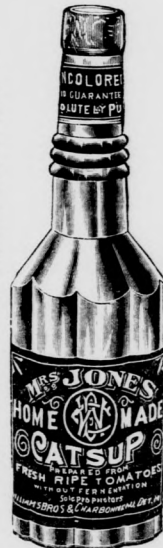
MUSSELMAN GROCER CO., Grand Rapids.

COFFEE

COFFEE

Mrs. Jones' Home Made Catsup

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



Large Fluted Bottle Retail for 10 cents.



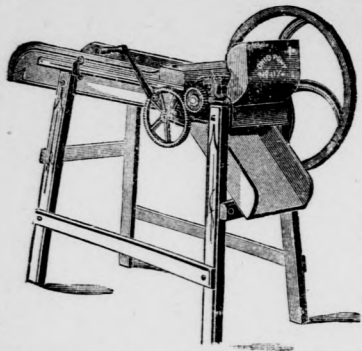
Full Pint Size Retail for 15 cents.

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

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

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

WILLIAMS BROS. & CHARBONNEAU, Detroit, Sole Proprietors.



"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.

Can be **knocked down** and packed for shipment thus securing lower freight rate. Has one 1 1/4 inch knife and by very simple changes makes four lengths of cut. Write for catalogue and prices on full line.

Full line of Engines, Sawmills, Tread Powers, Corn Huskers, Hay Balers, Cream Separators, Feed Cookers, Etc.

Drop in and see us when you **come to the Carnival.**

THE "OHIO" PONY CUTTER

ADAMS & HART,

Grand Rapids.

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.

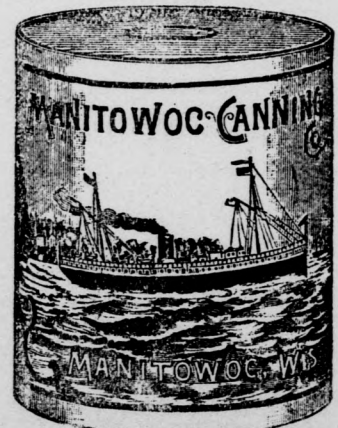


Manitowoc Lakeside Peas

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

THE ALBERT LANDRETH CO., Manitowoc, Wis.

Worden Grocer Co., Wholesale Agents.



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.

Now and Then

We meet a man who has been advertising for some time for the merchants' trade without knowing that the very best medium he could employ for that purpose is the

Michigan Tradesman

When we have had the opportunity to talk to him we have had no difficulty in convincing him of the truth of the above statement. It takes no talking after the first trial. If they come in once they stay. We are not in the business for fun. We want your money, but we have honest value to exchange for it. Better think about these things a little in advance and write us.

Tradesman Company,

Grand Rapids.

MICHIGAN TRADESMAN

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Number 735

TRAVEL
VIA

F. & P. M. R. R.

AND STEAMSHIP LINES
TO ALL POINTS IN MICHIGAN

H. F. MOELLER, A. G. P. A.

THE Grand Rapids FIRE INS. CO.
Prompt, Conservative, Safe.
J. W. CHAMPLIN, Pres. W. FRED MCBAIN, Sec.

COMMERCIAL CREDIT CO., Ltd.

Commercial Reports. Prompt and
vigorous attention to collections.

L. J. STEVENSON, Manager,

R. J. CLELAND, Attorney,

411-412-413 Widdcomb 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.

*It 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.

Practice vs. Theory in Business.

It is habitual with the hustler to sneer at the book man in business, and there are many bankers in this country who have never owned or read a work on finance. They have no more conception of the theory of its operation than they have of weather laws. If you approach one of these men with the suggestion that such a work (naming some popular one) will throw a flood of light upon certain customs, or will show precedents for decision upon new and intricate points, he will say, "Oh, yes; but I haven't time to look it up." Of course, a man must not study the weather until he becomes a crank, nor must a man in business read books and never study conditions and human nature; but farmers and business men may learn much to their advantage by reading.

Let us consider the relative value of theory and practice to the business man. What do these terms imply?

Theory embraces the world; practice stays at home. Theory deals with causes; practice only with events. Theory reasons, practice simply does. Theory is broad, practice narrow. Theory studies every collateral branch of its business by every means; practice hunts some (hypocritical) move for neighborhood popularity. Theory reads, practice talks. Theory subscribes for the best special newspaper in its line of trade and reads it; practice splits open envelopes to obtain figuring paper on an economical form. Theory would succeed by knowledge, practice by friends. Theory is independent, practice fawns.

It is true these contrasts may be slightly exaggerated, but they produce the effect we desire to convey. A man cannot know too much about his avocation. The vast fortunes of the world have been made essentially by broad-minded men. They have had keen perceptions, but the background was widespread knowledge of affairs. They saw opportunity when other men were plodding. Like moles, that always return over the same track, these men who relied upon the knowledge which practice gave them never made many new discoveries. And mark, by discovery or utilization of natural products have all great fortunes been made. It is not work that rules the world but thought. The thinker is necessarily a theorist. He speculates, he combines and analyzes. The vast business world, complex, powerful, almost unfeeling, is to him a field of effort, where success is open to him who can command its forces. But how? Rushing blindly to battle will not win the day, neither will knowledge of "the lay of the land;" but military tactics, the results of human experience applied to the actual, may do so. And after all it is not so much either the one or the other factor alone which makes for success in business, but rather both, or the application, if you will, of theory to practice.

A knowledge of the history and operation of any trade or business cannot be

learned except from books and newspapers. Men do succeed who never read or study their business. But where one succeeds many fail. It matters not that a man be a small merchant. He can learn something from the experience of others in collateral branches, which it should be his purpose in life to apply to his own benefit. He must never lose sight of details and immediate conditions, but he can shape his course better with a chart than without one. Theory, in the sense in which we are using the term, is his chart.

Which succeeds better in life, mere activity or forethought? And what is forethought but applying theory to conditions? The hustler, if we may allude to him again, may make a temporary success, but too often he does so at the expense of a permanent one. Disregarding well-established principles is a dangerous thing. One man's lifework is a mere puff in the great currents of the world's activity. "Ah, but," you say, "it is my energy alone which will bring individual success to me. No one will get wealth for me. If I wait upon theory I am borne down in the mad onrush. I must be up and doing." This is partially true, but if you ride the storm you will need something more than your own power. He who guides and commands cannot pull the oars!

In a plea for study, forethought, planning, let us not disparage doing. Energy and steadfastness are necessary to any success. But the tortoise in its race with the hare must have carefully calculated the chances ahead or indefatigable industry would have been useless. It is the application of industry and the direction of energy which is the true combination.

Then, too, there is an ethical question involved. Pride in business, that which demands true principles and an adherence to honorable customs, is of great moment in all trade. The man who plans wisely, who maps out a course in life and pursues it to the end, adds his mite to a civilization which is beneficial to all. A straightforward career is something—indeed, shall we not say it is a glorious thing? Chicanery, ill-gotten wealth, success bought at a sacrifice of true dignity and principle, is it not a degradation? Never sell a man goods without studying his interest as well as your own, was the motto of an old wholesaler. Should it not be the motto of all trade? And the man who combines theory with practice, who looks out of the tower of knowledge over the vast field of activity about him, is the man who, if for no other than a selfish reason, will value high character and honorable methods in business.

CHARLES W. STEVENSON.

There are more breweries in California than there are in Illinois, more distilleries in Massachusetts than there are in Kentucky, and more cigarettes manufactured in New York State than in all the other states of the country combined.

The man who makes fun a steady job makes a steady job for two men cleaning up after him.

The Hardware Market.

Trade is moving along in good volume, with orders coming in very liberally from the retail trade. The advances which have been made of late in various lines of hardware are being fully maintained by jobbers, as well as manufacturers, and it is believed that there will be no special weakening in prices during the remainder of the fall months. Retail dealers are buying with much more freedom and collections in this part of the State average fairly well.

Wire Nails—The scarcity which has been existing in this branch of trade has let up a little at the present time, as three of the largest mills which had strikes on their hands have now adjusted their differences and are running full time, which increases the supply of nails at least 12,000 kegs per day. The price, however, remains very firm and it is not believed that there will be any decline this year. At the present price ruling for steel billets, as well as wire rods, the mills which manufacture the entire line find it more profitable to sell billets than to manufacture them into nails. They must keep in the nail business, however, as they do not desire to lose any of their nail customers. We quote at present \$1.55 from mill and \$1.75@1.80 from stock.

Barbed Wire—Although but little is moving at the present time of the year, the price continues firm. In smooth wire there is more or less demand for the wire that is used for baling purposes. The manufacturers at a recent meeting changed the advance on smooth wire to read as follows:

6 to 9, base.
10 advance 5c.
11 advance 10c.
12 advance 15c.
13 advance 25c.
14 advance 35c.
15 advance 45c.
16 advance 55c.

The present ruling price on barbed wire is \$1.55 for painted at mill and \$1.80 from stock; No. 9 plain wire, \$1.35 at mill, \$1.60 from stock, with an advance of 30c per cwt. extra for galvanizing. Steel baling wire advances 10c beyond the price of plain annealed. This is only carried in stock in No. 14, 15 and 16 gauges.

Coil Chain—The coil chain market is in a much better condition than it has been and it is quite evident that the manufacturers are agreeing to maintain prices which afford a margin of profit.

Window Glass—No agreement has yet been reached between the mills and their workmen, and stocks in the hands of jobbers and factories are very much broken and prices are fully maintained.

Shovels and Spades—The recent advances made on shovels and spades average from 50@75c per dozen, depending upon the quality.

Building Paper—Owing to the closing down of nearly all mills except those managed by the American Strawboard Co., this article is now quite difficult to get and prices have advanced about 20c per cwt. in the last two months. We quote plain building paper at \$1.05, tarred building paper at \$1.15 and tarred felt at \$1.50.

Dry Goods

The Dry Goods Market.

Cottons and Prints—Buyers now coming along are dealing cautiously and are feeling the market through bids lower than what prices are generally quoted, but the check to the downward course of raw cotton has imparted a firmer tone that puts sellers in a more cautious mood. A level on the price on print cloths has now been reached where it seems quite probable that the run of sales will show a good expansion, which will in turn have its effect upon kindred lines. Sellers are not slow to realize this and manifest no impatience to secure orders.

Woolens—Many mills are oversold to such an extent that manufacturers are expressing considerable uneasiness regarding their ability to execute the orders now in hand in time to meet the requirements of their customers. A feature of the present market is the almost entire absence of cancellations, and where these have occurred they were generally due to some special cause and not to any overpurchasing on the part of the buyer. The outlook for the coming heavy-weight season would seem to suggest a very strong market, as everything is tending in that direction. It needs little argument to convince buyers that woolen and worsted goods will have to be put upon a higher price level, the course of the raw wool market being in itself sufficient to support this, to say nothing of the restrictions put on foreign goods which have heretofore figured as an important factor in keeping prices down. The course of lightweight tends to confirm this, as recent advances made in clays, serges and all-wool chevots have been well maintained, putting these in a relatively stronger position with cassimeres, while fancy worsteds, in sympathy with other makes, are steadily working into better shape. Cotton-backed worsteds and union and cotton warp cassimeres are all well sold, but only moderate advances have been made in these, as compared with goods composed of all wool or worsted. Doeskin jeans have been in somewhat improved request; satinets have ruled quiet, but are firm in price.

Knit Goods—In heavy goods the trade is very satisfactory for this late stage of the season, but the price situation from a manufacturer's standpoint is as perplexing as ever. Manufacturers still complain of the difficulty in obtaining higher prices to offset the increased cost of production, and this is the one unsatisfactory feature of the situation at present prevailing, with no way to remedy it as yet in sight. In some instances advances of 10 per cent. are being recorded, and one mill particularly well situated has notified its trade of advances on their product varying from 15 to 40 per cent., but as their product for the most part has been secured by buyers at old prices, it has had no material effect upon the situation. The majority of sellers still manifest a willingness to accept orders at old prices, while some have resorted to the system of scaling down the quality of their products in order to increase profits. In low and medium grades of cotton underwear, in Balbriggan goods and other staple lines up to \$2.50 and \$3 per dozen, sales have been large and most makes are heavily sold ahead, while the finer grades in combed yarns show a good improvement in the volume of

business accomplished. The better grades of goods have come in for more attention, which is a good indication of the improvement in general conditions.

Carpets—Manufacturers are adhering strictly to the recent advances made, which has had a tendency to check the demand. Some old orders secured early in the season at prices below current rates are now being filled, but in the way of new business little has so far been accomplished. An advance of from 7½ to 10 per cent. is imperative where goods are to be made from yarns secured at present prices and orders now being filled at old prices are being produced from yarns secured prior to the present advanced prices. These are not above the parity on the cost of raw wool. Should the market for carpets fail to advance in accordance, it is predicted that the production will be materially curtailed next season, as few manufacturers have a sufficient quantity of yarn on hand to enable them to average up the cost with the price now being paid for new supplies. But it is doubtful if this old stock will carry them along much further than the end of the year. Should prices at that time fail to show an advance, to cease producing is the only alternative.

How a Trade Was Lost by an Unfortunate Discussion.

From the N. Y. Dry Goods Chronicle.

I stood by, the other day, while a salesman in an uptown store argued with a customer regarding the particular shade of a piece of broadcloth. She called it "old blue." He said 'twas "jockey-blue." She thought she couldn't be mistaken; she had seen the same shade at her dressmaker's and had been informed by that authority that it was old blue.

But the smart young man behind the counter was a stone wall of stubborn fact as to colors and as he explained that the jockey-blue was the new shade not yet familiar to some dressmakers, he assured the lady that he was thoroughly up on colors and shades, as it was a part of his business to be so posted. He offered to get the color card in order to convince her that he was right and the shade was jockey-blue, when she cut the argument short. "All right, then, it is jockey-blue; what of it?" and she tossed the end of the cloth she was holding back onto the counter and, with a slightly flushed face and an impatient snap in her eyes, turned short and left the counter.

The clerk looked after her; he had nearly completed a trade when they fell afoul of that unfortunate question of jockey-blue which ended so disastrously.

"What of it?"

She was evidently more disturbed than she cared to admit and kept straight ahead until she passed out of the street door. The clerk's eye caught mine as his glance settled again to the counter and I heard a muttered expression that ended in—"Crank!"

That woman gave him a lesson he should never forget when she uttered that short sentence: "All right, it is jockey-blue; what of it?"

What of it, indeed? It wasn't of the slightest consequence what shade of blue it was, nor whether it was blue at all or not. If she wanted it old blue, then old blue it should have been. She meant to pay for it and the clerk should permit her to buy it under whatever name she chose.

If that was an average woman, she spoke of that clerk as an impudent fellow when she told the incident, colored according to her frame of mind, to her friends.

The matter may or may not influence her against the place in the future, she certainly will avoid that particular counter. In any case, the game isn't worth the powder. "Woman convinced against her will is of the same opinion still." If you are right she will hate you for it; if you show her that she is wrong she won't thank you for it; and there you are.

The Farmer Was Fixed for Him.

From the Atlanta Constitution.

A well-to-do Georgia farmer invited a merchant friend to dine with him. The merchant was known for his crankiness and had once or twice tried to shoot people for imagined wrongs. The farmer had considerable business dealings with him and they were on the best of terms. However, the farmer always kept a wary eye on him.

Several days after the dinner at the farmer's house the merchant said to him:

"I can't account for the queer feelings and impulses I have occasionally.

For instance, the other day when I was dining at your table it suddenly came into my mind to kill you—although I had nothing in the world against you! I had a pistol in my pocket at the time and once I had my hand on it, when the strange feeling passed from me!"

"Don't let that bother you," said the farmer. "I knowed all about your failin' in that line, an' I wur'n't asleep when I saw your hand to your hip. My son John wuz standin' in the hallway back of you with a shotgun leveled at you an' you just did save your bacon by changin' your mind. Ef you hadn't he'd er blowed daylight through you!"

An English paper gives the following illustration of the frugal mind appearing even when on sorrow bent: A lithographing establishment in Manchester recently received from a London customer a circular note announcing the death of the head of the firm. It was given to a clerk with instructions to write a letter of condolence in reply, and this is what he produced: "We are greatly pained to learn of the loss sustained by your firm, and extend to you our heartiest sympathy. We notice that the circular you sent us announcing Mr. —'s death is lithographed by a London firm. We regret that you did not see it in your way to intrust us with the work. The next time there is a bereavement in your house we shall be

glad to quote you for lithographed circulars, and are confident that we can give you better work at less cost than anybody else in the business."

A curious regulation has been recently issued by the director general of agriculture of Belgium. All cattle are henceforth to wear earrings. These are not for ornament, but as a hygienic measure, and intended to check the introduction of tuberculosis into the country. The rings will be a sign that the animal has been examined by the veterinary authorities.

Japan, which forty years ago had no other than coasting vessels, none of them steamers, now has several steamship companies, the largest of which owns sixty-three vessels.



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

Clothing

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

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

WHITE CITY TAILORS,

222-226 ADAMS STREET, CHICAGO, ILL.



Drop Us a Line

if you are coming to the **Carnival**, and we can make arrangements to have you properly waited upon during the rush.

VOIGT, HERPOLSHEIMER & CO., Wholesale Dry Goods, Grand Rapids, 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.

UNDER FIRE.

Constitutionality of the New Peddling Law.

The constitutionality of the new State peddling law is now under consideration by Judge Adsit, of the Kent Circuit Court. The case is known as the People vs. Arthur Fisher, the complaint being that the defendant is guilty of peddling in Kent county without first obtaining a township license, as provided by the new law. In order to test the matter, a plea of guilty was withdrawn and a plea of not guilty entered. A motion was made to quash the proceedings on the ground that the act governing peddlers' licenses in townships is unconstitutional and void, the argument of Arthur C. Denison, who attacked the statute, being summarized in his brief under six headings, as follows:

I. The act is unconstitutional because embracing more than one subject. Skinner vs. Wilhelm, 63 Mich., at page 568, is a good illustration of the constitutional requirement. The act contains provisions about merchants' mutual insurance companies and merchants and manufacturers' mutual insurance companies. It was held that the objects had no necessary connection and that the statute was invalid, it being impossible to tell which object was intended by the Legislature. (See p. 572.)

This act, by its title and by sections one and six, covers hawking and peddling and also pawnbroking. We know of no connection that can be suggested between the two kinds of business. One is itinerant; the other is not. While Sec. 1 seems to refer to itinerant pawnbroking, it should not be so construed, because it makes nonsense, and the title seems to refer to pawnbroking generally. The act supplanted (137 of 1895) also referred to pawnbroking generally. Apparently when the act was first formulated it did not refer to pawnbroking, but during its passage through the Legislature, someone who thought township boards should regulate pawnbroking inserted the clause in one or two places and the advocates of both measures joined their forces to procure the passage of the combined act—the very evil against which the constitutional inhibition is directed.

II.

The act is incomplete and inoperative.

The only reason for such a law is to provide reasonable supervision, inspection, etc., by the township authorities; in other words, reasonable regulation. This was included in the title of the act, and forgotten in the body. All existing provisions of law by which township boards, or any other authorities may prescribe conditions, regulations, provision, inspection, etc., are repealed and nothing is substituted in their place.

This makes the act solely for imposing taxes; and the power of taxation upon professions or occupations, if it may be exercised at all, cannot be delegated to township boards to be applied according to their discretion by a sliding scale.

This entire class of laws is upheld, whenever upheld at all, as license laws and not as tax laws.

III.

The act is unlawful as absolutely prohibiting a lawful business.

The business of hawking and peddling is unquestionably a lawful one and the Legislature has no power to prohibit it, yet we find that Sec. 1 does absolutely prohibit the business unless a license is first obtained from the township board, and Sec. 6 imposes a penalty on any person exercising the business contrary to the provisions of the act; that is, without such license. It does not, however, contain any provisions by which one may obtain a license. It is true it is made the duty of the township board to fix the amount of the license,

but, if they should neglect this duty, peddling without a license is forbidden just the same; and, after the amount of the license is fixed, the act gives no basis for guessing to whom application should be made for granting a license, nor who is to issue the license, nor where any record of it is to be preserved. A justice of the peace or a highway commissioner has just as much authority under the statute to issue a license as the supervisor or the town clerk, the fact being that neither of them has any authority.

Another consideration is found upon the subject of the bond. Every person to whom a license shall be issued shall give, upon the demand of the township clerk, a bond. This did not contemplate a bond necessarily simultaneous with the license, because it is to be only on demand of the clerk; yet, if the party declines to give a bond, there is no remedy, and the clerk, apparently, may demand it from any peddler against whom he has a grudge, and not ask it from any others.

IV.

The act is invalid because it is territorially unequal.

The act purports to relate to townships and townships only. Whether it is intended to cover the territory of incorporated villages no one can tell. Sec. 9 seems to imply that it only applies to territory outside of any incorporated city or village, and Sec. 4, that it does apply to villages. It certainly does not apply to cities.

Many cities have, under their charters, power to make regulations on this same subject, but others may not have, or may not have exercised the power. One peddler, therefore, who lives in the city, may exercise his business in the vicinity of his home without any license fee whatever. Another who lives in the country finds the same calling forbidden to him. This would seem to be unlawful discrimination.

V.

The act is invalid because it discriminates against citizens of other states, infringing both upon the exclusive control by the United States of interstate commerce and upon the provision which guarantees citizens of one state the same privileges as those of another.

The title and body of the act are general, prohibiting everyone from peddling without a license. By Section 8, manufacturers, farmers or mechanics residing in this State are permitted to sell their goods by peddlers, without license. Those residing outside the State are not exempt, but remain covered by the general prohibition. It follows that a license regulation is imposed upon a non-resident which is not imposed upon a resident, all other circumstances being the same.

This general proposition is covered by Walling vs. Michigan, 116 U. S., page 454, reversing the Supreme Court of Michigan, and holding that a license fee for selling liquors, imposed upon non-residents, where a similar one was not imposed upon residents, was invalid.

Welton vs. Missouri, 91 U. S., page 277, is to the same effect, and is a case of a license tax imposed on hucksters and peddlers.

These two cases seem to be conclusive.

VI.

The act is invalid as being class legislation.

Class legislation is forbidden by the constitution of the United States.

In Re-Grice, 75 Fed. Rep., at page 645, is an instructive case, and a substantially parallel one. By the act there involved there was a general prohibition against certain acts, but farmers were exempted. The act was held invalid. By the act here, peddlers of meat and fish, nurserymen, peddlers of farm machinery or implements, and farmers, manufacturers and mechanics, peddling their own products, are exempted.

Class legislation is also forbidden by the constitution of Michigan.

State vs. Wagner, 72 N. W. R., 67, is a parallel case from Minnesota, and controls.

The same constitutional provisions there relied upon exist, in general, in Michigan. The distinction made by this act between the different classes of citizens is obvious.

The argument of Mr. Denison was ably answered by Prosecuting Attorney Rodgers, who insisted that the assumptions of Mr. Denison were untenable and gave good reasons why the law should be held valid. Judge Adsit took the matter under advisement, and will probably not reach a conclusion in the premises under a week or ten days. Whichever way the case is decided, the matter will probably be taken to the Supreme Court for final adjudication.

Three Weeks' Experience with the Trading Stamp Scheme.

From the Pittsburg Leader.

Charles Hubner, groceryman on Fifth avenue, has grown tired of the trading stamp business and is very anxious to shake off the 5 per cent. incubus. Indeed, he so much regrets his action in making a contract with the stamp company that he has offered \$25 for its discontinuance. The offer was made by Mr. Hubner's brother at the headquarters of the stamp company, but was declined.

The writer called at Mr. Hubner's store and obtained from him a statement of the facts, which he was loth to give. His contract is for a quarter, and not for one year, as is usual. Three weeks has elapsed since it went into force, and Mr. Hubner has come to the conclusion in that short time that he has the wrong end of the bargain. He figures that a retail grocer's running expenses are 10 per cent. With a trading stamp contract, he must therefore earn 15 per cent. on his total receipts to make himself even, not to mention profits. The margin of profit is so close in the grocery business, according to the statements of many dealers, that a man who clears 5 per cent. yearly is

exceedingly fortunate. Consequently, the lucky man with his 5 per cent. would find that he was very unfortunate, according to Mr. Hubner's deductions, if he was tied up by a trading stamp contract.

"Suppose I am doing a small business, say \$100 per week," said a merchant who is giving trading stamps, "and suppose that the trading stamp people increase my business even 100 per cent., which would be enormous, if I paid them \$10 it would really be 10 per cent. of the new business. As it takes 10 per cent. to conduct our business, you can readily see where we would be at. Of course, we reserve the right not to give stamps unless they are asked for, but if we refuse, our customers get angry and go somewhere else to deal. The stamp people argue that we are really paying only about 2½ per cent. on our cash sales, because if a purchase of 10 cents is made, we are only required to give one stamp; but if the trading stamp people would stand in this store for a while they would see that the person who buys a 10 cent article will say, you can give me a stick of candy,' or 'throw in a cent's worth of apples,' to make the purchase 20 cents, so that they can demand two stamps. You understand, of course, that one stamp is given for each purchase of 10 cents, and any amount over that up to 20 cents does not entitle the purchaser to a stamp. You notice that we are not displaying any trading stamp advertisement, and we don't intend to."

Mr. Hubner says that the trading stamp business may be all right for business men who get large profits, but will not do for the man who sells on close margins. "If it continues," he adds, "it will mean simply that the man who gives stamps will be compelled to add 5 per cent. to the price of the goods he sells. When the public gets something for nothing it may feel satisfied that it will pay for it somewhere in the long run."

Maud Miller.

Maud Miller, in the summer's heat,
Raked the meadow thick with wheat.

The Judge rode slowly down the lane,
Smoothing his horse's chestnut mane.

"With wheat at a dollar per," said he,
"This maid is about the size for me."

Then he smiled at her and she blushed at him,
And over the meadow fence he climed.

"Will you marry me, sweet maid?" he said,
And she told him yes, and they were wed.

Alas for maiden, alas for Judge,
For old designer and wheatfield drudge.

Lord pity them both and pity us all,
For Maud didn't own that wheat at all.

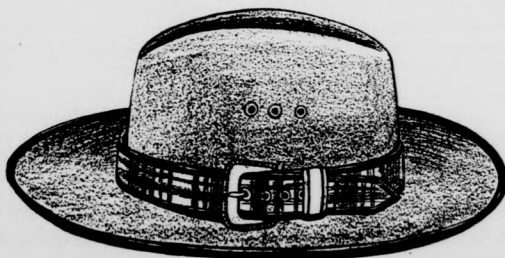
And the Judge remarked, when he learned the cheat,
"Don't talk to me about dollar wheat!"

Consul Dobbs, at Valparaiso, points out that the attempts to introduce light bottled beer from the United States into Chili have proved failures. The natives prefer their own heavy brews, which cost 5½ to 7¼ cents, to the imported beer, which cannot be sold at less than 14½ cents a bottle.

