

MICHIGAN TRADESMAN

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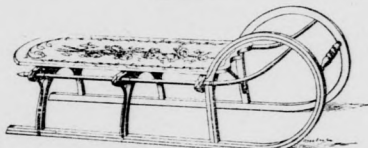
Volume XV.

GRAND RAPIDS, WEDNESDAY, OCTOBER 27, 1897.

Number 736

HAND SLEIGHS and CHILDREN'S DESKS . . .

Great Variety
New Styles . .
New Prices . .



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

LEONARD MFG. CO., Grand Rapids, Mich.

WHY NOT TRY THEM NOW?

S.C.W.

50 CIGARS
SOLD BY ALL JOBBERS.

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

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.

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.

"Tis not in nature to command success, but we'll do more. Sempronius, we'll deserve it."

MUSTARD versus SAUCE.

BAYLE'S HORSE RADISH MUSTARD

Is the ORIGINAL and GENUINE Horse Radish Mustard.

FOR centuries the English have been known as great mustard-eaters—the greatest in the world. They differ from the Southern races, such as the French, Spanish, Italian, etc., in that they rank condiments higher than sauces. True, they manufacture and export sauces, but they prefer for their own use condiments, and the greatest of all condiments is mustard. The average Englishman delights in having his mustard prepared for him fresh every day.

There seems to be a reason for this. Sauces, although appetizing, are made with drugs and are more or less disguised in their nature and artificial in their effects. Mustard, on the contrary, strengthens the natural tone of the stomach, increases the flow of the gastric juice, and thereby promotes the general bodily health. It is probably on account of this power of giving life to the system and enabling it to throw off unhealthy products that the English in former years used mustard as a medium of purifying the blood in skin diseases and similar ailments.

For some time past we have made quite a study of mustard, its proper preparation and the preservation of its qualities. Our line of mustards is quite complete, and each and all will be found to be so put up and packed as to last for years in perfect condition.

For Sale by
Wholesale and Retail Grocers
Throughout the United States.

SOLE MAKER . . .

GEO. A. BAYLE,
ST. LOUIS, U. S. A.

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

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.

Are You Going

South?
Then make the trip over the famous Queen & Crescent Route. Historic and scenic country en route, vestibuled trains that have no equal in the South, and the shortest journey possible. You save a hundred miles of travel to the most important Southern cities via the Queen & Crescent.

Write for information to W. C. Rineason, Gen'l Pass'r Agent, Cincinnati, O. Send 10 cents for fine Art Colored Lithograph of Lookout Mountain and Chickamauga.



Fallis' Pancake Flour
Fallis' Self-Rising Buckwheat
20 5 lb. sacks to a case..\$3.50

FALLIS & CO., Toledo, O.
WM. R. TOMPKINS, Agent, Detroit, Mich.

EDGAR'S HOUSEHOLD SYRUP

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

30 cents per gallon,
freight prepaid.

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.

Who gets the . . .

Oyster Trade?

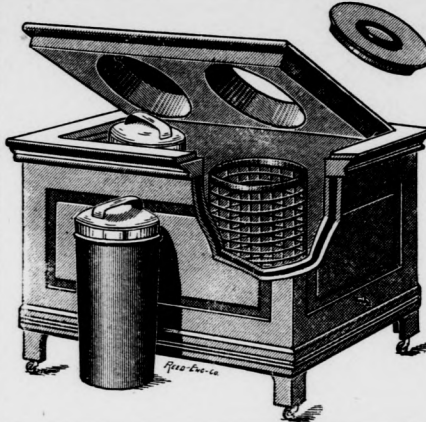
The man whose oysters are the freshest and best flavored.

Who loses other trade?

The man who sells fishy oysters diluted with ice to disgust his customers.

Avoid such a calamity by using our Oyster Cabinets. (See cut.) They are lined with copper so you can use salt with the ice. They have porcelain lined cans. Send for circular.

Grand Rapids Refrigerator Co.
Grand Rapids, Mich.



If You Sell Oysters

At a Profit

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

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

Chocolate Cooler Co.,
Grand Rapids.



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.

Use Tradesman Coupon Books and Avoid Loss

MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, OCTOBER 27, 1897.

Number 736

COMMERCIAL CREDIT CO., Ltd.

Commercial Reports. Prompt and vigorous attention to collections.

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

TRAVEL
VIA

F. & P. M. R. R.

AND STEAMSHIP LINES
TO ALL PORTS 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.

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.

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.

FRANKENMUTH.

The Town Which Flows with Milk and Beer.

Standish, Mich., Oct. 26—Frankenmuth, Saginaw county, enjoys the distinction of producing the most cheese of any village in Michigan. It is situated in an excellent farming section fourteen miles from Saginaw. The first settlers came there in 1845. There were only a few families then, but the following year 150 people arrived and made the place their home. In May, 1895, was celebrated the fiftieth anniversary of the settlement, and a right royal celebration it was. It is said that no finer pine timber ever grew in Michigan than was cut along the Cass River in Frankenmuth township. The soil differs from that of most of the pine sections of our State in that it is heavy, instead of sandy. At the present time nearly all of the farmers have a small piece of woods, mostly beech. The land is level and very productive and is owned by farmers who handle it intelligently. The farms are under good cultivation, are well fenced and the buildings—both houses and barns—are of that solid, well-arranged type which indicates the wealth and the good judgment of the owners. The inhabitants are all Germans and a visit to the place is like a trip to the Fatherland. Even the children in the street use the German language, although English is also taught in the public schools.

In 1884, the Frankenmuth Cheese Co. was organized, a building erected and the manufacture of cheese begun. George Parry—now of Standish—had charge of the cheesemaking for seven years. William Smith was his successor and still occupies the position. Lawrence Hubinger, as genial a soul as one will meet in many a day, has been business manager of the factory ever since it started, fourteen years ago.

In 1886, Hubinger Bros. built a factory at the opposite end of the village. The company furnishing the machinery sent Robert Hotten there as maker. A few weeks later Lorenz Kern, at present the jolly landlord of the village hotel, was installed as butter and cheesemaker. The factory now makes cheese in summer and butter in winter.

In 1892, the Gera Creamery Co., three and one-half miles north of Frankenmuth, commenced operations. N. E. Skelton, of Pennsylvania, was the first buttermaker and still holds the position. The past season the company has made an extension to the building and put in machinery for cheesemaking.

In March of the present year the Union Cheese Co. erected a fine, large building three miles west of the village, and at once took position as one of the large factories of the State.

Thus within four miles of each other are four factories which, during the season of 1897, have handled an average of 35,000 pounds of milk daily. Each month they pay out to the farmers within a radius of ten miles the sum of \$6,000. The one known as the Frankenmuth factory—the largest in the State—made forty cheese a day in June and paid for August milk alone \$2,000. Last year their pay roll aggregated \$21,000.

It must not be inferred that milk is the only article known in Frankenmuth. The town has a population of about 500, and seven saloons and a brewery dispense the liquid refreshments which are required by the inhabitants. Speaking of beer reminds me that the only time the veracity of our State Dairy Inspector has been directly called in question was while on his official trip there in 1896. An old German asked him if he tested beer, too. On receiving

an affirmative answer, he replied, "You are a liar! It takes a Dutchman to tell good beer!"

Such is Frankenmuth—the leading cheese town of Michigan; the Germany of America; the land that flows with milk and beer; the home of peace and contentment. E. A. HAVEN.

Fremont Steadily Gaining Ground.

Fremont, Oct. 26—Although for years a constant reader of your publication, I have never seen any description of Fremont or its surroundings in your columns.

During the four years of depression just passed there were a number of good dwellings built—thirty, I think—nine good store buildings (brick) erected, street and sewer improvements made, an electric light plant erected and equipped by the village and our water works system improved. We have an excellent surrounding country, settled by a thrifty well-doing people, making a prosperous future for Fremont certain. We have also some lovely lakes scattered throughout Newaygo county, but the one we are the most interested in is called Fremont Lake, which is adjacent to the village. This is a body of water one and a half miles wide by about two miles long and, in some places, over 100 feet in depth, the average being about forty-eight feet. Fishing is fine. Large pickerel are being taken from the lake daily, averaging from five to twelve pounds each, besides any quantity of small fish. The land surrounding the lake gently slopes to the water, being covered with forest trees of various kinds, making it a delightful place in summer. A few of our people have cottages there; others, imbued with a public spirit, are trying, by means of contributions, to secure thirteen acres fronting on the lake for a public park, where those who do not own cottages may enjoy our beautiful surroundings without intruding on private property.

Liberal, progressive people build villages into cities, while other places with good natural advantages are killed by a few close-fisted individuals who are of no benefit to a community.

WM. HARMON.

Two Sides to the Question.

From Shoe and Leather Facts.

Whatever the merits of the case may be, there are probably two sides to the question. It would be a great deal better for these enterprising dealers, it would seem, to place their money in the future in something more tangible. An equal percentage of their profits invested in a regular advertisement in a newspaper would indicate whether their recent experience has been productive of increased wisdom on their part or not.

Getting at the Facts.

Fruit Ridge, Oct. 25—I do not care to contest the matter of who was the real pioneer in cheesemaking for market purposes in Michigan. The late Samuel Horton commenced making cheese in Fairfield township, Lenawee county, in the spring of 1853. He started that year with a dairy of ten cows. In 1855 he enlarged his equipment, and milked thirty cows up to 1862, when he built a factory and commenced manufacturing on the plan which now prevails.

GEO. B. HORTON.

Sincere sympathy never wholly fails, but it is chiefly successful when it inspires power and courage to hope; when it awakens new interests and leads to some sort of vigorous action.

The Grain Market.

The wheat market took an upward turn during the past week, advancing 3c per bushel. The receipts at initial points in the Northwest have decreased. Our exports have been large, having been 71,000,000 bushels since July 1, and the visible has increased only 699,000 bushels, against 2,474,000 bushels for the corresponding week in 1896. Foreigners were free buyers, but most of the wheat went to France. The granaries in this country are not filling up as fast as was anticipated and with the heaviest increase at the close of October; still we must expect to see increases until January 1. However, our visible stocks are falling away below what they have been for several years. The drought, which has been only partially broken, is still a great factor in the wheat deals, especially as the growing crop of winter wheat is looking very poor. However, it is improving a little in our own State.

The visible in corn increased 4,500,000 bushels, which caused a drooping in that cereal. We need to have more corn exported. The great question arises, Will farmers sell corn at the present low prices? With cash corn at 24½c per bushel in Chicago, the Western farmer does not realize much for his corn.

Oats remain steady.

Rye also firmed up and it looks now as if we would see higher prices for that cereal.

The receipts during the week were 35 cars of wheat, 4 cars of corn, 11 cars of oats and 4 cars of rye.

Millers are paying 88c for wheat.

C. G. A. VOIGT.

Important information reaches the Tradesman from Madison, Wis., to the effect that Dr. Babcock and Dr. Russell have discovered that the ripening of cheese is not due to bacteria in the milk product but that it is caused by ferments in the milk. Ever since the days of Abraham milk has been curdled by rennet and made into cheese. The advances that have been made since have been those that have come as the result of pure experience. Within recent years many attempts have been made by scientists to explain these phenomena. It has been the universal opinion of scientists for years that the ripening of cheese was due to bacteria in the milk product, and investigation has for the most part been directed to determine what kind of bacteria was the cause of the phenomena. The discovery made by Drs. Babcock and Russell throws much light on the hitherto unsatisfactorily explained phenomena, and from a scientific point of view is regarded as a discovery of fundamental importance. It is the first step taken toward a thoroughly rational and satisfactory explanation of the changes involved in the ripening of cheese. Its practical bearing cannot yet be seen in full, but it opens a new avenue of thought, and as such will undoubtedly exert a strong influence on succeeding work.

Dry Goods

The Dry Goods Market.

Cottons—The business which has been secured was largely in the line of orders for small quantities of staples, with somewhat larger quantities of fancy goods. There was some "shopping" noted, but buyers forming their judgment on the general condition of cotton thought they might secure greater concessions than were offered by the trade; but, as a rule, they were disappointed. Some slight cuts were noticed, but these were offered on small quantities and of not the most desirable goods. There was a slight spurt in the ordering of late seasonable goods, some buyers apparently having underestimated their wants, even when they placed their second orders, and were obliged to add somewhat to their stocks.

Dress Goods—The heavy buying recorded up to about ten days ago has ceased, and in its place is a period of quietude. Prices have undergone no change of consequence since our last report. This condition is one expected by the jobbers at this season of the year, and in no way shows a reaction. After the early buying in any season, there are some two weeks of a dull market before the balance of the initial orders are placed. This period has arrived and is more noticeable this season on account of the number of unusually large orders that were placed early, and the unseasonable weather that has recently prevailed. Buyers laid in a large stock of fall dress goods and the warm weather has prevented sales in the retailers' hands, and they hesitate about placing further orders for goods until some of this stock has been removed.

Knit Goods—Hosiery shows the best condition of any line of knit goods and the manufacturers are bringing out some particularly handsome designs in fancy half hose for men, full fashioned stockings for women, and some particularly fine lines of golf hose. In this latter, the trade tends toward plain goods with fancy tops. All the clan plaids are shown, and some handsome effects in stripes and dots. In these, some entirely new things are shown. Orders for immediate shipment of fall goods continue, and in many cases the mills are sorry to see so much of it. The lines that have been in best demand have secured as high as 20 per cent. advance over the opening prices, and the mills making them are unable to keep up with the orders. Where the mills have nearly exhausted their stocks of cheap wools, they are refusing to accept any large orders. There is quite an air of speculation becoming evident in the market, and it seems likely that some buyers are securing the goods for future seasons. The traveling men who have returned from the road report that they have secured the biggest business that they have done for years, and were it not for the fact that prices are unsatisfactory, they would be jubilant over their success. The hope of the market is in next season for fall goods, when, with the increased cost of yarn, as well as wool, prices will be forced up, and when they are forced up by this natural means, it will be comparatively easy to make enough extra increases to give the manufacturer a profit; 1898 should see the same prosperity among the knit goods manufacturers that 1897 sees among the woolen manufacturers.

Carpets—Business is now confined to occasional orders from the near-by trade, who are purchasing just enough to piece out with old stocks on hand, and while the retailer realizes that he will be obliged to pay more for carpets another season, there is no apparent effort on his part to stock up. Trade in general has not improved to such a large extent as to cause retail carpet merchants to purchase largely in anticipation of requirements. Prices have advanced beyond the ability of the average consumer to pay; as a result, the orders in the hands of most manufacturers are nearly completed, and they are turning their attention to the samples for the next season.

Upholstery—The retail trade in upholstery goods has improved considerably within the past two or three weeks. High class draperies are in favor and buyers are willing to pay a better price for goods. This is gratifying to the seller.

Blankets—Although the blanket market is decidedly dull, there have been a few duplicate orders secured, and the number has been increased within the last two or three days. These orders are largely on the lower grade colored goods, on which but small advances have been made, that is, about 5 to 8 per cent. on such goods as contained cotton to a considerable extent. White blankets have been almost entirely neglected in these duplicate orders, on account of the larger advance placed on them.

Use of Good Judgment and Taste in Display.

Written for the TRADESMAN.

The successful advertiser in any line of ordinary competitive trade is the one who is "instant in season" in improving, and making, every available opportunity to bring into the minds of as many of the people of the community as possible the knowledge that there is such a person or institution, in connection with the fact that certain wares are there furnished. But to say that success is always in proportion to the exercise of energy and ready persistence in the heralding the name and goods is leaving out of the question some important elements of permanent success.

In the early days of advertising some of the most noted apostles of publicity, like P. T. Barnum, contended that success was in direct proportion to the noise used in gaining the attention of the people—not alone the noise of sensationalism, but that of loud and aggressive display in every possible place and way, appropriate or inappropriate. To get talked about was considered the correct exponent of successful advertising.

But in the later development of the science it is coming to be recognized that there may be too much of a good thing—if, indeed, inordinate display and parade be called a good thing. Other elements than the aggressive demand for attention are assuming more relative importance and ideas as to the manner of display most effective in gaining trade are becoming much modified. It is coming to be recognized that a consideration of fitness, a regard for propriety and for that which is attractive and pleasant, are more essential than the gaining of attention by inconsiderate vociferousness. Indeed, if this were all that was desirable, the ragged beggars who make bedlam in many of the semi-barbarous Oriental

cities would be the most effective advertisers.

Inordinate loudness and aggressiveness in visible display—as in newspaper advertisements, in store signs, printed stationery, signboards, handbills and wrapping paper—are yet a most common fault and much of the effectiveness of these means of publicity is not only lost thereby, but in many instances the lack of dignity and suitability places the dealer in a false light, which eventually militates against his best custom. While this lack of judgment, in some cases, is owing to wrong ideas, as suggested above, in many others it is the result of a lack of attention on the part of the advertiser, or too much entrusting of details to others.

The subject of newspaper display is too long for full consideration in an article like this, but some of the principles which should govern may be briefly suggested: Thus, clearness is of much more importance than large display or ornamentation. If only type is used, the matter should be adapted to the space in quantity, and the salient features should be indicated by one or two prominent lines—better one—contrasted with sufficient white paper to give it clearness and force. Ornamental letters are never suitable. If, from the character of the advertisement, it is desirable to give other lines prominence in display, it should be done with the utmost care, to prevent destroying the effect of the main display. If outline cuts are used, the display should be very slight, if not left out entirely. A strong design carefully adapted to the distance at which it is to be read, with the plainest letters and plenty of room around them, is much

more dignified and effective than any ornamentation or the largest possible lettering. Large, ornamental display on stationery is just as inappropriate and ineffective or actually injurious. Thus, an envelope will often be covered with the particulars of a business, leaving scarcely room for address and stamp. These seldom gain attention—two or three modest lines giving name of dealer and line of trade, with address, are much better, and give a more pleasant and dignified impression of the business.

And so, in all the many means of gaining the public eye and mind, thought should be given to suitableness and to the leaving of a pleasant impression. For example, the printing of wrapping paper in poster type in aggressive colors is an imposition on every customer who carries away a package, and often it is resented, unconsciously at least. If such signs must be carried through the streets, many customers would prefer that a special sandwich man should be employed for the purpose. If printed wrapping paper is used at all, the lettering will be most valuable when it is small and inconspicuous. W. N. F.

Acorns are so thick on Ross Island, in Portland, Ore., that owners of land otherwise of little value are buying hogs, with the intention of fattening them on the acorns and marketing them.

There are no undertakers in Japan. When a person dies it is the custom for his nearest relatives to put him into a coffin and bury him, and the mourning does not begin until after burial.

An honest man is satisfied with the approval of his own conscience, while a simply honorable man often only looks to the world for his approval.

Great Line of Caps

for Children, Youths and Men, from

\$1.25 per dozen to \$12.00 per dozen.

All Shapes and Styles. New Arrivals.

P. Steketee & Sons, Grand Rapids

Voigt, Herpolsheimer & Co.,

Wholesale
Dry Goods

Grand Rapids.

WOMEN WHO "JUST LOOK."

Their Mania for Overhauling and Pricing Goods.

From the New York Sun.

Most of the big department stores are overrun with chronic shoppers. A chronic shopper is a woman, of course, and she starts from home early in the morning, not with her mind made up to buy anything, but just to look. She passes the entire day going from place to place, pricing goods and looking about. She goes home late in the afternoon all fagged out, telling everybody whom she meets that shopping is such hard work, and that she has had a day of it. Perhaps she doesn't know that the people who have waited on her have had a day of it, too, and that probably she has deprived every person who has waited on her of one to five sales, according to the amount of time she has consumed in "looking."

Two women who for years have been interested in the crusades made in the interest of the shop girls decided to find out, the other day, how the salespeople handle such shoppers. One was an elderly woman with white hair and a sweet, motherly face; the other was a dashing young matron with love in her heart for all humanity. The couple went from shop to shop, watching the conduct of the chronic shoppers and that of the women who waited on them, and they learned many interesting things. First, they followed two shoppers through a big store. Chronic shoppers commonly "look" in pairs. One of these was a stout woman with an arrogant manner, and her companion was an angular creature with a nagging voice. They made a bee line for the underwear department, closely followed by the two self-constituted detectives.

"Muslin underwear," said the stout woman to the head of the department.

"This way, madam," was the answer. "The counter to the left."

"Let me see some nightgowns and corset covers," demanded the shopper of the woman who came forward to serve her.

"What size and about what price would you like?" asked the saleswoman. Glancing at the handsome toilets of the two women in front of her, she gave the saleswoman next to her a pleased look, which said more plainly than words: "This is a sure sale—good customers."

"It doesn't matter about the price," answered the shopper. "Show us what you have."

The saleswoman began to drag down the big boxes from above and to bring out nightdresses of every cut and description. She began with those that sell at \$1 each, and finally displayed those costing \$15 each. The two women looked them all over, pulled at the lace collars and yokes and frills until the saleswoman was in nervous terror lest the goods be pulled to pieces, criticised the work, and commented on the styles. Then the woman with the nagging voice calmly said:

"We are only looking to-day. Now show us the corset covers. You advertise that it is no trouble to show goods."

"Certainly not," answered the saleswoman, but with a look of disappointment, and she began to dig out big boxes of corset covers from under the counter.

"I should like to see some bridal sets of underwear," said a pretty girl to her.

"I'm very sorry, but I'm busy just at present," she answered, and the chronic shoppers stared at the person who dared address the saleswoman waiting on them. They passed another hour looking at the corset covers and then made for the ready-made dress department without so much as thanking the saleswoman. The two detectives stole after them.

The shoppers seated themselves and looked at tailor suits, Russian blouse suits, Eton suits, dinner gowns and fancy waists until their eyes must have ached, and the back of the woman who carried these things to and fro gradually grew bent. Finally she said: "Well, I

really believe I've shown you everything we have down here, but perhaps you could get something in the importing department above." The nagging voice answered: "Oh, we are just looking to-day. We don't intend to buy."

The shoppers went next to the millinery and then to the coat department. After stopping for lunch, they turned their attention to smaller things, such as belts, stockings, gloves, umbrellas, and so on, and finally decided to go across to Cheap & Nogood's to see what bargains they had on that day.

Meantime the crusaders had run across dozens of other women who were having great piles of goods laid out on the counters before them, just to look at them, and they decided to find out just how the salespeople felt about waiting on such shoppers.

"I should think you would get out of all patience showing goods to people who have no intention of buying, my dear," said the motherly looking woman to a girl who had just been dealing with a particularly fractious case.

"Yes, I do at times," answered the girl wearily, "but I wouldn't dare show it. Every year it gets worse and worse. The shops are overrun with women who come just to look and not to buy. Salespeople are requested to handle with the utmost courtesy and consideration every person who comes into the store, and that is true of all the big stores in the city. That brings customers back, of course, and the time comes when they are compelled to buy something."

"Is it true that it is no trouble to show goods?" asked the young matron.

"Why, of course, that couldn't be true," answered the saleswoman with a smile. "You saw me show that woman whom I was waiting on when you came in nearly every silk petticoat in the store. Well, of course, it was trouble to take them out of their places and to put them back, especially when I knew from the start that she was looking only for fun. For my life, I don't see how women enjoy putting in their time this way. Nine times out of ten these women keep a girl out of making a sale, or perhaps a number of sales. So she has little money in her book at night, and she is rated accordingly, although it may not be her fault."

"Of course, the salespeople who have the biggest sales in their books at night are regarded as the most efficient workers, and this advances their chances of promotion. Really, I think if the average woman stopped to think or was told how a girl's standing with her employers is affected by just looking, she would think twice before she took up our time needlessly. I've come to the conclusion that people with plenty of money can't put themselves in the places of those who toil for the necessities of life. It was once brought clearly to the minds of the leisure class of women that we are not only physically, but mentally and materially, injured by them when they go on these excursions, they might be more considerate."