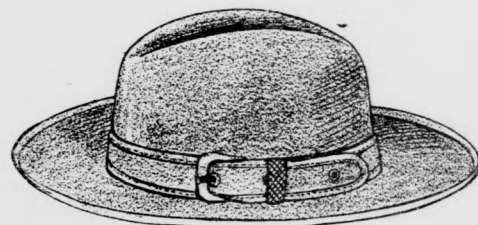
BARGAIN BEAUTIES

Dakota Pat. 122
Cavalier " 129
Montana " 657
Idaho " 655

\$7.50
PER DOZ.



DAKOTA.
Knowlton's Pat. 122. The best quality made.



CAVALIER Pat. 351.
\$6.00 per dozen, in all colors.

We have a complete line of these goods in stock,
and can assure prompt delivery.
Soliciting your orders, we are,
Yours for business,

CORL, KNOTT & CO.
GRAND RAPIDS.

Around the State

Movements of Merchants.

Empire—Jas. F. Egan has sold his tinshop to Fritz Rohr.

Luther—E. Kennedy, meat dealer, has retired from trade.

Douglas—Geo. J. Menold has moved his drug stock to Mesick.

Cadmus—Chas. W. Stockwell, grocer, has removed to Sand Creek.

Frankenmuth—M. F. Schick has sold his drug stock to A. O. Speckhard.

St. Joseph—Harry Stone's jewelry store has been closed under mortgages.

Newberry—Stafford & Smith succeed Stafford & Johnson in the grocery business.

Negaunee—Martin Joyce has opened his new dry goods and furnishing goods store.

Freeport—W. Elliott & Co. have moved their clothing stock to Lake Odessa.

Ishpeming—Whitford & Gill succeed Mrs. M. Robbins in the undertaking business.

Perrinton—L. E. Woodruff will close out his hardware stock and remove to Lansing.

Almont—Mair & Cathcart have purchased the general stock of J. N. Sullivan & Co.

Van Buren—T. G. Anderson has erected a warehouse and will deal in feed and hay.

Ishpeming—Gust Beyer succeeds Richard Quayle as local manager for Nelson Morris & Co.

Ishpeming—J. H. Olds has purchased the confectionery stock of Mrs. Pelton on South Main street.

Charlesworth—Rufus Rose is erecting a store building in which he will engage in general trade.

Escanaba—Geo. Young has closed out his bakery and confectionery stock and retired from business.

Cedar Springs—C. J. Bradish has repurchased the harness stock sold several months ago to Fred Harding.

Central Lake—Richard Blackman, of Wheeler, announces his intention of opening a grocery store here.

Brown City—Wm. McLeod & Co. have embarked in the furniture business in the Knickerbocker building.

Alden—The R. W. Coy Estate, general dealer at this place, has opened a branch general store at Van Buren.

Traverse City—G. A. Herkner, meat dealer on South Union street, has sold out to John Heiland, of East Jordan.

Alba—Jas. Hamacher & Son have moved their general stock to Negaunee, where they have re-engaged in business.

Sunfield—Mr. and Mrs. F. C. Stephens, of Lake Odessa have opened a millinery and bazaar store in the Wilson block.

Lacota—Ed. Myers is preparing to put in a new stock of general merchandise in the store C. W. Long just vacated.

Lisbon—T. H. Condra has sold his general stock to E. King & Sons, who will continue the business at the same location.

Hopkins Station—Baxter & Davison, of Bloomingdale, succeed Noggle & Gordon in the hardware and tinshop business.

Menominee—Pauli & Seidl, whose clothing stock was recently damaged by fire, announce their intention of inaugurating a department store as soon as the building can be repaired. The damaged stock has been sold by Geo. P. Gore & Co., of Chicago.

Potterville—Nixon Bros. have purchased the general stock of G. N. Potter and will continue the business at the same location.

Port Huron—O. L. Boice will shortly remove his drug stock to the new building at the corner of Thomas street and Pine Grove avenue.

Lansing—J. H. Brusselsback has resigned his position with A. Ronk and taken a position in the linen department of Burnham & Co.

Menominee—Marten Janowitz and Edward Smith have formed a copartnership and embarked in the grocery business in the Wanek building.

Ludington—Peter Wangan has embarked in the tea, coffee and spice business on Dowland street under the style of the Ceylon tea store.

Charlotte—L. Barrick, of the City bakery, has sold out to Wesley Anderson, of Bellevue, who will continue the business at the same location.

Coopersville—M. Durham and S. Vander Meer have formed a copartnership under the style of Durham & Vander Meer and engaged in the feed business.

Mt. Pleasant—Bert Isbell has embarked in the restaurant business on Main street, placing in charge thereof Mr. Jocelyn, who is an experienced baker.

Flint—Bert M. Garner has embarked in the undertaking business on South Saginaw street. Mr. Garner is a graduate from the Chicago School of Embalming.

Lansing—R. B. Shank, Clyde Christopher and Frank Loftus have formed a copartnership for the purpose of embarking in the bazaar business at 217 Michigan avenue east.

Sault Ste. Marie—The new Iroquois Hotel is progressing finely. Jan. 1 will see the hotel ready for guests. It will be considerably larger than the one which recently burned.

Ludington—H. P. Hilton has repurchased the City bakery of A. J. Yakes and will conduct the business at the old stand, also continuing the ice cream business on James street.

Newberry—J. C. Foster is in quest of a skunk exterminator. He prefers high-priced chickens and the hardware business to skunks, sleepless nights and the odor in the neighborhood.

Lansing—Milo Walker, of the former firm of Walker Bros., millers at Bath, has purchased a store building on Turner street, in which he expects to open a stock of boots and shoes.

Negaunee—Henry Trajarvi, confectioner, has purchased the fruit and confectionery business of Peter Auno and removed his stock to the building formerly occupied by Mr. Auno.

Calumet—A. J. Ruhl has formed a copartnership with John W. Ruhl and M. Piowaty for the purpose of conducting the produce and commission business here under the style of A. J. Ruhl & Co.

Belding—F. P. Fisher, who has been manager of the Hustler grocery for the past year, has severed his connection with that establishment and returned to his home at Clyde. Ernest Moore will have charge of the business in the future.

Dollarville—The old log cabins between the railroad track and the business part of the town will be torn down in the spring and the ground leveled and converted into a park, with a flowing well in the center. Shade trees will be planted and Mr. Danaber expects quite a tourists' resort here.

Houghton—Roach & Seeber, produce dealers at Waterloo, Iowa, have purchased a building lot here for the purpose of erecting a cold storage warehouse, 30x45 feet in dimensions, which will be operated as a branch of their Waterloo establishment.

Saginaw—An ordinance has been introduced in the Common Council providing for a tax of \$5 a day upon transient merchants. The ordinance is aimed at fire sale and other temporary business concerns which compete with local merchants for a brief period without bearing any of the burdens of the city's expenses. A similar ordinance, which was in force several years ago, was taken into the courts and declared unconstitutional.

Detroit—State Dairy and Food Commissioner Grosvenor has secured an order from Judge Hosmer commanding Police Justice Sellers to show cause on Oct. 25 why a mandamus should not issue compelling him to entertain complaints against persons complained of for selling colored oleomargarine. The petition sets forth that in one instance the justice refused to take the complaint for the reason that, in his opinion, it does not charge any offense against the laws of Michigan.

Manufacturing Matters.

Burr Oak—Hincher & Willer succeed A. R. Hincher & Son in the furniture manufacturing business.

Jackson—The Lewis & Allen Spring Co. has changed its corporate style to the Lewis Spring & Axle Co.

Fouch—Geo. Southard has leased the S. K. Northam shingle mill and begun operations with thirteen hands.

Petoskey—John Karamol has embarked in the cigar manufacturing business at this place, making two brands of cigars, the K. P. and Esther.

Farnsworth—Goggins & Sturgis, who operated a broom handle factory at this place, have dissolved partnership, Mr. Sturgis retiring from the business.

Bay City—The South End Lumber Co. has secured a contract to saw several million feet of Canadian logs, and is this week cutting on the new contract.

Coldwater—August Visel has purchased the interest of Wallace E. Wright in the Coldwater Bicycle Novelty Co. The business will be continued under the same style.

Detroit—McIntosh, Crane & Co. have filed articles of association and will manufacture candies in this city upon a capital of \$10,000, three-fourths of which has been paid in.

Ionia—R. L. Burger has purchased the interest of his partner, Z. B. Cutler, in the firm of Cutler, Burger & Co., cigar manufacturers, and will continue the business in his own name.

Lewiston—The Michelson & Hanson Lumber Co. shipped 3,200,000 feet of lumber from the mill of the company in September, next to the largest shipment ever made by it in a single month.

Detroit—Emil Jacob and sixteen other Detroiters have organized the Chatahochie Mining Co., with a capital stock of \$25,000, of which \$6,000 is paid in. The business office will be located at Waconchie, White Co., Ga.

Manistee—There is evidently going to be a large amount of logging done on the river here this winter, and already the competition for mossback logs is getting quite keen. The established price for hemlock has been so far \$3.25, but rumor has it that one large block of about 5,000,000 feet has changed hands at \$3.50.

Detroit—Notice of the increase of the capital stock of the Burrell Chemical Co. from \$100,000 to \$150,000 has been filed with the County Clerk. The action was taken at a special meeting held on Oct. 16, by a vote of over two-thirds of the capital stock.

Detroit—The Dickinson Chemical Co. has filed articles of incorporation and will manufacture chemicals and other articles of like nature in this city upon a capital of \$50,000, of which \$10,500 has been paid in. Albert E. Dickinson, 650, Porter A. Tucker, 100, and Henry F. Meier, 300 shares, are the incorporators.

Coldwater—J. R. Maltby has accepted the lot selected by the committee on the southwest corner of Bennett and Hooker streets near the waterworks for the location of his furnace factory. The committee will proceed at once to collect the subscriptions to pay for the lot and meet the conditions of the contract with Mr. Maltby.

Owosso—R. N. Parshall, of Williams-ton, formerly of Perry, has purchased the lot at the corner of Washington street and Corunna avenue, alongside the D. & M. Railway track, and will erect a flouring mill thereon. The building is to be three stories high, 32x48 feet, with a boiler room at one side. It is hoped that the mill will be ready for business before January 1.

Lansing—The Lansing Wheelbarrow Co. has begun excavations for a new building. The improvements will consist of an addition, 50x100 feet, to the blacksmith shop and a new boiler room, the erection of which is necessary to accommodate two large new boilers recently purchased. The erection of these buildings and the minor improvements to be made will entail an expenditure of \$5,000.

Bay City—The lumber business is active here. All of the mills are running and lumber is being sold and shipped by water and rail at a lively rate. There have been a large number of sales during the last thirty days, and a good deal of lumber has been disposed of to go forward before navigation closes. Prices are more satisfactory and manufacturers, who have been down in the mouth the last three years, are now looking cheerful.

Marquette—Wm. Malmberg, formerly warden of the Marquette prison, comes out with a card in the Mining Journal advocating the establishment of a cracker factory at this place. In view of the large number of idle factories in different parts of the State—and all over the country, as well—in consequence of the cracker war which has been in progress for several months, the suggestion is not favorably regarded by the grocery trade, which realizes that baked goods, both crackers and sweet goods, are now selling at less than the cost of manufacture.

St. Ignace—Chas. Moore has purchased the sawmill of Wm. Baird, located on Bois Blanc Island. The mill has been idle for the past two years, but will be started up again about December 1. The plant consists of engine and boiler, two circular saws, one lath saw and two shingle machines. There is plenty of pine and cedar in the vicinity to keep the mill running for five years, after which time it is the intention of Mr. Moore to move the mill to the mouth of Carp River and operate it there. Mr. Moore has taken in his brother, John C., and his nephew, Robert John, as partners and the plant will be operated under the style of Moore's lumber, lath and shingle mill.

Grand Rapids Gossip

L. A. Mellings has opened a grocery store at Angell. The Olney & Judson Grocer Co. furnished the stock.

J. M. Medler & Co. have opened an office in the Michigan Trust Co. building for the sale of photographers' supplies and mill supplies.

F. J. Leach, confectioner at 535 South Division street, has added a line of groceries. The stock was furnished by the Olney & Judson Grocer Co.

J. C. Sedam has sold his grocery stock at 113 South Division street to Fred. Greenwood, of Manistee, who will continue the business at the same location.

L. H. Fancher, formerly engaged in the hardware business at Bloomingdale, has opened a grocery store at that place. The stock was furnished by the Olney & Judson Grocer Co.

George Metz is erecting a two-story brick store building at Mill Creek, the ground floor of which has been leased by J. H. Baker, of Cannonsburg, who will occupy it with a general stock about Nov. 1. It is understood that Mr. Baker will continue to conduct his general store at Cannonsburg, the same as heretofore.

The new furniture enterprise exploited by Wm. H. Boyns will have a paid-in capital of \$25,000, composed of eight extensive buyers of furniture, several traveling salesmen and a number of local investors. The new company will occupy the Winegar plant, at the corner of Prescott street and the G. R. & I. Railroad.

The Tradesman will keep "open house" carnival week and cordially invites all business men who visit the city on that occasion to make the Tradesman office headquarters. Ample arrangements have been made for the checking of wraps, umbrellas and parcels and any information in possession of the office force will be at the disposal of the visitors.

The assets of the Grand Rapids Paper Co. were sold at auction last week by the Peninsular Trust Co., being bid in at \$2,235 by J. H. Martin, father of one of the partners. This sum will not cover the claims of the creditors included in the first mortgage, leaving the other secured creditors out in the cold. Whether the business will be continued or wound up as soon as the present stock is disposed of has not yet been determined.

Frank Jewell, Vice-President of the Clark-Jewell-Wells Co., celebrated the twenty-fifth anniversary of his entrance on a business career Tuesday. Previous to that time he had resided at Cedar Springs, where he won an enviable reputation as a student in the public schools. October 19, 1872, he entered Swensberg's business college, putting in a few spare hours each day at the wholesale grocery establishment of I. M. Clark & Co., and covering the nearby towns Saturdays in the capacity of traveling salesman. Three months later he devoted his entire time to the sale of goods on the road and, with the exception of about eighteen months, he has been identified with the wholesale grocery business ever since, rising by degrees to the important position he now occupies.

The Michigan Central Railway is constantly increasing its holdings of Grand Rapids real estate, evidently for the purpose of securing the benefit of the "unearned increment" which it has steadily undertaken to prevent by unjust discriminations against the city ever since the system was connected with this market. The latest acquisition is two lots on McConnell street, the owners of which were agitating the matter of opening the street across the tracks of the Central, necessitating the removal of the wood and coal yards which have occupied the street for years in defiance of law and the rights of the people. Chas. B. Judd owned a thin slice of land of 13 feet frontage on McConnell street and 136 feet frontage on South Ionia street, for which he received \$500. Wm. Brummeler owned the adjoining lot, having a frontage of 44 feet on McConnell street and a depth of 136 feet, for which he received \$3,000. The warehouse on the latter property is still held by the former owner and will be occupied by Wm. Brummeler & Sons, the same as heretofore.

The Grain Market.

The past week has been an exceptionally quiet one. There were some spasmodic bulges in the market, but, on the whole, it was a weak market and prices are now about where they were one week ago. The visible showed an increase of only 1,136,000 bushels, against 2,374,000 bushels at the same week last year. Notwithstanding the market is weak, the conditions were never stronger than they are now. The exports are arge, having averaged 19,000,000 bushels per month for the last three months. September capped the climax, as there has not been a month recorded when so much wheat was exported as there was during the last month. The world's shipments were large, of which nearly two-thirds came from the United States. Trade is congested—not much doing; in fact, there has not been so little trading in grains for years. The great difficulty is, wheat is bringing about its value or a little less, and the bears are afraid of bounding it, especially as Chicago has only about 2,000,000 bushels. As a rule, Chicago has 12,000,000 to 15,000,000 bushels. The question arises, Where is the wheat to come from to fill the orders for the 6,000,000 to 8,000,000 bushels which has been sold short in that market? The ground has been so dry that the growing crop has not been making any headway.

Corn held its own until Tuesday, when it slumped off 2c.

Oats are down a little and will probably go lower, as the consumption of this cereal is growing less every year.

There is more enquiry for rye and prices have been sustained.

Mill feed is in good demand and flour sales are about as usual, as the market is barren of stocks.

The receipts during the week were 50 cars of wheat, 8 cars of corn, 11 cars of oats and 8 cars of rye. The rye is shipped through here, as none is used in this market for grinding purposes.

Local mills are paying 85c for wheat.

C. G. A. VOIGT.

Fred B. Clark, of the lumber firm of Clark & Jackson, at Duluth, is in town for a few days. Mr. Clark will be remembered through his connection with the wholesale grocery house formerly known as the I. M. Clark Grocery Co.

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

The Grocery Market.

Sugar—Opinions seem to agree that the next fluctuation is more likely to be a decline than an advance. The European market is steady and weak by turns, and the net condition shows no advance over the decline of the week previous. The domestic raw market is steady and with little business. The consumptive demand for refined sugar is falling off somewhat, but is still fair.

Tea—Retailers are not very free buyers, and the movement in general is not large. There is a considerable tea in transit or just landed on the West Coast. Both Japan and China teas are coming with more freedom than at any time since the discussion of the tariff bill. Low grade teas are scarce here and abroad, and cheap teas will not be in the market this season. The low price of coffee is undoubtedly cutting off not a little of the demand for tea.

Syrup and Molasses—The market for sugar syrup is very steady and with a small demand. Prices are unchanged and no fluctuation is expected. There is rather a better demand for molasses and the stock is now going out more freely at unchanged prices. The supply of molasses is at present limited, and no new stock has as yet been received. The planters in Louisiana have at last been able to start work, however, and there is some prospect now for the opening of the new season. If there are no further interruptions new molasses should be received in this market inside of two or three weeks. The opening price is likely to be less than last year.

Canned Goods—There is practically no market in tomatoes at present, although everybody expects higher prices later in the season. Nearly all of the packers have now ceased packing. Practically nothing is doing in corn. A little is selling all the time, at unchanged prices. Peas are likewise dull, without change in price. Baltimore packers claim to have sold large quantities of their product in other sections of the country, but their sales in this section have been comparatively small. Peaches are quiet. Very few Baltimore goods are selling and jobbers are now waiting for the receipt of the California peaches which they purchased earlier in the season.

Rice—Prices are still high, both on foreign and domestic rice. The increased tariff on foreign will probably have some effect on keeping up the price of the domestic product.

Spices—The market is advancing on spices, especially on pepper and mace. The market in extracts is very firm, and the movement good from this market.

Dried Fruits—West Coast reports say that about three-fourths of the apricots of the Coast have gone out, and that there is a heavy and increasing demand for export. If this report is true there will be a higher market. Peaches are holding firm at prices hitherto quoted. There is a good stock in this market and the movement is good. Prices are lower than last year, which is helping the movement materially. From Oregon the report is that there is a scarcity of 40s to 50s prunes, and that producers are trying to induce buyers to take 50s to 60s. The Oregon crop is said to turn out only about 50 per cent. of the 40s sizes expected. Eastern reports are to the effect that figs of the new crop are coming earlier than usual, about twice the amount having arrived as compared with the same date last year. The quality is poorer; the warm weather

checks demand, but prices are comparatively high, owing to the increased duty.

Rolled Oats—There is a weakness in the market, manufacturers having reduced the price 25c per barrel.

Provisions—Lard is very quiet, both pure and compound, and prices are easy. It is the opinion of the trade that prices have about reached bottom and but little change is expected until after the first of the year, when there will be more activity through buyers' willingness to take hold of stock. Present prices are very low, and both pickled and smoked meats are being sold below the cost of production.

Fish—Round herring is very scarce, as are all lake fish, the latter growing more scarce every week. Cod is steady, but is plentiful. The catch of mackerel is no better than last reported, and is counted almost a failure. Very little of it will come into the salt fish market, as the greater part goes to market fresh. Trade in salt fish is very good in this market.

Rapid Growth of a Progressive House.

Hirth, Krause & Co. engaged in business in the spring of 1883 at 118 Canal street, handling leather and furnishings, hides, etc. After several years the house discontinued the handling of hides, at the same time adding a full line of shoe store supplies until it is now conceded to carry the largest and best assorted stock in the West. A little later the house added a children's shoe department, in which line it has succeeded so well that it is now supplying the largest trade in Michigan, Indiana, Wisconsin and Nebraska. Three years ago the house took the agency of the Goodyear Glove Rubber, of which it carries a complete line, and on which it has succeeded in building up a large trade. A recent addition to its business is the importation of the German Elastic Circular Feed Sewing Machine. Being direct importers and sole agents for the United States, the house is in a position to quote greatly reduced prices on this machine, which it is claimed has several points superior to other machines of the same class. The firm makes a constant study of bringing each department up to its highest efficiency. In view of the fact that the house has outgrown its present quarters, 12 and 14 Lyon street, the two senior members of the firm, F. Hirth and G. A. Krause, have purchased a lot on South Ionia street, on which they will erect a brick building, 50x100 feet, five stories and basement, with all modern appliances, which the firm will occupy about March 1.

For the Benefit of His Customers.

While talking with a druggist in a neighboring city, a few days ago, the writer noticed a bulky scrapbook lying on the counter in full view of all visitors to the store. Enquiry disclosed the fact that the druggist keeps that scrapbook solely for the benefit and education of his customers. In it are to be found clippings concerning department stores and their methods, historical articles of popular interest concerning the drug trade, several items concerning inferior goods on the market, and a whole mass of information of various kinds calculated to inspire the reader with the advantage of patronizing exclusive stores and of demanding the best class of goods. The idea is a good one, capable of application to any line of trade.

If some merchants worked half as hard to do things the right way as they do to explain why they have been doing them the wrong way all the time, there would be fewer failures.

SUCCESSFUL SALESMEN.

Fred J. Ephlin, Representing Lautz Bros. & Co.

Fred James Ephlin, who at an early stage in his career became familiarly and affectionately known as "Fritz," first smiled upon this vale of tears thirty years ago—the exact date was February 28, 1867—in the little Indiana city of La Porte, where his parents still reside in the fine old homestead. His father, Edward Lion Ephlin, is a contractor, being the founder of the firm of Ephlin & Whorwell. His mother was Miss Sylvia Annette Shreve before her marriage. Both she and his father were from Pennsylvania, but were originally descended from Yankee families in New England. Fred's father was a loyal supporter of the Union, serving every day through the late war. He was a member of Company F, Ninth Indiana Volunteers, serving as Fife Major and Second Lieutenant. At Christmas time when his boys are at home, he delights in entertaining them with reminiscences of war times—but he is free to acknowledge that his most thrilling experiences and exciting engagements were tame as compared with the interviews he used to have with Master Fred in the woodshed, after one of that young man's "scouting expeditions" in Northern Indiana!

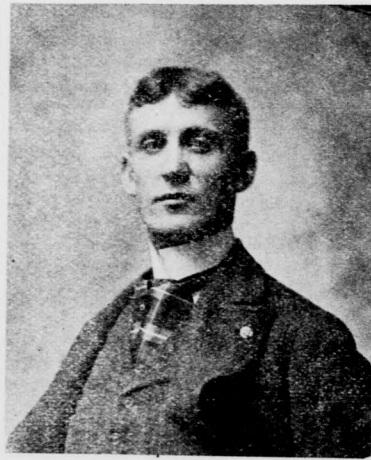
Fred's schooldays were marked by the usual boyish pranks, followed, presumably, by the usual punishments; but, while he had the name of being the most mischievous boy in town, he also was looked upon as the kindest hearted and one of the bravest and most generous. Nature had endowed him in ample measure with one of her most precious gifts—unfailing good nature, a trait which has developed until, as one of his customers said, "His cheery 'Hello' and his mirth and music make one feel young." This perennial geniality has won for Mr. Ephlin hosts of friends.

One of his pet hobbies from boyhood up has been the advancement of all athletic sports. This taste led him, at one time, to follow off some traveling show—the necessity of walking home after a few days dampening his enthusiasm in this direction. At another time, after several months of training, he considered himself proficient to enter himself in the Field Day sports of a certain Michigan town as a "boxer." His opponent was a professor of the manly art and the time they were to box was ten minutes. It is told the contest lasted just ten seconds. Fred landed on him once. The professor landed once. Fred has not spared any since.

In the business world Fred's ventures have been successful. After finishing school, at the age of 21 he embarked in the grocery business in his native town with Allen B. Chaney, of Olney, Ill. After one year the partnership was dissolved, that Fred might take a position on the road. The same month—December, 1890—he began his service with Lautz Bros. & Co., of Buffalo, N. Y., manufacturers of laundry soaps and starches, a position he still holds, being now their Michigan State agent.

As characteristic of the boy, Mr. Ephlin has brought into manhood, and its duties and pursuits, the qualities of perfect sincerity and originality, the latter manifesting itself in the most unconventional and unique business methods. One of his novel schemes, upon his first rounds through the State, was to carry a small piccolo banjo, and give a song and banjo solo, or a song

and dance, in exchange for an order, the song usually winning the order; if, however, the buyer happened not to have a soul tuned in harmony with Fred's banjo, then he played until the buyer was glad to give the order, to have him quit. Here's another: One time this young man entered a Jackson grocery, greeting the proprietor with that bonhomie of which he is master. Walking over to a great pile of empty soap boxes labeled "Acme," he began at the lowest, striking each in succession, at the same time singing the notes of the scale. This performance he repeated several times, when, turning to the grocer, he said: "They play a pretty tune, Mr. Blank; but were you to replace them with full ones, I promise you the tune they'd play would pay you better. How many octaves shall I make



it?" Needless to say, a good fat order for "octaves" was forthcoming.

Into his social life Mr. Ephlin also brings that enthusiasm and good fellowship which make for him friends of all who come within the circle of his acquaintance. He is an Elk and a member of the Knights of the Grip; belongs to the Baptist church, and to each organization he gives his best efforts in promoting its interests; politics, like his father's, Republican, "and too solid to jar."

Until 1892, Fred was one of the fish in the matrimonial sea, for whom many fond mammas of marriageable daughters angled, but unsuccessfully. Then, one happy day, Fate took the matter in hand and Fred met Miss Blanche Holton, the charming young daughter of R. W. Holton, of New York. In speaking of his courtship, he says: "I thought I wasn't in the 'also rans' on the start in the race for my wife, for several suitors were so much handsomer than I. The race was 'neck and neck' for some time; but I finally won, because, for once in my life, I was not 'jest a jokin'!"

Mr. and Mrs. Ephlin reside at the Livingston Hotel in Grand Rapids, which city he also makes his business headquarters.

The Whirligig of Time.

Mary had a little lamb,
Its fleece was white as snow,
And everywhere that Mary went
The lamb was sure to go.

Its fleece is still as white as snow,
But Mary's lamb has grown,
And now she'd rather walk three miles
Than face that lamb alone.

Toronto hotels have been bothered by a man who persists in putting six names on the register and ordering six rooms, although no one accompanies him and he represents nobody but himself.

Holiday Goods

The most profitable goods you can carry.

1897

To the Trade

We trust all that can come to Grand Rapids this fall will call upon us without fail. We have something worth your visit. We want to show you the splendid improvements we have made in our Wholesale Store, corner Spring and Fulton streets; improvements by which we are able to display one of the most Complete Assortments of Merchandise ever shown in our lines, by which we are able to offer our goods at lower prices than ever before.

Owing to our entire stock arriving before the great advances caused by the new U. S. Tariff, our prices on Holiday Goods are entirely based upon old values, so that any purchases from us this fall will be a perfectly safe investment, as goods will probably never be as cheap again.

We want to show you, also, the following lines of goods from our Holiday Catalogue. If not received, send for it.

Dolls of every sort,	Butters,	Soldiers,
Cups and saucers,	Cuspidores,	Tin toys,
Plate sets,	China novelties,	Imported toys of every sort,
Bread and milk sets,	Jardinieres,	Tool chests,
Children's mugs,	Teapot stands,	Blackboards,
Shaving mugs,	Japanese ware,	Toy furniture,
Cream pitchers,	Vases,	Wooden toys,
Sugars and creams,	Water sets,	Iron toys,
Four piece sets,	Celluloid:	Ships, boats,
Tea sets,	Toilet cases,	Chairs, tables,
Tete-a-tete sets,	Manicure cases,	Wash sets,
Berry sets,	Glove boxes,	Horses,
Salad bowls,	Handkerchief boxes,	Shoo Flies,
Oat meals,	Necktie cases,	Carpet sweepers,
Fruit saucers,	Smoker cases,	Drums,
Bone dishes,	Shaving sets,	Doll carriages,
Bread and butter plates,	Collar and cuff sets,	Carts,
Cake plates,	Photo boxes,	Velocipedes,
Celeries,	Wall pockets,	Iron wagons,
Spoon holders,	Scrap albums,	Desks,
Mustards,	Picture books,	Cradles,
Candle sticks,	Reading books,	Beds,
Toothpick holders,	Bibles,	Girls' sleighs,
Match safes,	Board covered juveniles,	Coasters,
Cracker jars,	Calendars,	Cutters,
Chocolate pots,	Games—5c, 10c, 25c, 50c,	Skates,
Syrup jugs,	\$1.00 to \$3.00 each,	Tablets,
Celery trays,	Puzzles,	Box paper,
Manicure trays,	Blocks,	Pencils,
Comb trays,	Checkers,	Slates,
Pin and pen trays,	Dominoes,	Silverware (hollow),
Olive, jelly and almond dishes,	Chess,	Rogers Bros. 1847 silver,
	Playing cards,	Clocks, lamps, etc., etc.

We also publish the following separate Catalogues. Write for any needed, if you have not already received them:

- No. 128. Children's Carriages,
- No. 131. Glassware Catalogue,
- No. 132. Grocers' Sundries and Bazaar Catalogue,
- No. 134. Crockery and China Catalogue,
- No. 135. Lamp Catalogue,
- No. 137. General Catalogue, consisting of Nos. 131, 132, 134 and 135,
- No. 136. Holiday Catalogue, 1897: Catalogue of Sleighs and Desks; Catalogue of Refrigerators

REMEMBER We are manufacturers and manufacturers' agents. Our terms and prices are equal, and in very many items below those of any other firm in the United States. You can make personal selections and Save Money.

H. Leonard & Sons

134 to 140 Fulton St.,
Grand Rapids, Michigan.

THE DIVINE PLAN.

That Life Truly Successful Which Is in Harmony Therewith.*

Text: "In Him we live and move and have our being"—Acts XVII, 28.

It gives me great pleasure to greet the brothers of the traveling fraternity to-day. The members of the particular branch of the profession to which I belong are familiarly known as "itinerants," and, when one becomes a full-fledged minister in our church, he is said to have been admitted into the "traveling connection." He has his "territory," his "route," his "circuit."

Traveling men are a benefit to business in many ways, and are a progressive, intelligent and interesting class of men. Their contact with the bright men of business and their observations of the world tend to give them a social culture which is worth winning. Having had traveling men in my own family, and having known them intimately in a social and business way, it is my opinion they represent as generous and jolly a class of people as one finds.

Instead of the retail men in the little towns making the journey to the large cities once or twice a year, at great expense, the traveling man brings the wholesale house to them, at much less expense, and with much better results, for the bewilderment of an immense stock is thus avoided. In my boyhood I clerked in a general store, where I sold everything, from tar to lace, with soap between—which was very appropriate, of course. My employer went every season to New York to buy his stock. He was gone about a week. Took quite a bunch of money with him to pay expenses—and I suspect some other things. Came back without money and with headache and was not good for much for business for another week. But modern methods in business are a great improvement. The retail dealer saves his money, and if there is any headache, it is on the other fellow's shoulders.

Your ranks are honored by having in them some of the greatest men in history. Indeed, our Lord was a traveling man, going about on his Father's business, representing his Father's house. Paul was a traveling man. In his nationality he represented that great race of commercial men, the Jews, who have been, and still are, identified with the foremost business interests of the world. But, although he was a traveling man from a bustling city, nevertheless he had high and large thoughts about men and life. In one of his trips he "made" Athens, a great commercial city and a college town, as your city is; and, observing the importance of the place and the high quality of its citizens, the large and lofty thoughts of this great traveling man sprang to his lips and he made this declaration: "For in him we live and move and have our being."

You hear enough of business the year through: "So much a barrel;" "by the gross, so much;" "ten off for cash!" These are familiar expressions, of which you must be tired, and I have decided to turn your thoughts away from them for a season.

In response to a special message, you have "run in" to the house to-day, and I have a special "drive" for you. The Michigan Tradesman promises you that I will "trot out the best sermon in the barrel." But, the truth is, I have no "barrel;" I don't place my goods on the market in the barrel! I offer you absolutely fresh goods this morning.

I have been "off on the road" myself lately; and, when night came on—these wonderful, awe-inspiring, holy nights—I strolled alone in the forest. And, wherever I could find an opening between the trees looking toward the sky, I could see the countless stars, which the astronomers declare are so many moving worlds, and some of which are said to be much larger than this ponderous earth on which we live. And, alone there in the woods at night, as

the gay stars were dancing their figures on the celestial floor, I thought such thoughts as these: What a power must have been required to make one of these stars! What power must be employed to keep them all in proper motion and order! What power would be required to destroy one of them! Then my thoughts came back to myself. So small was I that I could hide behind one of the countless millions of trees in the woods, and yet in my thoughts I could go to those stars and think their Creator's thoughts! And then I thought that the stars are in His plan. And so are we. It would require no more power to destroy yonder star than to destroy you or me, because of the supremacy of Law. Then came into my mind this saying of Paul, the traveling man: "In him we live and move and have our being." Then you came into my mind. Out on the road—everywhere—north, south, east, west—but always under the same arching sky, always in the same Father's tender care.

Now, certain great and fundamental laws determine the course and affect the life of these stars. And so certain fundamental laws determine and affect our life. Yonder vast and enchanting system of worlds is not a hodgepodge, a happy-go-lucky, rollicking, lawless crowd; but law, order, system, are everywhere displayed and always maintained.

For instance, there is the law of

UNITY OR INDIVIDUALITY.

The stars, as they stand out in the sky to-night, are the same that they were centuries ago. The Jupiter of today, king of the skies, is the same Jupiter that the astronomers saw in the ages gone by. The maintenance of yonder system of worlds depends upon each one's selfhood. The scholars assert that, if one of those stars—even the smallest—should be destroyed, chaos would reign and the catastrophe of the ages would result. As Venus, Queen of Beauty, sweeps on through space and swings among the myriads of admiring worlds, she remains Venus, the Beautiful, still; and the safety of the vast system depends upon her unity, her individuality, according to the divine plan. There is as much wisdom, purpose and divinity in one of you traveling men as in the entire twelve hundred and fifty millions of our earth's population! And the safety of our life depends upon each man's unity and harmony with the divine plan. Each man of you is complete in himself. Each traveling man is a part of the house he travels for, and his work figures into the footings of the year's business. The largest wholesale house in Michigan cannot balance up the year's business until it hears from the agent of the smallest territory in the State. Every Knight of the Grip counts one. Each one of you, swinging around your circle and making your towns, is in the Father's care. You figure into His business, you are related to the whole. Beautiful, indeed, were the teachings of Jesus of Nazareth on this subject: "The very hairs of your head," said He, "are all numbered!" The sparrows! "One of them shall not fall to the ground without your Father!" We have but to live the normal life as God planned it out, and the Hand which drives the steeds of the skies in their courses will guide you. "For in him we live and move and have our being!" But, in the study of these wonderful worlds, in these wonderful nights when I was "off on the road," I was impressed with the law of

PROGRESS IN THE DIVINE PURPOSE.

Suppose one of these stars should stop! It would surely get run over, and the whole system would be plunged in ruin. Astronomers claim to foretell where the stars will be a thousand years hence, without the variation of even a few seconds. They run on schedule time, to fulfill the divine purpose; and, if they should be "off time," even a few seconds in a thousand years, there would surely be a collision somewhere on the road. Not only does each one maintain its individuality, but each one goes to the right place at the right time,

and so is in the divine order. The normal life of man is one of progress. The personnel of the traveling fraternity, as of other bodies of men, is constantly improving. Progress is the spirit of business, as it is also the genius of life.

And here the great traveling man who teaches us to-day has large and lofty thoughts of us. He says: "In Him we live and move." Move! Movement makes the music of the skies. Movement makes the harmony of life. Movement gets business. Once, on one of his trips, on a grain vessel, Paul was shipwrecked. But good came of it, for he had regard to the divine purpose. The supreme success of a man's life depends upon its harmony with the supreme purpose of the great God. This seems to be the traveling man's thought at Athens. Your safekeeping is assured if you progress in the divine order. Whether you find yourselves in the sawdust towns of Northern Michigan or in the mildewed towns of Southern Michigan; whether you register at the Burdick or the Arlington or Sweet's or Hibbard or Downey or Morton or Palmer, you are in the Father's care if you are progressing along the divine plan and in harmony with the divine purpose. A man's life can't run riot, any more than a star's life can, without danger to the individual and the whole system. Neither a star nor a man can run against Nature's normal course without disaster. It is "in Him" that we move in security and with success.

Again: As those worlds came out at night to whisper to one when I was "off on the road," I thought of the great law of

ATTRACTION.

We are taught by those who have a right to be heard that the heavenly bodies do not move in a straight line, but that all revolve around a common central sun, to which they are constantly, strongly and normally attracted.

The law of attraction! What power there is in that! The ponderous worlds are held captive in its invisible chain. They sweep round and round, held in perfect poise by that wonderful force—attraction. Were it not for that, no morning star would presage the dawn of day. Were it not for that, our earth would bid adieu to the sun and wander afar in the dark and the cold or fatally collide with some other lawless tramp of the skies. Our earth is dependent upon the sun for its life, and attraction to that source of life is necessary.

And what is true of the stars is true of human lives. We are strongly and strangely affected by the law of attraction. Not only are audiences held spellbound by it, but whole lives are influenced by some thought or some person through the law of attraction. Someone whose character wins and whose spirit attracts directs the course of our life forces, affects our career and determines our destiny. Attraction gives zest to our life, relish to our work and happiness to our heart. Swinging round your route, you are held by an invisible cord to one spot—Home—for which your journeys are performed and your labors endured. It is the power of attraction, the law of star and man alike.

The higher and nobler life of man has its supreme attraction in God—the great, the glorious God! The traveling man of Athens was imbued with this nobler spirit when he said, "In him we live and move and have our being." And it is this living that puts us into the Father's care and keeps us in his plans.

Should our earth grow weary of restraint and refuse the attraction of that central sun, it would ruin the trade in harvesters and windmills and groceries, and every traveling man would be "laid off" to-morrow morning! But, if the earth remains true to that attraction, seedtime and harvest are promised, and "confidence is restored" at once. And God will see that the uncounted millions of stars in yonder sky shall get out of our way as the earth makes her seasonal trips!

Thus, brothers, are you in the Father's care, in the divine plan, when you live

the normal life, maintaining your own unity, your selfhood, pursuing His sublime and sacred purposes, yielding to His supreme attraction.

Now, several "side lines" may be worked profitably along with our main business. Of course, our chief employment relates to our Father's house. Moral character is the staple article on the market of life. If it does not go to-day, it will to-morrow. It will season over without loss. But religion affords, also, a large world of thought, of culture, of comfort, of usefulness. These are side lines. No greater or grander thoughts can come to the mind than those which have to do with man's origin, duty and destiny—in other words, character. These expand the mind and broaden the thought. The enterprising mind of the traveling man finds no satisfaction without sure margins; and should find no resting place short of the ultimate cause, which is God. True culture is born of the refining sentiments and pure ideals of religion. After a week's "hard run" and small sales and poor collections, the traveling man must fall back upon his inner life for anything like comfort. And, as for usefulness, no field offers greater opportunities than does that of religion.

But these are only "side lines," after all. The chief business of man is life, life according to the purposes of God.

In the ultimate analysis only normal life is right. And only right life is secure. The stars move in their normal course, and only thus are secure in the divine system. Man, also, living normally, is safe in the Father's care.

Our traveling man at Athens had a high idea of your nature and of your possibilities when he declared, "In him we live and move and have our being." That is, whether we travel by land or by sea, or journey from state to state, the same Lord is over all, and we are in the Father's care—our life is in the divine plan.

A Parisian doctor has discovered that a solution of 1 part of picric acid to 75 parts of water will surely and speedily cure the most terrible burns and scalds, and recommends that barrels of the solution be kept in foundries, etc., in which workmen could be immersed. The pain is instantly removed, sores and blisters prevented and a cure completed in four or five days.

A Boston suburban resident has posted conspicuously on the lawn in front of his domicile a sign reading in big letters: "Any canvasser of art or other 'part' publications entering these grounds will be considered and prosecuted as a trespasser." It works better than a dog.

Established 1780.

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

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

*Sermon delivered to Knights of the Grip at the First M. E. church, Kalamazoo, Oct. 17, by Rev. L. DeLamar.



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E. A. STOWE, EDITOR.

WEDNESDAY, - - - OCTOBER 20, 1897.

GENERAL TRADE SITUATION.

The conditions governing for the past two or three weeks seem to continue without much change. The unprecedented buying, to fill the long-depleted stocks of the retailers throughout the country, which characterized the months of August and September could hardly be expected to continue undiminished indefinitely, so it is not to be wondered at that, as compared with the unseasonable activity of those months, October should appear relatively more quiet.

But this quietness does not extend to the industrial situation, for the ratio of increase in the capacity of production continues undiminished in all lines. A significant feature of the situation is the condition of foreign trade. During the month of September the excess of exports over imports was over \$62,000,000, a sum which assures an inflow of gold and favorable exchange for some time to come.

While bear influences have continued to hold stock speculation in check, the general factors which would seem to warrant a change are decidedly in evidence. Railway earnings continue to improve in nearly all important lines. The industrials are backed by continued demand everywhere and the general crop conditions are all favorable.

The breaking of the long drouth had a depressing influence on the price of wheat, and the decline in turn stimulated movement decidedly, especially for export. It is interesting to note that the export of corn is fully up to that of the same time last year, which was remarkably large on account of the abundance and cheapness of that cereal. The exports of wheat for the first half of October were 32 per cent. more than for the same time last year, and the September exports of wheat and flour—25,868,838 bushels, against 17,646,815 last year—were the heaviest ever known.

The characteristic feature of the iron trade is the continued heavy demand, which is crowding many of the mills to the utmost, notwithstanding capacity is continually being increased. While prices advance but slowly as a whole, there is enough improvement to keep a healthy upward tendency. Advances are announced for Bessemer pig and steel billets.

The textile situation is favorable for wool and its products, while there has been a slight decline in print cloths as

a consequence of the lower price of cotton. Activity continues in all lines and the price of woolen products continues to advance, although as yet not in proportion to the advance in wool. The persistent delay of jobbers to give orders for spring boots and shoes at prices now asked does not check production, because the distribution to consumers has been so large that additional orders for winter have sufficed to keep the shops at work, and the shipments in two weeks of October were again the largest on record for corresponding weeks, over 30 per cent. larger than in 1895, and over 8 per cent. larger than in 1892.

The record of bank clearings continues heavy—\$1,308,000,000. This is a decline of 6.5 per cent. from the remarkable showing of the preceding week, but the amount is greater than for any corresponding week in six years past. Fa lures were only 196, against 237 for preceding week.

RETALIATION ABANDONED.

Even before the present tariff law was finally enacted, Germany showed by her frequent protests that it contained a serious menace to German trade. The countervailing sugar duty was in itself a serious blow at Germany, and, moreover, there were many other provisions of the law which were calculated to diminish the shipments of German products to the United States.

Since the Dingley bill became law, Germany has viewed with dismay the full realization of all her forebodings. German trade has already suffered, and suffered severely, and the commercial interests in that country realize that a continuance of existing conditions will mean very serious losses.

The first intention of the German government, backed up by the clamor of the agrarians, was to resort to a tariff war, and thus retaliate upon us for the losses to which German trade had been subjected. This policy has in some measure been put in practice, to the extent of unfair discriminations against American products wherever practicable without actual change in tariff laws. American meats and cattle have especially suffered, because these articles could be kept out on the plan of sanitary precaution.

The German government, after carefully considering all the facts in the case, has apparently made up its mind that retaliation would not improve the situation a single jot, and is now seriously considering the advisability of entering into a reciprocity arrangement under the provisions of the Dingley law permitting such an arrangement. Although no direct negotiations have yet been opened, it is expected that the American Minister at Berlin will soon be approached on the subject, or the German Ambassador at Washington may be instructed to make formal application for a reciprocity treaty.

Owing to the constant demands of the German agrarians for protection from outside competition, Germany is in no position to make a strong fight against high foreign tariffs. To blame the United States for doing what she has not hesitated to do herself did not appear either a wise or safe policy; hence it was deemed more expedient to compromise matters by seeking a reciprocity agreement.

The increased employment of labor is beginning to make itself manifest in a greater demand for commodities of all kinds.

OUR SPANISH POLICY.

The McKinley administration is pursuing a cowardly and two-faced policy with respect to Cuba. Although permitting the impression to get abroad in this country that a vigorous course was to be pursued, nothing actually has been done, except the presentation through our Minister at Madrid, General Woodford, of a mild protest against the protracted war being waged in Cuba, and a request that the island be pacified within a reasonable time. It was believed at first that Nov. 1 had been fixed as the limit for pacification, but the State Department has denied that any time had been specified.

To the protest made by General Woodford, Spain has replied by a change of Ministry, in the first place, and, in the second, by an announcement that she was prepared to grant autonomy to the island, under Spanish sovereignty; but at the same time was determined to put down the rebellion with the sword, and would promptly send large re-enforcements. This is not the answer the people of the United States expected of Spain. The removal of General Weyler, and the substitution of Marshal Blanco, means the continuation of the war, with its incidental damage to American trade. The granting of autonomy means merely the holding out of promises of reforms which will not be carried out. Besides, the Cubans want absolute independence, and the people of the United States are desirous that they should be successful in securing what they wish. Spain's reply to the remonstrances of our Government is, therefore, unsatisfactory in every sense.

The question now is: What will President McKinley do? Should he consent to autonomy for Cuba, and compel the Cubans to sue for peace on the terms now offered, the course of his administration will be roundly denounced from one end of the country to the other. The people of the United States are not prepared to submit to half-hearted measures, and demand that the war in Cuba be brought to an end, even if Spain is compelled to acknowledge the independence of the island. President McKinley should, therefore, either show the moral courage of his predecessor, Mr. Cleveland, and resolutely refuse to interfere, or he should take the bull by the horns and notify Spain that the war must cease by a certain date—say, Dec. 1—otherwise the United States will actively intervene. Such a course might lead to war; but it would be at least honest, and would be much more likely to impress Spain with the necessity of coming to some final determination with respect to Cuba.

It is absolutely necessary that something should be done by President McKinley before Congress meets, unless he proposes to allow that body to take the matter out of his hands altogether. The jingoes will certainly adopt some very radical measures as soon as Congress assembles, and it is barely possible that the President may be procrastinating, in order to shoulder the responsibility for the settlement of the Cuban question onto Congress. Such a course would be in strong contrast to that pursued by Mr. Cleveland.

THE SAFETY OF OCEAN TRAVEL.

For years past the numbers of serious accidents at sea have steadily diminished, and although from time to time there occurs some terrible maritime disaster which serves to show that the

point of absolute safety at sea has not yet been reached, it is gratifying to reflect that these accidents are for the most part connected with the obscurer ocean highways. In the great roads of traffic between this country and Europe accidents have become rare, until it is now safe to state that travel by sea has become equally as safe as travel by land.

According to a report issued by the Supervising Inspector General of the Marine Service of the Government, only forty-six passengers lost their lives last year on vessels navigating the ocean from American ports. How great a reduction this figure represents in the liability to accident at sea is shown by the fact that, fifty years ago, one in every 56,000 passengers lost his life, whereas now the record is but one death to every 1,886,000 passengers.

This greater safety of ocean travel is no doubt in a large measure due to the improvement in ship construction; but the careful inspection by the Government is certainly the principal cause of the improvement. Not only are vessels carefully inspected and compelled to supply every modern life-saving appliance, but a stricter compliance with the rules of the road is enforced and penalties for every infraction of the laws controlling navigation are impartially inflicted.

The careful investigation into the causes of all accidents, with a view to fixing the responsibility, is also in a measure responsible for the greater safety of passengers. Taken altogether, the risk to passengers on transatlantic ships is very small; hence it is not surprising that travel at sea has greatly increased and that now a sea voyage has ceased to be associated with the terrible tales of shipwreck and suffering which used to be so common.

AS TO THE ARMY.

It is understood that the forthcoming annual report of the Secretary of War will advocate the addition to the army of two or three regiments of artillery, as well as such reorganization of the forces as will permit of the adoption of the three battalion system of regimental organization. The additional regiments of artillery, it is claimed, are required to properly garrison the new coast defenses, many of which are approaching completion.

In the event that Congress should refuse to authorize the desired increase in the artillery, it is proposed, as an alternative, to reduce the number of infantry regiments and draft the officers and men composing them into the artillery arm of the service. As it is believed that the principal duty of the regular army, for the future, will be to garrison the seacoast defenses and the various posts in the neighborhood of large industrial centers, a large excess of infantry over artillery is not required.

Our present standing army of 25,000 men, while sufficient for ordinary peace purposes, would prove scarcely a nucleus for an army in time of war. The total strength would not suffice to properly man the coast defense works which are now being erected. Such being the case, it would be wise for the Federal Government to give more attention to the militia, both by modernizing the militia laws and by making more liberal appropriations for arming and equipping the State troops. No changes in the militia laws have been made since the very beginning of the Republic, hence they are not very well adapted to modern requirements. The militia could be made a very efficient force for national defense at very little cost and with very little reorganization, hence to neglect making the necessary changes in the laws would be very shortsighted policy.

THE INCREASE IN ARMAMENT.

Although our relations with the countries of Europe are becoming annually more complicated, and the possibility of foreign entanglements is more imminent than it ever was before, our Government is, nevertheless, totally indifferent to the condition of our defenses, and is making but little progress in preparing for possible emergencies. Although our navy is still very weak for the work it would be called upon in time of war to perform, Congress, nevertheless, permitted last year to pass without making any provision for a further increase in the number of fighting ships. Although it is admitted that the country does not possess sufficient arms and supplies to equip a force of 100,000 men, nevertheless no attempt is being made to provide a supply of weapons and other military stores. This short-sighted policy is made more glaringly apparent by comparison with what other powers are doing.

Great Britain will spend during the coming year on her naval establishment alone \$106,000,000, and in the way of new construction will lay down fifteen vessels, including four battleships. Including the vessels to be commenced during the coming year, the following ships will be under construction in British dock yards during the next two years: fourteen battle-ships, eight first-class cruisers, nine second-class cruisers, ten third-class, two sloops, four twin-screw gunboats, fifty-two torpedo boats, eight light-draft vessels and the royal yacht. Thus the total number of vessels of all classes under construction during the year will be 108—more by fifty than the total strength of the American navy. Their aggregate displacement tonnage will be about 380,000 tons, and the aggregate horse-power about 800,000. It is anticipated that during the next fiscal year sixty-six of these vessels will be built, including fifty-two torpedo boat destroyers.

France has a very ambitious programme of naval construction in preparation. It includes 220 vessels of all types, the principal of which will be six battle-ships and twenty-two cruisers. These boats will cost \$200,000,000, and their construction will be extended over a term of eight years, so that the drain upon the finances will reach only \$25,000,000 each year.

Japan is, perhaps, the most active navy builder after England, and unless this country authorizes a large number of ships in the near future, the distant Oriental empire will soon outrank us as a naval power. Japan now has forty-eight sea-going warships and twenty-six torpedo boats. She has built five ships since the war with China, including two first-class battle-ships of 12,800 tons each. In five years from date the total strength of the Japanese fleet will be sixty-seven sea-going ships and seventy-five torpedo boats, and all the new ships will be up to date and equal, if not superior, to vessels in European navies.

Japan has devoted the indemnity paid by China to navy building, and she has the following vessels under construction: Three 14,800-ton battle-ships in England; one 10,000-ton battle-ship in England; four first-class armored cruisers, each of 9,600 tons and 20 knots speed, two being in English yards and one each in France and Germany; two 5,000-ton protected cruisers, 23 knots speed, in the United States; one 4,300-ton protected cruiser, with speed of 23 knots, in England; eight 30-knot

torpedo boat destroyers in England; eight 90-ton torpedo boats in Germany; four of like type in France; three 3,000-ton protected cruisers and one 9,600-ton armored cruiser in Japan. Such is the list of vessels under construction at the present time. The progress it indicates is phenomenal.

It is quite within the possibilities that we may sooner or later be brought face to face in a war with Japan; hence the activity of that power in navy building should be carefully watched. Already Japan is more powerful in the Pacific Ocean than we are, and within a few years no power will be able to cope with her there but Great Britain. Our relations with Japan are already a trifle strained, owing to the annexation problem, and this fact alone should warn us that we are living in a fool's paradise. Congress ought to strengthen the navy at once, and provide a sufficient supply of arms and stores to be able to mobilize a respectable army at short notice.

THE SPEED OF SHIPS.