"Right, my dear," said the motherly woman, emphatically. "And if all these club women would discuss such

questions at their meetings instead of harping so much on how to better the condition of the working classes in a general way, civilization would advance a peg or two" and off she and her friend sailed to interview another saleswoman.

"Of course," said this one, "there are two sides to this question. 'It is impossible for a woman to shop intelligently offhand. Suppose she wants to put \$100 in a coat. That is a good deal of money, and she does not want to spend it for the first \$100 coat that is shown her. She wants to look at a number of coats at that price, and then she wants to compare them with \$100 coats in other shops. That is but right, and if a customer frankly states her position at the start, the average saleswoman in a well-conducted store will not deem it troublesome to show her every \$100 coat in stock, and will not feel hard toward her if she goes elsewhere to look before buying. The class of shoppers who fag us out completely are those who come to look without the slightest idea of buying. I see crowds of women here every day who know more about every department in this store, except mine, than I do, and I've been here ten years. They come every day, and go from place to place looking and pricing, pricing and looking. Some days when I've had to wait on a dozen such I feel like screaming. 'Have you women nothing to do at home?' But of course I can't do that, for I must smile and look pleasant and act as if showing goods to people who didn't mean to buy was the joy of my life."

"The easiest customers in the world to please," testified a third saleswoman, "are the business women. They are almost invariably sure sales. A business woman has no time to run from store to store looking at goods. Before she goes into a shop she knows exactly what she wants and about how much she is going to pay for it. She generally goes to a first-class house, because early in her business career she learns that it pays to buy only the best things. Consequently she is suited usually at the first place where she looks. Sometimes after I've had a siege with chronic shoppers I almost wish that every woman in the world had to work for a living, at least long enough to learn how to shop only when she really wants to buy something."

The crusaders looked at each other, laughed and went to the silk department to hear what the salesmen thought of chronic shoppers.

"I'm sure no other department in the store has to deal with so many of them as we do right here," said a veteran salesman. "I've been in the silk business for thirty years, and in the old days such a thing as a woman going in to a store merely for the sake of looking at goods was unheard of. Then we could keep our goods intact and make big sales, too. But nowadays it's pull down and put up from morning until night, just to accommodate women who appear to think that they bestow a favor on shopkeepers by merely looking at their wares. They seem to me to go in

droves. Why, every day of my life I hear two, three, four, and maybe five plan to meet one another the next morning early, to take in all of the shops. The faces of such shoppers are just as familiar in all of the big department stores as the faces of employees. The salespeople know them by sight, and, although it goes terribly against the grain, we have to treat them with the same courtesy that we show our best customers. It would never do to offend them. They make public opinion just as much as the women who shop only to buy, and there is such an army of them that if they once got down on a store, they could almost cause it to be boycotted. Besides, a salesman is a machine, and he is paid to attend to people's wants, to show them goods without questioning whether they want to buy or not, and we are paid to do this cheerfully. Of course it is hard to lose the sale of a \$500 bill of goods because you happen to be waiting on a woman who is shopping just to see the styles. But one has to meet disagreeable things in all lines of trade and in the professions as well but; after all, the chronic shopper class is about the most disagreeable element that we have to contend with.

"The worst thing about them is," he concluded, "that they will not hurry on Saturday any more than on any other day, and this keeps us overtime."

"Outrageous!" said the two crusaders as they walked away.

Mary's Lamb Up to Date.

Mary had a little lamb; that time has passed away. No lamb could follow up the pace that Mary sets to-day. For now she rides an air shod wheel, in skirt too short by half. No lambkin shares her airy flight, but you can see her calf.

To level and confound the different orders of mankind is far from producing an equality among them; it is in truth the most unequal thing imaginable.



OUR book-keeping should not be neglected—and the simpler it is made the more

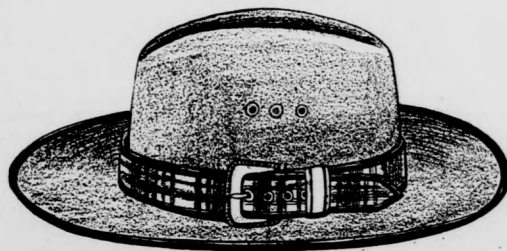
economical it is—a saving of time. Be up to date. All kinds of Blank Books, Invoice Books, Letter Files, Letter Copying Books and Stationery for your office are the goods we carry. We can save you money. Give us a chance. Mail orders promptly attended to.

Will M. Hine, 49 Pearl St., Grand Rapids

BARGAIN BEAUTIES

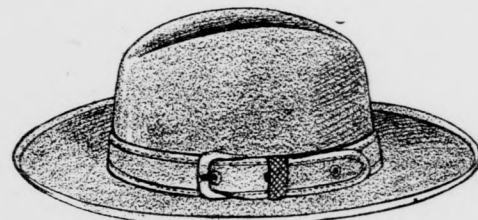
Dakota Pat. 122
Cavalier " 129
Montana " 657
Idaho " 655

\$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.

Nessen City—Smith Bros. have opened a new grocery store.

Buchanan—Treat Bros. succeed Treat & Redden in the grocery business.

Charlotte—Potter & Co. have sold their grocery stock to J. B. Hartwell.

Hart—D. A. Bergeon, of Shelby, has embarked in the harness business here.

Mayville—Weinberg Bros. have removed their general stock to Memphis.

Vineland—G. W. Doane has purchased the general stock of N. Beard-sley.

St. Joseph—Rimes & Hildebrand have opened a dry goods store at this place.

Grand Marais—Frank P. Bohn has purchased the drug stock of R. J. Teeter.

Sturgis—Wright Bros. have purchased the hardware stock of Clapp & Bills-borrow.

Alpena—W. E. Rogers & Co. succeed Rogers, Burdick & Co. in the grocery business.

Lowell—Dan T. Bush has embarked in the bakery business in the Robertson building.

Clare—Geo. W. Halstead has sold his grocery stock to his brother, Elmer Halstead.

Brown City—Miss L. B. Riley has retired from the millinery business at this place.

Manistee—Jas. McEvoy succeeds Fagan & McEvoy in the drug and grocery business.

Bellevue—Mrs. A. J. Bowen has purchased the millinery stock of the late Mrs. M. J. Perry.

Port Huron—W. J. Mulford has embarked in the undertaking business at 937 Military street.

Port Huron—H. C. Knill, Jr., has sold his interest in the Queen Anne grocery to Roy C. Knill.

Durand—L. C. Mead has opened a grocery store at this place. The stock was purchased in Detroit.

Holland—Barkel Bros., meat dealers, have sold out to Brink & Streur, who will continue the business.

Corinne—A. B. McArthur & Co. succeed Culver & McArthur in general trade and the cedar business.

Bay City—The People's Supply Store, not incorporated, succeeds John K. Smialek in the meat business.

Ransom—Lozier & Nichols are succeeded by Thos. Lozier & Co. in the drug and boot and shoe business.

Ypsilanti—W. C. Farrington and L. E. Finch have purchased the laundry belonging to Louis W. Coquillard.

Freeport—A. Gosch has purchased the S. E. Albright store building and will shortly open a meat market therein.

Owosso—A. Byrne has sold his grocery stock to L. D. Wilson, of St. Louis, who will continue the business at this place.

Moddersville—Chas. L. Dolph has moved his grocery stock from Temple to this place. He will also operate a grist mill.

Grand Ledge—Clem. Davis is closing out his entire stock of boots and shoes, preparatory to engaging in the dry goods business.

Coldwater—Snyder & Keiler have sold their grocery stock to C. F. Zaph and will continue handling rags and pelts, the same as heretofore.

East Jordan—W. A. Pickard is putting in shelving in the Burdick building, on State street, preparatory to receiving a stock of groceries.

Remus—Chas. D. Crandall has purchased the general stock of M. P. Gale, at Bundy, and will remove it to this place and re-engage in business.

Kalamazoo—Sherman & Boss, formerly in the bazaar business at Benton Harbor, have removed their stock to this place and located on Burdick street.

Clyde—The general store of Clyde W. Everts, of White Lake, three miles east of this place, has been closed on a chattel mortgage, held by W. W. Baker, a grain dealer.

Kalamazoo—J. A. Hicks and John D. Johnson, who were engaged in the paper business under the style of Hicks & Johnson, have dissolved partnership, Mr. Johnson continuing the business.

Detroit—The H. R. Leonard Furniture Co. has been incorporated with \$20,000 capital stock, \$12,000 paid in. H. R. Leonard holds 1,000 shares, H. N. Leonard 199 and David S. Carter 1 share.

Portland—Geo. W. Wood, the photographer, has purchased the jewelry stock of J. A. Campbell, and will continue the business in connection with his own, putting in a full line of jewelry, clocks and watches.

White Pigeon—A. W. Gardiner, who conducts a department store at Sturgis, has purchased the Fair department store of John Hodges, which he will continue as a branch of his Sturgis establishment.

Nashville—C. L. Walrath has sold his harness stock to his brother, H. L., and will hereafter devote his entire attention to the firm of Downing Bros. & Co., dealers in farm products, of which he is a member.

Traverse City—W. S. Reed, of Sault Ste. Marie, has leased the Bartak building at 418 South Union street and opened a music store, handling the Schubert, Kingsbury and Conover pianos and the Chicago cottage organ.

Stanton—Ferry Hannifin, who for several years has been employed as salesman in Ball & Devine's store, has resigned that situation and gone to Anaconda, Mont., where a good situation at greatly advanced salary is waiting him.

Whitmore Lake—Lantz & Taylor have engaged in general trade at this place. Mr. Lantz was for many years employed by the dry goods house of Schairer & Millen, of Ann Arbor, and Mr. Taylor has long been a respected citizen of this place.

Benton Harbor—The merchants of this city have formed a pool to contest the right of the Consolidated Store Service Co. to exact "blood money" from them for the use of cash carrier systems alleged to infringe patents claimed to be owned by the Boston monopoly. They invite merchants in other parts of the State to join them in the matter, having the assurance of an able patent attorney that the claims of the Consolidated Co. are groundless and cannot be sustained in court.

Corinne—A novel business change occurred here last week, H. C. Culver retiring from the general firm of Culver & McArthur, at this place; F. H. Freeman & Co., at Gould City; Bovee, Robinson & Co., at Bovee; and A. D. Day & Co., at Engadine. New firms have been formed to continue the business at each place under the style of A. B. McArthur & Co. Mr. McArthur holds a half interest in each firm, the other members of the firm being John I. Bovee, Frank W. Robinson, Frank H. Freeman and A. D. Day. The combination is a strong one.

Detroit—The W. H. Ellis Co. has filed articles of association with the County Clerk and will carry on a general trade in cigars, tobaccos and smokers' supplies upon a cash capital of \$15,000. W. H. Ellis is the owner of 1,498 shares, and George W. Radford and Robert McDonald of one each.

Sanilac Center—The new Truman Moss State Bank opened up for business Oct. 19. The incorporators and directors are: Julia H. Mills, of Crosswell, Mich.; Elizabeth Moss Mills Anketell and Thomas J. Anketell, of Merrill, Wis.; John O'Connor, of Crosswell and Jeremiah O'Connor, of Carsonville. The officers are: Julia H. Mills, late of Detroit, President; Elizabeth Moss Mills Anketell, Vice-President; Charles J. Oleson, late Cashier of the First National Bank of Merrill, Wis., Cashier. In the spring it is proposed to erect a handsome new bank building.

Manufacturing Matters.

Buchanan—The style of the Hatch Cutlery Co. has been changed to the Michigan Cutlery Co.

Clayton—Lamb & Bales are considering the plan of locating a branch toothpick factory at Ludington.

Cheboygan—The Cheboygan Manufacturing Co. is putting a new planer and other machinery into its plant.

Bay City—The South End Lumber Co. is running its plant on a contract secured a few days ago to cut 7,000,000 feet of logs for other parties.

Bellaire—Tindle & Jackson have just closed a deal for a million and a half of elm in Kalkaska county. It is to be shipped to the mill at this place.

Owosso—C. B. Radford has sold his interest in the soda water manufacturing business of Radford & Co. to A. G. Osmer, who thus becomes sole proprietor.

Muskegon—Neil & Alwines have sold their grist mill machinery to Geo. Wheeler, who will remove it to Norton and engage in the flour and feed business.

McBain—The McBain creamery, which cost the confiding people of this vicinity \$3,800, was sold at auction the other day and brought \$750. D. Gould, of Highland, was the purchaser.

Grayling—David Trotter, for fourteen years in the employ of Salling, Hanson & Co., has severed his connection with the firm and removed to Toledo, where he will engage in the lumber business.

Cheboygan—Ward & McLeod have purchased logs to stock the Hayes shingle mill and the mill will start as early in the spring as possible. They have stock on hand enough to cut 15,000,000 shingles.

Fremont—H. J. Dudley has sold his 400 acres of timber land in Osceola county to Tustin parties, but will handle all the lumber cut from this land. He has also contracted for a million shingles at Thompsonville.

Walton—Lumsden & Ward, of Big Rapids, expect to put twelve hundred thousand feet of hardwood logs on the cars here this fall and winter. Charles McNeil, of Cadillac, expects to put the same amount, making over two million feet.

North Lansing—Ever since he purchased the Hart mills, several months ago, Senator A. D. Hughes has had a force of men remodelling the interior of the mill and placing new machinery. These improvements have now all been completed and the establishment is now one of the best custom mills in the State.

Plainwell—Robert Richardi has bought the mill property in this village known as the white mill. He is making repairs on the building preparatory to running it as a feed mill. The power will be utilized in running the electric light plant.

Little Lake—This station on the C. & N. W. Railway will become quite an important one, now that it will be the junction of the C. & N. W. and Munising Railway. The latter will be completed this week, giving Munising direct connections with Chicago.

Bay City—The sawmill of Smalley & Woodworth has been run day and night all the season. The firm has purchased all the Norway and pine logs of the Holland-Emery Lumber Co. in the river and the plant will continue to run day and night until the end of the year.

Detroit—The Dunbar Manufacturing Co. has been organized with a capital stock of \$20,000, of which \$9,000 is allowed for the patent rights to certain bottles it is proposed to produce. The incorporators are Clement A. Dunbar, 600 shares; James Edgar, 299, and Edwin Earle, 1 share.

Petoskey—This city is experiencing a regular building boom this fall. Residences are going up in all parts of the city. The city is also making great improvement on streets and sewerage. There are no idle men here. Petoskey is certainly receiving its full share of the country's prosperity.

St. Louis—Herman Zubler, of Breckenridge, manufacturer of leather suspenders, having outgrown his present surroundings, will remove to Saginaw, where he has formed a partnership with M. G. Gardner, of the firm of Gardner, Peterman & Co., stave and heading manufacturers, for the purpose of carrying on the business on a larger scale.

Marine City—S. Baker & Sons will move their hoop factory from this place to Rogers City. They will add to the plant in its new location a sawmill for cutting hemlock and hardwood and put in a planing mill and an electric light plant to furnish light to Rogers City. Eventually the firm contemplates adding a stave and heading mill. The removal has been determined on because of the plentiful supply of hardwood timber in the new location.

Grand Ledge—Ground has been broken for the new building of the Grand Ledge Chair Co., which will be 55x80 feet in dimensions, three stories high, and adjoin the present factory on the south. The building now used for packing will be moved back. The old building is greatly in need of repairs, and the Chair Co. will expend a considerable sum on that, laying new floors and making some changes. The work of building and repairing will be pushed just as rapidly as men and money can do it.

An Ohio man, the proprietor of some dozen department stores in Ohio and Pennsylvania, has brought suit for \$25,000 against the merchants of Zanesville. The merchant denounced the department store man as a fraud and impostor, and requested the daily papers not to accept his advertisements. It must have been a hot time in the old town for the newspapers for a few days.

One striking effect of the Luetgert murder trial is the black eye it has given the erstwhile harmless sausage. That mysterious edible is no longer popular in Chicago, and those who formerly made its manufacture a profitable business now sorrowfully murmur, "Our occupation is gone."

Grand Rapids Gossip

Doneth Bros. have opened a grocery store at Pomona. The Worden Grocer Co. furnished the stock.

W. E. Cornwell has embarked in the grocery business at Lawrence. The Worden Grocer Co. furnished the stock.

Geo. Golds has purchased the grocery stock of M. A. Cole at 367 South East street and will remove his grocery stock from 363 South East street to that location, where he will continue the business.

Edward C. Jenkins has purchased the interest of Chas. H. Bradford in the grocery stock of Jenkins & Bradford and will continue the business at 22 West Bridge street under the style of Jenkins & Co.

The Grand Rapids Cedar Co. has purchased the Chapman sawmill at Pentwater, which will be torn down and at once moved to Petoskey, where the company has enough cedar to keep it running for some time to come.

John S. Lawrence, receiver of the Northern National Bank of Big Rapids, informs the Tradesman that he has not disposed of the bank building to H. M. Simons, of Franklin, Ohio, or any other proposed purchaser, but that a deed of the property can be obtained from him at any time on the basis of \$10,000 cash.

The appraisers employed by the Peninsular Trust Co. inventory the shoe stock of Michael Ehrman at \$6,606.43, from which goods to the amount of \$634.05 have been replevined by creditors, leaving goods to the amount of \$5,972.38 still on hand. The liabilities set forth in the assignment are \$8,584.66. The stock will be sold at public sale Nov. 4.

Geo. H. Remington and Frank L. Orcutt have formed a copartnership under the style of Remington & Orcutt and will handle potatoes and other produce in carlots. Mr. Remington was formerly engaged in the retail grocery business in this city and Bangor, and has also been identified with the Musselman Grocer Co. and Moseley Bros. Mr. Orcutt has been engaged in the produce business at Muskegon and Minneapolis for the past dozen years.

The new peddling law, which was attacked in the Kent Circuit Court last week on the ground that it is invalid, was subsequently held unconstitutional by Judge Adsit. Prosecuting Attorney Rodgers insists that the learned judge is wrong in his conclusions, and has taken steps to appeal the matter to the Supreme Court, and will press for an early hearing, with a view to having the matter definitely settled within sixty days. The chief ground on which the law was held invalid is that, in the opinion of Judge Adsit, it provided for two distinct objects—the licensing of peddlers and pawnbrokers. In the original draft of the measure, no mention was made of pawnbrokers, but, in the cathauling it subsequently received at the hands of the wise solons at Lansing, several additions were made to the measure which were not contemplated when the bill was prepared.

It is barely possible that the Consolidated Store Service Co. possesses valid patents and that the various cash carrier systems now in use by merchants all over the country are infringements of

such patents, but the methods adopted by the attorneys of the Consolidated Store Service Co. are not such as to cause the people to believe that the patents are either valid or valuable. After beginning a suit against a merchant at Traverse City and another against a merchant at Benton Harbor, the attorneys of the company began writing a series of threatening letters to users of alleged infringing devices with a view to forcing settlement in advance of the adjudication of the patent in the United States Court. The usual course to pursue in such cases is to first obtain a favorable decision and then to go after infringers in sledge hammer fashion. It is, of course, possible that the suits recently instituted will result favorably for the plaintiff, but the activity of the attorneys to effect settlement in advance of the trial of the cases naturally leads to the suspicion that the outcome in court is not looked forward to with confidence by the attorneys having the matter in charge.

The Produce Market.

Apples—Northern Spys are about the only variety of winter fruit in market, commanding \$2@2.25 per bbl. The stock is not strictly No. 1, but is fair in quality.

Butter—Separator creamery is strongly held at 23½c, with indications of still higher prices in prospect. Dairy grades are so scarce as to be practically out of market, all arrivals being promptly taken on the basis of about 20c for fancy.

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

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

Eggs—Local dealers pay 14¼c, case count, holding at 15c, case count, or 16c for fancy candled. Very few poor eggs are now coming forward.

Grapes—New York Concord commands 12c for 8 lb. baskets.

Honey—The market is steady, with none too much stock on the market. White clover is held at 12c and dark buckwheat at 10c.

Lemons—New California fruit is on the market and is selling at the same figures as Messinas. Movement is light.

Lettuce—Hot house goods fetch 15c per lb.

Onions—Home grown are still held at 60c. Spanish command \$1.75 per crate.

Oranges—Not enough Jamaicas are on the market to demand quotations. Mexicans are a little easier this week.

Pears—Keefers command \$3.50 per bbl.

Potatoes—The market is recovering from the effects of the recent warm wave, and off and heated stock which has served to hold down the price at some of the Southern markets has been pretty well cleaned up. A good healthy tone prevails and, unless all signs fail, the tendency in prices will be upward from now on.

Quinces—The market is dull, jobbers holding their stocks at 75c per bu., with few takers.

Squash—1c per lb.

Sweet Potatoes—All varieties are in good demand and are slightly higher at primary markets. Genuine Jerseys command \$3.25, while Virginias and Illinois are held at \$2@2.25.

Tomatoes—Offerings are poor in quality, but the demand still continues and jobbers undertake to meet the demand on the basis of about 50c per bu.

The reason why so few marriages are happy is because young ladies spend their time in making nets, not in making cages.

We all pray for a long life, but few of us pray for a good one.

The Grocery Market.

Sugar—A decline of ¼@½c in all grades of refined sugars was ordered Monday by the refining company. It is supposed to have been made to encourage the demand for sugar, as the season for active buying ends earlier than usual this year on account of the scarcity and high price of the late fruits. The reduction in prices apparently came too late, as distributors have already felt the dulness and are content with their present light supplies. Retailers as well as wholesalers have small stocks on hand, while the refining company has quite large stocks at all points.

Coffee—The market continues easy on account of enormous receipts and constantly increasing accumulations at primary markets. The flowering for the new crop also gives excellent promise of another yield of liberal proportions.

Tea—The scarcity of cheap teas in this and other markets is bringing out old stocks which have been held at various points. Dusts are moving better, but there is little that may be called a bargain in cheap teas. The movement is only for immediate demand, for there is no speculative spirit in the market.

Cheese—Michigan factories are generally sold up pretty close, so that an unusually small amount of stock will be in makers' hands on Nov. 1. Jobbers generally are not well supplied with Michigan goods and are beginning to bring in New York and Wisconsin makes, although the consumer does not take so kindly to cheddar goods as to the loose, porous, spongy cheese which is a characteristic of Michigan factories. Michigan makers generally resent the action of the State Board of Agriculture in employing a Wisconsin maker as instructor for the special course in cheesemaking at the Agricultural College this winter, on the ground that it is useless to teach cheddar cheesemaking to makers who cannot find a market for cheddar goods without sending them out of the State, because the people of Michigan have been educated to take Michigan cheese and will not purchase the close, meaty output of other states so long as the product of their own factories is available.

Dried Fruits—Dried apples are strong and higher and several houses at this market have no supplies of either sun-dried or evaporated. Apricots are steady, as are peaches. The stocks are in good shape. Prunes are still low and not yet inclined to recover from their decline. In raisins and prunes there is not as much spot stock in the city as usual, as the producers on the West Coast are not consigning as much as they have hitherto done. New figs have arrived in this market. The first receipts have been in bad condition, in some cases not fit for satisfactory handling. The movement of dried fruits is rather slower than expected. Reports from the West have been to the effect that rain damage would shorten the raisin stock enough to make an advance necessary. Orders are fewer because of the advance, while shipments at opening figures are coming from the Coast. The market on the Coast is reported very firm. The output of Washington prunes this season is estimated at 300 cars, and of Oregon at 200 cars, but, as with all Coast prunes this fall, there is a shortage of the larger sizes.

Provisions—No changes in quotations are to be noted this week, but the unusual condition of bacon selling at from 1@1½c above hams is still continued, and the demand for bacon at this price

is almost unprecedented, while the trade in hams is dull. It seems that this condition could not hold long. Hams have not shown a tendency to advance since May.

Hides, Pelts and Furs.