The achievement of the great ocean greyhound, Kaiser Wilhelm der Grosse, in smashing all records in making the transatlantic voyage has served to call renewed attention to the efforts which the various steamship companies engaged in the passenger business are constantly making to shorten the time of the sea voyage between this country and Europe. Great speed, whether in railroads or in ships, has a fascination for the American traveling public, hence the struggle for supremacy in speed is something more than mere sentiment with the steamship companies. The fastest ships secure the most passengers, are able to charge higher rates and secure the most lucrative portion of the trade. There is sufficient in this to keep up a constant rivalry.

With the constant increase in speed there has come a steady growth in the size of vessels. When the Great Eastern was built, years ago, she was regarded as an abnormal and unwarranted development. The leviathan ship was regarded more as a curiosity than as a vessel designed for practical commercial purposes. There is now building a ship designed for the regular passenger trade which will be 25 feet longer than the Great Eastern. It is hoped that this mammoth ship will lower the record of the Kaiser Wilhelm der Grosse and still further shorten the voyage across the Atlantic.

This constant increase in the size of ships rendered necessary by the more powerful machinery required to drive them through the water at the high rate of speed aimed at seems to have reached its greatest development. These great ships are not unwieldy, nor has comfort been sacrificed to speed, but the limit does seem to have been about reached as far as size is concerned, and future increases in speed will be sought by a reduction in weight of machinery, the employment of more perfect material and the elimination of waste space. That the limit to the reduction of the time of the transatlantic voyage has not yet been reached is certain, and many people believe that the crossing will yet be made in four days.

A report to the State Department from the United States Minister at Buenos Ayres says that agents of the British War Office have purchased 1,400 horses in Argentina for use by the British army in Africa. It is believed that these horses are better able to stand the trying African climate than any others.

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Clark - Jewell - Wells Co.
Grand Rapids, Mich.

Woman's World

About the Mothers' Convention.

When we drop into the cant phrase of the day and talk about the advanced woman, we mean the woman who has invaded the professions once sacred to man, or who is rafting sawlogs or going to the Klondike, or doing some other extraordinary and freakish thing. We never think of applying such a term to that vast majority who are following the time-honored profession of wife and mother. Yet they, too, have caught the spirit of the age, and there is no more important or significant figure in our day than the new mother.

We are so accustomed to seeing the new woman gather herself together in conventions to demand the ballot, or to clamor for admission to new fields of enterprise, or to read learned papers on recondite subjects, that it scarcely calls for comment. But the spectacle of a thousand women assembled for the sole purpose of discussing the best methods of rearing their children to be broad and intelligent men and women, and good citizens, is an event so important it almost marks an epoch. For it is an eternal truth that the hand that rocks the cradle rules the world, and in such a convention did the loving, tender, womanly side of the advanced woman question come up for a hearing.

That is what I was thinking the other day as I sat in the big Handel Hall, in Chicago, at the convocation of mothers. The room was crowded to the very doors with women—pretty young mothers, for the most part, in stunning new gowns and picture hats, who had babies at home in the nursery, and little children at school, and who are confronted every hour of the day with questions compared to which the riddle of the Sphinx was an easy conundrum. Every child is in itself the whole human problem, that the mother must solve offhand, rightly or wrongly, clearly or bunglingly, according to her light and knowledge, and these women had foregathered from all over the country to compare notes and gather wisdom from each other's success or failure.

On the platform sat a notable group of women and men who have devoted their lives to child study. There was Mrs. Crouse, Prof. Snyder, Miss Harrison, the most famous kindergartner in the world, perhaps—women who were prominent in club work, learned professors in the Chicago University, and other women who give their lives to work among the children of the slums—the baby criminals, who play at being anarchists and throwing bombs, and who are sentinels set to guard the dens of thieves.

Of course, there was a wide variety of speeches on a great many interesting topics, but almost invariably the heart of the matter was reached in the discussion that followed every paper. Ten women rose up from all over the house and turned it into an experience meeting, and discussed the relative value of spanking and moral suasion as a means of grace, or told how they dealt with refractory tempers, or how they showed selfish and grasping little natures the beauty and sweetness of preferring others to self. They talked about allowances of pocket money, and gift giving and receiving, and of patriotism, and how to so celebrate our National holidays as to inspire the love of country in childish souls. They talked of

Santa Claus, and fairies, and told of games they had devised for rainy days, when little people grow cross and quarrel, like their elders, simply because they are bored. Dull, indeed, must have been the woman who went away without a wealth of happy suggestions, and new theories for meeting the everyday problems of her own nursery.

At first it is a little startling to those of us who were only "raised" and not "reared" on scientific and kindergarten principles to be told that all child's play is symbolic, and is forming, unknowingly, but none the less surely, the character of the man or woman. Thus the child who is given a whip and allowed in sport to beat his mother loses in the act not only the sacredness that should hedge her in, but learns the love of cruelty and of pleasure in seeing another suffer. On the other hand, games were suggested that inculcated tender care for the weak and helpless, and that held up an ideal of nobility and chivalry. In a word, the mothers' convocations are trying to do in miniature for the little men and women what is so often suggested for their elders, and use the love of amusement and dramatic expression—the stage, if you please—as a most potent moral teacher.

That the complicated life of to-day brings with it many fresh problems is too obvious to be controverted; and it was these live issues the women discussed, with a good common sense I could not sufficiently admire.

"There should be no hotel child," said one woman, "but unhappily it is almost necessary for many people to live in hotels and boarding-houses, and many children must be raised in such environments. What is the mother of the hotel child to do?" Wasn't that a pertinent question? And there was no beating about the bush in the answer, either. If she did her duty she was not to turn the child loose, to wander up and down the corridors, and scrape acquaintance with bell boy and elevator man, or still worse, to be the plaything of the motley company of "the office" or smoking-room. No. She was to recognize that the unfavorable environment rendered ceaseless watch and care necessary, and she should keep him with her in their own rooms, and make herself his most fascinating companion. It would require tremendous self-sacrifice on the part of the mother, of course, but the convocation mothers seemed to think a child's salvation worth it.

Women who are poor, who have to study from day to day how to make both ends meet, and who lie awake of nights planning how to get Johnny new shoes, and Susie a Sunday frock, are apt to think that the rich mother has no problems. They picture her as turning her children over to a French bonne or an English nursery governess, and washing her hands of all further responsibility. The true mother's anxiety is always the same, and wealth brings with it its own burdens. One of the most interesting discussions was along this line, on the problems of the mother who has wealth and the mother who lacks wealth. One speaker told the story of a rich woman whose two sons were to inherit several millions apiece on coming of age, and of the heroic sacrifices of personal pleasures and desires their mother had made to try to fit them for that most difficult career—a gilded youth. She began the training in their infancy, and through all their childhood and budding adolescence she strove without ceasing to cultivate in them the tastes

and habits that should safeguard them from being snobs or spendthrifts, and to give them a realizing sense of the duties wealth laid upon them. In a house where there are many servants and much entertaining the mother's problem is far more difficult than that of the poor woman whose children must learn self-denial, and steadfastness, and industry by the very conditions of life.

The mothers' convention did not believe that a pug dog or a canary bird was a satisfactory substitute for a baby; and when the question of the motherless child and the childless woman came up they settled it in two minutes. Women who have the mother heart, who yearn for something to love and caress, were advised to take some poor, forlorn, unmothered waif and expend their affections where it would do the most good. It was a direct answer, without

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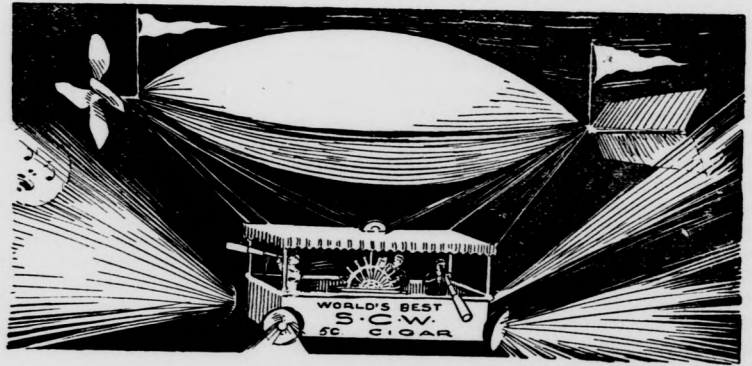
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The Law of 1889.

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
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20 M.	35c per M
50 M.	30c per M

TRADESMAN COMPANY, Grand Rapids.

any sentimentalizing about it, and it admitted of no argument.

Real mother love branches into a love of all children, and so it was natural that these happy, fortunate mothers, with rosy darlings safe in the shelter of their nests, should listen with intense sympathy while one of the women belonging to the social settlement told of her work among the children of the slums. Such a pathetic tale it was, of little waifs whose whole lives have known nothing but bruises and beatings and starvation and filth, who are gathered into the free kindergartens, where they are cleaned and clothed, and have their little feet set for a while, at least, in the right paths. In time many of these children win their mothers to the mothers' classes, and so the work of reformation and regeneration begins at the very bottom, and "a little child shall lead them."

It is generally thought that the convocation of mothers was an assemblage of theorists. On the contrary, it struck me that it was eminently practical and sane. The child of to-day is not different from the child of the past, only the new mother, with greater intelligence and broader knowledge, believes she can do her duty better by him. Just as now, science may remedy many defects, so that the child born crippled may often walk straight and strong before men, so weakness of mind or character may be strengthened and enlarged, until it grows into beauty. That was the dominant idea. "Teach your children to aspire," said Miss Harrison, her thin, worn face glowing with light; "teach them to aspire to all that is best morally, physically, in religion, and act, and nature. Aspiration is God's call to come up higher." And that's the new mother's creed. DOROTHY DIX.

Men the Most Ferocious of All Animals.

When some act of outrage by a human being is invested with characteristics of unusual ferocity, cruelty and horror-striking recklessness generally, it is the custom to describe it as brutal.

It is much to be doubted if the violence perpetrated by beasts ever is as shocking and atrocious as that committed by men. With the exception of the tame or domesticated cat and dog, which are the constant associates of human beings, it is extremely doubtful if any beast ever kills except for the highly practical purpose of making a meal. The tame cat and dog will kill for the pleasure of it, and the cat will torture the mouse that falls into her claws; but there is no reliable evidence that the wild creatures of the cat kind either torture their victims or kill without eating. As to the wild dog or wolf, his hunger is proverbial. He is always too ravenous to kill except to satisfy the demands of nature.

It is doubtful if any wild beast ever waylays and slays a victim except in obedience to some urgent appetite. Of course, the killing done by any animal in combat while defending itself or its young cannot be supposed to possess any of the features of a crime. But men kill deliberately for purposes and to satisfy demands that are not imperious. Many men have taken delight in torturing as well as murdering their fellows. History is little more than a history of murders, conflagrations, rape and robbery on a gigantic scale, under the name of war, while the individual crimes by personages of distinction in

the earlier history of the human race are almost innumerable.

An immense amount of human ingenuity has been spent in designing and fashioning the means of killing fellow-men, and every resource of science has been drawn upon to that end. A writer in the Popular Science Monthly for October declares that it is almost impossible to enumerate the means invented by men to exterminate each other in turn, from the spear and the yataghan to shrapnel, from hemlock to prussic acid, from Greek fire to dynamite.

Even the most savage tribes, which have no other evidence of progress in the arts, possess the most elaborate and effective means of committing slaughter. The bow and arrow, the blowgun, shooting poisoned darts, and the boomerang are triumphs of this science, which the savages in different parts of the earth have developed in the manufacture of deadly weapons, while in none of the arts of peace and of providing home comforts have they made any but the rudest progress.

The burnings at the stake and other atrocious means of torturing human beings are by no means confined to savage peoples or to the primitive ages. They have appeared at every period of human development down to the present. The boasted civilization of the present day has made itself notorious by the invention and adoption of the most destructive methods of warfare ever known. The possibilities of survival in a war with modern weapons are vastly diminished. As to individual crimes of bloodshed, they are shockingly numerous, and civilization has nothing to boast of.

It is a remarkable fact that the most voluptuous and sensual races of men are the most bloodthirsty and cruel, and if this be true of races, it is more true of individuals. All history teaches these facts. The monarchs who were most notorious for their moral depravity were also infamous for their most truculent and atrocious destruction of human life. Voluptuous outrages are unknown among the animals which we are accustomed to denominate beasts, and the shocking and bloody depravity which is characterized as brutal and inhuman is peculiarly and exclusively human.

The unnecessary cruelties practiced by domesticated cats and dogs appear to be derived in some way from the conditions of their association with human beings. Among wild creatures there appears to be no such thing as malignant and criminal design. The magpie in the wild state will steal and hide away small, bright or glittering articles which are of no use to it, but there seems to be some notion of practical utility in the act.

However, the worst crimes of beasts and birds in the wild state are trivial compared with the violent and bloody acts of human depravity—are trivial and even excusable. The beasts could even furnish to men examples of behavior worth imitating, instead of being made standards of wickedness. The worst crimes and the lowest state of morality are wholly human.

FRANK STOWELL

Three tobacco dealers in Toledo have been arrested for giving away buttons with cigarettes, and warrants for a dozen more have been issued. The authorities are vigorously enforcing the law forbidding the giving away of buttons, pictures, etc., with such goods.

Association Matters

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Michigan Hardware Association
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President, JOSEPH KNIGHT; Secretary, E. MARKS, 221 Greenwood ave.; Treasurer, N. L. KOENIG.

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Owosso Business Men's Association
President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

Alpena Business Men's Association
President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

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Fallis' Pancake Flour
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We want you to succeed.
If you don't, we can't.
We make Flour.
We want you to sell it.
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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.
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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.

Shoes and Leather

ST. CRISPIN'S DAY.

Historical Significance of a Discarded Holiday.

October 25 isn't marked down on the calendars of to-day as a holiday. Not a shoemaker or shoe man in all America probably ever witnessed a celebration of the day, yet historically the 25th of October is of interest to the craft and years ago was fitly celebrated in England.

October 25 is St. Crispin's Day.

Crispin and Crispinian, two brothers, were born in Rome about the middle of the third century after Christ. They were nobly born, and were converted to Christianity early in life, at a time when followers of the cross were cruelly persecuted.

Leaving home, the two brothers traveled to Gaul (now France) with St. Quentin and others and set about preaching the gospel, eking out a scanty subsistence meantime by making shoes.

The story runs that the leather which they utilized in their industry was supplied by the angels, a tale originating, doubtless, in the fact that they sold their product to the poor at what we should to-day call cut prices and which were, even for those days, exceedingly low.

The heathen listened to their instruction and were astonished at the charity, disinterestedness, piety and contempt of glory displayed in their lives and many were converted to the Christian faith.

After they had been thus engaged for several years, the Emperor Maximianus Hercules came into Belgic Gaul and a complaint was made to him against the brothers. He, desiring to gratify their accusers, as well as to indulge his own savage cruelty, gave orders that they should be brought before Rictius Varus, the most implacable enemy of the Christians of that time.

The saints bore with patience and constancy the most cruel torments and at length finished their course by being beheaded with the sword, about 287 A. D.

According to a Kentish tradition, their remains, being cast into the sea, were washed ashore at Romney Marsh. In the sixth century a great church was built in their honor at Soissons, and St. Eligius richly ornamented the shrine.

While the shoemakers in many parts of England formerly celebrated in an appropriate manner the recurrence of the saint's day, yet in other crafts the honor of the two brothers was held less in reverence.

For instance, we are told that "at Tenby it was customary for members of other trades, chiefly the carpenters, on the eve of St. Crispin's Day to make an effigy of the saint and suspend it from the steeple or some elevated place. In the morning it was formally cut down and carried in procession through the town. The procession halted in front of the residence of each member of the craft, when a document purporting to be the last will and testament of the saint was read and, in pursuance thereof, some article of dress was taken off the effigy and left as a memento of the noisy visit. At length, when the effigy was stripped, the stuffed body was made into a football and kicked about by the crowd until they were tired. In revenge for the treatment thus accorded to St. Crispin the shoemakers bung up, on St.

Clement's Day (November 23), the effigy of a carpenter, which they treated in a similar manner."

This glancing back along the line of shoemaking to A. D. 250 causes wonder where and when the making of footwear was first undertaken and by whom. One of the learned shoemakers, and one of the best students of the sixteenth century, Benedict Saddouth, gives Adam credit for making the first covering for the foot. In a treatise on the footwear of the ancients Saddouth traced shoemaking back to Adam, who, he says, was a shoemaker and Eve a tailoress. Certain it is that shoemaking is as old as history itself.

When humanity put on clothing it put on shoes. Necessity was the mother of both, or at least of shoes. Men early found it imperative to protect the feet equally from the burning sands of the desert and the frozen Northland.

"Here," says a writer, "we find a beautiful illustration of the law of development. That principle of growth or progression which we trace in all continuous human efforts we perceive to be at work in the evolution of the shoe—in its three principal and clearly defined stages—first, the sandal; second, the shoe; third, the boot—reminding the philosophic observer of the three stages in plant growth—the seed, the leaf, the flower. A sole of wood or leather shaped to the size of the foot and fastened to it by straps or strings was the earliest form of the sandal, as you may see depicted on the ancient Egyptian monuments. This is the shoe of which such frequent mention is made in the Old Testament."

It is interesting to consider that within late years this law has been again observed, in reversed order, through the abandonment of boots and the popularity of shoes, with a tendency toward low shoes among females. Are we coming back, as the barefoot Kneipp curists advocate, to a shoeless condition?

Writing of shoes and shoe customs of more modern times, yet in periods that to us are ancient, Edwin Wellington Kidd, in the Gentleman's Magazine of London, says:

"The custom of throwing one or more old shoes after the bride and groom, either when they go to church to be married or when they start on their wedding journey, is so old that the memory of man stretches not back to its beginning."

SHOES OF ALL COLORS.

New Departure Undertaken by N. W. Gokey & Sons.

From the Jamestown (N. Y.) Evening Journal.

The big window of Samuels & Sons' dry goods store on East Third street contains an unusual exhibit which has attracted the eyes of nearly every passerby. The display was of shoes, and was not made by the owners of the store, but came from a new department instituted this season by N. W. Gokey & Sons, representing the winning part which the firm will play in the strife for the trade in the large cities for the spring and summer of '98.

This department is conducted exclusively for the manufacture of men's fine shoes, the factory devoted to it being remodeled and equipped with new machinery and lasts. Expert shoemakers have been brought on from Brockton, Mass., for this work. The entire rich line is designed to retail at \$3 and \$4. The company's traveling men, fourteen in number, leave for their various fields the first of the coming week.

Milton Reeder, of Grand Rapids, who looks after the Michigan trade for this house, has been identified with the shoe trade of the State for the past ten years.



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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.

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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. Your business is solicited.



Johmie 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.

ning. Some think that it represents an assault and is a lingering trace of the custom among savage nations of carrying away the bride by violence; others think that it is a relic of the ancient law of exchange or purchase and that it formerly implied the surrender by the parents of all dominion or authority over their daughter. It has a likeness to a Jewish custom mentioned in the Bible. Thus, in Deuteronomy we read that, when the brother of a dead man refused to marry his widow, she asserted her independence of him by 'loosing his shoe.' Also, in Ruth, when the kinsman of Boaz gave up his claim to the inheritance of Ruth, and to Ruth also, he indicated his assent by plucking off his shoe and giving it to Boaz. It was also the custom of the Middle Ages to place the husband's shoe on the head of the nuptial couch in token of his dominion."

After a brief reference to the shoes worn during the reign of the Tudors, the author deals with the Elizabethan shoe, which he says was "a really artistic affair and, when powdered with gems and worn on the foot of a Sidney or a Raleigh, was a thing to look upon." When Leicester received his Queen at Kenilworth he wore shoes of white velvet. The Queen was a connoisseur in shoes. The shoe had developed into the boot about the middle of the fifteenth century and in stout boots with tops and spurs Yorkists and Lancastrians rode against each other on many a bloody battlefield. Then boots were so heavy that their removal fell to the lot of squire or page or any other attendant. After the revolution (1568) the immense rosettes on shoes were replaced by buckles and large wide strings. At first these buckles were not unlike beans in shape and size. Since that period the buckle has undergone every variety of form and dimensions, and in the year 1777 buckles and buttons on the coat became so enormous that they gave birth to many ridiculous caricatures. High-heeled boots were worn by ladies for three parts of the eighteenth century. They raised their fair wearers some inches and rendered walking difficult and running out of the question. Boots and shoes of all kinds have been worn in England; shoes made of leather, wood, and reeds; brass-bound, iron-bound, gold-bound; with wide blunt toes, with narrow pointed toes a foot long, but the right shoe and the left shoe exactly the same shape.

About fifty years ago a young surgeon lost his election as resident surgeon for a country infirmary, in spite of first-class testimonials, because he wore button boots and a flat watch in his waistcoat pocket instead of his breeches fob. "Have you seen Haydon?" asked Sir Wm. Allen of David Bridges, a well-known character of a set and a good hearty fellow. "Yes!" "And how'd ye like him?" said the other. "Why," returned David, "there is a good deal of genius in the toes of his boots," alluding to the square toes he wore to avoid corns.

The fact that there is a decidedly better feeling in the centers where the finer grades of footwear are produced, and where the dulness was greatest, tells its own story as to the improvement.

The more a man studies himself, the less fault he will find in his neighbor.

Next to a clear conscience, for solid comfort, comes an old shoe.

Hard to Grow Old Gracefully.

Written for the TRADESMAN.

They had taken a "spin" out to Reed's Lake, the two business men about whom I write, on one of those balmy autumn days which give no hint that Jack Frost is not far in the distance, and it did our hearts good to see boys grown tall give evidence that, for a time at least, they were care free.

We could not help hearing what they said, when they settled down for a quiet chat just back of us; for it was not in reason that we should leave the restful seats upon which we had long had an eye, nor could we close our ears to their conversation.

At first, they talked in jubilant tone, as they discussed the encouraging outlook for business, as well as the coming Carnival of Fun; and then they drifted into personal matters, to which we tried to be deaf. After a moment's silence, one assumed a minor tone, as he said, ruefully:

"It never occurred to me, John, that I could be looked upon as old until today."

"Well, how were your eyes opened, for time has dealt more gently with you than with most of us?" was his companion's rejoinder.

Then, with a sigh which sounded quite feminine, the first speaker made answer:

"The looking-glass did not open my eyes, but my firstborn did. It was in this way: I was at the other end of the store, when I heard him say to a friend who was urging him to turn his back on business and 'bike it' into the country, 'Well, I'll see if the old man can spare me.'"

"So you've had your dose, too," was the laughing reply; "how did you like it?"

"Like it! I was mad through and through for a moment. It sounded disrespectful, to say the least; and, besides, it hadn't dawned upon me, until I heard myself dubbed 'the old man,' that my upstart of a son could look upon me as 'old!'"

"What did you do about it?" was the next query.

"O, swallowed the dose, bitter as it was, as best I could. At first, I felt like giving the young rascal a trouncing. Then I made up my mind to let it pass as if I hadn't heard it."

"I can guess your reason for coming to that conclusion," laughingly replied the other. "You were reminded that you used to speak of your father in the same heartless fashion, old boy."

"How do you know?" was the quick retort.

"Because, I also had the unpleasant experience of hearing my son refer to me as 'the old man,' when he was home from college, and all that saved him from a tongue-lashing, at least, was the bitter memory that I once thought it smart to thus speak of the father who is now sleeping his last sleep; and I know you were not over exemplary in such matters when you were 'one of the boys.'"

The plaintive tone of the speaker was in evidence of his sincerity, as he made answer:

"You are right. The memory of the half-forgotten words of long ago shut my mouth and saved a scene; but," added he, lowering his voice, "the hurt is there yet, and, to tell the truth, I have found it hard to love that son of mine as before, since 'old man' fell from his lips."

"Well," sighed the other father, "if I

had my life to live over, I'd bite my tongue off before I'd be guilty of speaking of my father as 'the old man,' now that experience has shown me how it hurts to be thus spoken of."

"So would I," said the other, as both arose to go, looking as if too heavy hearted to enjoy the ride home; "but, we must keep mum, for we are only reaping as we sowed."

And then, as they wheeled away, after leaving behind this heart-glimpse, we fell to wondering if some hitherto thoughtless sons might not be led to refrain from this too common mode of expression, if they could know what we had just listened to. And, with that end in view, came the resolve to be a talebearer.

H. H. T.

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

They are the luxuries of shoedom, the "elixir of life" to weary feet. It's unjust to your feet to do without them.—Partridge & Richardson, Phila.

It saves talk if a guarantee goes with a pair of boys' shoes. We guarantee our "Iron-clad" shoes. They are specially made for hard service. Cost half a dollar more than the ordinary—but that's because they're not ordinary. They'll outlast two pairs of the ordinary kind.—Gimbel Bros., Phila.

In the schoolroom is where the ill-fitting shoe does its worst: While the child endeavors to do problems in arithmetic, the shoe pinches; while the little one stands before the blackboard, the shoe rubs; when he goes to or from his seat to "class," the shoe binds the instep or hurts the ball of the foot.—Johnson Shoe Palace, Altoona, Pa.

Family shoe buying isn't the undertaking it once was—one best place to

go saves hunting. Wanamaker values save price-worry, and keep the cost near to half what they'd be without this store's price power. A wonder shoe store at Thirteenth and Market—more wonderful this fall than heretofore. The coolish air has led to the hurrying off of box lids and the vast fall showing is ready this morning. Correct shapes, excellent workmanship, elegance of finish in every shoe of the thousands shown.—John Wanamaker, Phila.

BULLDOG, OPERA LAST



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

E. H. STARK & CO.,

Worcester, Mass.

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.

Grand Rapids Paper Box Co.

Plain and fancy shelf boxes; suit, pant and millinery boxes; plain and fancy candy boxes; druggists' slide boxes; pigeonhole file boxes; sample trays; sample cases; mailing tubes.

Folding Box and Printing Department.

Folding boxes, plain and printed, of all descriptions; tuck end folding bottle cartons a specialty; embossing; gold leaf printing; special envelope making; die cutting.

81 and 83 Campau St. ESTABLISHED 1866. Grand Rapids, Mich.

FIRE PROOF ASPHALT PAINT AND VARNISH

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

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

Fruits and Produce.

Effects of Filled Cheese Law.

The filled cheese law has been in operation a little over a year, and there has been ample opportunity to test its provisions and to see the benefits that have resulted to the trade in pure cheese.

It needs only a little investigation to see what those benefits are. Two years ago the manufacturers of filled cheese had worked their product into nearly all of the Southern States. It was sold to the consumers as cheese, and in most cases there appeared to be no suspicion as to the true character of the article. Thousands of boxes went into that section, where pure milk cheese had once gone, the cheapness of the imitation product crowding out the genuine goods. In some of the Northern and Western States, where no legislation on the subject had come into effect, the bogus stuff was sold to a limited extent. But the effects upon our export trade were even more damaging. It was known in the British market that filled cheese was being shipped from this country and it cast a stigma upon our product, with a consequent loss of trade.