The hide market of Michigan is well sustained in advanced prices, caused by scarcity and tariff. Growers have but little stock and an abundance of feed, and at present are slow sellers. The majority of farmers have a revenue from good crops and good prices and are not so anxious to sell stock off the farm as in the past few years, when the rule was to sell anything that would bring cash.

Again, our city and country markets are well supplied with meats from the large slaughtering points, which lessens the take off at home. What effect the tariff will have on the hide product is still a mooted question. At present it has helped advance prices, apparently, but many tanners claim it will result in lower values, caused by bringing into use many imitations of leather to cheapen their work. Present values of leather give tanners a good margin for tannage, especially in lighter stock; but possibly not the enormous profits they have had in past few years on account of the extremely low value of hides. The demand is good for all grades, and a strong market is kept well cleaned up.

Pelts are high; in fact, pullers have been paying more for wool on the pelt than it would bring off the skin. This has been checked the past week, partly from a slackening off in the sales of wool. Wool manufacturers preferred to run on their present holdings and not buy ahead until they could get a corresponding advance on their goods.

Wool is held strong at advanced prices, with good stocks on hand and no forced offerings, holders believing their stocks good property on a market 2@3c below the importing point, and an advancing market abroad, with small supply abroad suitable for American demand. A large shortage the world over will have a tendency to advance prices on this commodity and stocks will be wanted when buying for the heavy weight goods begins in December and January. There is an absence of all speculation, however, at present.

The fur season is about opening, with buyers making up their lists and feeling for the fall demand to know where to base their prices. Dame Fashion controls this to quite an extent and, while she has issued her decree, we must wait the effects of promulgating it among the people.

WM. T. HESS.

Jackson Jottings.

Conway & Cronin have opened a grocery store at 140 West Main street, at the location formerly occupied by J. C. Norris. The store is newly and neatly furnished. The stock was purchased in Chicago.

Cunningham & Waterman have opened a new grocery store at the corner of Steward avenue and West Ganzen street. The stock was purchased in Detroit.

Lincoln Bros., grocers at 300 Steward avenue, have taken another brother into partnership and have purchased the stock of groceries and fixtures at 208 Williams street. They will conduct both stores.

Frank Cook has purchased the grocery stock and fixtures of C. Brown, at the corner of Fourth and Franklin streets, and will continue the business.

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

Woman's World

The Art of Conversation.

Not long ago I sat in a big convention in Chicago, and a woman in the back part of the house arose to ask some question in an open discussion that was following the speech. What she said was of no great importance, but the tone of her voice was like spoken music, the enunciation was so beautifully clear and distinct. I involuntarily turned my head to see her.

"She is Miss Blank," said my next neighbor, "and she is a professor of the art of conversation."

I smiled, too, for we are not accustomed to thinking of conversation as an accomplishment that may be acquired by the aid of textbook and teacher. Rather do we incline to the pessimistic theory that it comes by nature, and that those of us who halt or stumble in our speech must bear it with meekness and patience, as we would hay colored hair or a snub nose or any other misfortune, and thank heaven it was pleased to make us speaking animals at all.

Yet what art is more delightful than that of the fine conversationalist! The man or woman who possesses this graceful accomplishment, who knows what to say and how to say it, has a claim to conjure with.

In Chevalier's song the hero complains of his friend that his offense is not in what he says, but the way he says it. "It's not what 'ee says; it's the narsty way 'ee says it." And the reverse of this is equally true. It is not always the profundity, or wit, or wisdom, of what one says that charms us; it's the charming way he said it. And it is a cheering and inspiring thought that, after all, this is merely an art that may be acquired, just as one acquired the two-step or the high handshake or anything else that was the fad of the moment.

As a matter of fact, nature provides us with very few graces, and if we want accomplishments we must learn them ourselves. They are none of her affair, and it is passing strange how little thought we have given to acquiring the pleasing art of talking. People go through life screeching their communications to others in voices as rasping as a fog horn, when a little thought and care would enable them to speak in a soft, low voice. Others are poverty-stricken in the matter of a vocabulary. They are bankrupts in even the small change of conversation, yet there's the whole dictionary of words offered them for their salvation, without money and without price. Perhaps the day is not far distant when we shall recognize these things as the barbarity they are. It is a melancholy fact that among the vast majority of people the art of conversation has scarcely risen beyond the point of making signs like a savage, or grunts like an animal. They are ungracious and rude, even when their intentions are best, simply because they don't know what to say. Who has not had the pleasure of a gift spoiled, or felt that a really generous deed was an affront rather than a kindness, because of the unfortunate and ill-considered speech that accompanied it? As for paying such people a compliment, it is something that only one possessed of reckless courage would dare venture. Perhaps they are accomplished in every other art but the art of conversation. You are charmed with the song they have sung, or the picture they have

painted, or the artistic beauty of their house. Being appreciative, you make some little honeyed speech expressive of your pleasure. Do they graciously and gracefully receive it? Never! They turn brusquely upon you and accuse you of being a flatterer. I have even heard the recipient of a compliment deliberately ask, "What do you want?" Just think of the coarse and gratuitous insult conveyed in such speeches! It is no excuse to say they are not meant, and are merely the result of not knowing what to say. The exigencies of life demand that we shall find out and commit to memory many things we did not originally know.

Chief among those in need of the missionary services of the professor of the art of conversation are those who are forever saying the wrong thing. There are times when a blunder is worse than a crime. There are those who ask the divorced woman when she last saw her dear husband, and, when anything unfortunate has happened in a family, may be safely trusted to steer the conversation around so as to rattle the bones of the skeleton in the closet. It is impossible to head them off; it is useless to try to stop them, and probably total amputation of the tongue is the only thing likely to do them any permanent good, or afford relief to society.

Then there are those utterly devoid of tact, and whose words are bludgeons with which they brutally assail their friends. You show your new wheel to such a one. "It is very nice," she will say, "and I think you very sensible to get a cheap one instead of paying out a lot of money, 'as I did," and you only wish it were permissible to strangle her where she sits. She it is who tells you your new frock is pretty but not becoming, and praises your ingenuity in making over your last winter's bonnet, when you fondly fancied you had disguised it beyond recognition. Such speeches are generally set down to malice, but are oftener the result of mere crudeness. The speaker has simply not learned the art of conversation and blunders into saying the wrong thing.

The young girls of this day are growing up into perfect savages," complained a charming middle aged woman the other day; "they can talk nothing but a jargon about wheels, and golf, and sports, as full of technicalities as an expert's report in a murder case. Polite conversation is a game of shuttlecock, a quick give and take of airy nothings, and to quote their own abominable phrase they are 'not in it.' When it comes to replying to anything that is a mere politeness—a facon de parler—they are as clumsy and ill at ease as a hob-nailed-shod clown in a ballroom. Why, the other day I said to a young girl: 'My dear, my daughter is not at home now, but you must take pity on an old woman's loneliness and come to see me.' And what do you think the stupid little minx replied? 'Oh, but I love old people!' and the hopeless part of it was she thought she was making a reply that would throw me into ecstasies of delight. Fancy any one enjoying being called old! If she had been my daughter I should have provided her with a phrase book of 'What not to say,' and kept her on bread and water until she memorized it."

The art of knowing what to say is the very touchstone of good breeding and good manners. Yet we seldom consider it worth while to really study it as a fine art. A girl will spend years of time and

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.

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H. Leonard & Sons

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

thousands of dollars of money trying to learn to drum on the piano or paint daisies on the kitchen sink, because these come under the head of accomplishments, yet she will blurt out the first speech that pops into her head, because she has never taken the trouble to learn to talk gracefully and graciously. In this lies the difference between the provincial and the woman of the world. One comes to soothe, the other to irritate. If your rooms are high up, one arrives breathless and remarks on the steepness of the stairs, the other admires the view from your window. If the weather is bad one complains until you feel criminal in having dragged her from home, the other speaks of the cheer and warmth within until you glow with satisfaction at the thought of having sheltered a wanderer from the storm. If you are sick, one tells of sudden death, or lingering illness, the other brings health and hope in words of cheer. Both may have equally good intentions, but one is an artist and the other a miserable bungler. "It's not what 'ee says; it's the way 'ee says it."

The professors of the art of conversation meet a long-felt want. Let us hope that the day is not far distant when their work shall be apparent not only in what we say, but what we leave unsaid. When the stories of the bore shall be lopped off and pruned, when family anecdotes will be tabooed, when one's state of health will only be confided to the family doctor, and when, above all, society will arise to the supernal heights of politeness and occasionally listen, then will come the millennium, and its advance agent will be the professor of the art of conversation.

DOROTHY DIX.

Schools in Stores.

From Shoe and Leather Facts.

In some of the larger stores the commendable course has been adopted of setting apart a room where, at certain periods of the day the younger help may receive such elementary education as is ordinarily acquired in the schools. Undoubtedly those merchants who have adopted this plan are deserving of high commendation and, besides having the satisfaction of knowing that they are accomplishing a philanthropic end, they will reap a reward in the development of a class of help much above the average in proficiency and ability. Presumably those branches are taught which will be most conducive to their work as store assistants. In doing this they are better fitting these young people to earn their living in the vocation they have chosen or into which they have been forced by a not always kind fate.

The Dry Goods Economist said recently, in commenting on this subject, that "if we cannot have the apprentice system there should at least be provided some means for the business education of the younger employees, as well as some stronger incentive for them to apply themselves than the mere weekly wage." It suggests that in the development of a system of classifying employees by examination before a competent board lies the solution of this problem.

It will be the dawn of a brighter era in the business world, however, when the children are sent back to the nurseries and the schools, and thus the way opened for the employment of men and women of mature years, who are now in many instances out of employment. It is the competition which is brought to bear by those who employ children at small salaries which is hardest for dealers who employ competent clerks of mature years to withstand.

Vanity and jealousy always travel together—two very selfish creatures. If anyone speaks ill of you, let your life be such that none will believe him.

Let the Women Have Their Way.

Written for the TRADESMAN.

I found out lately that the "commercial hen" is not confined to the dry goods counter—in fact, a little episode that occurred last Saturday convinced me that the dry goods biped must take the second place in the line, if not the third place.

I was sauntering down Sixteenth street, when a fine set of Shakespeare, bound in Russia and of that delightful size which makes it a joy to hold, attracted my attention in one of the shop windows. I simply had to go in and dally with the temptation to make the volumes mine. The clerk in there knows my weakness, so he placed the books where they would do me the most damage and, leaving me to my own destruction, went to wait upon some ladies who knew exactly what they wanted and were not in the slightest degree backward in stating that fact.

I am much afraid that my opinion of the attainments of the average bookseller's clerk is not an exalted one. Compared with his brother behind the dry goods counter, he "isn't in it." The dry goods man, if he be a good salesman, will give more real information in regard to the goods he is displaying than the customer has ever dreamed of knowing; and she leaves the store with the goods and at the same time is convinced that she has knowledge enough to surprise the members of the half-dozen literary societies to which she belongs. The book clerk, on the other hand, usually stands dumb. He knows the price and the cost mark; can tell the difference between Russian leather and cloth, and the most of them can see that the book with pictures is, and ought to be, costlier than the one not illustrated. That is too often the limit. The contents of the book they rarely know. The writer may be "one of them old duffers that everybody raves over," or, he may be Smith—it is all the same. In the midst of books they never read, and to talk books from a literary stand they never attempt—the most of them; it is something they know nothing about.

Well, while I was admiring my(?) dainty volumes and wondering what would be said if I should send them home, I heard one of the ladies ask to look at a handsome copy of "The House of the Many Gables," by Thackeray. That was interesting and I edged a little nearer to see how my clerk—this one is an exception to the general rule—would take it.

Not a muscle moved. He had a far-away look as if trying to remember, and then, with doubt on his face, mingled with a look of regret, he turned to the shelves behind him.

"Here is 'The House of Seven Gables,' a very fine copy—the last one we have. There has been an unusual demand for it the last fortnight. Mrs. Fairbrother took a copy this afternoon. She has a paper to read before the—er the swell club, you know—"

"You mean the X. L.—we both belong to it. Yes," glancing at the title page, "this is the book I wanted—'The House of the Seven Gables.' Hawthorne is such a mind reader! I'll take the book. I'm going to make a critical study of him this winter. What was the book you wanted, Mrs. Oliver? O, yes; show us, in a paper covered volume for use in class, Shakespeare's 'Much Obliged about Nothing,' by Rolfe. Taine says it's a freak; and I think he's right. I can't make head nor tail

of it; and yet there's such a golden thread of the brightest fancy running through the whole of it, and binding it all together, as one might say. Take Portia's speech to Caliban, for instance, in 'As You Want It,' or, what is more to the point, Petruchio's 'maiden meditation fancy free' speech in 'The Tempest.' It's positively delightful; but, when you come down to the real thought, it has hardly what Benedict, in 'The Merchant of Venice,' calls 'a local habitation and a name.'"

"Still, don't you think," insinuated my artful clerk, in sober, deliberate tones, with the sale of the book as his objective point, "don't you think that there is a naturalness about Beatrice in this 'Much Ado about Nothing' which makes up for the lack that you point out?"

A drooping of the eyelids, a deeper flush on the pretty round cheeks, a slight lifting skyward of the "uplifted" nose, was the only reply the clerk received. Seemingly oblivious of any reproach, with perfect composure he wrapped up deftly the "Much Obliged about Nothing," handed, with the grace of a Chesterfield, the book to the fair purchaser, received the pay therefor with a hearty "Thank you," bowed politely as the ladies turned from the counter, watched and waited until the door closed behind them and they had swept down the street, and then, dropping helplessly across the counter, he laughed until his sides ached and the store fairly shook with his shouts.

"How could you do it?" I asked, with admiration in look and tone.

"Well, you see, I'm going to sell that woman that set of Shakespeare you have been admiring, and I never could have done it without letting her think she knows it all. I wanted to send her away believing that she knows more about books than a circulating library. And I did. It was great fun. But it was business, just the same, and it pays."

The next time I went in there, "my set" was sold to the woman who "knows more about books than a circulating library," by a clerk who understands his business.

RICHARD MALCOLM STRONG.

When you shake hands, give an honest pressure, as though you are really glad to see the party, and don't let your hand feel as limp and lifeless as the tail of a fish in the extended palm of your new acquaintance.

Salts of cinnamic acid have been used as a remedy for tuberculosis on 400 patients of Prof. Landerer, of Stuttgart. From an experience of seven years he hopes that he has found a lasting cure for the disease.

Life is not a plaything, to be used as long as it gives pleasure, and then cast aside. It is an imperative trust, a continuous obligation, from which no grief, no loss, no shame can ever absolve.

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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.

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Is odorless, absolutely waterproof, will resist fire and the action of acids. Can be used over shingles of steep roofs, or is suitable for flat roofs. Will outlast tin or iron and is very much cheaper.

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ASPHALT PAINT

For coating tin, iron or ready roofs. Write for prices.

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

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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.

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

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - OCTOBER 27, 1897.

AN IMPORTANT STRIKE.

Comparatively little has been said in the general press in this country about the great engineering strike in Great Britain, although it has been in progress many months, and bids fair to become the most important and decisive labor contest of recent years in any country. The organization taking the lead in the movement is, numerically and financially, the strongest in the United Kingdom; and from this organization and others may thousands of pounds sterling are being collected and distributed to the strikers every week.

As in this country, the theory of arbitration has always been popular in Great Britain, and it has been a common movement on the part of strikers, in former contests, to try to obtain the intervention of various important personages in the way of arbitration. Until the present instance these have always persistently refused. It is, therefore, significant of the seriousness of the situation that the Board of Trade, through its President, the Right Hon. C. T. Ritchie, has been led to intervene to secure a settlement; and, although this is the most powerful institution of the kind, its efforts promise to be of no avail with the Federated Employers. This failure will go far to demonstrate the proposition, which has always been claimed by the Tradesman, that arbitration through the intervention of outsiders, who can never understand the conditions governing an industry as do those directly concerned in its prosecution, must always prove impracticable.

The importance of this strike lies not so much in the number concerned as in the magnitude of the interests affected. Already the industrial and material welfare of the country is seriously involved, for the trades concerned are among the most prominent. Thus, industrial prosperity, as well as political changes and complications, has recently greatly stimulated shipbuilding, especially in the line of war vessels. Ordinarily, the orders for these would have been placed in British yards, but they are now going mostly to the continent. Thus, the loss to the British workmen is absolute and irretrievable, instead of involving a postponement of operations which may be taken up again in the future.

Added significance has recently been given to this movement as liable to

affect interests in this country in the rumors that sympathetic strikes of American machinists are under discussion. Probability is lent to such rumors in the fact that the organizations of machinists here are largely made up of English workmen. In case of such a strike there might be as many as 60,000 union machinists concerned in this country and Canada; but, while this number is small compared with those taking part in the recent coal strikes, the interests liable to be affected are much more important.

SHOCKING HUMAN SACRIFICE.

If the dispatches from Havana, as sent out by the Associated Press and published in the daily papers, do not exaggerate the situation in that city and the district of San Julian, and there is no reason to suppose a thing so improbable, General Weyler must be a veritable fiend incarnate—a blot on Spanish chivalry and a libel on civilization. Under the iron hoof of his diabolical tyranny the public was prepared to hear the groans of human liberty, but few could conceive that his brutal nature would assert itself to the extent of deliberately starving to death, in one district, 2,500 men, women and children! It is almost beyond belief that a monster so bereft of humanity—so dead to the sufferings of his fellows, so blind to the tears and the anguish of maid and matron and mother, so indifferent to the appeals of helpless little children—could walk the earth without incurring the anger of Heaven's lightning or exciting the vengeance of a just God. But in the mysterious and inscrutable ways of Providence, the demon remains with us, perhaps to nurse the all-consuming fires of remorse and self-hatred which must make his existence a hell here as an earnest to the eternity of torture destined for such as he in the atoning crucible of the hereafter.

Penned in by cordons of military, with an impenetrable wall of death and steel facing them on all sides, the helpless victims of his savage rage were left to perish in their living tombs, as from day to day the pangs of starvation wormed themselves into their very vitals and the raging tempest of fatal fever seared and burned into their souls. Destitute of nourishment, with none to nurse and none to comfort, these hapless unfortunates lay down and one by one their lives went out as a sacrifice to Weyler's murderous cruelty. What language can paint the mother's woe as she pressed to her emaciated bosom the skeleton form of her weeping offspring? What words can picture her sinless grief as she heard the voice of her dying child calling for the food she was powerless to bestow?

The slaughter of these innocents, who were slowly put to death without even the poor excuse of their being active participants in the Cuban struggle, will shock the people of every civilized country. Their heartless taking off will awaken the eyes of the world to Spanish methods of warfare, and for the tears that they silently shed, and the untold agonies they endured, a spirit of resentment and retaliation will soon arise that will sweep the last vestige of foreign misrule from our neighboring island and secure for the kith and kin of the butchered five and twenty hundred the rights and liberties for which they were immolated.

Never run in debt unless you see a way to get out again

GENERAL TRADE SITUATION.

There are a few lines of trade affected by local or temporary conditions in which the situation is decidedly unsatisfactory. Among these may be noted the low price of cotton goods on account of the persistent downward movement of the price of the raw staple. This decline is credited to the fact that on account of the fever in Southern cities there is not the speculation in cotton there, which usually tends to keep the price on a better basis. Then there is to be taken into consideration the fact that there has been an unusual amount of anticipatory buying during the past three months, which has begun to tell on some lines in certain interior localities.

But, aside from a few such exceptions, the general improvement has been well maintained throughout the country. Industrial works are still increasing forces in most localities, and generally with improving wages. In some lines of manufacture, as the iron trade, there is a lessening of activity on account of the hesitancy of operators to take future orders at present prices. Many of the works are provided with orders to last into next year, and such are generally reluctant to enter orders at present prices for later delivery. The generally favorable conditions, as affecting the transportation stocks, are again in evidence in the Wall Street market sufficiently to cause a general improvement in quotations, although speculative movement has been dull.

There has been another advance in the price of Bessemer pig iron at Pittsburgh, although foundry grades remain unchanged. Production continues in structural work and for cars. The only unfavorable indication is that the continued increase in production by the starting up of furnaces long out of blast may cause an overproduction in spite of the enormous consumption.

The decline in wheat which took place early last week was followed by a considerable advance, although the movement, both in primary markets and for export, was not heavy. This week shows the tendency in price downward again.

As the speculation in wool is about over, the manufacture assumes a steadier tone. Light weights are yet in greater demand than the mills can supply. Uncertainty as to prices affects the demand for heavier goods. The low price of cotton acts as a depressing factor in the manufacture of its products, bringing the quotations in some lines back to the low level of the era of depression. In boots and shoes works are running to their capacity to fill early orders but later business is unsatisfactory.

Bank clearings continue very heavy, although a fraction of 1 per cent. less than for preceding week. The report is \$1,306,993,884. Failures were 205, against 196 for last week.

The traveling public will commend the recent action of Governor Pingree in going after the Michigan Central and Lake Shore roads with a mandamus to compel them to sell family mileage books, good for the purchaser and family for two years, at \$20, according to the terms of the law recently declared valid by the Michigan Supreme Court. It is an unfortunate thing for Michigan that we should have two railroads within our borders which snap their fingers at the Legislature, defy the courts of last resort and subject the traveling public

to all manner of annoyances, without restraint and, apparently, without recourse. Anarchist Debs was consigned to jail for six months for defying the mandate of a court while in a maudlin condition, but President Ledyard, who would scorn to drink at a public bar, and who has never been known to soil his fingers by shaking hands with a man in humble circumstances, defies the courts daily and walks the streets of Detroit without fear of punishment. The Tradesman has always maintained that any man who seeks to broaden the gulf between the rich and the poor—between the arrogant and the humble—is not actuated by patriotic motives, but surely there should be no discrimination shown in the punishment of lawbreakers, whether they be anarchists at the head of irresponsible organizations of deluded workmen or silk stockinged aristocrats who hold their position by virtue of the Vanderbilt millions.

The Tradesman is pleased to learn that E. L. Aderhold has been engaged by the State Board of Agriculture as Instructor in the special course in cheesemaking which will be maintained at the Agricultural College this winter. Mr. Aderhold has taught several terms in the Wisconsin Dairy School and has served that State as cheese instructor for several years. He is an expert in everything pertaining to cheesemaking and has a lucid manner of expressing himself which carries conviction.

The Government is exercising extraordinary precautions to save the insane army of fortune-hunters who have started out on their wild rush to Alaska, but all the solicitude on earth can not ward off the fatal chills of that frigid region, nor rescue its victims from their suicidal march to certain death. The only safeguard is to stay at home until the biting blasts of winter give way to the more genial atmosphere of returning spring.

No true friend of a community will disparage his own home. Speak up for your town, herald its advantages, and never keep in glaring conspicuousness the shortcomings of the people or the lack of energy that should mark every citizen. Keep out of the public press the little things that do not tend to help the town, and by all means give your best efforts in the upholding of all its enterprises.

The refusal of the Prince of Wales to act as an arbitrator in the strike of English engineers is quite proper. Wales realizes that he knows no more about labor than the labor leaders and strike agitators and candidates for office on workmen's tickets know. It is to his credit that he knows enough to stay away from things he doesn't know anything about.

Muskegon has recently been invaded by the trading stamp schemers. The merchants of the Sawdust City have the sympathy of the Tradesman in their affliction. It will not last long, but, like an epidemic of the itch, it is a trifle uncomfortable while it lasts.

Massachusetts has appropriated \$800,000 to be used in crystallizing the "good roads" idea, and it is a pity the example cannot be imitated in Michigan.

The King of Corea has just proclaimed himself Emperor, and any neighboring monarchs who desire to use him for a doormat had better take notice.

THE WAR IN INDIA.

The formidable character which the outbreak in India has assumed has greatly surprised and alarmed the people of England. Not only have the warlike tribes met the British native troops in a number of engagements and captured a few positions, but they have not hesitated to attack the British regulars as well. It is true that the British forces have made steady progress in forcing back the Afridis; but it has been only after severe fighting and at the cost of considerable bloodshed. A number of British officers and men have been killed, and it has been found necessary to send considerable reinforcements to India.

It is somewhat incorrect to describe the trouble now existing on the Indian frontier as a rebellion. The tribes now at war were not British subjects, and Great Britain exercised no direct jurisdiction over them. It is true that their country was within what is known as the British sphere of influence; but to all intents and purposes they were independent, and were subsidized by the Indian government to keep the caravan routes open. The present outbreak is due entirely to fanaticism aroused by certain leaders of religious thought, and particularly a certain Mullah, known as the Mad Mullah of Haddah.

Owing to the very large number of the tribesmen now at war with the Indian government, it will be necessary to employ fully 30,000 troops to subdue them. Of course, this will be accomplished after considerable bloodshed, with the result that Great Britain will add to her Indian Empire, and the northern boundary to Hindostan will be strengthened.

The loyal manner in which some of the Indian Princes of the dependent states have come to the assistance of the Indian government with men and supplies shows that no disaffection exists in India proper, and that the fears of a widespread rebellion were without foundation. The war in progress in the North, however, is sufficiently serious to cause the British government much anxiety, as it is now apparent that there will be much severe fighting before the belligerent natives are subdued.

A WARNING TO BE HEEDED.

Despite the miserable failures which have attended Spain's efforts to crush the rebellion in Cuba, the campaign conducted in that island has not been without its lessons, from a military standpoint. When Spain's lack of financial resources is considered, it is marvelous with what celerity and comparative ease she has transported to Cuba, a distance of several thousand miles from her shores, not far short of a quarter of a million men, with munitions of war of all sorts needed to fully equip this large army.

This transportation of so large a military force, with its impedimenta, is probably without parallel in military annals. European countries have sent armies to distant points for purposes of conquest; but in no instance has so large a force as that sent by Spain to Cuba been handled. It should also be remembered that, in addition to the troops sent to Cuba, Spain has also dispatched an army of 25,000 men to the Philippine Islands to put down the insurrection there.

When it was deemed probable, some years ago, that the United States would go to war with Chili, the problem of transporting troops to that distant point

came in for careful consideration. It was then admitted that to transport 20,000 men would prove a very serious problem, and would absorb about all the tonnage that the country could command. In the light of that experience, the feat of Spain is a noteworthy one, particularly when the fact is recalled that she is a third-rate power, and bankrupt at that.

The lesson to be learned is one which this country should take to heart. If Spain, in her decrepitude, can transport a quarter of a million troops many thousand miles, it would be equally as easy for a first-class power to transport double that force. When, therefore, our rulers talk so lightly of coercing European nations, they should not forget that it is within the power of any one of them to send a very large body of troops against us. In the case of Spain this might not prove so very serious a matter, as our fleet would be able to fight off any force Spain might send; but in the case of Germany, or France, it would be different, although it would be difficult even for such powers to land troops so far away from a base of supplies.

In the case of England the full significance of the ability to transport troops as a menace to our security becomes apparent. Great Britain has tonnage enough to transport a million men, if need be. She could pour troops into Canada in any required numbers, and Canada herself could be counted on to furnish no insignificant contingent. This is the danger which our Government should reckon with, and the facility with which Spain has transported large forces of troops should serve as a warning as to what England would be able to do.

To meet an attack from the direction of Canada, we have 25,000 regular troops and 118,000 militia. It is true that other forces could be assembled, but it would take time to drill and discipline them, and even a longer time to arm and equip them, as the Government has no surplus arms or equipments whatever. It would be well if our jingoes in Congress were to waste less time in fiery oratory and give more attention to problems of national defense.

For the first time in its history Chicago is to receive compensation for the use of a public street for switching purposes. Hundreds of miles of switch tracks exist in the city on public property, for the use of which not a cent of compensation is exacted. The change does not imply any increase of civic responsibility on the part of the aldermen, being rather a proposition from a company desiring better switching facilities. In return the company offered to pave the portion of the street to be used and to pay the city a rental of \$250 a year. The importance of the proposition consists in the effect it may have on the broad question of street franchises. The inequity of drawing rental from one for what others enjoy free of cost, while not appealing to corrupt aldermen, may serve as a stimulus to the indifferent or despairing citizen.

When Herr Most learned, since he settled in Buffalo, that beer had gone down to \$4 a barrel in Chicago, he was sorry he didn't select the Windy City for his headquarters.

The more time a business man gives to telling funny stories the less time he has to give to his business.

"Evil to Him Who Evil Thinks."

Written for the TRADESMAN.

I stepped into a grocery on my way home to-night to ask a young fellow in there what sort of advice the grocery-clerking world was suffering for, and had hardly asked the question when the proprietor, who was standing near enough to hear it, answered, "I wish you, or somebody else, could and would make the average clerk in any kind of a store understand that he's watched by a thousand eyes which he knows nothing of, and that this is especially true from closing up at night until opening up in the morning. I don't know of anything more needed than that."

The tone and the manner of the grocer were full of meaning, and the face of Will Morris, the clerk, flushed scarlet. Of course, I didn't see that; but I made up my mind that the young fellow should find out that he has a friend who can look at things from his side of the fence and who isn't afraid to state things exactly as he sees them. Off and on for something over six months, I have been exchanging courtesies with the young man, and for a good part of that time we have been thinking more than kindly of each other. One evening, to the pleasant surprise of both, we found ourselves wheeling in the same direction, and were not long in finding out that "one touch of nature" which "makes the whole world kin." So it has not been uncommon for us, during the summer, to meet in the morning at the corner of Eighteenth avenue and Washington street something after sunrise, take in the Park and an occasional run out towards Mont Clair and then, returning, rest in the pavilion and wind up with a cigar, after "the bite" each found it well enough to bring.

There is something in the uneven line of the Rockies, when bathed by the early sunshine, especially appealing to us both. No morning has so far found them the same, and so, while we have watched the light play upon the peaks, and the sky above them, there have been times when the young man has yielded to the influence of the place and the hour and has told me enough of his story to enable me to make such guesses as I care to make in regard to the rest. So, when the proprietor said that the average clerk needed to know that he was the center of a thousand eyes from suppertime until breakfast, I knew what he meant, and I thought it would do him good to let him know that there are two sides to that question. So I said, with a tone as full of meaning as his had been, "Pretty poor business for the thousand eyes! How much better off they would be to-day if they had been in bed and asleep where they ought to have been, instead of squinting around corners or skulking along in the shadows of the streets. I've noticed that that kind of eye is always attended by a tongue, and that both organs are generally out on the devil's own business, and also that they transact a great deal of it in a very short time!"

"But an employer has to protect himself."

"By that sort of thing?"

"You don't suppose that the employer is the one who watches, do you? I've had strangers as well as friends come to me and tell me what my clerks were about; and every once in a while this one and that one gives me a hint of what's going on."

"And how much good it does you, I'll warrant!" I went on. "Take Will, here, as an instance. He likes a game

of billiards once in a while and so do I. We played last night at the Albany until something after ten o'clock. Suppose one of those dear friends of yours (!) saw us and should come and tell you about it, with the trimmings which are always thrown in. That puts you on your guard so far as Will is concerned, and you go around for a day or two calculating how many games of billiards you pay for in the course of a year. That's only one form of amusement, and pretty soon you reason yourself into the belief that the boy is ruining you. Now, Mr. Bostwick, that's all wrong. You are not true to yourself nor to him; and don't do it.

"Let me tell you a story: I came near losing the best friend I ever had in just that way. I am considerably older than he is and we were drawn to each other exactly as Morris and I have been. One day, a man whom I hardly knew came to me with a burdened mind and, after a few preliminaries, said: 'I've noticed you lately, a number of times, with young Bailey. Of course, you know about him, and you know what it means to be seen with him?' No, I didn't and, like an idiot, said I wanted to; and I opened both eyes and ears wide, and it wasn't long before they were all engaged listening to the fellow's damnable story.

"Pretty soon there was a man who took it upon himself to keep me posted. Regularly, that scamp came to me and, to my everlasting disgrace, I listened to him. One day, the story was so infamous that I couldn't believe it, and I threatened to kick him into the street if he ever dared to come near me again. Then I made up my mind to trust what, in my heart, I knew was one of the best boys that ever trod the footstool. Mark that, Mr. Bostwick—trusted him; and tried my best to make him feel that I did. I could make the story longer; but will simply say that I didn't lose my friend, although I deserved it.

"So, then, Mr. Bostwick, let me urge you to make friends of your clerks, to trust them in season and out of season; and, if busybodies come to you with what they have seen and heard, give them the cold shoulder or a kick. Then you will not want me or anybody else to talk about 'a thousand eyes and what they have seen between supper and bedtime?'"

Boys, wasn't that about right?

RICHARD MALCOLM STRONG.

In some of the dairy farms of the north of Holland there is used in cheese-making large wei, viscous or ropy milk, which not only preserves the cheese, but also gives it a very delicate aroma. Expert opinion on this method differs, however, for the science of bacteriology has not yet succeeded in fixing the mucigenic bacterium, which is the agent of ropy milk, and the Dutch Society of Sciences at Harlem offers a prize for the best practical essay on the subject based upon researches calculated to throw light on the properties of this bacterium, and to favor its accurate and scientific use. The prize is not a particularly magnificent one, and consists, at the choice of the author, of either a gold medal or the sum of one hundred and fifty florins. Essays may be written in Dutch, French, Latin, English, or German, but German characters must not be used.

There is no theory that will work on the jumping toothache like the dentist's forceps.

Hardware

Too Much Credit—Manufacturers' Hypocrisy—Remedy for Trade Evils.
Auto Lucem in Ame Jean Artisan.

Seated in the hotel office one evening, the conversation turned upon collections and credits. A wholesaler and two commercial travelers engaged in it. One of the commercial travelers mentioned a small town of less than 250 people and stated the leading firm had over \$18,000 outstanding. The other commercial traveler said, "Do you know Mr. — at —? Yes. Well, Mr. — told me they had \$65,000 out in notes, mortgages and book accounts." The wholesaler condemned it as poor business, as contrary to all business law, as most injurious to the commercial well-being of the country, and advanced the argument that if obliged to realize upon such assets they would not bring 25 per cent. of the face value, and that years of labor and business worry had been for naught, a most truthful saying. The population of the latter town is less than 400, hence the large indebtedness must rest upon the farmers. Both the houses are good, well rated and settle promptly, and will, no doubt, continue to do so. Like many others, they have been carrying their customers since '92, hoping the clouds would soon roll by and that their patrons would be enabled to liquidate. Every commercial traveler hears much of the credit business and knows what a large amount of the work is done upon the promise-to-pay plan; he also knows that until conditions change there will be no large increase in the volume of business. It will take some time, under the most favorable conditions, to bring about a better condition of affairs; hence, the high tide of prosperity will not flood the country in a day, week, month or year, and no one need hug the delusion to his breast and think the trade millennium is here. Time must be given to open up the channels, and any attempt to force the current will only result in choking the flow and prevent a healthy reaction. The stagnant waters must first be suffered to drain off, the channel cleaned of debris, accumulated stocks worked off and collections taken in, before the machinery will be ready for the starting. Over-feed a convalescent and you kill him. The same will result to our trade industries; they still need careful nursing, and now that they are on the road to recovery, let no false booming kill them.

One of the greatest foes to the return of commercial prosperity is the pernicious system of credits in everyday use by manufacturers, wholesalers and retailers, and not one single one who has given thought to the subject but what condemns it as a vicious one. There is not a single good reason for its retention in the business. The retailer certainly does not like the plan, but he is almost forced into it, as his patrons at best have cash only two or three times a year, i. e., the country dealers. Not 5 per cent. of such dealers could realize 75 per cent. of such assets if forced to make collections. The whole number of such business houses can be charged with carrying too large a number of their customers indefinitely; hence, to a great extent, are not warranting fair protection to their creditors. There is by far too much credit business all around for good, healthy, commercial prosperity. Cash business and cash business only is the true theory upon which to prosecute trade in all its branches. When competition is as fierce as it is to-day, it is the only plan that permits of doing business on small margins of profit. The retail merchant grants credit to his customer when he has no ready cash, in the hope of a growing crop. Moreover, he is the only man who can and will grant the consumer credit. It is to be hoped, for the good of individuals and business generally, that the several trade associations formed and forming will make the subject of credit business one of investigation and put forth every effort to im-

prove that feature of the business, with a view to its final elimination.

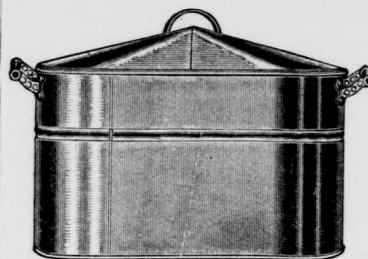
I have before me the printed copy of a letter written by the manager of a stove house to the secretary of a business men's protective association, in which strong language is used to condemn department and installment store trading, and the manager positively asserts: "It has always been the policy of our establishment not to sell to a single one of these easy-paying department stores at any price." I have also gathered in some advertisements of that class of dealers known as department stores and installment houses, which are handling and advertising the very goods made by this manager's concern, and side by side with the above I have placed that concern's own advertisement, advertising the dealers referred to as their regular authorized agents. Is there a more pernicious business act than this? This playing good Lord and good devil is much like the ancient before Christ with his thirty pieces of silver.

Two invoices for stoves have been shown me of late, one a city shipment, the other to a town adjacent to a city, and if the country patrons of the house knew the extra per cents. off, concessions in freights, etc., their countenances would wear all the hues of the rainbow, and they would be tempted to break at least one of the commandments. This house pretends to be a strictly one-price house, measuring out exact justice to all its patrons and are resorting to every device known to convince the trade that such is their motive and intent, and still they are carving flesh and fish from the same joint.

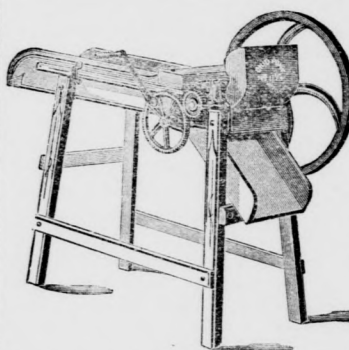
There is a demand for reform in business, and when the retailer gets his eyes opened, he will see a lot of ways to improve his business condition. Get into line, go into your state organization, affiliate with your business competitor, co operate with him on all business matters, exchange views and opinions, drop all your little, petty jealousies and bickerings (if you have any) and become a united band or brotherhood of trade reformers. Thus united, you can do a greater good than all the known political reformers combined. A twelve-months' active association in the work of trade reform will make you a lifelong enthusiast. You can only get protection in your business by protecting one another. An individual is not greater or stronger than a multitude. A thousand people are more potential than an individual. Strong, aggressive organizations, like the four-fold cord, cannot be easily broken.

Besides seeking reform on the purchase, sale and distribution of mercantile products, you should try also to improve the market conditions of the community in which you live, making it possible for your farmer patrons to realize better prices at home for their surplus products. You should also strive to improve your town by making it a model of neatness, building up its schools, churches and home industries. Associate with your country neighbor, inculcate in him a spirit of aggressive action, that the farms surrounding your town may be improved and beautified, thus adding to the country's wealth and prosperity.

Conan Doyle tells a story of a friend of his who had often been told that there is a skeleton in the cupboard of every household, no matter how respectable that household may be; and he determined to put this opinion to a practical test. Selecting for the subject of his experiment a venerable archdeacon of the church, against whom the most censorious critic had never breathed a word, he went to the nearest postoffice and dispatched this telegram to the reverend gentleman: "All is discovered; fly at once." The archdeacon disappeared and has never been heard of since.



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



THE "OHIO" PONY CUTTER

"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 11 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 Baisers, Cream Separators, Feed Cookers, Etc.

ADAMS & HART,

Grand Rapids.

Aluminum Oil Heaters



They are made in three sizes, and, being the lightest stoves on the market, they are all that their name implies. They are practically indestructible, being made entirely of polished steel plate, together with burnished brass, and adorned with aluminum plates where the heat is so intense as to tarnish and discolor other metal. Not one piece of casting is used in their entire construction.

DIMENSIONS NO. 24.

Brass fount—holds two quarts. Brass burner—8 inch circular wick. Height 30 inches. Weight only 10 pounds. The most powerful heater for the money. Price \$5.00

DIMENSIONS NO. 30.

Brass fount—holds three quarts. Brass burner—10 inch circular wick. Height 32 inches. Weight only 14 pounds. Will heat a large room. Price \$6.00

DIMENSIONS NO. 45.

Brass fount—holds five quarts. Brass burner—15 inch circular wick. Height 42 inches. Weight only 22 pounds. Will heat a large suite of rooms. Price \$9.00.

TAKE NOTICE

These are the largest and handsomest stoves ever offered for the money. We guarantee absolute satisfaction. Compare them with others. Sold at one price the world over. Write for discount.

Foster, Stevens & Co., Grand Rapids.

PENINSULAR PREJUDICE.

Why Michigan Markets Are Discriminated Against.

Marquette, Oct. 25—Geographically, the Upper Peninsula of Michigan is detached from the Lower Peninsula. The residents of the Lower have but a faint idea of the Upper—its business, its inhabitants or its advantages. The business interests of the two are wide apart. The Lower has its agricultural and manufacturing interests, while mining and lumber are almost the exclusive interests of the Upper. The detachment geographically holds good in a business way, to a large extent, most of the business being diverted from Lower Michigan to Chicago and Milwaukee. There are many reasons why this state of affairs exists. History records a time when nearly all the business of the Upper Peninsula went to Detroit. This was before the panic of 1873 and when there were no railroads connecting it with Chicago. The panic was felt very severely in the Upper Peninsula. Those were dark days for its business men and copper and iron stocks went begging. Some stocks were sold for the non-payment of assessments which have since commanded fabulous prices. Merchants became pressed for money and extension or assignment faced many who to-day are immensely wealthy. Detroit merchants were afraid that the new mining country was going to the dogs and demanded a settlement. Chicago merchants paid personal visits to the Upper Peninsula and solicited the transfer of the accounts to Chicago, where the merchants would extend credit until such times as the Upper Peninsula merchants could pay. In a surprisingly short time a Detroit traveling man was a scarce article. This state of affairs continued for many years, but within the last five years Detroit travelers have become more numerous and several Detroit houses are enjoying a fine trade in this territory. The country is developing fast and there are a great many merchants in trade now who were not in business during the panic of 1873 and who are, like most all others, out after the business and buy goods at the right price, regardless of where they come from. Most of the larger and older houses remember with gratitude the accommodation extended in 1873 and purchase the bulk of their goods in Chicago. They delight in telling a Detroit traveler that part of Upper Peninsula history, because it makes the traveler feel uncomfortable.

Detroit merchants are very slow in getting after the Upper Peninsula trade. Rail freights to all points west of Marquette have been for years less from Chicago than Detroit. Only a year ago was this remedied and now the rate is the same, but the time in transit is so much longer that Chicago gets the orders for all goods wanted in a hurry. Chicago railroads run through freight cars to the iron and copper country and deliver goods to those localities in thirty-six to forty-eight hours, while from Detroit goods are five to seven days on the way. Quicker transit is sorely needed from Detroit to place her upon an equality with Chicago, and the Detroit Merchants and Manufacturers' Exchange stands in its own light if it does not correct the fault and render assistance to Detroit travelers where they need it the most.

In the express business Detroit gets the worst of it. The Western Express Co. controls nearly all the railroads in the Upper Peninsula. It has no connections at the Straits, because of the antagonism of the American Express Co. on the M. C. R'y and the Adams Express Co. on the G. R. & I. All express business for the iron and copper country leaves Detroit by the United States Express Co., going via Chicago and Champion, and at the latter place it is transferred to the Western Express Co. for distribution. Express to points in the eastern end of the Peninsula leaves Detroit by the Canadian Express Co., via Hamilton, Ont., and Sault Ste. Marie, before it reaches the Western for distribution. In either case the

time in transit is so much longer than from Chicago that Detroit gets very little of the express business.

Another reason why Detroit does not have a larger trade in the Upper Peninsula is because her jobbers and manufacturers do not go after it. Too many have sent men there for a single trip or a single year and expect profitable returns. Too many more try to work the territory by men who live in the Lower Peninsula. This cannot be done satisfactorily. The traveler should live close to his territory, and become identified as an Upper Peninsula man; then he will not be figuring on how short he can cut his trip and how soon he can cross the Straits.

Detroit sends a bright lot of men to the Upper Peninsula and many of them secure satisfactory results. Their houses cannot appreciate the hard work done in order to make the territory a profitable one, nor can the boys be encouraged too much. They have worked against great odds for years and are still fighting an up-hill battle. They will welcome the day when they receive the proper support from Detroit and Lower Michigan which will make their business battle one of equality.

OUIX.

A Matrimonial Magistrate.

E. C. Roberts, justice of the peace at Lapeer, makes marrying his principal business. His card reads as follows: "E. C. Roberts, the original and only exclusively matrimonial magistrate. Offices at the elevator of First National Bank parlors, or wherever most convenient to swains. Marriages solemnized promptly, accurately and eloquently. Plain ceremony, legal fee; osculation extra; elopements a specialty; night calls answered without extra charge; consultations free. A fine line of high-grade bridesmaids and grooms-men constantly on hand to assist in the services. N. B.—My anti-blushine is warranted effective, and will not injure the most delicate complexion."

Thinks the Country Grocer a Menace.

Rev. S. E. Ellis, of Fairhaven, Conn., in an address on "Child Training and Church Fellowship of Children," denounced in strong terms the bad influence of the country grocery store. "Too often your boys and girls," he said, "are listening to the low jokes and impure conversation of older men, who should be ashamed to talk so among themselves." It is doubtless true that the loafer and lounge are apt to indulge in conversation that is not of the highest order. But that class isn't as numerous as it was twenty years ago. The country-store loafer isn't as much in evidence as then. There has been an improvement in this respect.

Wanted the Wholesale Price.

"This is the room where you issue licenses, ain't it?" enquired the young man, after taking a leisurely survey of the apartment.

"Yes," replied the Deputy County Clerk. "What can I do for you?"

The caller pushed his hat back on his head, winked and beckoned him nearer. "It's like this," he said, in a lower tone. "I am going to get married and go into the saloon business. How much discount can you give me on the licenses if I take 'em both out at once?"

Trading Stamps Unbusinesslike.

At a recent meeting of the Chester, (Pa.) Business Men's Association, the following resolution was unanimously adopted:

Whereas, The Business Men's Association believes in businesslike principles—value given for value received—therefore be it

Resolved, That the company known as the Chester Trading Stamp Co. is unbusinesslike and a detriment to every merchant in our city.

They have been selling artificial coffee berries of late in France. Examinations showed that they were made of ash gum, dextrine and other materials of a pleasant nature.

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 80
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 1 00
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.....	55&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&10
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
NAILS	
Advance over base, on both Steel and Wire.....	
Steel nails, base.....	1 55
Wire nails, base.....	1 75
20 to 60 advance.....	Base
10 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
1 advance.....	1 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.....	80
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70&5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages 1/4c per pound extra.....	
HAMMERS	
Maydole & Co.'s, new list.....	dis 35
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 10&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 40&10	

HOUSE FURNISHING GOODS

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

HOLLOW WARE

Pots.....60&10
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, 1/4 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.
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 28.....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

Tinned Market.....70&10

Coppered Spring Steel.....62 1/2

Barbed Fence, galvanized.....2 11

Barbed Fence, painted.....1 81

HORSE NAILS

An Sable.....dis 40&11

Putnam.....dis 5

Northwestern.....dis 10&10

WRENCHES

Baxter's Adjustable, nickelled.....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@3/4.....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.....8 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 IC, Charcoal, Dean.....6 00

20x28 IC, Charcoal, Dean.....10 00

14x20 IC, Charcoal, Allaway Grade.....4 50

14x20 IX, Charcoal, Allaway Grade.....5 50

20x28 IC, Charcoal, Allaway Grade.....9 00

20x28 IX, Charcoal, Allaway Grade.....11 00

BOILER SIZE TIN PLATE

14x56 IX, for No. 8 Boilers, { per pound 9

14x56 IX, for No. 9 Boilers, { per pound 9

Clerks' Corner

Two Kinds of Clerks—Which Kind Do You Employ?