The make of filled cheese in the United States in 1895 was estimated at about 300,000 boxes, and the profits to the manufacturers were so large that arrangements were being made to further increase the output. It was just at this point that the damaging effects upon the traffic in pure cheese were fully appreciated, and immediate steps were taken to place the manufacture and sale of filled cheese upon the same footing as oleomargarine.

As a result of the law that went into effect on September 6, 1896, the production of filled cheese for the ten months ending June 30, which is the close of the fiscal year as reported by the Commissioner of Internal Revenue, was only 1,663,067 pounds, or 33,260 boxes of an average of 50 pounds each. According to a Washington press dispatch, "the number of factories engaged in the industry was seven, all of which were located in the State of Illinois. Taxes at the rate of one cent per pound, amounting to \$16,630.67, were collected on the cheese produced. In addition to this the seven factories in existence were subjected to a special tax at the rate of \$400 per annum. There was but one wholesale establishment in the United States which qualified under the law, and paid a special tax at the rate of \$250 per annum. This is located in the State of Maryland. There were sixty-two retail establishments, each of which paid a special tax at the rate of \$12 per annum. Four of these were in Illinois, three in Indiana, twenty-nine in Louisiana, nineteen in Maryland, two in Missouri, two in New Jersey, two in Virginia and one in West Virginia."

Merchants in New York and other distributing markets report larger sales of pure cheese to home trade during the past year, especially for shipment South, and with better State laws, which are promised soon, it is believed that the traffic in filled cheese at home can be well controlled.

The effects upon the export trade have been quite marked already. According to the Bureau of Statistics, the shipments of cheese from the United States for the year ending June 30 were 50,044,607 pounds, against 36,777,291 pounds for the fiscal year 1896. "This marked improvement over the previous year is chiefly in the exports to the United Kingdom of Great Britain and Ireland. The value of the exports shows a considerable improvement in price, being \$2,491,088 for 1896 and \$3,701,536 for 1897. The figures for July also show an improvement during the last year. The exports of July 1896 were 5,299,738 pounds, valued at \$360,868, while those for July 1897 rose to 12,072,677 pounds, valued at \$982,326."

A number of lots of filled cheese have been shipped abroad during the year without any distinguishing mark—in fact, deception was resorted to in order to obliterate the brand, which the law says shall be large and plain. But our

custom authorities are now on the alert and will see that the spurious goods are properly branded when cleared for foreign ports. Earnest effort on the part of some of our English friends has secured from the proper officers at the ports of entry a promise that future arrivals of filled cheese into the British markets shall be classified as "imitation" cheese.

The Turning of the Worm.

The driver of the ice wagon was surprised to see the occupant of the house sitting on the front doorstep as he drove up. As soon as the wagon stopped, the householder was at the curbstone, with his eyes fixed on the scales. The ice man paid no attention to him, but, after weighing a small chunk, started toward the house with it.

"Hold on," said the customer, "I'll take that in."

"You needn't bother."

"But I know just where to put it."

"All right. But you want to be quick, for it's a warm day, and we'll have to deliver the stuff in sponges if we let it stay out in the sun much longer."

The customer seized the tongs and disappeared. In a little while he came out of the house and, seating himself on the doorstep, began to whistle.

"Well! well!" shouted the ice man.

"I can't stay here until next winter."

"Are you waiting for anything?" enquired the customer, blandly.

"Of course, I'm waiting for something. I want my tongs."

"What tongs?"

"The tongs you just used to carry the ice in."

"Oh! I'm sorry; but I don't care to lend them."

"Well, whose tongs do you think those are?"

"Mine."

"Maybe you've gone down town unbeknown to anybody and bought out the ice company with all its furniture," was the sarcastic rejoinder.

"No. But I bought those tongs. I pay you so much a pound for your commodity, don't I?"

"Yes."

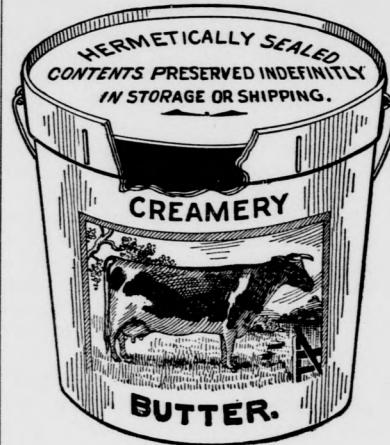
"Well, I noticed that the tongs were weighed in with the rest, and I'm not going to pay for tongs at so much a pound and then not get them. I have been taking ice from you for the last three months, and that makes at least ninety pairs of tongs still due me. If you have any proposition ready, to trade off ice for tongs, I'm willing to listen to it."

Important Trademark Decisions Affecting Minneapolis Flour.

Two important trademark decisions were handed down last week by Federal judges. In the first case it was sought to protect the form, style and matter of an advertisement from imitation by a rival in business. Judge Jenkins of the United States Court in Chicago denied the petition, holding that advertisements are not protected by the trademark law.

Judge Showalter of the United States Court in Chicago subsequently handed down a decision in the case of Pillsbury and others against H. R. Engle, which is of great interest to milling people generally. Judge Showalter holds that, because a certain line of goods is made in a certain place, it does not give to the makers the right of a trademark to the name of that locality. He said if the flour made elsewhere, although branded "Minneapolis," was made by the same method of grain, and of as good quality, the manufacturer had a right to brand it or designate it as he pleased, providing he did not use the word or name of another in like business protected by direct copyright or trademark. This decision completely upsets the claim of the Minneapolis millers, who asserted a vested right to the use of the word Minneapolis as a brand of flour. The suit decided by Judge Showalter is the first of a large number begun in various sections of the country by the Combined Millers' Association of Minneapolis.

As a general rule, the folks who ought to succeed are those who do.



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.

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.,

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

Established 1876.

Wholesale Seeds, Potatoes, Beans, Fruits.

SEEDS

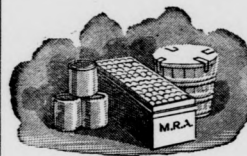
BEST GRADES, AND PRICES ALWAYS RIGHT.

CLOVER
TIMOTHY
ALSYPKE

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

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

ALFRED J. BROWN
SEED CO.



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.

AUGUSTUS HAVEN.

The Father of Cheesemaking in Michigan.

When the Tradesman prepared and published a history of Michigan cheesemaking, a dozen years ago, it was conceded that Rufus Baker and the father of Hon. Geo. B. Horton, of Lenawee county, were the first men in the State to build and operate cheese factories. They began the same spring—1862—but Mr. Baker, owing to his knowledge of plumbing, so that he was able to make connections himself, while Mr. Horton was compelled to go to Adrian to procure assistance to complete the work of equipment, was enabled to begin operations a few days in advance of Mr. Horton. The curing room of his factory still stands in a pleasant little grove of maples near his home, at Baker's Corners, where it is used as a storehouse and toolroom.

While the honor of the pioneer work of Messrs. Horton and Baker should not be detracted from, it is believed that the subject of this sketch—Augustus Haven, of Bloomingdale—was actually the first man in the State to manufacture cheese in a private dairy in sufficient quantity to supply the dealers of surrounding towns.

Mr. Haven was born in Shalersville, Ohio, in 1833. His father and grandfather were dairymen, and we have reason to believe that about the first work he ever did was in the line of dairy husbandry. His early life was passed on the farm at the same occupations that come to all boys of similar circumstances. He taught a few terms of school. When only 20 years of age, raised some chin whiskers, the envy of other boys—and the admiration of a handsome young lady, who married him when the April showers came in 1854.

Soon after the honeymoon he moved to Bloomingdale, where he had purchased 160 acres of land for \$500, the second deed from the Government. At that time, the nearest railroad was Mat-tawan, twenty miles distant, while the "corner grocery" was at Paw Paw, sixteen miles away. During his first year in Michigan his team was a yoke of oxen and a sled, and pleased he was to own even that conveyance. The house in which he lived—log, of course—was built in 1853. In 1856, he put up a barn, and two years later built a frame house, which is now occupied by his youngest son.

Mr. Haven's work in cheesemaking began in 1860. In the spring of that year, accompanied by his father, a resident of Ohio, he went to Northern Indiana, where he purchased twenty-two cows. Seven of them were bought of one man for \$85.

During his absence a neighbor with carpenter abilities made a cheese vat and press. The material used in the vat is represented by an entry in his memorandum book, under date of April 6, 1860, where the owner of a sawmill is credited with 66 feet of pine lumber, at \$18 per M. It was simply a tub about six feet long by two wide and two deep. The milk was heated in a boiler on the kitchen stove, then poured into the vat and set. The curd was cooked by dipping whey into the boiler and, when sufficiently warm, pouring it back into the cheese vat. That same vat did service for many years, after its place in the factory had been filled by a more modern one, as a scalding tub at butchering time.

The first cheese sale we find recorded

August 10, 1860, at 10 cents a pound. Other articles used by farmers are noted the same year, as follows:

- Butter, 10 cents.
- Corn, 35 cents.
- Sugar, 10 cents.
- Oats, 50 cents.
- Tea, 50 cents.
- Beans, \$1.50.
- Flour, 3½ cents.
- Vinegar, 25 cents a gallon.
- Lard, 12½ cents.
- Salt, per barrel, \$2.50.
- Pork, 12½ cents.
- Soap, per gallon, 25 cents.
- Candles, 16 cents.
- One plow, \$11.

Bear's oil and paregoric are credited to the doctor at 25 cents a bottle.

September 17, 1860, is recorded the sale of the following:

- 500 pounds beef @ 2½ cents per pound.
- 63 pounds hide @ 6 cents per pound.
- 45 pounds tallow @ 10 cents per pound.

February 17, 1862, cash account is credited \$2, as revenue tax on buggy; and June 15, 1863, by freight on cheese



vat, \$6.30. That was a 100 gallon vat complete, with heater, purchased of H. H. Roe & Co., of Madison, Ohio. It did valuable service for many years, and was used as late as 1894, having been retinned once and having had a new beater put on.

During the years from 1860 to 1869, Mr. Haven followed home dairying, keeping as high as forty-five cows. In the later years of the war, farm products brought very remunerative prices; the price of cheese reached the highest point in 1864—25 cents.

In 1869, he began purchasing milk from neighboring farmers, paying 90 cents per cwt. and sending his own team after it. The first complete record we find is for 1870, as follows:

- Total pounds of milk, 203,180.
- Total pounds of cheese sold, 20,017.
- Average price of cheese, 13c.
- Paid for milk, \$2,210.
- Cost of making, @ 2c per pound, \$400.34.
- Average price of milk per cwt., \$1.08.

From 1860 to 1895, Mr. Haven was either owner and manager of a factory or made cheese in a private dairy. He now lives one-half mile from his old homestead, where he follows dairy farming. He has eight children—three sons and five daughters. All are married and all live in the same county, seven of them within three miles of the parental roof. His oldest son owns and operates a factory at Hartford; his youngest son is a farmer, and the remainder of the boys is the Haven Cheese Co., of Bloomingdale, and, at present, State Dairy Inspector.



If You Sell Oysters

At a Profit

Something to keep them fresh in is a necessity. Our CABINETS are right in DURABILITY, CONVENIENCE and PRICE. Write for particulars. "How to Keep Oysters Fresh" sent to any address on request.

Chocolate Cooler Co.,
Grand Rapids.

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.

Get Acquainted with Us



by calling during **Carnival Week.** Just now **Sweet Potatoes, New York Concord Grapes, Cape Cod Cranberries, Spanish Onions, Honey, Lemons, Oranges and Bananas** are very fine.

BUNTING & CO., Grand Rapids, Mich.



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.



HERMANN C. NAUMANN & Co.

ARE AT ALL TIMES IN THE MARKET FOR

FRESH EGGS, BUTTER BEANS,
APPLES, ONIONS, POTATOES,
BAGAS, POULTRY, GAME, ETC.

Write for Particulars. 33 Woodbridge Street W., DETROIT, MICH.

BARNETT BROTHERS

Are still at their old location, 159 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. 16—Business is good, prices are well maintained and everything indicates that we shall have a busy winter. True, there is room for improvement in some lines, and to go through the busy city of Newark, N. J., and talk with the manufacturers of hardware, one would think there was still a long step to take before all the wheels were moving on full time. So far as the grocery trade is concerned, however, people are just as hungry as ever and they seem willing to pay the advance that has been established on almost everything since last June.

Coffee is well held at the recent rise; but it is yet to be seen whether there is any solid foundation for the appreciation. Certainly it seems as though there could be no good grounds for an advance, with such an enormous supply and immense crops promised. Rio No. 7 is worth here to-day 7@7½c. The total stock here and afloat aggregates 872,406 bags, against 614,114 bags at the same time last year. The consumption of coffee is certainly increasing, and so, it would seem, is that of "baked wheat" and similar preparations. Do people want more redness in their blood, or have they lost their liking for coffee? Baked wheat at 25c to the consumer is "too rich for the blood" and grocers should work for a larger coffee outlet. Mild coffees during the week have remained about steady, the call being for only enough to last temporarily.

A lot of sugar refineries in Brooklyn are having their usual fall shut-down and 3,000 men are out of work, which means more money for the gin mills. The demand for granulated has been of moderate proportions and, now that canning operations have ceased, it is very easy for the refineries to meet the demand.

Trading in teas has been of rather small volume, although it is evident that the large stocks of a few months ago are becoming depleted to some extent. The main call has been for the better grades of China and Japan.

The canned goods market is firm and the feeling is one of content among brokers. Salmon, corn and tomatoes are especially active and apples are meeting with a demand that can hardly be satisfied. Maine corn packers may be able to fill contracts, but will have none to spare. Tomatoes are held at \$1 for 3 lb. New Jersey of good quality, and some have even sold for \$1.15. Standard New York corn, 75c.

Oranges have been in better request and at auction Jamaica sorts went off at full prices. Arrivals are somewhat later than usual. Florida oranges are quickly taken and at full prices. Lemons are steady and in better demand. For pineapples there is a light demand and stocks are not large. Florida oranges are worth \$3.75@4.50 per box. Sicily lemons, \$2.25@4.75.

In dried fruits the situation is pretty much the same as last week. Seeded

raisins are having great call and in time it seems likely that the retailer will have little call for anything else. Jobbers have had a fair trade in California prunes, which are worth 8½c for 40-50s. Evaporated apples are worth 9c, if of extra quality, and there is sure to be a steady appreciation. Dried cherries are firm and held at 10@12½c.

The demand for butter is of about the usual character. Supplies are larger than it was anticipated they would be, but quotations are well adhered to. For best Western creamery 22c is the prevailing rate and it is likely we shall soon see further appreciation.

Cheese seems to be growing in strength. The demand is better and this is true, both for export and home trade. Large size full cream is worth 8½@9c. Not much doing in an export way.

Western fresh gathered eggs are held at 17c and sell freely at this. Nearby stock, 21@22c. The quality of much of the arriving stock is not lacking in "flavor." This is not in favor of the egg.

Some few new marrow beans have arrived and sell from \$1.40@1.45. Choice medium, \$1.15.

Hops are interesting just now, quotations for N. Y. State having been made at 16c.

Young Men Out of Employment.

A publication representing the Y. M. C. A. in an Eastern trade center says: There are large numbers of young men out of employment at the present time, and it is trying for us not to be able to place the many who apply to us. When scores of young men are ready to step into the first place that offers, a very little thing may turn the scale for or against a man. The following may be suggestive:

1. Expect to find work every day.
2. Never get discouraged.
3. Don't go from city to city.
4. Spend eight hours a day looking for work. If you had a position you would be expected to work that many hours.
5. Be in earnest.
6. Remove your hat when entering the office.
7. Be neat and clean in your personal appearance.
8. Don't have the fumes of tobacco on your breath and clothes.
9. Have nothing to do with intoxicating liquors of any kind.
10. Impress the gentleman on whom you call that you must have something to do.
11. When you get a position stick to it. Don't leave it unless you are sure of bettering yourself.
12. If you desire to advance, make your employer's interest your interest.
13. Say but little and do a good deal.
14. Be prompt, and don't watch the clock for closing time.
15. Keep yourself thoroughly posted.

It is said that men who work for a living live longest. Labor agitators should take warning.

Reign of the Trading Stamp Scheme

Pennsylvania Grocer: If the trading stamps could be given out to cash customers only, some good might result to the dealer through the increase of cash sales and corresponding decrease of book accounts. Dealers find, however, from experience, that it is necessary, in order to avoid dissatisfaction, to treat all alike, giving stamps to both cash and credit customers.

Merchant Review: Better a visitation of fleas, such as Brooklyn is said to have been recently cursed with, than an epidemic of trading stamps! Brooklyn, by the way, has experienced both simultaneously. Poor Brooklyn! Some of her fair daughters have gone nearly daft over trading stamps. If they buy postage stamps they expect to receive trading stamps! And the dear, simple creatures are so hopeful and sanguine, too.

St. Louis Grocer: A trading stamp store has been opened in St. Louis. We advise the retailers to have nothing at all to do with it, as it will prove of no benefit to them and will cut their profits just 5 per cent. without materially increasing their trade. It is only good for the man who issues the stamps, and Eastern retailers are already sick of the scheme.

Women's Christian Temperance Union Convention.

The Canadian convention will take place at Toronto, October 20 to 22, and the World's convention will be held at Toronto immediately after the Canadian convention, October 23 to 26.

For this the Grand Trunk Railway System has made a rate of one fare and a third on the certificate plan, from all points on its lines west of the Detroit and St. Clair Rivers, and these rates are

also made from all points in Central Passenger Association territory via the Grand Trunk Railway. Tickets and certificates may be had of any agent of the Grand Trunk Railway System and connecting lines.

From Oct. 27 to Nov. 5 the National convention will take place at Buffalo, N. Y., for which a rate of one fare and a third on the certificate plan is also made.

Attendants to these conventions should bear in mind that the Grand Trunk Railway System is running three trains daily to Toronto, with Pullman parlor cars on day trains and Pullman sleepers on night trains, and is the only line running the celebrated Pullman sleepers via the Lehigh Valley Road to Buffalo.

For further information and reservation of berths, apply to any agent of the Grand Trunk Railway System, or to C. A. Justin, Acting C. P. A., 23 Monroe St., Grand Rapids.

The exports of corn oil for the month of July, 1897, were 232,551 gallons, valued at \$48,549. No comparison can be made with previous years, as it was not enumerated prior to July, '07, but the value was included in the grand total of exports. It was formerly put under the head of "all other articles."

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.

R. HIRT, Jr.,

Market St., Detroit.

Butter and Eggs wanted

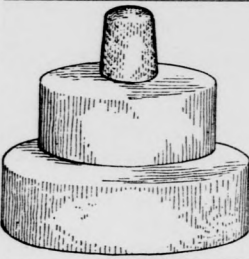
Will buy same at point of shipment, or delivered, in small or large lots. Write for particulars.

MILLER BROS.,

MFRS. OF THE

SCIENTIFIC BEAN PICKER

ROCHESTER, MICH.



Do you want to know all about us?

Write to

Corn Exchange National Bank,
Philadelphia, Pa.

Fourth National Bank,
Grand Rapids.

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

D. C. Oakes, Banker,
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. SLAUGHT, Flint; Treasurer, CHAS. MCNOLTY, Jackson.

Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

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

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

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

Gripsack Brigade.

Milton Reeder (N. W. Gokoy & Sons) has returned from Jamestown, N. Y., whither he went to get out his spring samples.

The commercial travelers of Kalamazoo covered themselves over with glory at the street fair held at that place last week, taking the sweep stakes prize for the finest float in the industrial parade.

F. S. Doud (Baldwin, McGraw & Co.) writes the Tradesman that his 7 year old son had the misfortune to break his leg Saturday by falling out of a tree. The accident occurred at the family residence at Albion.

E. R. Brainerd has been appointed receiver of the Star Accident Company and also of the Continental Masonic Accident Association, both of Chicago. Neither organization ever possessed the entire confidence of the insuring public, owing to the character of the men who managed the institutions.

John M. Shields (Lemon & Wheeler Company) will be married Oct. 27 to Miss Sallie Lankford, the ceremony to take place in the M. E. church at Princess Anne, Maryland, at 8 p. m. Mr. Shields is a fine young man and richly deserves the rare prize he has captured. The Tradesman joins with the fraternity in extending the hope that the union may prove to be a long and happy one.

E. A. Stevens—better known throughout the West as Sapolio Stevens—is in town for a few days in the interest of Enoch Morgan's Sons. Mr. Stevens is a veteran organizer of retail dealers' associations, and enjoys the distinction of holding an honorary life membership in the Retail Grocers and Merchants' Association of Illinois. He will undertake to renew his acquaintance with the trade of Western Michigan during the next month or six weeks and will be assisted in this territory by R. V. Stiles.

Circulation of a Damaging Report Which Was Devoid of Truth.

Detroit, Oct. 16—The Board of Trustees, having received a copy of a certain pamphlet, entitled "The great record in memory of seventeen hundred and twenty dead co-operative assessment and fraternal societies that have failed and ceased to do business," and finding therein the name of said Michigan Commercial Travelers' Association, wrote to the publisher of said pamphlet, W. E. Thompson, of Milwaukee, Wis., asking him to explain how he obtained his information that the Michigan Commercial Travelers' Association was defunct or had ceased to do business. Mr. Thompson replied, September 11, "That it was all a mistake; but could not give his authority for publishing the name of our Association in his pamphlet."

The Michigan Commercial Travelers' Association has had some correspondence on this subject, and Mr. Thompson voluntarily sent the Association six hundred copies of a circular letter, stating that he made a mistake in publishing the name of the Michigan Commercial Travelers' Association, and endorsing said Association.

In order to show the fallacy of any such report going to the public about the Michigan Commercial Travelers' Association, the Board of Trustees of said Association hereby submit that on October 1 the assets of said Association were as follows:

Cash in bank, death assessment fund.....	\$ 2,500.00
Cash in bank, expense fund.....	554.66
Cash in bank, reserve fund.....	10,246.39
Cash in bank, reserve fund.....	6,668.89

Total.....\$20,969.94

The Association during its lifetime has paid to the beneficiaries of deceased members the sum of \$253,000, and does not owe a single dollar to any one.

D. MORRIS, Sec'y.

Movements of Lake Superior Travelers.

Membership to the Commercial Travelers' Club is coming in at a lively rate. The following are the latest members:

- M. V. Foley, Saginaw, E. S., representing Ben Hur Cigar Co., Detroit.
- H. C. Carr, Marquette, representing Plankington Packing Co., Milwaukee.
- E. R. Morrison, Marquette, representing Standard Oil Co.
- J. C. Foster, Newberry, representing M. R. Manhard Co., Ltd., Newberry.
- C. D. Danaher, Newberry, representing Danaher-Melendy Co., Dollarville.
- R. G. Quinn, Negaunee, representing M. Gimbel & Sons, Chicago.
- A. F. Draper, Hancock, representing Reid, Murdock & Co., Chicago.
- John J. Bogue, Marquette, representing Peter White & Co.
- Willard H. James, Chicago, representing C. M. Henderson & Co.
- Welland M. Porter, Cleveland, representing Atwood & Steele, Chicago.
- W. J. Crane, Negaunee, representing Fuller & Fuller Co., Chicago.
- Chas. Doty, Ishpeming, representing Edson, Moore & Co., Detroit.
- P. G. Teeple, Marquette, representing Peter White & Co., Marquette.

Success of the Traveling Men's Meeting.

It affords the Tradesman much pleasure to be able to publish a verbatim report of the sermon delivered to the traveling men last Sunday by Rev. L. DeLamar, the distinguished Methodist divine of Kalamazoo. In a letter to the Tradesman accompanying the manuscript of the sermon, E. Starbuck refers to the matter as follows:

Our meeting was a decided success in point of attendance, there having been eighty of the traveling men in line and others scattered through the audience. All expressed themselves as highly pleased with the service. Senator Colman moved a vote of thanks to the pastor for his excellent sermon and to the church for the invitation and entertainment, which was carried with a vengeance.

From the Great Lakes to Colorado.

1,069 miles in less than 33 hours in an electric-lighted sleeping car, from Chicago to Denver, over the Omaha Short Line of the Chicago, Milwaukee & St. Paul Railway and the Rock Island Route, via Lincoln, Nebraska.

Time annihilates space, and it is "mighty easy ridin'" on the cars.

Ticket offices, 95 Adams street and at Union Passenger Station, Canal and Adams streets, Chicago. Train starts every night at 10 o'clock. Don't get left.

No Time for Fun.

"Going to your mother-in-law's funeral, old man?"
"No. Business comes before pleasure with me every time!"

Flour and Feed.

There has been a steady demand for flour during the past week and, in fact, for the past month. Since the sharp advance took place several weeks ago, buyers have purchased very cautiously and only for immediate needs, so that stocks of flour among merchants are much smaller than usual at this time of the year. The heavy export demand has prevented the usual large increase of the visible stocks of wheat at this season. Considering the most authentic reports of the past wheat harvest, together with present stocks of wheat and flour, and the large present and prospective demand, the situation is certainly a very unusual one; and the natural sequence would be a still higher range of values for breadstuffs. The city mills are well supplied with orders and are running at full capacity with an output of from 8,000 to 10,000 barrels per week.

Millstuffs are in good demand, with prices ranging from 50 cents to \$1 per ton higher. Feed and meal are nominally unchanged, with prices tending rather lower, in sympathy with corn.

WM. N. ROWE.

Sincerity in Advertising.

The best advertisement, like the best sermon, comes from the heart. A preacher who prepares his discourse in a perfunctory manner, not more than half believing, or at least not entirely possessed by his topic, and who delivers it in a half-hearted, slipshod manner, cannot expect to save souls. Neither can the man who advertises in a half-hearted, don't-care sort of style expect to sell goods. The advertisement that has the working power of vitality in it and carries logical conviction in the reading is written usually by the man who is, in the first place, full of his subject and knows all there is to know concerning what he is talking about. In the second place, the advertisement writer must not only have sufficient knowledge, but he must have abundant faith in what he advertises. He must know that he has something worth the money. He must not only know it as a matter of fact, but be so possessed and filled to overflowing with the knowledge that sincerity gleams in every line and truth flashes from every sentence.

How to Begin.

The great question with some stores is how to begin advertising. Many say that, "We have only a limited amount to spend, and we want to spend it where it will do the most good, and yet we do not know where to place it." With a limited expenditure at hand, it will be well to use only that kind of advertising which seems to be the very best. Let all uncertain methods alone; pick out the best newspaper in your city, use this paper as far as your means will go, and stick absolutely to the one thing. Do not try to cover ten newspapers with the money that should go to one. Spreading your money too thin over a large surface is just as bad as the farmer who tried to cover a ten-acre field with a pint of seed. If there are other good papers besides the one, best let them wait until you have a larger sum to spend, so that you can divide with them.