When the political reporter writes up the campaign speech of an orator on the other side of the fence, he always calls it—if he knows his business—"rambling and discursive." Perhaps that time-honored phrase might be properly applied to what I want to say this week, but I can't help that—I've simply got to say it. Two little stories, poured into my sympathetic ear within the last twenty-four hours, have wound me up. So here I go.

Yesterday a particular friend came into my particular den. "Come" is not the right word—he bounced in. He was evidently in a state of mind. He didn't say anything at first, so I kept on working. He jammed himself down into a chair, tried to light a frayed-out cigar with a toothpick, sank his hands down deep in his pockets and thought. By-and-by he burst out with, "It beats the devil, doesn't it?" I assured him that, to be frank with him, I believed it did, and kept on working. Pretty soon he told me his tale of woe.

Here it is:

"I've just been out to buy a suit of clothes," he said, "and I didn't buy 'em. I wanted about a \$20 business suit and I went to a store that advertises that kind of a suit. They have very good advertisements from my point of view and keep pegging away all the time with their seductive advertising. I felt pretty good when I went in. I thought that I was going to have a beautiful time. Their advertisements had taught me to expect a regular 'glad hand' reception. I went up to the men's clothing department on an elevator, the guiding genius of which let me off with a 'Ye who-enter here-leave-all-hope-behind' sort of an air. When I got in I found a knot of serious and dignified gentlemen in a corner, discussing some evidently grave and important subject. I learned afterward that they were clerks. I stood around a while, wondering how I could get away without breaking up the meeting or otherwise committing a breach of the peace, and finally a man tore himself away and came over to me. He said never a word, but stood and looked me calmly in the eye with a chilling Ancient Mariner glare. He bore himself with that unfeignable imperturbability that one rarely sees except in the wooden Indian in front of the cigar store.

"Pretty soon I succeeded in suggesting, in faltering accents, that I wanted a certain kind of a suit of clothes. He said nothing, but went away. Something prompted me to follow him. My intuition was not at fault. He intended to show me some clothing! But the suit of clothes he showed me bore to the suit I wanted just about the proverbial resemblance of the hawk to the handsaw. He was very weary after he had brought out this suit and he resumed his wooden-Indian attitude and waited. I explained to him that that wasn't at all what I asked to see, whereupon, with a pensive sigh, he pulled out another suit still farther away from the mark than the first. Then he waited some more.

"Three or four times I explained what I wanted. I know it was there. But I never touched him. He told me, after a bit, what I ought to have and I

came away, amid the stony stares of the whole outfit of 'salesmen.'

"So here I am, and I wish to repeat my first remark, that it beats the devil!" My friend may have exaggerated slightly, but he is a truthful man and I have seen about the same thing myself more than once, I am sorry to say.

Now, here's the other story:

Last night another friend of mine, a Brooklyn lady, imparted to me the important but perhaps not exclusive information that she was going to buy a winter coat pretty soon. "And," she said, decidedly, "I'm going to buy it at Blink & Blank's. I hadn't any idea of doing so, but I was in there the other day—just shopping, you know—and I walked through their coat department just to see what they had. The first thing I knew there was a man walking along with me, telling all about the stock. I don't know where he came from or how it happened. He was so unobtrusive and so gentlemanly. He seemed to know just what I liked and he had it down in a twinkling and told me all about it. He knew more about coats than any man I ever saw. He showed me everything he thought I would like to see. He turned coats inside out for me and told me what was the latest fashion, where it was the fashion and why it came to be the fashion. He seemed to know that I didn't intend buying just then but was simply shopping around. He never said 'buy' once. He never intimated that I might buy a coat, then or thereafter. He didn't seem to care whether I ever bought a coat or not. He simply told me, in the nicest, most gentlemanly way you ever saw, all about the coats. Consequently, I'm going there to buy my coat; and I'm going to buy it of that man. I don't care if it costs a little more than it would somewhere else, I'm going to buy my coat of that man."

Just consider that last statement a moment! What are we to think when a woman says, in all sincerity, that she would buy something at a certain store even if it cost more? Food for thought in it, isn't there?

The moral to these two little tales is as long as from here to the corner grocery and return and if we don't think it over carefully we will make a sad mistake.

I am sorry that there are so many stores like the one described by my friend who didn't buy the suit of clothes. They surprise me—I can't understand them. They are generally kept by people who believe that advertising doesn't pay. Advertising never can pay such stores. Good advertisements can bring a man to the store once, but they can't bring a man back who has found that the store doesn't live up to its advertisements. The advertising of such a store leaves about as much impression on the public mind as you do on a river when you stick your finger in it and then pull it out and look for the hole.

Many large, well-advertised and seemingly prosperous stores have clerks of the wooden-Indian type. They are doing a good business, but I don't see why they should. I suppose we are getting so used to the chilly glare of the bumptious salesman that we don't notice it much. One thing is certain, though—we notice the other thing. We notice proper courtesy when we find it. And that's one of the reasons why so many old mercantile landmarks are giving way to new stores that spring up and succeed in the face of obstacles

AS A MAN IS KNOWN
BY THE COMPANY HE KEEPS *
SO IS A

Grocer

KNOWN BY
THE GOODS HE SELLS *



BE WISE
AND CARRY *
A LINE OF



THERE IS NO SURER WAY OF GAINING
THE PUBLIC CONFIDENCE THAN BY
SELLING THOSE PROPRIETARY GOODS
WHICH GIVE THE GREATEST
SATISFACTION *



In these days of keen competition *

Grocers do not place sufficient value on the use of their own brains. They must back their own judgment and sell only articles of sterling quality that leave them a good profit. Too many allow themselves to become merely distributing machines of articles that leave no profit. Such dealers are not desired as distributing agents for our

Emblem Brand

of canned goods, which are meeting with hearty recognition wherever introduced.

If you come to the carnival, you are invited to make our establishment your headquarters.

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

which are apparently insurmountable.

Now, here's a question or two I wish to ask of every merchant who reads these lines. How do your clerks treat your customers? Do they treat them as if they were a nuisance and ought to be at home attending to their own business? Do they show goods with weary reluctance? Do they try to tell people what they ought to buy? Do they try to sell people goods they haven't asked to see and probably don't want? Do they try persistently to sell goods to a woman who is "just shopping?" Do they get together and chat with each other while customers wait? Do they chew gum and talk flippantly and saucily?

Honestly, now, do you really know for sure that none of your clerks do these things? If you don't, find out. And when you find an offender, bounce him forthwith.

Why can't we have more stores like that described by my friend who is going to buy a coat? Why can't we have more stores where a man or woman can go in and look around without being solicited to buy and without being approached except by some polite employee who tells us, in a courteous manner, all about the goods without soliciting us to buy or treating us as if we had no business being on earth?

THEODORE HAMILTON.

The Proper Time to Sell.

Ohio Correspondence Country Gentleman.

The price of apples and potatoes is often much higher during the winter and spring months than in the fall, when they can be marketed at much less expense. If apples or potatoes are stored to await higher figures, there is an increased labor and risk in keeping them. Then, too, there is always more or less loss from rot and other causes. When any commodity not of a perishable nature is at its lowest price, or it is reasonable to believe the lowest price has been reached, is not the time to sell, for a reaction has in nearly all instances shortly followed. When the price of wool went to the bottom, as it did in 1896, not a few farmers who had on hand two clips, besides the one of 1896, became uneasy and sold their entire collection. Wool loses very little, if any, if properly packed, even if kept for two or three years.

Is it not the safest, and in the end the way that oftenest pays, to make it a rule to sell when the products are ready for markets, unless the condition of the markets points to a decidedly better near future? Unless one has made a careful study of the markets for some time, the condition which now exists, and which many think is still going to be the same for months, may change in twenty-four hours more than was thought possible in the next six months.

In the fall, when the majority of articles are harvested and are ready for market, the roads are good. Hauling can be done much easier and cheaper. Often the higher prices of some commodity late in the winter or in the spring is due to the condition of the roads, which are often at that season of the year almost impassable. The cost of getting the article to market will more than offset the advance in price quite often. Good winter roads—that is, turnpikes—are not to be found in all localities by any means. Summing it all up, the proper time to sell is when the article is ready for market, unless there is every indication of advanced prices in the near future. Even then, unless it is sifted to the bottom, we may think that conditions exist which do not.

God has been very merciful to some of us in never letting money come rolling in upon us, for the most men are carried off their legs if they meet with a great wave of fortune. Many of us would have been bigger sinners if we had been trusted with larger purses.

Don't Be Too Certain the Clerks Are at Fault.

Written for the TRADESMAN.

"Excuse me, sir, but hi did leave my parasol behind me on your counter. You remember me, don't you? Hi did buy a dress from you about nine o'clock this mornin'."

"Why, yes, ma'am, I remember you; but I haven't seen any stray parasol. Are you sure you left it here? You may have left it at some of the other counters. I will ask the other salesmen here; some of them may have seen it."

I questioned all the clerks who were in the department at the time, but none of them had seen the parasol. I then sent a boy to the package desk, where things found on the counters are always sent; but he came back saying that it was not there. Returning to the woman, I told her the result of my enquiries.

"Well, but hi did leave hit here. Some of them must have hit. Hit did be a very fine one. Hi did buy hit in New York ten years ago, an' hit cost eight dollars. Hi would not take twice that much for hit."

"If you left it on the counter, some customer may have taken it. You know it is an easy thing for people to take what doesn't belong to them, especially when there are so many people around as there are to-day."

"Ho, hi don't think for a minute that any of the customers took hit. Hi think the clerks behind the counter be far apter to take hit. Hi think some on you have hit, an' hi will find out ere hi leave the store. Who be the head man here? Hi will speak to him."

"The owner is Mr. Jarvis, whose office is on the second floor. If you will be seated I will send a boy and have him come down."

The woman unwillingly sat down to await Mr. Jarvis' coming. She was a Welch woman and her excitement seemed to multiply the h's in her speech, for they appeared in the most unexpected places. I felt just a little offended at the woman's readiness to accuse the clerks for the disappearance of the parasol, and took the opportunity to tell her a few plain facts:

"I am just as sorry as I can be that you have lost so valuable a parasol, but you must surely know that you have no one to blame but yourself. You can hardly expect the clerks, on such a busy day as this, to be responsible for your personal property which you carelessly leave behind you. As for the clerks stealing, we have yet to find any of them guilty of such a crime; but scarcely a week goes by that we do not have some customer arrested for shoplifting. Besides, if, as you say, you bought your parasol ten years ago, I think it safe to say that none of the clerks have it."

"Hi guess you be right. Seems like hi ain't just sure hi left hit here. Maybe hi did leave hit in the shoe store. Come to think of hit, hi believe hi did. Hi will go up street an' see."

Ten minutes later, she came back with an old parasol which, from my point of view, was not worth fifteen cents; but the troubled look had vanished from her face, as she came to me and said, "Hi did find hit in the shoe store just where hi did leave hit."

All of which goes to show that the average customers are too apt to find fault with the clerks when they themselves are the ones to blame.

MAC ALLAN.

The stronger the body, the more it obeys; the weaker the body, the more it commands.

The Fleeting Trade.

From the Dry Goods Economist.

Most merchants agree that it is much easier to make new customers than it is to keep old ones.

But why?

Well, sometimes the old friends die or move away. Then, no woman limits herself to one place to do her trading. Some "shop" all the time, even for needles and thread. At one time they may be your customers, next week some other store owns them. It is human nature to change, and the last change is always the best—until we change again. The latest discovery is always the one we enthuse over.

Then again, some real or fancied slight or wrong may drive your "old reliable" to a competitor, and likewise bring his customer to you.

Still, there must be something radically wrong with the store that cannot boast of its regular clients. If customers are always changing, and the merchant never sees the same face twice, a change in his methods is very necessary. Treat a man or woman right, and they will surely come again.

The up-to-date merchant is bound to prosper, because he is sure to hold most of his trade, and equally certain to attract new customers.

Monongalia county, W. Va., has a citizen named Haymond Grigg, with an ambition so peculiar and unusual that some people think him crazy. For many years he has made it a point to be the first citizen in the county to pay his taxes. About three years ago, and for the first time in his life, he was beaten by a swifter taxpayer, and it almost broke his heart.

The philosopher who gives good advice, and the harlequin who makes us laugh, and do not get cash for it as they go along, will find the world ready to pay them off in their old age—the one with cheap pity, and the other with cold neglect.

Association Matters

Michigan Retail Grocers' Association

President, J. WISLER, Mancelona; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.

Michigan Hardware Association

President, CHAS. F. BOCK, Battle Creek; Vice President, H. W. WEBBER, West Bay City; Treasurer, HENRY C. MINNIE, Eaton Rapids.

Detroit Retail Grocers' Association

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

Grand Rapids Retail Grocers' Association

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

Saginaw Mercantile Association

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

Jackson Retail Grocers' Association

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

Lansing Retail Grocers' Association

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

Adrian Retail Grocers' Association

President, Martin Gafney; Secretary, E. F. Cleveland; Treasurer, Geo. M. Hoch.

Traverse City Business Men's Association

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

Owosso Business Men's Association


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

Alpena Business Men's Association


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

Grand Rapids Retail Meat Dealers' Association

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



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



Valley City Milling Co.
Grand Rapids, Mich.

Fruits and Produce.

Shipping Pecan Nuts by the Carload.

San Antonio, Tex., Oct. 15.—Not much is heard about the pecan nut, not even here in Southwest Texas, where it grows wild and, in favorable seasons, is harvested in great abundance. The pecan nut has always had a good market value, but it is only within the past few years that shipments have been made from here to Eastern and Northern markets. These shipments were at first small, but the dealers have found the profits so satisfactory that their scale of buying is increasing each year, and carload shipments have now become common. It requires considerable capital to handle pecans in carload lots, and for this reason the small dealer is at a disadvantage compared with the more wealthy cotton broker who makes pecan buying a side issue to his regular business. The profits are certain and the pecan nuts are obtained with no difficulty. The nuts are brought into the city from all parts of the surrounding country by small farmers, small boys, and professional Mexican pecan pickers. They are sold to the local dealers at low prices, the pickers being satisfied with very reasonable wages. Local pecan dealers not only receive the nuts from the above-named sources, but also buy large quantities from the small merchants of the little towns of the surrounding country.

This year's crop of pecans in Southwest Texas is the largest in many years, and several million pounds of the nuts will be exported and shipped to the markets of this country before the season closes. Before shipment is made from here the nuts are run through an assorting sieve and then classified according to size and thickness of shell. The soft-shell pecan commands a much higher price than the hard shell. The latter comes from a long-lived tree, which also produces in more abundance than the soft-shell tree.

All the streams around San Antonio are lined with pecan groves, and for several weeks to come they will be visited by parties of nut hunters. There are few households in this city in which a bountiful store of the nuts for the coming winter will not be laid up. Many poor Mexican families here make the pecan kernels their primary article of food during the fall and winter months. The Mexican housewife is an adept at preparing the kernels as delicious table dishes. A kind of flour is made from the dried kernels. This flour makes a wholesome, finely flavored bread. The nuts are also made into delicious puddings and cakes. The Mexican pecan candy man is an old institution of San Antonio and is well remembered by tourists who visit this city. This is his busy season. He is now laying in his stock of pecans and letting them dry, so that the work of shelling them can begin before the winter tourist travel starts this way. When the nuts are thoroughly dried the kernels are removed in halves. They are then made to form the principal part of a most tempting and really delicious candy. These Mexican candy men sell their stock on the streets exclusively, the tourists and health-seekers being their best patrons. This sale of pecan candy on the streets is a custom peculiar to San Antonio. It is not to be seen in any city in Mexico.

The Mexicans are experts in removing the kernels from the shell and quite an industry is being built up here in that work. It was started in a somewhat interesting manner. A local confectioner sent to a friend in New York, who was also in the confectionery business, a few pounds of the pecan kernels as a present. The New York confectioner then sent an order to his friend here for 200 pounds of the kernels. The recipient of the order secured the services of a number of Mexicans, and the desired quantity of pure meat kernels was quickly turned out and shipped. This shipment led to others and the demand continues to increase. Large shipments of kernels are now made

from here every fall and winter to New York, Chicago, St. Louis, and other Eastern and Northern cities. Fancy prices are obtained for the kernels from the large confectionery houses and the profits are large. The labor employed here is inexpensive. An attempt was made recently to remove the kernels by means of a machine, but it was quickly found that the Mexicans performed the work more satisfactorily and cheaply than the machine.

The polishing of the pecan nut is also a growing industry here. The nuts command a trifle better price when the remnants of bark are removed and their surface polished. The polishing is done by placing the nuts in a large cylinder which is revolved rapidly.

The pecan tree flourishes in every part of Southwest Texas, wherever its roots can reach water or moisture. The profits in raising the nuts are so large that all the groves now in existence are being protected and many orchards of the trees have been planted by farmers in the past few years. There is one orchard of pecan trees of several hundred acres near Brownwood, Texas. The orchard has been grown from the direct planting of the nuts. It is now several years old and will soon begin to bear.

Exports of Cheese Growing Larger.

Already this year the number of pounds of cheese exported has equaled the figures for the whole of 1896. Up to the close of last month, 33,716,204 pounds had been sent out, and the exports for August will bring the eight months' shipment of this year considerably beyond the 36,777,291 pounds shipped in 1896. The increase for the first seven months of this year over the same period last year amounts to about 33 per cent. Shipments for last month are double those of July, 1896.

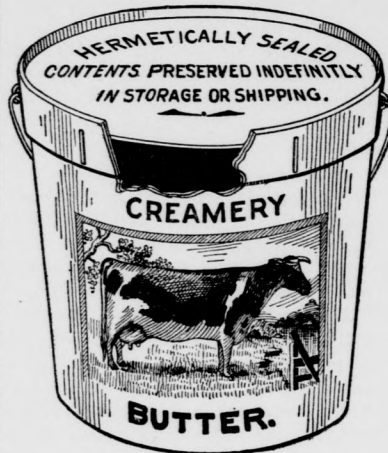
Recent Canadian reports show unprecedented exports of cheese to Great Britain. The trade has been astonished at the manner in which Canadian prices have been maintained in the face of abnormally large exports. The large deficit in the English make of last year, variously estimated at from 12 to 25 per cent., has no doubt been the predominant factor in keeping up values.

The heavy Canadian exports have apparently caused a deficit in the supply of the Dominion provinces. Recent figures furnished by the United States Treasury statistics show heavily increasing exports from our northern border districts to Canada. In July, 1896, these districts shipped to Canadian provinces 281,149 pounds, while last month there was exported to the same provinces 1,328,416 pounds. During the first seven months of 1896 only a little over half a million pounds was sent across the border, while the corresponding period of the current year shows an exportation of 2,310,387 pounds.

Either our border districts have been called upon to supply a Canadian deficit due to large exports from Canada to Great Britain, or have been participating in the movement to Great Britain by transportation through the Dominion. In any event, this will be a great year for cheese exports from the United States.

American butter, also, is finding an increased foreign demand. During last month, the number of pounds exported amounted to 4,273,835, as against 2,110,979 for July, 1896. The increase for the first seven months of this year over a corresponding period last year amounts to more than six million pounds. On the other hand, exports of oleomargarine have fallen off from 3,814,816 pounds for the seven months ended July, 1896, to 2,166,983 pounds for the same period of this year. This decrease is probably due, however, to the falling off in production during the last year.

The City of Mexico is to have a dog pound, to which all the stray canines will be brought, and, if not claimed within three days, will be killed. There is, however, a utilitarian side to this pound. The private owner intends to make shoe blacking of the fat of the animals.



Antiseptic Fibre Package Co.

Manufacturer of Packages for marketing Lard, Butter, Jelly, Mincemeat, etc.

Pay for themselves in securing higher prices. Always clean and attractive. Furnished with your advertisement printed upon them. Cheaper than packages now used.

187-189 Canal St.
Grand Rapids, Mich.

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

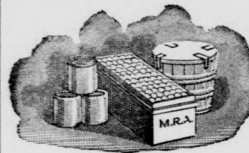
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PRICES ALWAYS RIGHT.

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TIMOTHY
ALSYKE**

Full line of light Grass Seeds, etc. Will buy or sell Beans, Clover Seed, Alsike, 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
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**POTATOES
CABBAGE**

601 NORTH THIRD ST.,

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Consignments solicited. Advances made.

Reference: American Exchange Bank, St. Louis.

Harris & Frutchey

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

60 Woodbridge St., W.

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Telephone 2524.

GOTHAM GOSSIP.

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

New York, Oct. 23—There have been two disturbing factors at work this week that have been rather against a favorable situation among grocery jobbers here—the continued and seemingly increasing reports of yellow fever south and the red-hot campaign over the mayoralty. The latter will soon be settled and it is hoped that the colder weather may drive out the fever microbes. Aside from these retarding influences, satisfactory conditions prevail. Prices are well held and buyers seem to realize that they must pay a little more for many things than a year ago.

The exception proves the rule and coffee buyers have a "cinch," so far as price is concerned, and we have a quotation for invoice lots of Rio No. 7 of 6 7/8c. The stock afloat and here is enormous—almost 900,000 bags—and from Brazil come dispatches of continued heavy receipts. If the consumption of the beloved berry will now increase as it ought to, the grocer may be happy yet; but so far the demand is of the most ordinary character. The bulk of all the coffee seems destined to go into the hands of the few big roasters, and others show no anxiety to load up beyond the day's requirements. Mild coffees have been meeting with the usual request. Quotations are practically unchanged.

The tea market shows no improvement and nothing of interest has transpired. Some importers are endeavoring to have entry given to certain grades of tea which have been excluded by the new law, not by reason of quality but because the leaves are not up to a required size. The importers claim that much first-class tea is thus excluded, to their great disadvantage. Auction sales have been without interest, the usual crowd being present and manifesting little interest in the proceedings. Of course, the better sorts of China and Japan sell well, and there is always a profit on such goods, but they form a very small portion of the total consumption.

The sugar market is absolutely without life and both raw and refined are extremely dull. It is thought that the refineries will not make any large purchases of raws until after the turn of the year, while for refined, the trade generally seem to have enough to last for a while, and are making light purchases. Foreign refined, too, is very quiet, but stocks are said to be quite closely sold up. Granulated is listed at 5 1/2c.

Trading in rice has hardly been as active as last week, but supplies of foreign are light and the market is firm. A few arrivals from Carolina are reported and a small amount from New Orleans. For Java the quotation is 4 3/4c @ 4 1/2c; Louisiana, good, 4 3/4 @ 5c.

In spices, the jobbing trade is rather light, although there is a little more enquiry for some lines and pepper and cloves have scored a trifling advance. The latter are worth 6 @ 6 1/4c for Zanzibar and 9 1/2 @ 10c for Amboyana.

Molasses sales have been few and the trade seems to be somewhat demoralized. A few sales of foreign have been reported at steady prices and the market is pretty well cleaned up. The quarantine South exerts an influence in keeping back supplies. Good to prime New Orleans, 17 @ 21c; Centrifugal and open-kettle, good to prime, 26 @ 28c. Syrups are quiet, but prices are well adhered to. Good to prime sugar goods, 15 @ 18c.

The canned goods market remains very firm but rather fewer transactions have taken place. There is a little easier tone, perhaps, on Maryland tomatoes, but otherwise the situation is one that gives encouragement all around. There is a very light pack of apples and corn in New York State, the latter falling behind 15 @ 20 per cent. Maryland tomatoes are worth 8 1/2 @ 8 5/8c. Good New Jersey brands are scarce and held at \$1.

Lemons have been in better request, especially for large sizes, and choice

Sicily are selling from \$3 @ 4.50 for 300s and, if fancy, \$4.75. A large shipment of Jamaica oranges is on the way and they will "come in handy" at this time. Florida oranges are worth \$2.75 @ 4.50. Bananas are quiet, but a recent advance in quotations is well maintained. Firsts, per bunch, 90c @ \$1.

Prunes and raisins are quiet and currants are firm. Nuts are quiet and practically unchanged, although there has been some small advance in a line or two. Evaporated apples are still firm at 9c for desirable stock, and the supply is very, very light.

The supply of best quality butter is very short and the market is firm at 23 @ 23 1/2c for Western creamery. Best firsts, 22c. Aside from the top grades, the market is without special interest.

Cheese exporters are doing a little more business, but the domestic demand is rather limited. Small full cream, 9 @ 9 1/2c.

Eggs are firm and the market is growing more so daily. Western stock, 17c. Marrow beans, '97 choice, \$1.40 @ 1.45; '96, \$1.32 1/2 @ 1.35. The market is steady and yet there is room for improvement.

The Apple Situation at Minneapolis. From the Northwest Trade.

One of the great chemical cold storage houses in this city is now full of apples. No room remains for more. The other storage house has none. There are reasons for this piling of apples in the one that do not have to do with any conditions of trade. This storage house is said now to contain 35,000 barrels of apples. This might seem like an overload, but when it is considered that last year both houses were full, and that every nook and corner where apples could be kept from freezing was filled with apples, it will be seen that the stock on hand is not large. The quality of the bulk of the apples now being received is not such as to promise good keeping. As with all light crops of apples, the bulk is of inferior quality.

Fancy apples are very much wanted, and the market for such at present and in prospect is very good. But many dealers are holding off from buying heavily, believing that prices on poor stock will go down. The call for apples from the country in carlots is very limited. Last year the demand was very heavy at this date, and until extreme cold weather set in. This season local shipments are the rule, and the full car the exception.

The greater part of the apples received are Ben Davis. Some estimates place the percentage at three-fourths, and others at two-thirds. Fancy varieties are in light supply. There are so few sweet apples in the market that quinces have come to be almost a drug. It seems not to be commonly known that a quince with any kind of apple is a good thing. One car of mixed fruit, partially apples, arrived from New York, and was sold at the auction. But this market will not get New York apples this season until apples go to \$5 per barrel. One firm represented here and in Duluth report the arrival of 1,000 barrels of New York apples at Duluth, and probably as many more will follow.

Pineapple in Diphtheria.

Correspondence Georgia Electric Journal.

For three or four years I have been hearing of the use of pineapple juice for the cure of diphtheria, but thought little of it. Recently, however, it has taken better shape, in the report of a case where the child was given up by the doctor, and a friend coming in remarked that he had known children relieved by the pineapple. The physician in attendance said: "Get it and try it; it can do no harm." A ripe pineapple was gotten and the juice expressed and given in teaspoonful doses slowly. It seemed to clear the throat, swallowing was easier and in a few hours the child was sleeping. Recovery followed. The pineapple was used in a number of cases subsequently, with success, in the same neighborhood, and the people think it better than medicine.

Never speak ill of any one.

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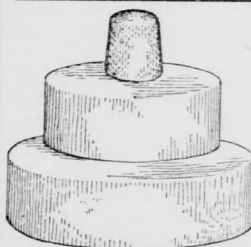
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Write for particulars.

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BARNETT BROTHERS

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

FRUITS

DEPOSITS AT PRINCIPAL POINTS.

Stencils furnished on application.

ase of Dr. Jekyll and Mr. Hyde. Stroller in Grocery World.

There are dozens of cases of a dual personality—of cases where the nature of a man seems to embody two groups of elements, one strictly moral and leading to an upright life, and the other loose and immoral, and compelling to a life of dissolution and violation of law.

I knew exactly such a case. It was that of a grocer who was an acquaintance of mine, and of my father before me, for nearly a decade. His death, which occurred several months ago, is the only reason why I am willing to publish his story now.

There is nothing sensational about this case—nothing of the awful gibberings and the eerie revelations which characterized the story of Jekyll and Hyde. My story is simply a story of a business man who was scrupulously honest in one set of his dealings and unscrupulously dishonest in another set.

This grocer was something on the order of the one your correspondent, Mr. R. A. Neely, told about in his letter to the "Exchange" last week. No man stood higher in the town than he; none were held in greater respect; none looked upon as a more exemplary citizen. He was connected with the local Baptist church, gave liberally and was a deacon. And yet that grocer took delight in imposing or slipping up on every jobber he could possibly victimize. In his dealings with jobbers he went beyond the merely shrewd. He was a fraud pure and simple; but I'll do him the justice to say that, in my opinion, he never realized it.

This grocer seemed to consider it his duty, as a matter of business acumen, to do everything he could to get ahead of the wholesaler. And he would stoop to the smallest things! In almost every order he got from the jobber he would put in some sort of a claim, and some of his claims were on decidedly fictitious foundations, too. But he did a good business and paid his bills regularly, so that many of his claims were allowed.

I'll cite one of the fellow's tricks, to show what I mean. I remember this very well, indeed. He ordered several tubs of butter from his jobber, on a declining market. Between the time he ordered and the time he got the goods, although this interval was as small as could possibly be, the market declined 2 cents a pound. The grocer put in a claim that the butter was off in weight, and I had at the time pretty strong reason to know that it was made so. The goods were shipped back, and another order at the declined price given. Result, the saving of 2 cents per pound.

This grocer was one of those who religiously weighed everything he bought, and who went over his bills. In this latter practice he was especially careful, and he told me personally, one day about a year ago, that he found errors in the jobbers' bills in the proportion of about 1 to 10.

"Which way are they, usually?" I asked at the time.

"Oh, there's no particular rule about 'em," he answered. "Sometimes they're

in my favor and sometimes in the other fellow's."

"What do you do with them?" I asked.

"Well," he said, and I remember his chuckle well, "when they're in my favor I say nothing, and when they're against me I kick."

"You're one-sided," I observed.

"Oh, well, it's business," he said, nonchalantly, and this one answer of four words gives a splendid idea of the man's whole idea about such things.

Another trick I once knew this grocer to play, although I believe this was afterward fixed up, is right in line. One season when the prospects for the corn crop were very poor, he bought a great big block of canned corn. It was a very indiscreet purchase, because the season was too early when the grocer bought to tell definitely what the prospects were. A little later the growers had a spell of splendid weather, and the corn crop bobbed up serenely almost as if nothing had happened.

Well, the grocer was left high and dry. He had bought at a stiff price, made firmer because of the short-crop prospects, and after the crop materialized, the price declined. He was not only loaded up with about ten times the amount of corn he could use, but it was bought at a higher price than he could have bought later.

What did he do? He refused to pay for the corn, transferred every cent's worth of property he had to his wife and dared the jobber to sue him. The jobber couldn't do anything, for the law forbidding the fraudulent conveyance of property had not then been passed, and the retailer laughed in his sleeve.

So much for the Mr. Hyde side of this grocer. Now for the Dr. Jekyll side.

The Dr. Jekyll side came to light through this grocer's treatment of his customers. He was the most painfully scrupulous man regarding his dealings with his trade I ever knew. I've known him to discharge a clerk simply because the latter, ignorantly, sold one bad egg in a dozen. Every customer that man had got the very fullest weight and measure, the very finest quality, the most scrupulously clean goods I ever saw. His reputation for these things was magnificent, and in them he was as delicately conscientious as he was cautious in his relations with jobbers.

Every article sold out of that store was first tested by the grocer himself. When he said a thing was good he knew what he was talking about. No salesman with a "special drive" in old prunes or reprocessed goods of any kind could ever hope to get rid of them at his store. He was faithful to his customers at every point. He served them as scrupulously as he served himself.

This is the true story of a grocer who possessed a veritable dual personality. In his composition there were two elements and motives just as clearly defined and separated as in the case of Dr. Jekyll and Mr. Hyde. Only the latter story is a clever piece of fiction, and the one I have told is taken from life.

Honey Helps Digestion.

Much of the difficulties which people suffer from indigestion would be removed if honey were more generally eaten than it is, says an exchange. Cheap as this sweet has lately become, we are surprised that people do not have more of it on their tables. In combination with starchy foods like bread, honey enables them to be digested much better than is possible with other more common combinations of flour, sugar and butter made into cake. These are all carbonaceous, and, because, of the fact, hard to digest. Honey is also a sweet carbon, but it is the nectar of flowers partially mixed with gastric juices by the bee which gathered it. The honey is, therefore, a sweet that is partially prepared for digestion, and to that extent relieves the labor of the stomach.

It will be objected that honey is found very hard to digest by many people. But this is usually either because the honey is eaten with the comb, which is almost indigestible, or the person thus suffering from the dislike of this sweet has, at some time in his or her life, eaten far too much, and thus created a dislike that did not originally exist. Strained honey eaten moderately with whole wheat or graham bread is not likely to injure any normal stomach. The very white bread made from starch only of wheat flour is not so good and should be eaten in moderation. Both the honey and flour are exclusively carbonaceous, and although the honey is a help to digestion, it may not be sufficient help for so big a task. In the graham or whole wheat bread the nitrogenous parts of the wheat, the gluten and germ, are preserved. They give strength, which the white wheat flour will not, and thus enable all the bodily organs to perform their work. Excellent as honey is, it cannot furnish strength directly, although it will do so if eaten with such nitrogenous food as the system requires and which the honey helps to digest.

Pharmacy a Profession for Women.

Thomas J. Macmahan, a trustee of the New York College of Pharmacy, is the author of the following sentiment regarding the much-discussed subject of "Women in Pharmacy." Speaking to a reporter, he said:

"I am inclined to think that eventually the retail drug trade will pass into the control of women. It is a business in many respects suited to intelligent, wide-awake women, and they seem to be developing a taste for it."

This was apropos of the increased number of female students which attended the classes last year. A still larger number is looked for this year, and in anticipation of this, the accommodations for women have been enlarged and the "women's room" has been changed from the contracted space on the ground floor to commodious and comfortable quarters adjacent to the lecture hall. But what will prospective male students think of this declaration of Trustee Macmahan? Will they take it to mean that the N. Y. C. P. is to be turned into a pharmaceutical Vassar or a Wellesley? Or will they regard it simply as a new idea in advertising? Mr. Macmahan is invited to explain himself.

The telephone industry in Sweden is a government monopoly, and is as complete almost as the postal system. The entire network includes at present 27,000 instruments, distributed over about 600 stations, while the population is about 5,000,000. There are only about 100 cities, leaving about 500 stations for villages and towns. With few exceptions, every city in the country is connected telephonically with every other, and there is scarcely a railroad town, or even a factory, which cannot communicate with any other in the country.

The orange crop for the coming season in California is conservatively estimated at from 7,000 to 8,000 carloads, as against 5,000 carloads last year. As 300 boxes are required to fill a car, this means an increase of from 600,000 to 900,000 boxes of fruit.

A farmer in the Shenandoah valley has contracted to sell his 4,000 barrels of apples to a London firm for \$5.50 a barrel. The variety is the Albemarle, or old Newton pippin, which is considered the choicest of all apples in England.

A Florida paper says the tobacco crop in that State this year will bring \$10,000,000, in addition to which there will be 300,000 crates of pineapples, to say nothing of vegetables, melons, turpentine, lumber and oranges.

A proposed ordinance in Terre Haute to limit the speed of street cars was defeated by the clever scheme of the street railway company in running its cars for a few days on the proposed slow transit schedule.

Monuments are a necessity to most people; the really great and good don't need them.

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Lake Superior Commercial Travelers' Club.

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

Gripsack Brigade.

Capt. Frank Conlon (Price Baking Powder Co.) sold \$8,000 worth of baking powder to the Stone-Ordean-Wells Co., at Duluth, last week, it being the largest sale he ever made at one time to one house.

The Adams and United States Express Companies have agreed to a rate of 20 per cent. off on all commercial travelers' baggage between the seaboard and points west of the Ohio River, to apply on all packages of samples of merchandise, whether packed in trunks, cases or bundles, when shipped to an accredited traveling salesman or returned by him and plainly marked "Samples for Traveling Salesmen."

Henry Marshall (President Pittsburg C. T. P. A.) in Mercantile Journal: There are five cases in court now to my knowledge where travelers have suits against railroad companies for being put off. Every traveler knows how, in towns where stores are near the stations that they attempt to work up to a very few minutes of train time. They try to "do" a town between trains often. It has been their practice to do so for years. Sometimes in closing an order they are left barely time to rush to the depot and jump on a moving train. These five cases happened in some such way as this: The travelers had no time to go to the ticket office. On the train the conductors refused to accept the coupons. The travelers refused to pay, and they were put off the train. They, of course, entered suit. One lawyer, who was given one case, said he would like to have all we could give him. There will be a test one of these days, and we will know better where we are at. In the meantime we will have the satisfaction of knowing that conductors and station agents are getting good and tired of the thing. In one of the cases, resulting in a suit, the traveler presented his book, but the agent got rattled and couldn't fix up the ticket. He told the traveler to get on the train and he (the agent) would tell the conductor to take the coupon. The conductor refused, and the passenger was ejected. The boys invariably make it necessary for the trainmen to use force. It has happened frequently that trains were held while the ticket agent labored and sweat, comparing signatures and fixing out tickets. A Western train out of Cleveland a few days ago was held an hour and a half while a small army of drummers stood in line getting their tickets. Of course, it didn't just happen that so many were on hand just at that time—every drummer in the city who was going that way on that day was notified to take that particular train.

They defied the conductor to go without them. He didn't go. This was done just to show what a nuisance the scheme is, and while it was purposely exaggerated, it goes to show what could happen any time. Travelers are not supposed to go to the station hours before train time—they don't make their living that way. If they are there in reasonable time they are likely to be held back until, by the time they get their ticket, they haven't time to check their baggage. An official of one of the companies, being asked whether, in such a case, when it was no fault of the traveler, the train would be held, answered, "Most certainly not." So there we are. They place great restrictions and inconvenience upon us, and refuse us any redress. The boys are perfectly justified in making object lessons like they did in Cleveland. One of our boys went up to a window and asked for a ticket. The agent stamped a regular ticket, and in the meantime the purchaser fished out his mileage book. Then the agent was mad. The drummer told him he should have asked how the ticket was to be paid for. I don't approve of carrying the thing so far. We want the sympathy of the public, and we constantly caution the hot-headed of the boys to do nothing rash. But in every honest way we will fight this ticket and create sentiment against it. We believe we will win out, and the big, bulky and inconvenient, and generally undesirable, red-tape, smothered scheme will be abandoned.

Changes In Rules—Recent Additions to Membership.

Marquette, Oct. 25—At a meeting of the members of the Lake Superior Commercial Travelers' Club, held Oct. 24, the following amendments to the by-laws were adopted:

All officers and members of committees must be active commercial travelers.

Ballots may be cast by mail when ordered by the Board of Directors.

The Secretary was instructed to issue Jan. 1, 1898, a leather-bound vest pocketbook, containing the by-laws and the names of all members, their address and the houses represented. This new directory will be a very valuable one for commercial travelers' and will contain from 200 to 300 names, with addresses. Space will be reserved for the mention of hotels, bus and baggage lines in the Upper Peninsula.

Committees were appointed to adjust excessive bus and baggage charges in two complained-of towns.

Vice-President Horton was in the chair and passed around a very good brand of cigars in return for the compliment.

Among the new members of the Club are the following:

J. W. Richards, Duluth, representing Wm. Bingham Co., Cleveland.

H. A. Home, Milwaukee, representing Delaney Oil & Grease Co., Milwaukee.

B. L. Hibbard, Milwaukee, representing Cary Safe Co., Buffalo.

E. L. Griggs, Saginaw, E. S., representing Peerless Mfg. Co., Detroit.

M. W. McNally, New Richmond, Wis., representing New Richmond Roller Mill Co.

A. A. Milne, Chicago, representing the H. J. Heinz Co., Pittsburgh.

S. A. Erickson, Austin, Ill., representing Edson Keith & Co., Chicago.

John Powers, Ishpeming, representing Franklin McVeigh & Co., Chicago.

W. M. Blankenheim, Milwaukee, representing A. Weigell, Milwaukee.

A. C. Cole, Chicago, representing Heath & Milligan Mfg. Co., Chicago.

E. J. Hart, Yonkers, N. Y., representing American Silver Truss Co., Yonkers, N. Y.

B. W. Sweet, Bay City, representing Globe Tobacco Co., Detroit.

J. N. Mackin, Rochester, Mich., representing Henry Disston & Sons, Philadelphia.

ALBION F. WIXSON, Sec'y.

Selling Goods Under Difficulties in Maine.

"If you're going to do business in Maine this year," observed the drummer with the whiskers, "you've got to make up your mind to take things easy. Now there was a country trader I tackled last week. He's as good as gold, a deacon of the church, and a man who does a business as steady as this river, but he didn't want to buy a thing, so he said.

"Now I knew he ought to stock up. I could see he was getting low on a good many things, but the bad weather made him feel discouraged, that was all.

"I wanted a big order from the old fellow the worst way. I had been doing a mighty poor business, and wanted to send in at least one big order to make the boss feel better. I knew the deacon ought to have some goods, but I didn't know how to get at him.

"I looked about a bit, and happened to see back of his desk a checker board. Now I'm up on checkers. I know that game and don't you forget it. The sight of that board brightened me up, and I said, 'Do you play checkers, deacon?'

"The old man brightened up at that and said he did a little with the boys. You see he didn't want to come right out and own up that he was the champion of his town, as in fact he was and is, but he was willing to put his time against mine and down we sat and started in on what proved to be a mighty long game.

"Folks came in, but the deacon didn't mind them in the least, and they got too interested in the game to remember what they came to the store after. One woman looked in and said to a man: 'Silas, where on earth is that coffee?' and the deacon got up reluctantly and weighed out two pounds of coffee. I really think he and the rest of the men thought it came in at the wrong time, and the man who bought the coffee showed that he had the same feeling himself. It was interrupting pretty serious business, I tell you, for the deacon hadn't calculated more than fifteen minutes on his next move, when that woman wanted Silas to get the coffee.

"The deacon won the first game, but I got the second. By that time every man jack of them all saw that I was a pretty good player, and they all waited for the third game.

"It was a long game, but the deacon won at last. I tell you, I think now, and I always shall think, I could have got it; but I knew it wouldn't be the proper caper, from a business point of view. Talk of the early martyrs. What did they know about trouble? They never gave a Congregationalist deacon the rubber game of checkers, with half a township looking on, and all for the sake of business.

"The deacon was mighty tickled. He crowed in a quiet way; and the men in the store showed that they were pleased. They didn't want to have a drummer from Boston beat their champion checker player.

"The deacon was a good fellow in his way, and he said, 'By gosh, I haven't played so close a game as that for nigh onto thirty years;' and then he looked over his stock again.

"He said he guessed after all he did want to place a small order with me. It stood to nature, he added, that this sort of weather would soon be over, and if it wasn't he guessed the goods would look well in the store.

"Then we went at it in good earnest. I told the deacon what was the gospel truth, that he was the hardest man to beat I'd tackled for months, and that made him feel well. Now this is the long and the short of it, that I got the big order I was fishing for. I had to shade things here and there a bit, for the deacon is a close buyer, but I got my order, and the boss felt so well over it that he sent me a note of thanks.

"Now, George, it's just as I said when I started in, if you want to do business in Maine this year you've got to take things mighty easy."

"I guess you're about right," said the other drummer, the drummer with the

faraway look and the air of a country minister on his way to a funeral. "But it's wearing on a man to talk against the prohibitory law in Portland, where they all insist it is ruining business, and to talk in its favor and against the barley crop when you happen to strike a country dealer who is all for prohibition, and who don't care a darn for business outside of his own store."

"That's so," assented the first drummer, as he pulled at his whiskers in a thoughtful way.

Robs the Retailer Instead of the Consumer.

From the St. Louis Grocer.

Retail grocers and other tradesmen can stamp out the nefarious trading stamp scheme by letting it severely alone. There is absolutely nothing commendable in it from a business point of view. Considering the experience that most retailers have passed through in the way of prize schemes, especially in the cigar line, with a magnificent premium thrown in with every thousand, it is a wonder that the retail dealers do not take a tumble to such sharp practices. The trading stamp scheme is very seductive in that it plans to rob the retailer instead of robbing the consumer on a partnership basis. Nothing like legitimate business with value for value received.

Strong men have wills; weak men have wishes.

HOTEL WHITCOMB

ST. JOSEPH, MICH.

A. VINCENT, Prop.

Whitney House

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

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



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FINEST HOTEL IN BAY CITY.

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

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

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

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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 Doctor with a Gun.

M. Quad in American Druggist.

We had 210 miners on the list at Pleasant Hill and, although one dropped off occasionally, a stranger always arrived to fill the vacancy and keep the list to its full figure. One day it was proposed that every miner chip in 50 cents per week and make up a fixed salary to support a doctor, an idea favorably received by all. A week later a disciple of Esculapius came into camp with his satchel. He was a man about forty years of age, and had been tramping the country in search of a job. He was a tough-looking pill, but in those far-back days no one was judged by his rags and tatters or the condition of his boots. After getting a bite to eat he announced his profession and his errand, and a committee was appointed to talk with him with a view of securing his services. Jim Davis was the spokesman of the committee, and he led off with:

"Stranger, thar ain't but leetle to be said—not at this time. Do ye know yer bizness as a doctor?"

"Is thar any critter yer as says I don't?" demanded the doctor, as his right hand went back for his gun.

That action was counted in his favor. We had had three or four doctors within the year, but they had been meek and lowly in spirit, and none of them had even carried a gun.

"We want somebody who kin tell a broken leg from a case of typhoid fever," continued Jim, "and if ye ar' the man the job is open. The last critter took a skip becase he treated Tom Barlum fur dyspepsia instead of a broken rib. Should ye make any sich mistake as that—"

"I never make medical or surgical blunders," stiffly interrupted the new doctor, as his hand went back again.

"Ar ye a sensitive kuss?"

"As to my purfeshun—yes. Ye kin joke and play with me from mornin' 'till night, and I won't git mad, but beware of jokin' about my purfeshun. As the doctor of the camp I must be respected and my orders obeyed. Any critter as goes around sayin' that I don't know my bizness will bev to apologize or—"

And the stranger drew his revolver from its holster and looked around him for a human target. The committee admired his action. He was a doctor with sand. He was proud of his profession and would fight for it. The next day he entered upon his "job," and word went around the camp that we had a fighting doctor and that there was to be no fooling with him. He had a shanty by himself, and he said he had with him in his satchel all necessary drugs and surgical instruments. It was a week before he had a case. Then Abe Johnson had an attack of bilious colic. That is, a dozen of us had pronounced it bilious colic, when the doctor arrived and felt of his pulse and looked at his tongue and said it was the beginning of a serious case of dropsy. As he said it, his hand went back to his gun, and he looked around him and listened for protestations. There were none, and he ordered that Abe should be stood on his head for five minutes to let the blood leave his feet, and then stripped of all his clothes and then wrapped in a water-soaked blanket. The water was ice cold at the time, and it took four of us to get the blanket around the yelling and struggling Abe

and keep it there for an hour. The cure was complete. There are things which even bilious colic has to give in to, and the way we treated Abe would have scared the yellow fever out of camp in a hurry.