The Spirit of Accommodation.

Would that we might impress upon every merchant and salesman the priceless value of the spirit of accommodation. Strive to give satisfaction in the case of small orders, and the large ones will take care of themselves. Place yourself in sympathy with the feelings and needs of every customer. This line of policy, persisted in and reinforced by all the necessary requirements of stock and price and assortment, will give any man his full measure of business success.

Marquette—Last week the Iron Age asked its subscribers to discuss the taxation of hardware stocks. A Lake Superior hardware dealer has an original idea about that. A new clerk had just told a customer that they were out of lanterns because there were none in sight. The proprietor ordered the clerk to go to the warehouse and get a box, remarking shortly afterward that the reason for carrying so many goods in the warehouse was that if he kept them in sight he would be taxed for them.

Menominee—The sawmill of the Bay Shore Lumber Co. was lately shut down for the season, its supply of logs having been exhausted. The mill cut 18,000,000 feet of lumber this year, and most of it is sold. The logs were brought in by rail, and will be next year, also. From 18,000,000 to 20,000,000 feet will be put in for next season's sawing.

Barrios starts to put down the revolution in Guatemala by assassinating Senor Juan Aparicio, probably the ablest financier and one of the largest merchants in the whole of Central America.

HOTEL WHITCOMB ST. JOSEPH, MICH. A. VINCENT, Prop.

Northern Hotel, J. L. Kitzmiller, Prop. Cor. Grove and Lafayette Sts., Greenville, Mich.

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.

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.

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.

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

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

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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

The Poison Closet.

One of the most important parts of the dispensing counter is the poison closet, or at least it should be, although we find many establishments totally unprovided with such an article, and have sometimes expressed surprise that accidents are not more common when we find morphine and quinine, compound tincture of gentian and tincture of opium, side by side. Of course one of the requisites of a good dispenser is eternal vigilance, and in such cases it is absolutely necessary, whereas with a proper place to store poisons a great deal of worry and anxiety is taken from one's mind.

I have given a great deal of thought to the arrangement of this part of the fixtures, and have tried many of the patent appliances, but have found that they are either too complicated or fail to work when required. The closet arranged with electric bell is one of the best and simplest. The only objection I have to it is that it warns the customer as well as the dispenser, and the tinkle of the bell immediately notifies him that a poison is being dispensed, and every dispenser knows that a nervous patient or friend waiting for the prescription is apt to dread this fact, which makes him suspicious of the whole proceeding.

The arrangement I have adopted is based on one proposed by Henry Broth, of Chicago, some years ago, and my modification is in contradiction to what should be an inflexible rule in the pharmacy—"A place for everything and everything in its place." First of all, I had a cupboard made with double doors, the inner divided horizontally, each door having a lock and key, the object of this being that, two doors having to be unlocked, one has to be wide-awake during the operation, and to thoroughly appreciate what is being done. The upper half of the cupboard contains in one division such tinctures as aconite, strophanthus, green hellebore, and others of that class, of which the dose is very small; in another, tinctures of opium, belladonna, nux vomica, etc.; in another, fluid extracts, and in the fourth the solid extracts. The lower half contains the salts and alkaloids, arranged in a somewhat similar way, according to dose, with one compartment for odds and ends. This is the only classification allowed; there is no fixed place in any compartment for any particular bottle or box, and in order to get at anything it has to be looked for, and the label read carefully before being used, as I believe over half the cases of accident are due to carelessness engendered by having a fixed place for each article, and if through any chance atropine sulphate is put where the morphine sulphate is supposed to be kept, then there will be a chance for trouble; but by the plan I

have adopted this cannot happen, because one is compelled to look for the required article, and is thus on his guard all the time. F. R. MACY.

The Drug Market.

The market has been quiet during the week, with very few changes of importance to note.

Gum Opium—The market is very firm and prices are gradually advancing.

Morphine—The demand is active and, with opium in its present firm position, a further advance is looked for.

Quinine—A steady increase of the price for bark at the sales in London and Amsterdam places quinine in a very firm position. Holders of large quantities in New York are getting higher prices than rule at this market. A further advance must take place shortly.

Alcohol—The American Spirits Co. is selling off old goods that have been made five or six months, and, while they are not as good as new distillation, they are being offered at a less price. Market is firm for present distillation.

Norwegian Cod Liver Oil—Has advanced about \$2 per bbl. and higher prices are looked for.

Glycerine—The market is very firm for this article, on account of the higher prices for crude, but there is no change as yet.

Essential Oils—Anise remains in its firm condition noted in previous reports, with higher prices looked for. Cassia is being sold in this country at a lower price than China, the primary market, and an advance must take place soon. Owing to the advance in cloves, the price of this oil is advancing and will be higher. Sassafras is also in a firm position and the price has been advanced.

Buchu Leaves—Continue to harden in value and we again advance our price.

Roots—Golden seal is practically out of the market and prices are very high. Lady's slipper root is also very scarce and prices have advanced about 50 per cent. Senega is in a very firm position and has advanced.

Seeds—Canary and hemp are firm but unchanged. Celery is higher abroad and has been advanced in this market. Lobelia is higher, with an upward tendency.

Spices—Cassia bark is scarce and all kinds are advancing. Cloves are higher and steadily advancing.

Ginseng Culture.

From the St. Louis Republic.

The secret of raising ginseng has been discovered at last. It is being grown on Missouri soil and cultivated by a Missouri farmer. China has an unlimited demand for the ginseng root, and, because of its scarcity, pays the handsome price of \$2.50 for a single pound of it. Heretofore the market has been supplied from certain sections where the herb grows wild. Repeated attempts to cultivate it have proved a failure, but Spencer Brown, a farmer in Texas county, is cultivating an acre of ginseng. It matures in six years. From the product of that acre he expects to realize the modest sum of \$20,000. He will limit the product so as to keep the price up.

Mr. Brown says that the ginseng flourishes in rich limestone soil shaded from the sun. It requires eighteen months to germinate and six years for full growth. He is making no secret of the discovery, but explains its mysteries to any one.

By the Chinese ginseng is considered a medicinal ingredient of wonderful powers. A liquor is distilled from it which is supposed to cure all diseases. They have never been able to find the secret of its culture, and have depended upon the wild roots found here and there for their supply.

Failures in the Drug Business.

A most interesting enumeration of the number of concerns engaged in thirty-seven lines of trade, together with the number of failures in each line for the past three years, has just been published by Bradstreet.

We find that there are 27,262 dealers engaged in the handling of drugs and medicines, "wholesale and retail and manufacturers," this being the fifth calling in point of numbers in the United States, being preceded numerically by 102,786 grocers, 102,642 general stores, 27,625 butchers, and 73,238 restaurants. The idea, which is very generally prevalent, that the retail drug business is one in which none fail and few lose money is shown to be erroneous by the fact that the percentage of failures in the year 1896 was 1.81 in this line, while the average percentage of failures throughout all the various commercial lines for the year was only 1.40. If one be in search for a safe business it would seem that he should go into the handling of coal and wood, for in that line the percentage of failures is only 0.96 for the past year. It is unfortunate, in the interest of historical accuracy, that the failures in the ice business and the plumbing business are not recorded. Is it possible that the witticisms of our newspaper paragraphists are founded on fact and that ice-men and plumbers do not fail?

The highest percentage of failures for the year is among manufacturers and dealers in bicycles, 5.17 per cent. of whom failed during the past year. This unusually high rate of failures in this particular line is no doubt due to the reaction from the overproduction from which this trade suffered in the early part of 1896. In the matter of commercial death-rate, the drug trade stands eighteenth on the list of thirty-seven enumerated lines of trade for the year 1896, which would tend to prove that while the percentage of failures is above the average, it is nevertheless a fairly safe business in which to embark.

One very interesting feature of the exhibit is that the proportion of total liabilities of those failing in various lines of business holds a fairly uniform

proportion to the total number of persons engaged in that particular line. Altogether the drug trade makes a fairly presentable showing in the commercial field, both as regards the number engaged in the business and commercial stability.

Nostrums the Bane of Pharmacy.

The following is an extract from the address delivered by President John J. Teten before the Nebraska Association:

The shelves of every pharmacy groan under the weight of patent and trademarked nostrums that have had their brief life and are no more. The druggist who helped the manufacturer to introduce them can now enjoy the pleasure of seeing them sold at retail in department stores for less money than he can buy them from the manufacturer. Surely we druggists have reason to exclaim, in the language of Shakespeare, "How sharper than a serpent's tooth it is to have a thankless child!" For much of this we druggists are to blame, but it is not too late to call a halt. The patent medicine men have slandered and vilified us until forbearance has ceased to be a virtue. They have not only accused us of substitution and fraud, but are trying to rob us of the right to sell our own preparations even when called for. It seems to me that the time is now ripe when we members of this great pharmaceutical association should break away from these Egyptian tasks, masters and proclaim our liberty. Let the manufacturer sell his goods through the dry goods stores while we pay closer attention to the manufacture of formulas that the physicians require and use. It is a slander on the medical profession to think for a moment that they cannot originate formulas to meet all cases that come under their care, and it is and should be the duty of every druggist to be able to prepare every formula that his physician may entrust to his care, thus gaining the confidence of the profession and public.

About one-half that even the wisest man knows is mere theory.

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



MILTON KERNS,

Manufacturer,

No. 52 9th Street, Pittsburgh, Pa.

El Puritano

Finest 10c Cigar on Earth

Couchas	1-20	\$55.00
Bouquets	1-40	\$55.00
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.

Distributers for Michigan.

"MASTER"
"YUMA"

The best 5 cent cigars ever made. Sold by

BEST & RUSSELL CO., CHICAGO.

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

WHOLESALE PRICE CURRENT.

Advanced—Buchu Leaves, Golden Seal Root, Senega Root.		Declined—	
Acidum			
Aceticum.....	60¢ 8		
Benzoicum, German	70¢ 75		
Boracic.....	15		
Carbolicum.....	29¢ 41		
Citricum.....	40¢ 42		
Hydrochlor.....	30¢ 5		
Nitricum.....	13¢ 14		
Oxalicum.....	60¢ 65		
Phosphoricum, dil.	13¢ 15		
Salicylicum.....	13¢ 15		
Sulphuricum.....	1 25¢ 1 40		
Tannicum.....	38¢ 40		
Tartaricum.....			
Ammonia			
Aqua, 16 deg.....	4¢ 6		
Aqua, 20 deg.....	6¢ 8		
Carbonas.....	12¢ 14		
Chloridum.....	12¢ 14		
Aniline			
Black.....	2 00¢ 2 25		
Brown.....	3 00¢ 1 00		
Red.....	45¢ 50		
Yellow.....	2 50¢ 3 00		
Bacca.			
Cubebae..... po. 18	13¢ 15		
Juniperus.....	6¢ 8		
Xanthoxylum.....	25¢ 30		
Balsamum			
Copaiba.....	50¢ 55		
Peru.....	2 40		
Terabin, Canada.....	40¢ 45		
Tolutan.....	75¢ 80		
Cortex			
Abies, Canadian.....	18		
Cassia.....	12		
Cinchona Flava.....	18		
Enonymus atropurp	30		
Myrica Cerifera, po.	20		
Prunus Virginica.....	12		
Quilisia, gr'd.....	12		
Sassafras..... po. 18	12		
Ulmus..... po. 15, gr'd	15		
Extractum			
Glycyrrhiza Glabra.....	24¢ 25		
Glycyrrhiza, po.....	25¢ 30		
Hematox, 15 lb box.....	11¢ 12		
Hematox, 14.....	13¢ 14		
Hematox, 1/8.....	14¢ 15		
Hematox, 1/4.....	16¢ 17		
Ferru			
Carbonate Precip.....	15		
Citrate and Quinia.....	2 25		
Citrate Soluble.....	75		
Ferrocyanidum Sol.	40		
Solut. Chloride.....	15		
Sulphate, com'l.....	2		
Sulphate, com'l, by	50		
bbl, per cwt.....	7		
Sulphate, pure.....	7		
Flora			
Arnica.....	12¢ 14		
Anthemis.....	18¢ 25		
Matricaria.....	30¢ 35		
Folia			
Barosma.....	28¢ 30		
Cassia Acutifol, Tin-	18¢ 25		
nevelly.....	25¢ 30		
Cassia Acutifol, Alx.	12¢ 20		
Salvia officinalis, 1/8	8¢ 10		
and 1/4.....			
Ura Ursi.....			
Gummi			
Acacia, 1st picked.....	65		
Acacia, 2d picked.....	45		
Acacia, 3d picked.....	35		
Acacia, sifted sorts.....	28		
Acacia, po.....	60¢ 80		
Aloe, Barb. po. 18@20	12¢ 14		
Aloe, Cape..... po. 15	12		
Aloe, Socotri..... po. 40	30		
Ammoniac..... po. 30	55¢ 60		
Assafetida..... po. 30	25¢ 28		
Benzoinum.....	50¢ 55		
Catechu, ls.....	13		
Catechu, 1/8.....	14		
Catechu, 1/4.....	16		
Camphora.....	48¢ 55		
Euphorbium..... po. 35	10		
Galbanum.....	1 00		
Gamboge..... po. 35	65¢ 70		
Guaiacum..... po. 35	35		
Kino..... po. \$3.00	3 00		
Mastic.....	60		
Myrrh..... po. 45	40		
Opil..... po. \$4.00@4.20	2 85¢ 2 95		
Shellac.....	25¢ 35		
Shellac, bleached.....	40¢ 45		
Tragacanth.....	50¢ 80		
Herba			
Absinthium.....oz. pkg	25		
Eupatorium.....oz. pkg	20		
Lobelia.....oz. pkg	25		
Majorum.....oz. pkg	23		
Mentha Pip.....oz. pkg	28		
Mentha Vir.....oz. pkg	23		
Rue.....oz. pkg	39		
Tanaacetum V.....oz. pkg	22		
Thymus, V.....oz. pkg	25		
Flagnesia.			
Calcined, Pat.....	55¢ 60		
Carbonate, Pat.....	20¢ 22		
Carbonate, K. & M.....	20¢ 25		
Carbonate, Jennings	35¢ 30		
Oleum			
Absinthium.....	3 25¢ 3 50		
Amygdala, Dulc.....	30¢ 50		
Amygdala, Amara.....	8 00¢ 8 25		
Anisi.....	2 50¢ 2 60		
Aurantii Cortex.....	2 00¢ 2 20		
Bergamit.....	2 40¢ 2 50		
Caliputi.....	85¢ 90		
Caryophyll.....	65¢ 70		
Cedar.....	35¢ 65		
Chenopadi.....	1 37¢ 1 50		
Cinnamoni.....	1 90¢ 2 00		
Citronella.....	40¢ 45		
Conium Mac.....			
Copaiba.....	1 00¢ 1 20		
Cubeba.....	90¢ 1 00		
Excelsithitos.....	1 00¢ 1 10		
Erigeron.....	1 00¢ 1 10		
Geranium.....	1 50¢ 1 60		
Gossypii, Sem. gal.....	50¢ 60		
Hedeoma.....	1 00¢ 1 10		
Junipera.....	1 50¢ 2 00		
Lavendula.....	90¢ 2 00		
Limonis.....	1 20¢ 1 40		
Mentha Piper.....	1 60¢ 2 20		
Mentha Verid.....	1 9 2 00		
Morrhuae, gal.....	1 00¢ 1 10		
Myrica.....	4 00¢ 4 50		
Olive.....	75¢ 3 00		
Picea Liquida, gal.....	10¢ 12		
Picea.....	1 03¢ 1 08		
Rosmarini.....	1 00		
Rose, ounce.....	6 50¢ 8 50		
Succini.....	40¢ 45		
Sabina.....	90¢ 1 00		
Santal.....	2 50¢ 7 00		
Sassafras.....	55¢ 60		
Sinapis, ess., ounce.....	1 40¢ 1 57		
Tigili.....	40¢ 50		
Thyme, opt.....	1 60		
Theobromas.....	15¢ 20		
Potassium			
Bi-Carb.....	15¢ 18		
Bichromate.....	13¢ 15		
Bromide.....	48¢ 51		
Carb.....	12¢ 15		
Chlorate..... po. 17@19e	16¢ 18		
Cyanide.....	35¢ 40		
Iodide.....	2 60¢ 2 65		
Potassa, Bitart, pure	28¢ 30		
Potassa, Bitart, com	15		
Potass Nitras, opt.....	8¢ 10		
Potass Nitras.....	7¢ 9		
Prussiate.....	2 25¢ 2 50		
Sulphate po.....	15¢ 18		
Radix			
Aconitum.....	20¢ 25		
Althea.....	22¢ 25		
Anchusa.....	10¢ 12		
Arum po.....	25		
Calamus..... po. 15	20¢ 40		
Gentiana..... po. 15	12¢ 15		
Glycyrrhiza..... pv. 15	16¢ 18		
Hydrastis Canad.....	70		
Hydrastis Can., po.....	5		
Hellebore, Alba, po.....	15¢ 20		
Inula, po.....	15¢ 20		
Ipeacac..... po. 35@38	2 00¢ 2 10		
Iris plox.....	35¢ 40		
Jalapra, pr.....	35¢ 40		
Maranta, 1/8.....	35¢ 40		
Podophyllum, po.....	22¢ 25		
Rhei.....	75¢ 1 00		
Rhei, cut.....	1 25		
Rhei, pv.....	75¢ 1 35		
Spigelia.....	35¢ 38		
Sanguinaria..... po. 40	35		
Serpentaria.....	30¢ 35		
Senega.....	40¢ 45		
Similax, officinalis H	40		
Similax, M.....	10¢ 12		
Scilla.....	10¢ 12		
Symplocarpus, Pecti-	25		
dis, po.....	25		
Valeriana, Eng. po. 30	15¢ 20		
Valeriana, German.....	12¢ 16		
Zingiber a.....	25¢ 27		
Zingiber j.....			
Semen			
Anisum..... po. 15	12		
Apium (graveleons).....	13¢ 15		
Bird, ls.....	4¢ 6		
Carui..... po. 18	10¢ 12		
Cardamom.....	1 25¢ 1 75		
Coriandrum.....	8¢ 10		
Cannabis Sativa.....	40¢ 44		
Cydonium.....	75¢ 1 00		
Chenopodium.....	10¢ 12		
Dipterix Odorate.....	2 00¢ 2 30		
Foeniculum.....	10		
Poenugreek, po.....	7¢ 9		
Lini.....	3¢ 4		
Lini, gr'd..... bbl. 3	4¢ 4 1/2		
Lobelia.....	35¢ 40		
Pharlaris Canarian.....	4¢ 4 1/2		
Rapa.....	4 1/2¢ 5		
Sinapis Albu.....	7¢ 8		
Sinapis Nigra.....	11¢ 12		
Spiritus			
Frumenti, W. D. Co.....	2 00¢ 2 50		
Frumenti, D. F. R.....	2 00¢ 2 25		
Frumenti.....	1 25¢ 1 50		
Juniperis Co. O. T.....	1 65¢ 2 00		
Juniperis Co.....	1 75¢ 3 50		
Saacharum N. E.....	1 90¢ 2 10		
Spt. Vini Galli.....	1 75¢ 6 50		
Vini Oporto.....	1 25¢ 2 00		
Vini Alba.....	1 25¢ 2 00		
Sponges			
Florida sheeps' wool	2 50¢ 2 75		
carriage.....			
Nassau sheeps' wool	2 00		
carriage.....			
Velvet extra sheeps'	1 25		
wool, carriage.....			
Extra yellow sheeps'	1 00		
wool, carriage.....			
Grass sheeps' wool,	1 00		
carriage.....			
Hard, for slate use.....	75		
Yellow Reef, for	1 40		
slate use.....			
Syrups			
Acacia.....	50		
Aurantii Cortes.....	50		
Zingiber.....	50		
Ipeacac.....	60		
Ferri Iod.....	50		
Rhei Arom.....	60		
Similax Officinalis.....	50¢ 60		
Senega.....	50		
Scilla.....	50		
Morphia, S. P. & W.....			
Morphia, S. N. Y. Q. &	2 05¢ 2 30		
C. Co.....	2 05¢ 2 30		
Moschus Canton.....	40		
Myristica, No. 1.....	65¢ 80		
Nux Vomica..... po. 20	10		
Os Sepia.....	15¢ 18		
Pepsin Saac, H. & P.	1 00		
D. Co.....	1 00		
Picea Liq. N. N. 1/4 gal.	2 00		
doz.....	1 00		
Picea Liq., quart.....	2 00		
Picea Liq., pints.....	1 00		
Pil Hydrarg..... po. 80	50		
Piper Nigra..... po. 22	50		
Piper Alba..... po. 35	50		
Pilx Burgun.....	7		
Plumbi Acet.....	10¢ 12		
Pulvis Ipeacac et Opil 1	10¢ 1 20		
Pyrethrum, boxes H.	50		
& P. D. Co., doz.....	1 25		
Pyrethrum, pv.....	30¢ 33		
Quassia.....	8¢ 10		
Quinia, S. P. & W.....	37¢ 42		
Quinia, S. German.....	28¢ 33		
Quinia, N. Y.....	37¢ 42		
Rubia Tincturum.....	12¢ 14		
Saccharum Lactis pv	18¢ 20		
Salacin.....	3 00¢ 3 10		
Sanguis Draconis.....	40¢ 50		
Sapo, W.....	12¢ 14		
Sapo, M.....	10¢ 12		
Sapo, G.....	15		
Siedlitz Mixture.....	20		
Sinapis.....			
Sinapis, opt.....	18		
Sinapis, Maccaboy, De	34		
Voess.....	36		
Snuff, Scotch, DeVo's	34		
Soda Boras.....	7		
Soda Boras, po.....	7		
Soda et Potass Tart.....	20¢ 28		
Soda, Carb.....	1 1/2¢ 2		
Soda, Bi-Carb.....	3¢ 5		
Soda, Ash.....	3 1/2¢ 4		
Soda, Sulphas.....	8¢ 10		
Spts. Cologne.....	2 60		
Spts. Ether Co.....	50¢ 55		
Spt. Myrcia Dom.....	9 00		
Spts. Vini Rect. bbl.....	2 42		
Spts. Vini Rect. 1/2 bbl	2 47		
Spts. Vini Rect. 1/4 gal	2 50		
Spts. Vini Rect. 5gal	2 52		
Less 5c gal. cash 10 days.			
Strychnia, Crystal.....	1 40¢ 1 45		
Sulphur, Subl.....	2 1/2¢ 3		
Sulphur, Roll.....	2 1/2¢ 3		
Tamarinds.....	8¢ 10		
Terebenth Venice.....	28¢ 30		

GROCERY PRICE CURRENT.

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

AXLE GREASE.	
Aurora.....	55 6 00
Castor Oil.....	60 7 00
Diamond.....	50 4 00
Frazier's.....	75 9 00
IXL Golden, tin boxes.....	75 9 00
Mica, tin boxes.....	75 9 00
Paragon.....	55 6 00
BAKING POWDER.	
Absolute.	
1/4 lb cans doz.....	45
1/2 lb cans doz.....	85
1 lb cans doz.....	1 50
Acme.	
1/4 lb cans 3 doz.....	45
1/2 lb cans 3 doz.....	75
1 lb cans 1 doz.....	1 00
Bulk.....	10
El Purity.	
1/4 lb cans per doz.....	75
1/2 lb cans per doz.....	1 20
1 lb cans per doz.....	2 00
Home.	
1/4 lb cans 4 doz case.....	35
1/2 lb cans 4 doz case.....	55
1 lb cans 2 doz case.....	90
JAXON	
1/4 lb cans, 4 doz case.....	45
1/2 lb cans, 4 doz case.....	85
1 lb cans, 2 doz case.....	1 60
Jersey Cream.	
1 lb. cans, per doz.....	2 00
9 oz. cans, 1er doz.....	1 25
6 oz. cans, per doz.....	85
Our Leader.	
1/4 lb cans.....	45
1/2 lb cans.....	75
1 lb cans.....	1 50
Peerless.	
1 lb. cans.....	85
BATH BRICK.	
American.....	70
English.....	80
BLUING.	
CONDENSED PEARL BLUING	
1 doz. pasteboard Boxes.....	40
3 doz. wooden boxes.....	1 20
BROOMS.	
No. 1 Carpet.....	1 90
No. 2 Carpet.....	1 75
No. 3 Carpet.....	1 50
No. 4 Carpet.....	1 15
Parlor Gem.....	2 00
Common Whisk.....	2 00
Fancy Whisk.....	80
Warehouse.....	2 25
CANDLES.	
8s.....	7
16s.....	8
Paraffine.....	8
CANNED GOODS.	
Manitowoc Peas.	
Lakeside Marrowfat.....	95
Lakeside E. J.....	1 15
Lakeside, Cham. of Eng.....	1 20
Lakeside, Gem. Ex. Sifted.....	1 45
Extra Sifted Early June.....	1 75
CHEESE.	
Acme.....	@ 11
Amboy.....	@ 11 1/2
Byron.....	@ 11
Elsie.....	@ 11 1/2
Gem.....	@ 11 1/2
Gold Medal.....	@ 10 1/2
Hartford.....	@ 11 1/2
Ideal.....	@ 11
Jersey.....	@ 11 1/2
Lenawee.....	@ 10 1/2
Riverside.....	@ 11
Sparta.....	@ 10 1/2
Brick.....	@ 10
Edam.....	@ 75
Lelden.....	@ 18
Limburger.....	@ 10
Pineapple.....	@ 85
Sap Sago.....	@ 18

CHOCOLATE.	
Walter Baker & Co.'s.	
German Sweet.....	23
Premium.....	22
Breakfast Cocoa.....	44
CLOTHES LINES.	
Cotton, 40 ft. per doz.....	1 00
Cotton, 50 ft. per doz.....	1 20
Cotton, 60 ft. per doz.....	1 40
Cotton, 70 ft. per doz.....	1 60
Cotton, 80 ft. per doz.....	1 80
June, 60 ft. per doz.....	80
June, 72 ft. per doz.....	98
CICOA SHELLS.	
20 lb bags.....	2 1/2
Less quantity.....	3
Pound packages.....	4
CREAM TARTAR.	
5 and 10 lb. wooden boxes.....	30-35
COFFEE.	
Green.	
Rio.	
Fair.....	10
Good.....	12
Prime.....	13
Golden.....	14
Peaberry.....	15
Santos.	
Fair.....	14
Good.....	15
Prime.....	16
Peaberry.....	17
Mexican and Guatamala.	
Fair.....	16
Good.....	17
Fancy.....	18
Maracalbo.	
Prime.....	20
Milled.....	21
Java.	
Interior.....	20
Private Growth.....	22
Mandehling.....	24
Mocha.	
Imitation.....	22
Arabian.....	24
Roasted.	
Clark-Jewell-Wells Co.'s Brands	
Fifth Avenue.....	28
Jewell's Arabian Mocha.....	28
Wells' Mocha and Java.....	24
Wells' Perfection Java.....	24
Sansibar.....	23
Breakfast Blend.....	29
Valley City Maracalbo.....	18 1/2
Ideal Blend.....	13
Leader Blend.....	12
Package.	
Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases.	
Arbuckle.....	11 00
Jersey.....	11 00
McLaughlin's XXXX.....	11 00
Extract.	
Valley City 1/4 gross.....	75
Felix 1/4 gross.....	1 15
Hummel's foil 1/4 gross.....	85
Hummel's tin 1/4 gross.....	1 43
CATSUP.	
Columbia, pints.....	2 25
Columbia, 1/2 pints.....	1 25
CLOTHES PINS.	
5 gross boxes.....	40

CONDENSED MILK.	
4 doz in case.	
Gail Borden Eagle.....	6 75
Crown.....	6 25
Daisy.....	5 75
Champion.....	4 50
Magnolia.....	4 25
Challenge.....	3 35
Dime.....	3 35
COUPON BOOKS.	
TRADESMAN CREDIT COUPON	
Tradesman Grade.	
50 books, any denom.....	1 50
100 books, any denom.....	2 50
500 books, any denom.....	11 50
1,000 books, any denom.....	20 00
Economic Grade.	
50 books, any denom.....	1 50
100 books, any denom.....	2 50
500 books, any denom.....	11 50
1,000 books, any denom.....	20 00
ONE CENT COUPON	
Universal Grade.	
50 books, any denom.....	1 50
100 books, any denom.....	2 50
500 books, any denom.....	11 50
1,000 books, any denom.....	20 00
Superior Grade.	
50 books, any denom.....	1 50
100 books, any denom.....	2 50
500 books, any denom.....	11 50
1,000 books, any denom.....	20 00
Coupon Pass Books.	
Can be made to represent any denomination from \$10 down.	
20 books.....	1 00
100 books.....	2 00
500 books.....	3 00
250 books.....	6 25
500 books.....	10 00
1,000 books.....	17 50
Credit Checks.	
500, any one denom'n.....	3 00
1000, any one denom'n.....	5 00
2000, any one denom'n.....	8 00
Steel punch.....	75
DRIED FRUITS—DOMESTIC	
Apples.	
Sundried.....	@ 4 1/2
Evaporated 50 lb boxes.....	@ 7 1/2
California Fruits.	
Apricots.....	8 1/2 @
Blackberries.....	@
Nectarines.....	@
Peaches.....	8 @ 9
Pears.....	@
Pitted Cherries.....	8 @
Prunelles.....	12
Raspberries.....	@
California Prunes.	
100-120 25 lb boxes.....	@ 5
80-90 25 lb boxes.....	@ 5 1/2
70-80 25 lb boxes.....	@ 6 1/2
60-70 25 lb boxes.....	@ 7
50-60 25 lb boxes.....	@ 7
40-50 25 lb boxes.....	@ 7
30-40 25 lb boxes.....	@ 7
1/2 cent less in 50 lb cases	
Raisins.	
London Layers 2 crown.....	1 50
London Layers 3 Crown.....	
London Layers 5 Crown.....	
Dehesias.....	
Loose Muscatels 2 Crown.....	5
Loose Muscatels 3 Crown.....	6
Loose Muscatels 4 Crown.....	7
FOREIGN.	
Currants.	
Patras bbls.....	@ 6 1/2
Vostizzas 50 lb cases.....	@ 6 1/2
Cleaned, bulk.....	@ 8
Cleaned, packages.....	@ 8 1/2
Peel.	
Citron American 10 lb bx.....	@ 14
Lemon American 10 lb bx.....	@ 12
Orange American 10 lb bx.....	@ 12
Raisins.	
Ondura 28 lb boxes.....	@ 8 1/2
Sultana 1 Crown.....	@
Sultana 2 Crown.....	@
Sultana 3 Crown.....	@ 11
Sultana 4 Crown.....	@
Sultana 5 Crown.....	@
Sultana 6 Crown.....	@ 12

FARINACEOUS GOODS.	
Farina.	
24 1 lb. packages.....	1 75
Bulk, per 100 lbs.....	3 50
Grits.	
Walsh-DeRoo Co.'s.....	2 40
Bulk in 100 lb. bags.....	3 40
Hominy.	
Barrels.....	2 25
Flake, 50 lb. drums.....	1 00
Beans.	
Dried Lima.....	3 1/2
Medium Hand Picked.....	1 00
Macaroni and Vermicelli.	
Domestic, 10 lb. box.....	60
Imported, 25 lb. box.....	2 50
Pearl Barley.	
Common.....	2 40
Chester.....	2 50
Empire.....	2 75
Peas.	
Green, bu.....	90
Split, per lb.....	2
Rolled Oats.	
Rolled Avena, bbl.....	3 75
Monarch, bbl.....	3 40
Monarch, 1/2 bbl.....	1 55
Private brands, bbl.....	3 30
Private brands, 1/2 bbl.....	1 80
Quaker, cases.....	3 20
Huron, cases.....	1 75
Sago.	
German.....	3 1/2
East India.....	3
Wheat.	
Cracked, bulk.....	3 1/2
24 2 lb packages.....	2 50
Fish.	
Cod.	
Georges cured.....	@ 4 1/2
Georges genulu.....	@ 5 1/2
Georges selected.....	@ 6 1/2
Strips or bricks.....	5 @ 7 1/2
Halibut.	
Chunks.....	10
Strips.....	9
Herring.	
Holland white hoops, bbl.....	12 00
Holland white hoop 1/2 bbl.....	6 50
Holland white hoop, keg.....	85
Holland white hoop mchs.....	95
Norwegian.....	
Round 100 lbs.....	3 40
Round 40 lbs.....	1 60
Scaled.....	17
Mackerel.	
Mess 100 lbs.....	16 00
Mess 40 lbs.....	6 70
Mess 10 lbs.....	1 75
Mess 8 lbs.....	1 43
No. 1 100 lbs.....	14 50
No. 1 40 lbs.....	6 10
No. 1 10 lbs.....	1 60
No. 1 8 lbs.....	1 30
No. 2 100 lbs.....	10 00
No. 2 40 lbs.....	4 20
No. 2 10 lbs.....	1 15
No. 2 8 lbs.....	95
Sardines.	
Russian kegs.....	55
Trout.	
No. 1 100 lbs.....	4 00
No. 1 40 lbs.....	1 90
No. 1 10 lbs.....	55
No. 1 8 lbs.....	47
Whitefish.	
No. 1 No. 2 Fam.....	
100 lbs.....	6 00 5 00 1 90
40 lbs.....	2 70 2 30 1 06
10 lbs.....	75 65 34
8 lbs.....	63 55 31
FLAVORING EXTRACTS.	
JENNINGS'.	
D. C. Vanilla.....	D. C. Lemon.....
2 oz.....	2 oz.....
3 oz.....	3 oz.....
4 oz.....	4 oz.....
6 oz.....	6 oz.....
No. 8 4 00.....	No. 8 2 40.....
No. 10 6 00.....	No. 10 4 00.....
No. 2 T.1 25.....	No. 2 T. 8.....
No. 3 T.2 00.....	No. 3 T.1 35.....
No. 4 T.2 40.....	No. 4 T.1 50.....
HERBS.	
Sage.....	15
Hops.....	15
INDIGO.	
Madras, 5 lb boxes.....	55
S. F., 2, 3 and 5 lb boxes.....	50
JELLY.	
15 lb pails.....	40
30 lb pails.....	75

Souders'.	
Oval bottle, with corkscrew. Best in the world for the money.	
Regular Grade Lemon.	
2 oz.....	75
4 oz.....	1 50
Regular Vanilla.	
2 oz.....	1 20
4 oz.....	2 40
XX Grade Lemon.	
2 oz.....	1 50
4 oz.....	3 00
XX Grade Vanilla.	
2 oz.....	1 75
4 oz.....	3 50
GUNPOWDER.	
Rifle—Dupont's.	
Kegs.....	4 00
Half Kegs.....	2 25
Quarter Kegs.....	1 25
1 lb. cans.....	30
5 lb. cans.....	18
Choke Bore—Dupont's.	
Kegs.....	4 25
Half Kegs.....	2 40
Quarter Kegs.....	1 35
1 lb. cans.....	34
Eagle Duck—Dupont's.	
Kegs.....	8 00
Half Kegs.....	4 25
Quarter Kegs.....	2 25
1 lb. cans.....	45
LICORICE.	
Pure.....	80
Calabria.....	25
Sicily.....	14
Root.....	10
MASON FRUIT JARS.	
Pints, 1 doz. box, per gross 4 25	
Quarts, 1 d'z. box, per gr'ss 4 50	
Half gal. 1 d'z. b'x, p'r gr'ss 6 00	
Fruit Jar Rubbers, p'r gr'ss 25	
Mason Caps only, per gross 2 25	
Glass Cover Fruit Jars.	
"The Best" Fruit Keeper.....	
Pints, 1 doz. box, per gross 5 50	
Quarts, 1 d'z. box, per gr'ss 5 75	
Half gal. 1 d'z b'x, p'r gr'ss 7 75	
MINCE MEAT.	
Ideal, 3 doz. in case.....	2 25
MATCHES.	
Diamond Match Co.'s brands.	
No. 9 sulphur.....	1 65
Anchor Parlor.....	1 70
No. 2 Home.....	1 10
Export Parlor.....	4 00
MOLASSES.	
New Orleans.	
Black.....	11
Fair.....	14
Good.....	20
Fancy.....	24
Open Kettle.....	25 @ 35
Half-barrels 2c extra.....	
PIPES.	
Clay, No. 216.....	1 60
Clay, T. D. full count.....	65
Cob, No. 3.....	85
POTASH.	
48 cans in case.	
Babbitt's.....	4 00
Penna Salt Co.'s.....	3 60
PICKLES.	
Medium.	
Barrels, 1,200 count.....	5 00
Half bbls, 600 count.....	3 00
Small.	
Barrels, 2,400 count.....	6 00
Half bbls, 1,200 count.....	3 50
RICE.	
Domestic.	
Carolina head.....	6 1/2
Carolina No. 1.....	5 1/2
Carolina No. 2.....	4 1/2
Broken.....	3 1/2
Imported.	
Japan, No. 1.....	5 1/2
Japan, No. 2.....	5 1/2
Java, fancy head.....	6 1/2
Java, No. 1.....	5
White.....	5 1/2

SALERATUS.	
Packed 60 lbs. in box.	
Church's.....	3 30
Deland's.....	3 15
Dwight's.....	3 30
Taylor's.....	3 00
SAL SODA.	
Granulated, bbls.....	1 10
Granulated, 100 lb cases.....	1 50
Lump, bbls.....	1
Lump, 145 lb kegs.....	1 10
SALT.	
Diamond Crystal.	
Cases, 24 3-lb boxes.....	1 50
Barrels, 100 3 lb bags.....	2 75
Barrels, 40 7 lb bags.....	2 40
Butter, 28 lb. bags.....	30
Butter, 56 lb bags.....	60
Butter, 20 14 lb bags.....	3 00
Butter, 280 lb bbls.....	2 50
Common Grades.	
100 3 lb sacks.....	2 00
60 5-lb sacks.....	1 80
28 10-lb sacks.....	1 65
Worcester.	
50 4 lb. cartons.....	3 25
115 2 1/2 lb. sacks.....	4 00
60 5 lb. sacks.....	3 75
22 14 lb. sacks.....	3 50
30 10 lb. sacks.....	3 50
28 lb. linen sacks.....	32
56 lb. linen sacks.....	60
Bulk in barrels.....	2 50
Warsaw.	
56-lb dairy in drill bags.....	30
28-lb dairy in drill bags.....	15
Ashton.	
56-lb dairy in linen sacks.....	60
Higgins.	
56-lb dairy in linen sacks.....	60
Solar Rock.	
56-lb sacks.....	21
Common.	
Granulated Fine.....	77
Medium Fine.....	83
SEEDS.	
Anise.....	9
Canary, Smyrna.....	3
Caraway.....	8
Cardamon, Malabar.....	6
Celery.....	11
Hemp, Russian.....	3 1/2
Mixed Bird.....	4 1/2
Mustard, white.....	5
Poppy.....	3 1/2
Rape.....	4 1/2
Cuttie Bone.....	20
SNUFF.	
Scotch, in bladders.....	37
Maccaboy, in jars.....	35
French Rappee, in jars.....	43
SPICES.	
Whole Sifted.	
Allspice.....	10
Cassia, China in mats.....	12
Cassia, Batavia in bund.....	25
Cassia, Saigon in rolls.....	32
Cloves, Amboy.....	10
Cloves, Zanzibar.....	9
Mace, Batavia.....	55
Nutmegs, fancy.....	60
Nutmegs, No. 1.....	50
Nutmegs, No. 2.....	45
Pepper, Singapore, black.....	9
Pepper, Singapore, white.....	12
Pepper, shot.....	10
Pure Ground in Bulk.	
Allspice.....	12
Cassia, Batavia.....	22
Cassia, Saigon.....	35
Cloves, Amboy.....	30

SOAP.

Armour's Family... 2 50
Armour's Laundry... 3 30
Armour's White, 100s... 6 25
Armour's White, 50s... 3 20
Armour's Woodchuck... 2 50
Armour's Kitchen Brown... 2 00
Armour's Mottled German... 2 25



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

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

American Family, wrp'd... 3 33
American Family, unwr'd... 3 27
Dome... 3 33
Cabinet... 2 20
Saxon... 2 50
Dusky Diamond, 50 6 oz... 2 10
Dusky Diamond, 50 8 oz... 3 00
Blue India, 100 1/4 lb... 3 00
Kirkline... 3 75
Eos... 3 65

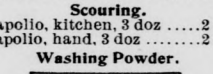
One box American Family free with five.



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



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



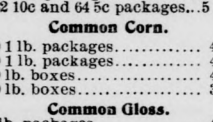
Single box... 2 40
5 box lots, delivered... 2 35
10 box lots, delivered... 2 30



Single box... 2 40
5 box lots, delivered... 2 35
10 box lots, delivered... 2 30



Single box... 2 40
5 box lots, delivered... 2 35
10 box lots, delivered... 2 30



Single box... 2 40
5 box lots, delivered... 2 35
10 box lots, delivered... 2 30



Single box... 2 40
5 box lots, delivered... 2 35
10 box lots, delivered... 2 30

SUGAR.

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

Cut Leaf... 5 75
Domino... 5 63
Cubes... 5 38
Powdered... 5 38
XXX Powdered... 5 20
Granulated in bbls... 5 13
Granulated in bags... 5 13
Fine Granulated... 5 13
Extra Fine Granulated... 5 25
Extra Coarse Granulated... 5 25
Diamond Confee. A... 5 13
Confee. Standard A... 5 00
No. 1... 4 88
No. 2... 4 88
No. 3... 4 88
No. 4... 4 81
No. 5... 4 75
No. 6... 4 69
No. 7... 4 56
No. 8... 4 44
No. 9... 4 38
No. 10... 4 31
No. 11... 4 25
No. 12... 4 19
No. 13... 4 13
No. 14... 4 06
No. 15... 4 00
No. 16... 4 00

TABLE SAUCES.

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

TOBACCOS.

Clark-Jewell-Wells Co.'s brand.
New Brick... 35 00
Morrison, Plummer & Co.'s b'd.
Governor Yates, 4 1/2 in... 58 00
Governor Yates, 4 1/4 in... 65 00
Governor Yates, 5 1/4 in... 70 00
Monitor... 30 00

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

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



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



Star Green... 35 00

VINEGAR.

Malt White Wine... 7
Pure Cider... 8

WICKING.

No. 0, per gross... 25
No. 1, per gross... 30
No. 2, per gross... 40
No. 3, per gross... 75

Fish and Oysters

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

Oysters in Cans.

F. H. Counts... 32
F. J. D. Selects... 27
Selects... 23
F. J. D. Standards... 22
Anchors... 20
Standards... 18
Favorites... 16

Oysters in Bulk

F. H. Counts... 75
Extra Selects... 60
Selects... 30
Anchor Standards... 20
Standards... 10
Clams... 25

Shell Goods.

Oysters, per 100... 1 25
Clams, per 100... 30

Candies.

Stick Candy.

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

Mixed Candv.

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

Fancy-In Bulk.

Lozenges, plain... @ 9
Lozenges, printed... @ 9
Choc. Drops... 11 @ 12
Choc. Monumentals... @ 12
Gum Drops... @ 6
Moss Drops... @ 8
Sour Drops... @ 9
Imperials... @ 9

Fancy-In 5 lb. Boxes.

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

Caramels.

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

Fruits.

Oranges.

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

Lemons.

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

Bananas.

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

Foreign Dried Fruits.

Figs, Choice Layers 10 lb California... @ 10
Figs, New Smyrna 12 lb boxes... @ 14
Figs, Naturals in 30 lb bags... @ 6
Dates, Fards in 10 lb boxes... @ 8
Dates, Fards in 60 lb cases... @ 6
Dates, Persians, H.M. B., 60 lb cases, new... @ 5 1/2
Dates, Sairs 60 lb cases... @

Nuts.

Almonds, Tarragona... @ 13
Almonds, Ivaca... @ 11
Almonds, California, soft shelled... @ 15
Brazil nuts new... @ 8 1/2
Filberts... @ 10
Walnuts, Grenobles... @ 13
Walnuts, Calif No. 1... @ 10
Walnuts, soft shelled Calif... @ 12
Table Nuts, fancy... @ 13
Table Nuts, choice... @ 12
Pecans, Med... @ 10
Pecans, Ex. Large... @ 12
Pecans, Jumbos... @ 14
Hickory Nuts per bu., Ohio, new... @ 1 75
Cocoanuts, soft sacks... @ 3 75

Peanuts.

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

Grains and Feedstuffs

Wheat.

Wheat... 85

Winter Wheat Flour.

Local Brands.
Patents... 5 50
Second Patent... 5 00
Straight... 4 80
Clear... 4 40
Graham... 4 75
Buckwheat... 3 40
Eye... 3 75
Subject to usual cash discount.
Flour in bbls., 25c per bbl. additional.
Worden Grocer Co.'s Brand.
Quaker, 1/8s... 4 75
Quaker, 1/4s... 4 75
Quaker, 1/2s... 4 75
Guard, Fairfield & Co.'s Brand.
Whole Wheat 1-16s... 5 20

Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.
Pillsbury's Best 1/8s... 5 55
Pillsbury's Best 1/4s... 5 45
Pillsbury's Best 1/2s... 5 35
Pillsbury's Best 3/4s paper... 5 35
Pillsbury's Best 1/2s paper... 5 35
Ball-Barnhart-Putman's Brand.
Grand Republic, 1/8s... 5 55
Grand Republic, 1/4s... 5 45
Grand Republic, 1/2s... 5 35
Lemon & Wheeler Co.'s Brand.
Gold Medal 1/8s... 5 55
Gold Medal 1/4s... 5 45
Gold Medal 1/2s... 5 35
Parisian, 1/8s... 5 55
Parisian, 1/4s... 5 45
Parisian, 1/2s... 5 35
Oiney & Judson's Brand.
Ceresota, 1/8s... 5 55
Ceresota, 1/4s... 5 45
Ceresota, 1/2s... 5 35
Worden Grocer Co.'s Brand.
Laurel, 1/8s... 5 60
Laurel, 1/4s... 5 50
Laurel, 1/2s... 5 40

Meal.

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

Feed and Millstuffs.

St. Car Feed, screened... 14 50
No. 1 Corn and Oats... 13 50
Unbolted Corn Meal... 13 00
Winter Wheat Bran... 11 00
Winter Wheat Middlings... 13 00
Screenings... 10 00
The O. E. Brown Mill Co. quotes as follows:

New Corn.

Car lots... 28 1/2
Less than car lots... 32

Oats.

Car lots... 24
Carlots, clipped... 25
Less than car lots... 28

Hay.

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

Crackers.

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

Butter.

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

Soda.

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

Oyster.

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

SWEET GOODS-Boxes.

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

Provisions.

Swift & Company quote as follows:

Barreled Pork.

Mess... 9 50
Back... 12 50
Clear back... 10 75
Short cut... 10 50
Pig... 14 50
Bean... 9 50
Family... 9 50

Dry Salt Meats.

Bellies... 6 1/2
Briskets... 6
Extra shorts... 5 1/2

Smoked Meats.

Hams, 12 lb average... 9 1/2
Hams, 14 lb average... 9
Hams, 16 lb average... 8 1/2
Hams, 20 lb average... 8
Ham dried beef... 16
Shoulders (N. Y. cut)... 6 1/2
Bacon, clear... 8
California hams... 8 1/2
Boneless hams... 8 1/2
Cooked ham... 11

Lards. In Tierces.

Compound... 4 1/2
Kettle... 5 1/2
55 lb Tubs... advance 7 1/2
50 lb Tubs... advance 7 1/2
50 lb Tubs... advance 7 1/2
50 lb Pails... advance 7 1/2
50 lb Pails... advance 7 1/2
50 lb Pails... advance 7 1/2
3 lb Pails... advance 7 1/2

Sausages.

Bologna... 5
Liver... 6 1/2
Frankfort... 6 1/2
Pork... 7
Blood... 6
Tongue... 9
Head cheese... 6 1/2

Beef.

Extra Mess... 9 00
Boneless... 12 00
Rump... 12 00

Pigs' Feet.

Kits, 15 lbs... 80
1/4 bbls, 40 lbs... 1 50
1/2 bbls, 80 lbs... 2 80

Tripe.

Kits, 15 lbs... 75
1/4 bbls, 40 lbs... 1 40
1/2 bbls, 80 lbs... 2 75

Casings.

Pork... 16
Beef rounds... 4 1/2
Beef middles... 12
Sheep... 60

Butterine.

Rolls, dairy... 11
Solid, dairy... 10 1/2
Rolls, creamery... 14
Solid, creamery... 13 1/2

Canned Meats.

Corned beef, 2 lb... 2 10
Corned beef, 14 lb... 14 00
Roast beef, 2 lb... 2 10
Potted ham, 1/4s... 80
Potted ham, 1/2s... 1 00
Deviled ham, 1/4s... 1 00
Deviled ham, 1/2s... 1 00
Potted tongue 1/4s... 60
Potted tongue 1/2s... 1 00

Fresh Meats.

Beef.

Carcass... 5 1/2 @ 7 1/2
Fore quarters... 5 @ 6
Hind quarters... 7 @ 9
Loins No. 3... 9 @ 12
Ribs... 8 @ 12
Rounds... 6 1/2 @ 7 1/2
Chucks... 4 @ 5
Plates... 4 @ 5

Pork.

Dressed... @ 5 1/2
Loins... @ 8 1/2
Shoulders... @ 6
Leaf Lard... 5 1/2 @ 8

Mutton.

Carcass... 6 @ 7
Spring Lambs... 8 @ 9

Veal.

Carcass... 8 @ 9

Hides and Pelts.

Perkins & Hess pay as follows:

Hides.

Green... 7 @ 8
Part cured... @ 8 1/2
Full Cured... 7 1/2 @ 8 1/2
Dry... 9 @ 11
Kips, green... 7 @ 8
Kips, cured... 8 @ 9
Calfskins, green... 7 1/2 @ 9
Calfskins, cured... 9 @ 10 1/2
Deaconskins... 25 @ 30

Pelts.

Shearlings... 5 @ 30
Lambs... 40 @ 90
Old Wool... 60 @ 90

Oils.

Barrels.

Eocene... @ 11 1/2
XXX W.W. Mich. Hdt... @ 8 1/2
W W Michigan... @ 8
Diamond White... @ 7
D. S. Gas... @ 8
Deo. Naptha... @ 7 1/2
Cylinder... @ 26
Engine... @ 31
Black, winter... @ 8

Crockery and Glassware.

AKRON STONEWARE.

Butters.

1/2 gal., per doz... 50
1 to 6 gal., per gal... 5 1/2
8 gal., per gal... 6 1/2
10 gal., per gal... 6 1/2
12 gal., per gal... 6 1/2
15 gal. meat-tubs, per gal... 8
20 gal. meat-tubs, per gal... 8
25 gal. meat-tubs, per gal... 10
30 gal. meat-tubs, per gal... 10

Churns.

2 to 6 gal., per gal... 5 1/2
Churn Dashers, per doz... 85

Milkpans.

1/2 gal. flat or rd. bot., doz... 60
1 gal. flat or rd. bot., each... 5 1/2

Fine Glazed Milkpans.

1/2 gal. flat or rd. bot., doz... 65
1 gal. flat or rd. bot., each... 5 1/2

Stewpans.

1/2 gal. fireproof, bail, doz... 85
1 gal. fireproof, bail, doz... 1 10

Jugs.

1/2 gal., per doz... 40
1/2 gal., per doz... 50
1 to 5 gal., per gal... 6 1/2

Tomato Jugs.

1/2 gal., per doz... 70
1 gal., each... 7
Corks for 1/2 gal., per doz... 20
Corks for 1 gal., per doz... 30

Preserve Jars and Covers.

1/2 gal., stone cover, doz... 75
1 gal., stone cover, doz... 1 00

Sealing Wax.

5 lbs. in package, per lb... 2

LAMP BURNERS.

No. 0 Sun... 45
No. 1 Sun... 50
No. 2 Sun... 75
Tubular, No. 1... 50
Security, No. 1... 65
Security, No. 2... 85
Nutmeg... 50
Climax... 1 50

LAMP CHIMNEYS-Common.

No. 0 Sun... 1 00
No. 1 Sun... 1 50
No. 2 Sun... 2 70

First Quality.

No. 0 Sun, crimp top, wrapped and labeled... 2 10
No. 1 Sun, crimp top, wrapped and labeled... 2 25
No. 2 Sun, crimp top, wrapped and labeled... 3 25

XXX Flint.

No. 0 Sun, crimp top, wrapped and labeled... 2 55
No. 1 Sun, crimp top, wrapped and labeled... 2 75
No. 2 Sun, crimp top, wrapped and labeled... 3 75

CHIMNEYS-Pearl Top.

No. 1 Sun, wrapped and labeled... 3 70
No. 2 Sun, wrapped and labeled... 4 70
No. 2 Hinge, wrapped and labeled... 4 88
No. 2 Sun, "Small Bulb," for Globe Lamps... 80

La Bastie.

No. 1 Sun, plain bulb, per doz... 1 25
No. 2 Sun, plain bulb, per doz... 1 50
No. 1 Crimp, per doz... 1 35
No. 2 Crimp, per doz... 1 60

Rocheater.

No. 1, Lime (6c doz)... 3 50
No. 2, Lime (7c doz)... 4 00
No. 2, Flint (8c doz)... 4 40

Electric.

No. 2, Lime (7c doz)... 4 00
No. 2, Flint (8c doz)... 4 40

OIL CANS.

1 gal tin cans with spout... 1 25
1 gal galv iron with spout... 1 65
2 gal galv iron with spout... 2 87
3 gal galv iron with spout... 3 50
5 gal galv iron with spout... 4 75
3 gal galv iron with faucet... 5 25
5 gal galv iron with faucet... 8 00
5 gal galv iron Nacefas... 9 00

Pump Cans.

5 gal Rapid steady stream... 9 00
5 gal Eureka non-overflow... 10 56
3 gal Home Rule... 10 50
5 gal Home Rule... 12 00
5 gal Pirate King... 9 50

LANTERNS.

Hardware

Wherein the Regular Dealer Can Defeat the Giant Octopi of Trade. Ante Lucem in American Artisan.

It is known and stands without denial the cataloguer sells a few staples at cost or less than cost as a trade attraction. It is also known that he advertises brands of goods as genuine articles which do not contain one single particle or ingredient of genuineness, all to the manifest injury of the honest trader, particularly of the rural district.

It is as notorious a fact that department stores advertise and run bargain sales for days at a time, when inferior grades of goods advertised as A1 are often sold for less than factory cost, and all this is done for the purpose of extorting an excessive price on other articles with which the public are more or less familiar.

Another understood fact is that both these classes of traders conduct their several businesses upon the most niggard and extortionate plan, so far as living compensation goes, with their employes for services rendered. In many cases it is but a beggarly pittance, hardly sufficing to keep soul and body together. So baneful has this become in the public eye that the virtue of women employed in these institutions is looked upon as being of little moment. This is a sad, sad commentary upon virtuous womanhood. Compelled to work in such institutions because nowhere else is there work, with long hours of toil at no price, she must make good the losses of these bargain sales (from what should be her wages) and pay another penalty with her womanhood if she would not starve. Such is the public verdict rendered upon the street corner in every populous city of our land.

No one at all conversant with the methods of catalogue and department store trading but what is also acquainted with their schemes and methods of working credulous patrons. When any one pretends to say they are blessings in disguise, doing a good to the community or city in which they live, he simply speaks without knowledge or forethought and closes his eyes to the real curses they entail upon property and individuals. The two great octopi have taken millions from the communities where they have practiced their calling, and have never given in return a single farthing beneficial to the public welfare or individual patrons. If they have been in any way a contributor to charities, it has been with a twofold purpose of extortionate gain from the increased patronage. It is just as impossible that these institutions can give \$2 worth of goods for \$1 in money, just as impossible that they can sell goods for less than cost, as it is impossible to grow figs from thistles.

There can be no possible objection from any source or from any fair-minded person to the formation of any association or any number of associations whose whole purpose is the correction and wiping out of these monster evils which rob the people, debase womanhood and make slaves of innocent children. These institutions crush out all the smaller honest competition, lower the values of all adjacent properties, wreck the homes of the small dealer and often send to beggary and to shame most worthy people. All this can be verified by watching the career of these institutions in any large city of our land. The man who will not support reform organizations, the manufacturer or wholesaler who will continue to aid and abet these monsters by furnishing them goods, at ruinous prices often, by making it possible for them to longer continue in the work of trade destruction, is an enemy to honest competition, an enemy to honest prosperity and a slave to innate, indomitable greed.

If they can so readily see these things in one state where organizations exist, and if so ready of acquiescence where such organizations have an influence, why should they not be as willing to grant the same concessions in states where organizations do not exist? The

facts are that many of the very large manufacturers and wholesalers are little else than trusts (only in name) and they would crush out all the smaller ones, as would the cataloguer and department dealer crush out the smaller dealer. Honest competition and fair trading is but a synonym without a meaning.

The future of our internal commercial trading depends upon the early and complete organization of reform associations, and as these evils threaten and encroach upon all kinds of business, so must these associations come up from every line of trade. They must be founded upon broad principles of fairness to all, and should be co-operative one with another.

First should come reason and argument, and he who will not listen to their pleadings should be given drastic treatment by cutting off all trade support, so far as membership, at least, controls support. There is not a state in the Union with her retail business organized but could wield an influence sufficiently great to bring to terms the most refractory concern. That has been demonstrated in the work of the Minnesota Association.

The time for discussion is on. The time for organization is here. One good active, earnest worker is worth a century string of those fellows who are always waiting to see what is going to be done, what is going to turn up. The winter will soon be upon us, and with its long evenings little gatherings of tradesmen can be held in every town, village and hamlet in every state, and the evils of trade talked over. New life, vigor and action can be put into the movement, and before the winter of 1890, more than half of all the states will be organized in every line of business. It is impossible that there is not one man in every town who is willing to undertake the initiatory movement. He who lacks the courage of a good action is an undeniable coward.

It Brought Them Out.

The retail grocers in Pittsburg turned out to a recent meeting of their Association to the number of 200 to air a grievance they had against the commission men of that city, whom they accused of selling to consumers. They will make short work of the matter, and will, doubtless, make the commission men promise to behave better in the future.

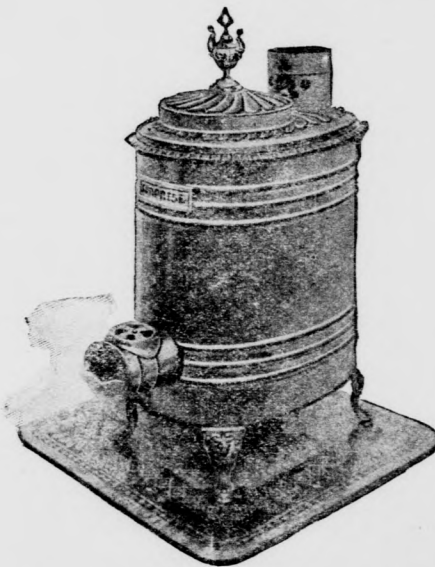
A Dorchester woman tells a good story of one of the grocerymen of that classic suburb of Boston. She received a bill for two pounds of "psalmon." When the dealer came to collect his bill Mrs. B. called his attention to the incorrect spelling of salmon. The dealer exclaimed: "That's the work of my new book-keeper. I am ashamed to have such bills sent out. He's a good book-keeper, but he'll have to learn to spell if he wants to work for me. Let me correct the word." Taking out a pencil the dealer drew a couple of lines through the word and wrote above it "sammon." "There," he said, "I'll teach that book-keeper how to spell that word or get rid of him."

The old whaler Progress, which was a popular feature of the World's Fair in Chicago, has been sold to a club of Chicagoans for \$400. For two years the vessel lay sunken in the south pond at Jackson park. Then it was pumped out and towed to the mouth of the Calumet River, where it straightway went to the bottom again, and has remained undisturbed until this day. Nobody yet knows what the club will do with it.

The export of beer from Germany is gradually growing less, owing to the establishment of native breweries in other European countries. The value of the beer exported in 1885 was about \$6,000,000; now it is little more than half that sum annually.

Success has attended an effort at banana growing in Fitzgerald, Ga., where a plant reached the height of twelve feet and put forth satisfactory fruit.

Air Tights



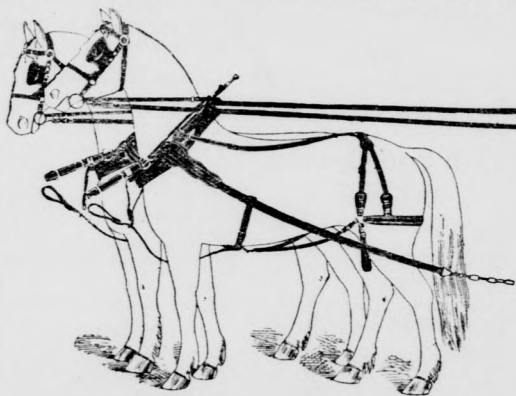
Made in smooth iron jacket, with heavy steel lining. Ornamented stamped steel raised top. Body, heavily beaded. Size, 24x24x17.

Price.....\$4.00
With nickel rail..... 5.00

Delivered at any railroad station in Michigan. Five per cent. discount for cash with order. We have other styles. Send for circular.

FOSTER, STEVENS & CO.,
GRAND RAPIDS.

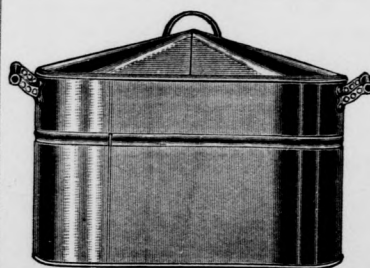
Our Grand Carnival of Hand-made Harnesses



specialy invites
inspection by all
dealers at our

REPOSITORY ON WEST
BRIDGE STREET.

Brown & Sehler,
Grand Rapids.



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.

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

Festival of the Mountain and Plain.
Written for the TRADESMAN.

Three years ago, when Denver lay paralyzed by the financial cyclone which struck her and left her well-nigh helpless, the business interests of the Queen City of the Plains, without wasting a tear over the milk which had been so hopelessly spilled, or even a glance at the overturned milkpail, promptly met—and as promptly decided—that laughing is "enough sight" better than crying and that the "proper caper" for Denver to cut under the depressing circumstances was to snap her fingers in the face of disaster, resolutely turn her back upon the dreadful had-been and drown her sorrows and remembrance of them, not in the flowing bowl, but in a three days' carnival, which should be known as the Festival of the Mountain and Plain. It would revive the drooping spirits of the prostrate city; it would bring a crowd to the capital of the State; it would attract strangers; in fact, in a thousand ways it would be a benefit—better in every way than to sit down in sackcloth and ashes bewailing a disaster the effects of which could be overcome only by cheerfully looking them in the face and as determinedly going to work to counteract them.

So the Festival of the Mountain and Plain was inaugurated. It proved such a success, financially as well as morally, that it was repeated last year, with similar, although larger, results; and, when this year the time came for the affair, it was taken up and carried through with such heartiness, and has been such a splendid success, that it will be doubtless put down on the calendar of Colorado as its most important annual event.

It began this year at one o'clock on the afternoon of October 5. But long before that date the city had been preparing for it. How great this preparation had been can be suggested by the announcement that the Pageant of Progress, a single item of the three days' program, would include 125 floats, pulled by 1,200 horses, and would be eighty blocks, almost five miles long!

While the city had everywhere donned its gala day attire, Sixteenth street, the principal business thoroughfare of Denver, was especially attractive with the Carnival colors, yellow and white. These were everywhere in flags and banners and in pleasing designs—the tallest buildings proving no trouble to the skillful decorator, so that, for a mile, the sun from a cloudless sky looked down upon a street scene of unwonted splendor. Night only added to the attractiveness of the display. From the foot of Sixteenth street, after dark, the eye took in the long wide avenue, bordered with handsome architecture, gay with decoration and bright with electric lamps, which, like strings of red and yellow and blue beads upon the buildings, added to the charm by falling in festoons of light at every street crossing until, in the distance, the magnificent dome of the Capitol appeared radiant with the glory of electric bulbs and huge arc light crown.

Into these streets Denver's population of 165,000 poured by day and night, together with 50,000 visitors from the State and, in some instances, far beyond its borders. The sidewalks were packed by the crowds, who had come early, determined to stay until the last tap of the drum. Promptly to the minute, the long program began; and, from Tuesday noon until the small hours of Friday morning, the city gave itself up to fun and frolic. The first day's

procession was the Pageant of Progress, made interesting by the constant contrasts presented by bringing together the old, in the history of the State, and the new. The leading feature of the second day was the parade of the maskers, with a "Bal Champetre" in the evening. The third day presented a parade of the military in the afternoon, and in the evening the gorgeous Parade of Silver Serpents, the whole ending with a ball in the Broadway Theater.

The leading feature throughout—the one that gave no signs of weariness, and was as fresh at the end as at the beginning—was the omnipresent tin horn. The first powerful toot came from the lips and lungs of boyhood; but girlhood promptly seconded it. Then the youth and the maiden joined in; then the grown-up parents, and long before the sun went down on the first day, the gray-haired man and woman were seen horn in hand, blowing as lustily as their grandchildren, and for the same laudable purpose!

With the close of the maskers' parade, pandemonium broke loose and from three o'clock until six the entire length of Sixteenth street was taken possession of by the maskers and their hilarious friends. From the baby in arms to the octogenarian, everybody was there; and everybody was contributing his full share to the general bullabalo. Masked or unmasked, each felt that he had a duty to perform; that now was the accepted time, and that, after all was over, there was to be no grieving over an opportunity lost to make a racket!

Among the "sidelights," the wild Western life easily took the leading place. The Indian—a party of Utes and Apaches—in all his glory was there, the same Red Man who, years ago, came from the fight, his tomahawk and scalping-knife stained with blood and his belt adorned with the scalps of his enemy. They "powwowed;" they had their dances and games; they held up a stagecoach, and had a sham battle, the whole a kind of realism which made the shivers creep up one's back. The cowboy brightened the festival with his presence, bringing fresh from the plains the "outfit" and the skill with lasso and broncho, which made him a great attraction. Head, hoof or horn, as the looker-on decided, was seized by the unerring noose, while the frantic but futile efforts of the broncho to free himself from his rider was simply "fun alive!" The whole festival furnished nothing better.

The closing Parade of the Silver Serpents cannot be worthily described. One could think only of Milton's "royal state where the gorgeous East, with richest hand, showers on her kings barbaric, pearl and gold." It was here that the most time, labor, art and money had been expended; and the result was a fitting close to a round of pleasure and delight unequalled anywhere this side of the Carnival at Rome.

From first to last, it was a splendid success. It more than accomplished its purpose, and it looks now as if the Festival of the Mountain and Plain would do for Colorado what the Mardigras has done for New Orleans and the Carnival for Rome.

RICHARD MALCOLM STRONG.


One man with money enough to buy his mortuary monument ahead of time, who is not ashamed of his vocation, is John Hyman, of Logcootee, Ind., who has had carved in stone a barrel with a keg on top of it, the barrel inscribed: "A Cooper by Trade."

Hardware Price Current.

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

HOUSE FURNISHING GOODS	
Stamped Tin Ware.....	new list 75&10
Japanese Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&1
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50
WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/2 inch and larger.....	5 1/2
Manilla.....	8
SQUARES	
Steel and Iron.....	
Try and Bevels.....	
Mitre.....	
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com. \$2 70 \$2 40
Nos. 15 to 17.....	2 70 2 40
Nos. 18 to 21.....	2 80 2 45
Nos. 22 to 24.....	3 00 2 55
Nos. 25 to 26.....	3 10 2 65
No. 27.....	3 20 2 75
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....	
SAND PAPER	
List acct. 19, '88.....	dis
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's 70&10	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 05
Barbed Fence, painted.....	1 70
HORSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Cistern.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	6 1/2
Per pound.....	6 1/2
SOLDER	
1/2 @ 1/2.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.....	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.....	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.....	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, 1/4 per pound.....	9
14x56 IX, for No. 9 Boilers, 1/4 per pound.....	

TRADESMAN ITEMIZED LEDGERS



Size 8 1-2x14—Three Columns.

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

Invoice Record or Bill Book.

- 80 Double Pages, Registers 2,880 Invoices..... \$2 00

TRADESMAN COMPANY
GRAND RAPIDS.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' Hall on Tuesday evening, Oct. 19, President Dyk presided.

There being three visitors present outside of the ranks of the retail grocery trade, the usual order of business was suspended in order that the gentlemen might be given an opportunity to address the members on matters pertinent to the grocery trade.

Wm. Judson was the first speaker. He commended association work in general and the efforts of the retail grocers in particular, because of the great necessity of organized effort on the part of the latter class. He pronounced organization as the modern way of doing business, citing the organizations of insurance and railway companies and steamboat lines as examples of what can be done by concerted effort. Even the farmers have felt the effects of organization through the broadening influence they have over each other and the cultivating of pleasant relations, but when they overstep the mark, as they did in the P. of I. organization, their efforts ended in failure. Every association must work along legitimate lines to achieve success, as failure invariably ensues as the result of the adoption of methods originated and championed by rattleheads and radicals. In getting in touch with each other and exchanging experiences, men discover methods which other successful men pursue and, although they may not be able to adopt them altogether for use in their business, yet certain modifications may be incorporated to excellent advantage. Every grocer should become a member of an association because it will bring him returns tenfold. He urged the members to get all the new members they could and to be loyal to the Association, maintaining its prices and living up to its agreements. There is no glory in being a cutter, because any man can do that. The wholesale grocery trade of Grand Rapids is interested in the movement, because the tendency is to make better merchants and to bring about better conditions in trade.

Parke Mathewson, of Detroit, also addressed the members at some length, starting out with the statement that no retail grocer can afford to do anything to his neighbor which he would not like to have his neighbor do to him. He referred to the fact that \$200,000 has been sunk in one location in Detroit in undertaking to carry on the retail grocery business on the cut-rate plan, and stated that during the last fifteen years he has lived in Detroit no grocer who was known to be a cutter has made a success of the business. The only dealers who have made money are those who have sold good goods at fair prices. In Boston, where the principle of the "survival of the fittest" obtains, the successful grocer has been the one who has done business along legitimate lines. The man who sells goods at less than cost does himself an irreparable injury, besides the damage he does the manufacturer in case the article sold happens to be a proprietary article on which the manufacturer has spent years creating a demand. The manufacturer can protect the grocer if he wishes to, and few jobbers will sell cutters if they are asked not to do so. His experience led him to believe that most of the bad debts sustained by the jobbers originated with the cutting class. He urged the members to remain steadfast in the work of organization.

E. A. Stevens was the next speaker. He started out with the statement that the collective importance of the grocer is greater than the individual importance and that the preparation and distribution of food products is to-day the most important problem before the American people. Italy builds monuments to its bakers, and there is no reason why we should not build monuments to our grocers and cooks. The education of the people along the lines of proper food and diet has been accomplished, not by physicians and scientists, but by the much-maligned retail

grocers. The grocer should be less humble, show that he is an important factor of society and an important feature in the mercantile world and should insist upon taking his proper place in the community. Mr. Stevens described at some length the work of the Illinois Association in securing the new exemption laws in Illinois, pronouncing it the most heroic fight ever known in the annals of Illinois legislation. Every scheme known to schemers was tried to defeat it. Even the cohorts of organized labor arrayed themselves in solid phalanx in opposition to the measure as the champions of the dead-beat. Mr. Stevens deplored the tendency of the times to handle cheap goods, asserting that, in his opinion, an improvement was manifest and that, as the people were becoming better educated and the grocer came to realize his duty to the public, better results would follow.

All of the speakers were welcomed with hearty applause and, at the close of the addresses, Julius J. Wagner moved that a vote of thanks be tendered each of the gentlemen for his interesting and instructive talk, which was unanimously adopted.

Henry J. Vinkemulder moved that the stores be closed at 6 o'clock the four days of the carnival, which was adopted.

The hour being late, it was deemed advisable to postpone further business until the next meeting, but every member present joined in the statement that the meeting was one of the most instructive and practical the Association had ever held.

Pictures Tell the Story

Of how everything looks in South Dakota as the result of the great crops of the last three years. The Chicago, Milwaukee & St. Paul Railway company has had photographs taken of actual farm scenes in South Dakota and has had them reproduced in an attractive eight-page illustrated circular, which it is distributing free of cost to all who are looking for new homes in the most fertile section of the Middle Northwest.

Send your address to H. F. Hunter, Immigration Agent for South Dakota, 291 Dearborn street, Chicago, Ill., or to W. E. Powell, General Immigration Agent, 410 Old Colony Building, Chicago, Ill.

New York's Beet Sugar Manufacture.

The manufacture of sugar at the first New York beet-sugar factory in Rome, N. Y., began last week. The plant has been ready for operation for several weeks, but the beets have not been ripe enough to harvest. The company expects to use about 20,000 tons of beets this season, and will turn out white and brown sugar. There were a large number of spectators at the factory. Everything worked smoothly. There are about 500 tons of beets on hand now.

New Canned Goods from Florida.

Last week a house at Seminole, Fla., put up a Florida beef in the form of stew, which has been pronounced excellent by judges. A Tampa wholesale house has tried this canned beef and is so well pleased with it that they are figuring to see how prices will compare with the canned goods brought from the North, and if the comparison is satisfactory the goods will be pushed.

Increasing Salt Imports.

The imports of salt have nearly doubled since the duty was removed three years ago, amounting during the last year to about 520,000,000 pounds. Manufacturers report a losing business for 1896.

A lake near Morrilton, Ark., dried up a couple of years ago, leaving a rich deposit of soil ten feet deep. A portion of it was planted with corn this year, and it will yield 200 bushels to the acre. The corn, so the story goes, was sown broadcast, like wheat, and came up so strong and thick that a coon which recently tried to make its way through the stalks was unable to extricate itself, and was captured.

The Produce Market.

Apples—Buyers of winter stock are not taking hold very freely, evidently anticipating an easier market. The warm weather last week sent many cars into storage. In common varieties the market is steady at \$1.60@2, while choice eating stock commands \$2.50@3 per bbl.

Beans—The market is lower and dull, both for old and new stock.

Bananas—Prices are still as high as last week, and the movement is restricted to some extent by both high prices and short supplies.

Butter—Separator creamery is strong at 22@23c, with every indication of a still higher range of values. Dairy grades are almost out of market, country merchants requiring nearly all their receipts to meet the demands of their home trade. The price ranges from 15 @16c down.

Cabbage—35c per doz.

Carrots—25c per bu.

Cauliflower—75c@81c per doz.

Celery—8@10c per bunch.

Cranberries—The market is steady and receipts are liberal. Cape Cods are coming freely, commanding \$6@6.50 per bbl.

Cheese—New September cheese is now arriving, but the trade is still working on earlier-made cheese, as the September goods are rather mild for immediate use, buyers preferring cheese which has more age. The demand for medium grades is not very active, but the market seems well cleaned up on the most popular makes of Michigan factories.

Eggs—The receipts are less than they were a few days ago and the market is firmer and higher in consequence. Eastern markets are also advancing. Local dealers pay 14c, case count, holding at 14½c, case count, or 15c for fancy candled. Very few poor eggs are now coming forward.

Grapes—Delawares are about out of market. Niagaras are in fair supply and demand at 10c for 8 lb. baskets. Concord is in 8 lb. baskets command 10c for home grown and 12c for New York.

Honey—White clover is in fair demand at 12c, while dark buckwheat is in occasional demand at 10c.

Lemons—An easy feeling prevails and prices on Messinas are slightly lower than last week.

Onions—Home grown are stronger and higher, having advanced to 60c per bu. Spanish are weaker and lower, having declined to \$1.75@1.85.

Oranges—Mexican oranges are coming in better supply, and prices are easier than last week, fancy fruit bringing \$5.50 per box.

Peaches—Smocks still hang on and growers insist that offerings will continue to be made for a week yet. Handlers hold at \$1.50@1.60 per bu.

Pears—Keefers command \$3.50 per bbl.

Potatoes—The hot weather of last week gave the market a hard rub, but the cooler weather of this week has already caused a reaction which seems likely to continue until the upward tendency is again checked by some unfortunate condition. Reports from Southern markets indicate that they are nearly bare of stock and that fresh supplies must be forthcoming to meet both the consumption and distributive demand. Unless all signs fail, the price will gradually advance from now on. Local dealers pay 40@45c per bu. for best varieties.

Quinces—75c per bu.

Squash—1c per lb.

Sweet Potatoes—Genuine Jerseys are in fair demand at \$3.25 per bbl. Virginias are in strong demand at \$2.

Tomatoes—The market is still supplied with stock of good quality. Dealers hold at 50c per bu.

Successful Operation.

"Did you get back that five-dollar gold piece your baby swallowed?"
"No; the doctor took it for his fee."

It is said that, although King Oscar of Sweden and Norway is one of the most unaffected of monarchs, he wears his crown more frequently than any other European sovereign.

WANTS COLUMN.

BUSINESS CHANCES.

WOULD EXCHANGE FOR OTHER GOODS or real estate stock of old and new cloaks, inventorying \$600. A. Lustfield, Crystal Falls, Mich. 414

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

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

DRUG STOCK AND FIXTURES FOR SALE Having sold my drug store will sell the balance of the stock and fixtures at a very low figure any time within the next sixty days. None of the stock or fixtures over two years old. Write for terms. Geo. W. Kern, Prairieville, Barry County, 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—SMALL DRUG STOCK, INVOICING about \$700, in best town for size in Michigan; doing \$60 to \$75 per week business; rent, \$100 per year; best location in town; best of reasons for selling. Address Lock Box 10, Lake Odessa, Mich. 401

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

FOR SALE—JUDGMENT FOR \$808 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 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. Cibley & Algier, Patent Attorneys, Grand Rapids, Mich. 339

MISCELLANEOUS.

WANTED—SITUATION AS SALESMAN IN dry goods or general store. Have had five years' experience. All references furnished. Address No. 413, care Michigan Tradesman. 413



to come in and make yourself known while you are here to attend the carnival next week. We will undertake to care for your wraps and show you where you can check your babies. We will also show you how we handle our celebrated Anchor Brand of Oysters, which has been designated as the **OFFICIAL BRAND OF THE CARNIVAL.**

F. J. Dettenthaler,

117 and 119 Monroe Street.

Omaha Retail Grocers' Association

Office of the Secretary,
Corner Park Avenue and Leavenworth Street.
Telephone 1759.

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Resolutions Passed by the Retail Grocers' Association of Omaha, Neb.

RESOLVED—That, in view of careful consideration and the practical knowledge of our members, we recognize the Dayton Computing Scale as being of material benefit to the retail grocers at large, for the following reasons:

- 1st. Its extreme accuracy.
- 2nd. It places a check on all goods weighed.
- 3rd. That we believe the dollar and cent system to be far more convenient and safer than the pound and ounce system.
- 4th. It takes the place of a living auditor and prevents errors and mistakes.
- 5th. It cleans up a great leakage in the retail grocery business.

We believe it to be to the interest of all retail grocers to carefully investigate this system. Therefore, the secretary is hereby instructed to furnish a copy of these resolutions to our leading Grocery Journals for publication. (Signed) E. T. JOHNSON, Secretary.

THE COMPUTING SCALE COMPANY, Dayton, Ohio.

STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

OILS

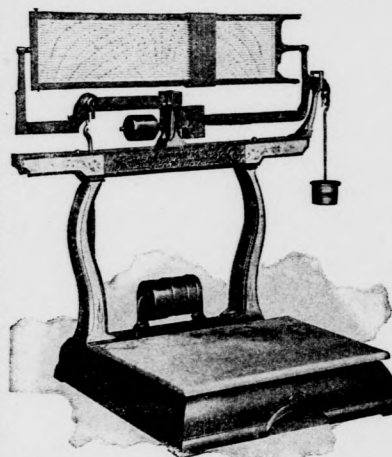
NAPHTHA AND GASOLINES

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

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

Highest Price Paid for Empty Carbon and Gasoline Barrels.

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.