This remarkable cure of "dropsy" was one for the new doctor, but he didn't come out quite so well with his next case, which was that of Joe Singleton. Joe complained of pains in his head, a terrible backache and a dry throat, and the doctor said it was a case of catarrh of the stomach. He had his hand on the butt of his pistol as he looked around to see who differed with him, but nobody opposed his diagnosis. He left a powder, to be given every thirty minutes, and the half-dozen of us who tasted it were sure it was nothing but ginger. At the end of two days the patient was worse, and the doctor bled him and also raised a blister on his back. When those things had no effect he raised a blister on the stomach and ordered the patient to drink two quarts of hot water. Nothing availed, however, and at the end of ten days Joe expired. There was no question but what the Lord had removed him in spite of all that medical science could do. There might have been, but the doctor said it was so, and he said it while toying with his gun, and it seemed best to let him have his way.

A few days later old Tom Hastings fell over the rocks and broke his collar-bone. The doctor was sent for, and he felt of Tom's pulse and looked at his tongue and dallied with the collar-bone, and by and by he said:

"You had a fall, but your collar-bone is only bruised. What ails you is organic weakness of the heart, and if you don't do exactly as I tell you, you'll be a dead man in a week."

"But he can't raise his arm, and that shows a broken collar-bone," protested Tom's chum.

"Does it!" demanded the doctor, as he felt for his gun. "I don't think it does. If there is anyone here who wants to pick me up on my diagnosis, why—!"

That was enough. He was not picked up. He dosed Tom with some of that ginger, ordered starvation diet and blistered the soles of his feet to draw the blood from his heart. After four days of this treatment Tom's chum took him over the mountain to Silver City, and there a doctor fixed him up. It was all in the collar-bone. The Silver City doctor didn't go back on the profession, however. He explained that all the symptoms pointed so strongly to heart disease that it was only by luck and chance that he caught onto the collar-bone.

Our doctor suffered somewhat in his reputation now and then, but he had been with us six weeks, and was carrying things with a stiff hand, when Pete Harper was struck by a flying stone and had his skull fractured. He was lying unconscious when the doctor arrived and as nobody spoke of the fracture the medico felt him over and finally observed:

"This is a case of eleptic fits, and some of you hold his arms while I bleed him."

"Cuss yer fits, but he's bin hit in the head!" shouted Pete's chum.

"This is a case of eleptic fits," continued the doctor, as he reached for his gun, "and I am prepared to—"

So were a dozen of the miners! They raised a yell and rushed him. The first move of the doctor was to throw his gun away, and the second to take to his heels, and although he was pursued for a mile he could not be overtaken. We found about fifty blue-mass pills in his satchel and distributed them around as far as they would go, and the half pound of ginger was made into tea, flavored with whisky, and was drunk in honor of the Glorious Fourth.

God hides some ideal in every human soul. At some time in our life we feel a trembling, fearful longing to do some good thing. Life finds its noblest spring of excellence in this hidden impulse to do our best.

Dietetic Value of Fruit.

American Grocer.

A celebrated French physician, Doctor Dupoury, divides fruit into five classes, each of which possesses a special hygienic value—the acid, the sweet, the astringent, the oily and the mealy. To the first, including cherries, strawberries, raspberries, gooseberries, peaches, apples, lemons and oranges, he accords great merit. Cherries, however, he prohibits entirely to those affected with neuralgia of the stomach. Strawberries and raspberries he recommends warmly to those of bilious, plethoric and gouty temperament, and denies them to those in whom diabetes is present or suspected. Of the sweet fruits he considers that plums are of special hygienic value, and even a preventive in gout and articular rheumatism. To the grape he accords the very first place. As this is the season for that fruit, his remarks thereon are particularly applicable.

He is an ardent advocate of what in Europe is called the grape cure. In this cure grapes for several days form the exclusive aliment. The patient commences with the consumption of from one to two pounds daily, with a gradual increase to eight to ten pounds. After a few days of this diet a marked improvement in the general health is noticeable. The appetite improves, the digestion becomes easy, and rapid and increased capacity to withstand the fatigue of outdoor exercise is noticeable. The grape cure is particularly recommended to the anaemic, dyspeptic and consumptive, in diseases of the liver and gout.

The Drug Market.

There are very few changes to note this week.

Opium, morphine and quinine are all

unchanged, and lack of demand makes the market quiet. The import cost of opium to-day would be \$2.85.

Balsams—Copaiba is firm at unchanged prices. Balsam fir is very firm. Tolu is firmer and advancing.

Essential Oils—Cassia is firm, without change in price. Sassafras is again advanced and is very firm.

Roots—Golden seal is very firm at the present high price. There is very little to be had. Lady's slipper is also scarce and high. Senega is advancing.

Seeds—Cardamoms are higher abroad and have advanced in this market. California yellow mustard is in small supply and is very firm.

Personally Acquainted.

Slobbs: I've heard that Beelzebub walks the earth in the form of a woman.

Henpeck: I believe that.

Slobbs: Why?

Henpeck: I married her.

Teaspout—Why are you so angry at the doctor?

Mrs. Teaspout—When I told him I had a terrible tired feeling he told me to show him my tongue.

There isn't a cheaper creature in all creation than the man who is trying to live on the reputation of money that he has squandered foolishly.

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

"MASTER" "YUMA"

The best 5 cent cigars ever made. Sold by

BEST & RUSSELL CO., CHICAGO.

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



El Puritano

Finest 10c Cigar on Earth

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

B. J. REYNOLDS,

Grand Rapids.

BATEMAN & FOX,

Bay City.

JOHNSON & FOSTER,

Detroit.

MILTON KERNS,

Manufacturer,

No. 52 9th Street, Pittsburgh, Pa.

Distributors for Michigan.

THE ONLY WAY...

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

MICHIGAN TRADESMAN

We are willing to abide by their decision.

WHOLESALE PRICE CURRENT.

Advanced—Linseed Oil, German Quinine.
Declined—Turpentine.

Acidum		Conium Mac.	35¢ 50	Scilla Co.	50
Aceticum.....	62¢ 8	Copaiba.....	1 10¢ 1 20	Tolutan.....	50
Benzoic, German.....	70¢ 75	Cubebae.....	90¢ 1 00	Prunus Virg.....	50
Boric.....	15	Exechthitos.....	1 00¢ 1 10		
Carbolicum.....	23¢ 42	Erigeron.....	1 00¢ 1 10	Tinctures	
Citricum.....	4¢ 41	Gaultheria.....	1 50¢ 1 60	Aconitum Napellis R	60
Hydrochlor.....	30¢ 5	Geranum, ounce.....	75	Aconitum Napellis F	60
Nitrosum.....	80¢ 10	Gossypil, Sem. gal.....	50¢ 60	Aloes.....	60
Oxalicum.....	12¢ 14	Hedeoma.....	1 00¢ 1 10	Aloes and Myrrh.....	60
Phosphoricum, dil.....	15	Juniper.....	1 50¢ 2 00	Arnica.....	50
Salicylicum.....	60¢ 65	Lavendula.....	1 50¢ 2 00	Assafetida.....	50
Sulphuricum.....	14¢ 15	Limonia.....	1 50¢ 2 00	Atrope Belladonna.....	60
Tannicum.....	1 25¢ 1 40	Mentha Piper.....	1 00¢ 2 20	Aurant Cortex.....	60
Tartaricum.....	38¢ 40	Mentha Verid.....	1 00¢ 2 10	Benzoin.....	60
Ammonia		Morruha, gal.....	1 00¢ 2 00	Benzoin Co.....	50
Aqua, 16 deg.....	40¢ 6	Myrica.....	4 00¢ 4 50	P. D. Co., doz.....	50
Aqua, 20 deg.....	60¢ 8	Olive.....	75¢ 3 00	Pyrethrum, pv.....	30¢ 33
Carbonas.....	12¢ 14	Pice Liquida.....	100¢ 12	Quassia, S. P. & W.....	80¢ 10
Chloridum.....	12¢ 14	Pice Liquida, gal.....	100¢ 12	Quinia, S. German.....	37¢ 42
Aniline		Rosmarin.....	1 03¢ 1 08	Quinia, N. Y.....	37¢ 42
Black.....	2 00¢ 2 25	Succini.....	6 50¢ 8 50	Rubia Tinctura.....	1 00
Brown.....	80¢ 1 00	Sabina.....	90¢ 1 00	Saccharum Lactis pv.....	50
Red.....	45¢ 50	Santal.....	2 50¢ 7 00	Salacin.....	3 00¢ 3 10
Yellow.....	2 50¢ 3 00	Sassafras.....	55¢ 60	Sanguis Draconis.....	40¢ 50
Bacca		Sinapis, ess., ounce.....	1 40¢ 1 50	Sapo, W.....	12¢ 12
Cubese.....	13¢ 15	Tigili.....	40¢ 50	Sapo, M.....	10¢ 12
Juniperus.....	6¢ 8	Thyme.....	40¢ 50	Sapo, G.....	15
Xanthoxylum.....	25¢ 30	Thyme, opt.....	1 60	Siedlitz Mixture.....	20
Balsamum		Theobromas.....	15¢ 20		
Copaiba.....	50¢ 55	Potassium			
Pern.....	2 40	Bi-Carb.....	15¢ 18		
Terabin, Canada.....	40¢ 45	Bichromate.....	13¢ 15		
Tolutan.....	75¢ 80	Bromide.....	48¢ 51		
Cortex		Carb.....	12¢ 15		
Abies, Canadian.....	18	Chlorate, po. 17@19c	16¢ 18		
Cassia.....	12	Cyanide.....	35¢ 40		
Cinchona Flava.....	18	Iodide.....	2 00¢ 2 05		
Enonymus atropurp.....	30	Potassa, Bitart, pure	38¢ 40		
Myrica Cerifera, po.....	20	Potassa, Bitart, com	6¢ 15		
Prunus Virgini.....	12	Potass Nitras, opt.....	8¢ 10		
Quillaja, gr'd.....	12	Potass Nitras.....	7¢ 9		
Sassafras.....	12	Prussiate.....	20¢ 25		
Ulmus.....	15	Sulphate po.....	15¢ 18		
Extractum		Radix			
Glycyrrhiza Glabra.....	24¢ 25	Aconitum.....	20¢ 25		
Glycyrrhiza, po.....	28¢ 30	Althae.....	22¢ 25		
Hematox, 15 lb box.....	11¢ 12	Anchusa.....	10¢ 12		
Hematox, 1s.....	13¢ 14	Arum po.....	10¢ 12		
Hematox, 1/4s.....	14¢ 15	Calamus.....	20¢ 25		
Hematox, 1/8s.....	16¢ 17	Gentiana.....	12¢ 15		
Ferru		Glycyrrhiza.....	16¢ 18		
Carbonate Precip.....	15	Hydrastis Canaden.....	70		
Citrate and Quinia.....	2 25	Hydrastis Can., po.....	75		
Citrate Soluble.....	75	Helio bore, Alba, po.....	15¢ 20		
Ferrocyanidum Sol.....	40	Inula.....	15¢ 20		
Solut. Chloride.....	15	Ipecac, po.....	2 00¢ 2 10		
Sulphate, com'l, by	2	Iris plox.....	35¢ 40		
bbl, per cwt.....	50	Jalapra, pr.....	25¢ 30		
Sulphate, pure.....	7	Maranta, 1/4s.....	25¢ 30		
Flora		Podophyllum, po.....	22¢ 25		
Arnica.....	12¢ 14	Rhei.....	75¢ 1 00		
Anthemlis.....	18¢ 25	Rhei, cut.....	75¢ 1 00		
Matricaria.....	30¢ 35	Rhei, pv.....	75¢ 1 00		
Folia		Spigella.....	35¢ 38		
Barosma.....	25¢ 30	Sanguinaria.....	40¢ 45		
Cassia Acutifol, Tin.....	18¢ 25	Serpentaria.....	30¢ 35		
nevely.....	18¢ 25	Similax officinalis H	40¢ 45		
Cassia Acutifol, Alx.....	25¢ 30	Scilla.....	10¢ 12		
Salvia officinalis, 1/4s	12¢ 20	Similax, M.....	10¢ 12		
and 1/8s.....	80¢ 10	Symlocarpus, Posti.....	25¢ 30		
Ura Ursi.....	80¢ 10	us, po.....	25¢ 30		
Gummi		Valeriana, Eng. po. 30	15¢ 20		
Acacia, 1st picked.....	65	Valeriana, German.....	15¢ 20		
Acacia, 2d picked.....	45	Zingiber.....	12¢ 16		
Acacia, 3d picked.....	35	Zingiber j.....	25¢ 27		
Acacia, sifted sorts.....	28				
Acacia, po.....	60¢ 80	Semen			
Aloe, Barb. po. 18@20	12¢ 14	Anisum.....	15¢ 18		
Aloe, Cape po. 15	12¢ 14	Apium (gravelcons)	13¢ 15		
Aloe, Socotri. po. 40	12¢ 14	Bird, 1s.....	4¢ 6		
Ammoniac.....	55¢ 60	Carui.....	10¢ 12		
Assafetida.....	25¢ 30	Cardamom.....	1 25¢ 1 75		
Benzoinum.....	50¢ 55	Cardamum.....	8¢ 10		
Catechu, 1s.....	13	Cannabis Sativa.....	4¢ 44		
Catechu, 1/4s.....	14	Chenopodium.....	75¢ 1 00		
Catechu, 1/8s.....	16	Dipterix Odorate.....	2 00¢ 2 20		
Camphora.....	48¢ 55	Foeniculum.....	70¢ 9		
Euphorbium.....	10	Foenugreek, po.....	70¢ 9		
Galbanum.....	1 00	Lini.....	3¢ 4		
Gamboge po.....	65¢ 70	Lini, gr'd.....	4¢ 44		
Gualacum.....	35	Lobelia.....	35¢ 40		
Kino.....	3 00	Pharlaris Canarian.....	4¢ 44		
Mastic.....	60	Rapa.....	4¢ 44		
Myrrh.....	40	Sinapis Albu.....	7¢ 8		
Opi.....	85¢ 1 20	Sinapis Nigra.....	11¢ 12		
Shellac.....	25¢ 35	Spiritus			
Shellac, bleached.....	40¢ 45	Frumentil, W. D. Co. 2	00¢ 2 50		
Tragacanth.....	50¢ 80	Frumentil, D. F. R.....	2 00¢ 2 25		
Herba		Frumentil.....	1 25¢ 1 50		
Absinthium.....	25	Juniperis Co. O. T.....	1 65¢ 2 00		
Eupatorium.....	20	Juniperis Co.....	1 75¢ 3 50		
Lobelia.....	25	Saccharum N. E.....	1 90¢ 2 10		
Majorum.....	25	Spt. Vini Galli.....	1 75¢ 6 50		
Mentha Pip. oz. pkg.....	23	Vini Oport.....	1 25¢ 2 00		
Mentha Vir. oz. pkg.....	23	Vini Alba.....	1 25¢ 2 00		
Rue.....	30	Sponges			
Tanacetum Voz. pkg.....	32	Florida sheeps' wool	2 50¢ 2 75		
Thymus, V. oz. pkg.....	25	Nassau sheeps' wool	2 50¢ 2 75		
Magnesia		carriage.....	2 00		
Calcined, Pat.....	55¢ 60	Velvet extra sheeps'	2 1 25		
Carbonate, Pat.....	20¢ 22	wool, carriage.....	2 1 25		
Carbonate, K. & M.....	20¢ 25	Extra yellow sheeps'	2 1 00		
Carbonate, Jennings.....	35¢ 38	wool, carriage.....	2 1 00		
Oleum		Grass sheeps' wool,	2 1 00		
Absinthium.....	3 25¢ 3 50	carriage.....	2 1 00		
Amygdale, Dulc.....	30¢ 35	Hard, for slate use.....	2 1 40		
Amygdale, Amare.....	8 00¢ 8 25	Yellow Reef, for	2 1 40		
Anisi.....	2 00¢ 2 60	slate use.....	2 1 40		
Aurant Cortex.....	2 00¢ 2 20	Syrups			
Bergamit.....	2 40¢ 2 50	Acacia.....	50		
Cajuputi.....	85¢ 90	Aurant Cortex.....	50		
Caryophylli.....	70	Zingiber.....	50		
Cedar.....	35¢ 65	Ipecac.....	50		
Chenopadii.....	3 75	Ferri Iod.....	50		
Cinnamonil.....	1 90¢ 2 00	Rhei Arom.....	50		
Citronella.....	40¢ 45	Smilax Officinalis.....	50		
		Senega.....	50		
		Scilla.....	50		

Morphia, S.P. & W.....	2 05¢ 2 30	Sinapis.....	18	Linseed, pure raw.....	35	33
Morphia, S.N.Y. Q. &	2 05¢ 2 30	Sinapis, opt.....	30	Linseed, boiled.....	37	40
C. Co.....	2 05¢ 2 30	Snuff, Maccaboy, De	34	Neatsfoot, winterstr	65	70
Moschus Canton.....	65¢ 80	Voes.....	34	Spirits Turpentine.....	36	40
Myristica, No. 1.....	15¢ 18	Snuff, Scotch, DeVo's	34			
Nux Vomica.....	15¢ 18	Soda Boras, po.....	7			
Os Sepia.....	15¢ 18	Soda Boras, po.....	7			
Pepsin Saac, H. & P.	15¢ 18	Soda et Potass Tart.	1 1/2¢ 2	Paints		
D. Co.....	15¢ 18	Soda, Carb.....	1 1/2¢ 2	BBL. LB		
Picis Liq. N.N. 1/2 gal.	15¢ 18	Soda, Bi-Carb.....	3 1/2¢ 4	Red Venetian.....	1 1/2¢ 2	2 1/2¢ 3
doz.....	15¢ 18	Soda, Ash.....	3 1/2¢ 4	Ochre, yellow Mars.....	1 1/2¢ 2	2 1/2¢ 3
Picis Liq., quarts.....	15¢ 18	Soda, Sulphas.....	3 1/2¢ 4	Ochre, yellow Ber.....	1 1/2¢ 2	2 1/2¢ 3
Pil Hydragr.....	15¢ 18	Spts. Cologne.....	2 60	Putty, commercial.....	2 1/2¢ 3	2 1/2¢ 3
Piper Nigra.....	15¢ 18	Spts. Ether Co.....	50¢ 55	Putty, strictly pure.....	2 1/2¢ 3	2 1/2¢ 3
Piper Alba.....	15¢ 18	Spt. Myrcia Dom.....	9 00	Vermilion, Prime		
Pilix Burgun.....	15¢ 18	Spts. Vini Rect. bbl.	2 42	American.....	13¢ 15	
Plumbi Acet.....	10¢ 12	Spts. Vini Rect. 1/2 bbl.	2 47	Vermilion, English.....	70¢ 75	
Pulvis Ipecac et Opi	1 10¢ 1 20	Spts. Vini Rect. 10 gal	2 50	Green, Paris.....	13 1/2¢ 15	
Pyrethrum, boxes H.	50	Spts. Vini Rect. 5 gal	2 52	Lead, Red.....	5 1/2¢ 6	
P. & D. Co., doz.....	30¢ 33	Less 5c gal. cash 10 day	1 40¢ 1 45	Lead, white.....	5 1/2¢ 6	
Pyrethrum, pv.....	30¢ 33	Strychnia, Crystal.....	1 40¢ 1 45	Whiting, white Span	70¢ 75	
Quassia.....	80¢ 10	Sulphur, Subl.....	2 1/2¢ 3	Whiting, gliders.....	70¢ 75	
Quinia, S. P. & W.....	37¢ 42	Sulphur, Roll.....	2 1/2¢ 3	White, Paris Amer.....	1 00	
Quinia, S. German.....	37¢ 42	Tamarinds.....	80¢ 10	Whiting, Paris Eng.	1 00	
Quinia, N. Y.....	37¢ 42	Terebenth Venice.....	28¢ 30	Whiting, Paris Eng.	1 00	
Rubia Tinctura.....	12¢ 14	Theobromas.....	42¢ 45	Universal Prepared.....	1 00¢ 1 15	
Saccharum Lactis pv	18¢ 20	Vanilla.....	9 00¢ 16 00			
Salacin.....	3 00¢ 3 10	Zinc Sulph.....	70¢ 8			
Sanguis Draconis.....	40¢ 50					
Sapo, W.....	12¢ 12	Oils				
Sapo, M.....	10¢ 12	Whale, winter.....	BBL. GAL.			
Sapo, G.....	15	Lard, extra.....	40 45	No. 1 Turp Coach.....	1 10¢ 1 20	
Siedlitz Mixture.....	20	Lard, No. 1.....	35 40	Extra Turp.....	1 60¢ 1 70	
				Coach Body.....	2 75¢ 3 00	
				No. 1 Turp Furn.....	1 00¢ 1 10	
				Extra Turk Damar.....	1 55¢ 1 60	
				Jap. Dryer, No. 1 Turp	70¢ 75	

THERE WILL
BE A

Hot
Time

In Grand Rapids

October 26-27-28-29
DAY AND NIGHT

Our customers and
friends are invited to
make our office their
headquarters. All our
travelers will be on
hand to entertain you.
We will take care of
your umbrellas, over-
coats, bundles and
babies, so you will be
free to help make it
hotter.

HAZELTINE & PERKINS
DRUG CO.



GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 4 00 Frazer's.....75 9 00 IXL Golden, tin boxes.....75 9 00 Tica, tin boxes.....75 9 00 Paragon.....55 6 00	CHOCOLATE. Walter Baker & Co.'s. German Sweet.....23 Premium.....24 Breakfast Cocos.....45	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	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 35 Flake, 50 lb. drums.....1 00 Beans. Dried Lima.....3 34 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.....60 Split, per lb.....2 Roller Oats. Rolled Avena, bbl.....3 60 Monarch, bbl.....3 25 Monarch, 1/2 bbl.....1 75 Private brands, bbl.....3 15 Private brands, 1/2 bbl.....1 70 Quaker, cases.....3 20 Huron, cases.....1 75 Sago. German.....3 34 East India.....3 Wheat. Cracked, bulk.....3 34 24 2 lb packages.....2 50	Souders'. Oval bottle, with corksew. Best in the world for the money. Regular Grade Lemon. doz 2 oz.....75 4 oz.....1 50 Regular Vanilla. doz 2 oz.....1 20 4 oz.....2 40 XX Grade Lemon. doz 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla. doz 2 oz.....1 75 4 oz.....3 50	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.....75 Granulated, 100 lb cases.....91 Lump, bbls.....75 Lump, 145 lb kegs.....85 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.....1 70 60 5-lb sacks.....1 55 28 10-lb sacks.....1 45 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
BAKING POWDER. Absolute. 1/2 lb cans doz.....45 1 lb cans doz.....85 1 lb cans doz.....1 50 Acme. 1/2 lb cans 3 doz.....45 1/2 lb cans 3 doz.....75 1/2 lb cans 1 doz.....1 00 Bulk.....10 El Purity. 1/2 lb cans per doz.....75 1/2 lb cans per doz.....1 20 1 lb cans per doz.....2 00 Home. 1/2 lb cans 4 doz case.....35 1/2 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90	CLOTHES LINES. Cotton, 40 ft. per doz.....1 00 Cotton, 50 ft. per doz.....1 20 Cotton, 60 ft. per doz.....1 40 Cotton, 70 ft. per doz.....1 60 Cotton, 80 ft. per doz.....1 80 Jute, 60 ft. per doz.....80 Jute 72 ft. per doz.....98 Chicory. Bulk.....5 Red.....7 COCOA SHELLS. 20 lb bags.....2 1/2 Less quantity.....3 Pound packages.....4	COUPON BOOKS. Tradesman Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Economic Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Universal Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Superior Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1000 books.....17 50 Credit Checks. 500, any one denom'n.....3 00 1000, any one denom'n.....5 00 2500, any one denom'n.....8 00 Steel punch.....75	Fish. Cod. Georges cured.....@ 4 1/2 Georges genuine.....@ 5 1/2 Georges selected.....@ 6 1/2 Strips or bricks.....5 @ 7 1/2 Halibut. Chunks.....10 Strips.....9 Herring. Holland white hoops, bbl.....12 00 Holland white hoop 1/2 bbl.....6 50 Holland white hoop, keg.....85 Holland white hoop mchrs.....11 00 Norwegian.....2 90 Round 100 lbs.....1 23 Scaled.....15 Flackel. 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 30 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	GUNPOWDER. Rifle-Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb. cans.....30 1/2 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.....3 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb. cans.....45 LICORICE. Pure.....30 Calabria.....25 Sicily.....14 Root.....10 MASON FRUIT JARS. Pints, 1 doz. box, per gross 4 25 Quarts, 1 d'z. box, per gross 4 50 Half gal. 1 d'z. b'x, p'gr'ss 6 00 Fruit Jar Rubbers, p'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 gross 5 75 Half gal. 1 d'z. b'x, p'gr'ss 7 75 MINCE MEAT. Ideal, 3 doz. in case.....2 25 PATCHES. 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 70 Clay, T. D. full count.....65 Cob, No. 3.....85 POTASH. 48 cans in case.....4 00 Babbitt's.....3 00 Penna Salt Co.'s.....3 00 PICKLES. Medium. Barrels, 1,200 count.....5 25 Half bbls, 600 count.....3 13 Small. Barrels, 2,400 count.....6 25 Half bbls, 1,200 count.....3 63 RICE. Domestic. Carolina head.....6 1/4 Carolina No. 1.....5 1/4 Carolina No. 2.....4 1/4 Broken.....3 1/4 Imported. Japan, No. 1.....5 1/2 Japan, No. 2.....5 1/4 Java, fancy head.....6 Java, No. 1.....5 Table.....5 1/4	SEEDS. Anise.....9 Canary, Smyrna.....3 Caraway.....8 Cardamon, Malabar.....6 Celery.....11 Hemp, Russian.....3 1/4 Mixed Bird.....4 1/2 Mustard, white.....5 Poppy.....8 1/4 Rape.....4 1/2 Cuttle 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, Amboyna.....10 Cloves, Zanzibar.....9 Mace, Batavia.....55 Nutmegs, fancy.....60 Nutmegs, No. 1.....50 Nutmegs, No. 2.....45 Pepper, Singapore, black.....12 Pepper, Singapore, white.....10 Pepper, shot.....10 Pure Ground in Bulk. Allspice.....12 Cassia, Batavia.....22 Cassia, Saigon.....25 Cloves, Amboyna.....20 Cloves, Zanzibar.....15 Ginger, African.....15 Ginger, Cochlin.....20 Ginger, Jamaica.....20 Mace, Batavia.....70 Mustard, Eng. and Trieste.....25 Mustard, Trieste.....25 Nutmegs.....40@50 Pepper, Sing. black.....10@14 Pepper, Sing., white.....15@18 Pepper, Cayenne.....17@20 Sage.....18 SYRUPS. Corn. Barrels.....17 Half bbls.....19 Pure Cane. Fair.....16 Good.....20 Choice.....25 SODA. Boxes.....5 1/4 Kegs, English.....4 1/4
JAXON 1/2 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, 1 doz.....1 25 6 oz. cans, per doz.....85 Our Leader. 1/2 lb cans.....45 1 lb cans.....75 1 lb cans.....1 50 Peerless. 1 lb. cans.....85 BATH BRICK. American.....70 English.....80 BLUING. CONDENSED PEARL BLUING 1 doz. pasteboard Boxes.....40 3 doz. wooden boxes.....1 20 BROOMS. No. 1 Carpet.....1 90 No. 2 Carpet.....1 75 No. 3 Carpet.....1 50 No. 4 Carpet.....1 15 Parlor Gem.....2 00 Common Whisk.....70 Fancy Whisk.....80 Warehouse.....2 25 CANDLES. 8s.....7 16s.....8 Paraffine.....8 CANNED GOODS. Plantowoc 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 1/4 Amboy.....@ 11 1/2 Byron.....@ 11 Elsie.....@ 11 1/4 Gem.....@ 11 1/2 Gold Medal.....@ 10 1/4 Hartford.....@ 11 1/4 Ideal.....@ 11 Jersey.....@ 12 Lenawee.....@ 10 1/4 Riverside.....@ 11 Sparta.....@ 10 1/2 Brick.....@ 10 Edam.....@ 10 Leiden.....@ 10 Limburger.....@ 10 Pineapple.....@ 43 Sap Sago.....@ 18	CREAM TARTAR. 5 and 10 lb. wooden boxes.....30-35 COFFEE. Green. Rio. Fair.....10 Good.....12 Prime.....13 Golden.....14 Peaberry.....15 Santos. Fair.....14 Good.....15 Prime.....16 Peaberry.....17 Mexican and Guatemala. Fair.....16 Good.....17 Fancy.....18 Maracaibo. Prime.....20 Milled.....21 Java. Interior.....20 Private Growth.....22 Mandehling.....24 Mocha. Imitation.....22 Arabian.....24 Roasted. Clark-Jewell-Well's Co.'s Brands Fifth Avenue.....28 Jewell's Arabian Mocha.....28 Wells' Mocha and Java.....24 Wells' Perfection Java.....24 Sanealbo.....23 Breakfast Blend.....20 Valley City Maracaibo.....18 1/4 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	DRIED FRUITS—DOMESTIC Apples. Sundried.....@ 4 1/2 Evaporated 50 lb boxes.....@ 7 1/2 California Fruits. Apricots.....8 1/4@ Blackberries.....@ Nectarines.....@ Peaches.....8 @ 9 Peas.....8 Pitted Cherries.....@ Prunelles.....12 Raspberries.....@ California Prunes. 100-120 25 lb boxes.....@ 90-100 25 lb boxes.....@ 5 80-90 25 lb boxes.....@ 5 1/2 70-80 25 lb boxes.....@ 6 60-70 25 lb boxes.....@ 7 50-60 25 lb boxes.....@ 40-50 25 lb boxes.....@ 30-40 25 lb boxes.....@ 1/4 cent less in 50 lb cases Raisins. London Layers 3 Crown.....1 50 London Layers 4 Crown.....2 00 Dehesias Loose Muscatels 2 Crown.....5 Loose Muscatels 3 Crown.....6 Loose Muscatels 4 Crown.....7 FOREIGN. Currants. Patras bbls.....@ 6 1/2 Vostizias 50 lb cases.....@ 6 1/2 Cleaned, bulk.....@ 7 1/2 Cleaned, packages.....@ 8 1/4 Peel. Citron American 10 lb bx.....@ 12 Lemon American 10 lb bx.....@ 12 Orange American 10 lb bx.....@ 12 Raisins. Ondura 28 lb boxes.....8 @ 8 1/4 Sultana 1 Crown.....@ Sultana 2 Crown.....@ Sultana 3 Crown.....@ 11 Sultana 4 Crown.....@ Sultana 5 Crown.....@ Sultana 6 Crown.....@ 12	FLAVORING EXTRACTS. Jennings'. D. C. Vanilla.....2 00 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....3 30 No. 8 400.....No. 8 2 40 No. 10 600.....No. 10 4 00 No. 2 T. 1 25.....No. 2 T. 1 35 No. 3 T. 2 00.....No. 3 T. 1 35 No. 4 T. 2 40.....No. 4 T. 1 50 Sage.....15 Hops.....15 INDIGO. S. F., 2, 3 and 5 lb boxes.....55 JELLY. 15 lb pails.....40 80 lb pails.....75	FLAVORING EXTRACTS. Jennings'. D. C. Lemon.....2 00 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....3 30 No. 8 400.....No. 8 2 40 No. 10 600.....No. 10 4 00 No. 2 T. 1 25.....No. 2 T. 1 35 No. 3 T. 2 00.....No. 3 T. 1 35 No. 4 T. 2 40.....No. 4 T. 1 50 Sage.....15 Hops.....15 INDIGO. S. F., 2, 3 and 5 lb boxes.....55 JELLY. 15 lb pails.....40 80 lb pails.....75	SEEDS. Anise.....9 Canary, Smyrna.....3 Caraway.....8 Cardamon, Malabar.....6 Celery.....11 Hemp, Russian.....3 1/4 Mixed Bird.....4 1/2 Mustard, white.....5 Poppy.....8 1/4 Rape.....4 1/2 Cuttle 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, Amboyna.....10 Cloves, Zanzibar.....9 Mace, Batavia.....55 Nutmegs, fancy.....60 Nutmegs, No. 1.....50 Nutmegs, No. 2.....45 Pepper, Singapore, black.....12 Pepper, Singapore, white.....10 Pepper, shot.....10 Pure Ground in Bulk. 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SOAP.

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

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

American Family, wrp'd.	3 33
American Family, unwrp'd.	3 27
Dome	3 33
Cabinet	2 20
Savon	2 50
Dusky Diamond, 50 6 oz.	2 10
Dusky Diamond, 50 8 oz.	3 00
Blue India, 100 1/2 lb.	3 00
Kirkoline	3 75
Eos	3 45
One box American Family free with five.	

Schulte Soap Co.'s Brand.



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

Wolverine Soap Co.'s Brands.



Single box	2 65
5 box lots, delivered	2 60
10 box lots, delivered	2 50
Allen B. Wrisley's Brands.	
Old Country, 80 1-lb. bars	2 75
Good Cheer, 60 1-lb. bars	3 75
Uno, 100 1/2 lb. bars	2 50
Doll, 100 10-oz. bars	2 65

Scouring Powder.

Washing Powder.



100 12 oz pkgs.

STARCH.



Kingsford's Corn.

Kingsford's Silver Gloss.

Diamond.

Common Corn.

Common Gloss.

STOVE POLISH.



No. 4, 3 doz in case, gross.

No. 6, 3 doz in case, gross.

SUGAR.

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

Cut Leaf	5 63
Domino	5 50
Cubes	5 13
Powdered	5 19
XXXX Powdered	5 25
Mould A	5 25
Granulated in bbls.	5 00
Extra Fine Granulated	5 10
Extra Coarse Granulated	5 13
Diamond Confection	5 40
Confection Standard A	4 75
No. 1	4 75
No. 2	4 75
No. 3	4 69
No. 4	4 64
No. 5	4 56
No. 6	4 50
No. 7	4 44
No. 8	4 38
No. 9	4 31
No. 10	4 25
No. 11	4 19
No. 12	4 13
No. 13	4 06
No. 14	4 00
No. 15	3 94
No. 16	3 88

TABLE SAUCES.

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

TOBACCOS.

Cigars.

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

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

Quintette

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

S. C. W.

H. Van Tongeren's Brand.

STAR GREEN

CIGAR

Malt White Wine.

Pure Cider.

WICKING.

No. 0, per gross.

No. 1, per gross.

No. 2, per gross.

No. 3, per gross.

Star Green

VINEGAR.

Malt White Wine.

Pure Cider.

WICKING.

No. 0, per gross.

No. 1, per gross.

No. 2, per gross.

No. 3, per gross.

Star Green

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Star Green

VINEGAR.

Malt White Wine.

Pure Cider.

WICKING.

No. 0, per gross.

No. 1, per gross.

No. 2, per gross.

No. 3, per gross.

Candies.

Stick Candy.

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

Mixed Candv.

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

Fancy-In Bulk.

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

Fancy-In 5 lb. Boxes.

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

Caramels.

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

Fruits.

Oranges.

Choice Napes.	
100s	@ 45 50
200s	@ 45 50
200 Fancy	@ 50 00

Lemons.

Strictly choice 300s.	@ 35 50
Strictly choice 300s.	@ 35 50
Fancy 300s.	@ 40 00
Ex-Fancy 300s.	@ 40 00
Ex-Rodi 300s.	@ 50 00

Bananas.

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

Foreign Dried Fruits.

Figs, Choice Layers	@ 10
Figs, New Smyrna	@ 12
12 lb boxes	@ 12
Figs, Natural in 30 lb. bags	@ 6
Dates, Fards in 10 lb boxes	@ 8
Dates, Fards in 60 lb cases	@ 6
Dates, Persians, H.M.	@ 5 1/2
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 new	@ 8 1/2
Pilberts	@ 10
Walnuts, Greenobles	@ 13
Walnuts, Calif No. 1	@ 10
Walnuts, soft shelled	@ 12
Table Nuts, fancy	@ 13
Table Nuts, choice	@ 12
Pecans, Med.	@ 10
Pecans, Ex. Large	@ 12
Pecans, Jumbos	@ 14
Hickory Nuts per bu.	@ 1 75
Ohio, new	@ 1 75
Cocoanuts, full sacks	@ 3 75

Peanuts.

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

Grains and Feedstuffs

Wheat.

Wheat 88

Winter Wheat Flour.

Local Brands.

Patents	5 50
Second Patent	5 00
Straight	4 20
Graham	4 40
Buckwheat	4 75
Rye	4 25
Subject to usual cash discount	
Flour in bbls., 25c per bbl. additional	
Worden Grocer Co.'s Brand.	
Quaker, 1/2s	4 60
Quaker, 1/4s	4 60
Quaker, 1/8s	4 60
Guard, Fairfield & Co.'s Brand.	
Whole Wheat 1-16s	5 20

Spring Wheat Flour.

Clark-Jewell-Well's Co.'s Brand.	
Pillsbury's Best 1/2s	5 55
Pillsbury's Best 1/4s	5 45
Pillsbury's Best 1/8s	5 35
Pillsbury's Best 1/4s paper	5 35
Pillsbury's Best 1/8s paper	5 35
Ball-Barnhart-Putman's Brand.	
Grand Republic, 1/2s	5 55
Grand Republic, 1/4s	5 45
Grand Republic, 1/8s	5 35

Lemon & Wheeler Co.'s Brand.

Gold Medal 1/2s	5 55
Gold Medal 1/4s	5 45
Gold Medal 1/8s	5 35
Parisian, 1/2s	5 55
Parisian, 1/4s	5 45
Parisian, 1/8s	5 35

Olney & Judson's Brand.

Ceresota, 1/2s	5 60
Ceresota, 1/4s	5 50
Ceresota, 1/8s	5 40
Worden Grocer Co.'s Brand.	
Laurel, 1/2s	5 55
Laurel, 1/4s	5 45
Laurel, 1/8s	5 35

Meal.

Bolted	1 75
Granulated	2 00

Feed and Millstuffs.

St. Car Feed, screened	14 00
No. 1 Corn and Oats	13 00
Unbolted Corn Meal	12 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	26
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	9 1/2
Family XXX, 3 lb. carton	4 1/2
Salted XXX	4 1/2
Salted XXX, 3 lb. carton	4 1/2

Soda.

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

Oyster.

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

SWEET GOODS-Boxes.

Animals	9
Bent's Cold Water	13
Belle Rose	6
Cocoanut Taffy	8
Coffee Cakes	8
Frosted Honey	10
Graham Crackers	6
Ginger Snaps, XXX round	5
Ginger Snaps, XXX city	5
Gin. Snaps, XXX home made	5
Gin. Snaps, XXX scalloped	7
Ginger Vanilla	6
Imperial	10
Jumbos, Honey	10
Molasses Cakes	6
Marshmallow	12
Marshmallow Creams	13
Pretzels, hand made	6
Pretzels, Little German	6
Sugar Cake	6
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 50
Short cut	10 25
Pig	14 50
Bean	9 50
Family	9 50

Dry Salt Meats.

Bellies	6
Briskets	5

Shoes and Leather

Modus Operandi of an Exclusive Repairing Establishment.

Our establishment consists of a store in front and two rooms in the rear, making three light and large work rooms. The machinery is in the front room or store, while the two other rooms are for the bench men. In the store is a large counter, which also serves for a work bench. In this part also are a roll top desk and a combination safe. These latter we consider necessary, if you are doing a first-class business.

When we take in a pair of shoes—and we do nothing but repairing—we take the customer's name and address, and tag the work with name—address—when wanted—what is to be done.

Then they are taken back and we mark the pattern for the soles. The heels we die out and always have ready, both under lifts and top lifts. We never patch or piece heels. It makes a bad job always, so we use new lifts.

The heels are being put on while the soles are cut from the side. They are wet and run through a power splitter and a power roller, and then sent in to the soler, who nails them across the shanks and rounds them up. If they are hand-sewed he cuts the channel by hand. If they are McKay-sewed, he cuts them by a McKay channeller.

If they are hand-sewed, they go to the bench man, who sews and cements them, then gives them to a trimmer who beats the channel down, trims the heels with a shaver by hand, and trims the soles on a Buzzell Edge Trimmer.

The shoes are then set in a drying-box for a short time, then they are taken by a boy who smooths the heels and shanks on a heel scouring machine and inks them with "New Method Ink."

Then they are taken to a workman who sets the edges with a Union Edge setter and burnishes the heels on a New Method finishing shaft composed of felt wheels and bristle brushes. The soles and heels are then buffed on a buffing machine, the shank polished on a New Method shaft. Next, a boy puts in new linings, examines them for rips, loose buttons, etc.

If there are any rips they are sewed up on the Bradbury machine. If any buttons are off or loose, they are put on with a foot power Peninsular machine. Then the shoes are polished, wrapped up, and delivered in our own wagon to the owner in about one or two hours from the time they are received for mending.

Here are some hints for the modern repairer:

The only way to get good results is to have lasts the same shape the shoes were made on.

Have punches, eyelet and hook setters for brass and agatine work.

Have plenty of patching leather of all colors to match shoes.

Always use the best stock in repairing.

Do good work.

Charge reasonable prices.

Buy for cash and don't give credit.

And success is yours in the repairing business.—E. V. Shivers in Boot and Shoe Recorder.

Advertising the Repair Shop.

A. B. Greenwood, shoe dealer at New Haven, Conn., has issued a neat booklet containing a model appeal to the public which may be of benefit to some of the Tradesman's readers who con-

template getting out a similar announcement:

How much satisfaction did you ever get from the average cobbler? Hasn't he disappointed you more times than he has pleased you? Hasn't your experience been that ordinary cobblers are about as inartistic workmen as you ever saw?

The trouble with most cobblers is that they use cheap leather in repairing. They stretch shoes all out of shape. Their work lacks finish. They are notoriously slow. Their promises are seldom kept. If they say, "Your shoes will be ready to-morrow," you feel in your bones that they will not be ready to-morrow. If they are ready the day after to-morrow, you are lucky.

We want the people of New Haven to know that we are the most particular shoe repairers in New England. We attend to this branch of our business with just as much care as we do to the selling of shoes. We are just as anxious to get your repairing as we are to have you buy our shoes.

Art can be shown in anything. There is art in repairing shoes. As a matter of fact, it requires far more skill to restore worn shoes to a perfect condition than to make a new pair out of new materials.

At the head of our Repairing Department is a man who puts care and conscientiousness and skill into his work. The men who work under him are paid good wages. They hold their positions on merit. They cannot work in this place a minute if they are careless.

We use the best leather that can be bought with money. We preserve a shoe's shape. We restore lost looks. We do work that lasts. A shoe repaired by Greenwood will last longer and present a better appearance than a shoe repaired by anybody else. We hide shoe wounds and cover up all the scars.

It is easy to employ us. Just send us a postal card telling us to call. Never mind whether the job is big or little. Never mind whether it is a 20 cent job or a \$1.25 job. We want it and will call for it free. We will do the work artistically and well. We will deliver it without charge. We will be punctual and prompt. You can depend upon us. What we say is what we will do.

We do not work quite so cheaply as Italian cobblers. We do not want the work of those who are satisfied with that kind of repairing.

The claim we make is this: Our repairing is the best repairing. Our prices are the lowest you can find in a first-class shop.

We ask your trade, and we shall endeavor to merit it by deserving to merit it.

Makes Shoes for Gentlemen.

A prominent Eastern manufacturer who is frequently referred to as a leading maker of strictly fine shoes is quoted as saying, in reply to a complaint of poor wear, that he "makes shoes for gentlemen."

The shoe dealer who tries to run his business on this plan won't last long. Strange as it may seem to this manufacturer, there are men who consider themselves gentlemen whose income is not so large that they can afford to be indifferent as to the service given by their footwear.

If a gentleman is judged by his ability to buy new shoes it is certainly a distinction of fools.

Assignee's Sale.

On Thursday, Nov. 4, at 10 o'clock a. m., the Peninsular Trust Company, assignee, will sell at auction the stock of boots and shoes of Michael Ehrman, at 69 Canal street.

The stock will be sold as a whole or in job lots, as may seem expedient at time of sale.

This will afford some shoe man a good opportunity to pick up a stock at a bargain.

The world is full of sublime truths, and yet most people spend their time hunting after vapid curiosities.

The green shoe is a back number.

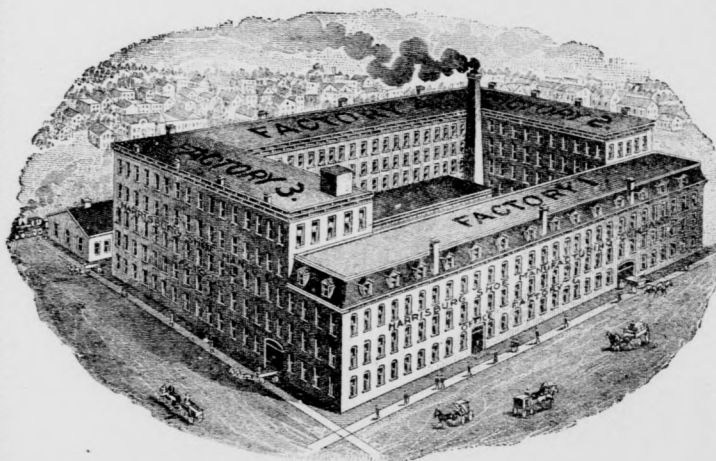
Fit and Quality

Are the two essential

Features combined in the . . .



HARRISBURG LINE OF LADIES SHOES



HIRTH, KRAUSE & CO.,

MICHIGAN STATE AGENTS,

Correspondence solicited.

GRAND RAPIDS, MICH.



Johnnie says our Felt Goods
ARE warm!

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

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

HEROLD-BERTSCH SHOE CO.,

5 & 7 PEARL STREET.

We Manufacture

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

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

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

Geo. H. Reeder & Co.,

19 South Ionia Street,
Grand Rapids, Mich.

The Fixity of Prices in Shoes.

From Shoe and Leather Facts.

For the first time in a good many years, buyers cannot dictate the prices of goods. Those who have been accustomed to go to markets, or in conferring with salesmen to make offers at considerable concessions and have them accepted, are now experiencing the novel and not altogether pleasant sensation incident to having their offers refused. The first few times they are willing to have the order cancelled, and feel somewhat indignant with the manufacturer or wholesaler who will not shade his prices, but the growing need for supplies and more mature deliberation speedily effect a sufficient change of mind so that they are willing to pay the price asked.

All this does not by any means indicate, as some might imagine, that the buyer occupies any less desirable position than he has heretofore. Quite the contrary. The same process of beating down, which buyers have been able to practice successfully with manufacturers, they in turn have had to suffer from their customers, whether they were retailers or the buying public in general. It was the natural incident of a falling market, and the one who was able to buy supplies at a big concession was by no means certain that before he would be able to turn them into cash they would not be dear in comparison with the prices then prevailing, and that he would have to make even more radical concessions to his customers. With greater firmness in the one case it will also be possible in the other, and thus the benefit will be felt in all the various branches of industry.

Of course, it goes without saying, it is always the duty of a shrewd buyer to purchase goods at the lowest possible prices consistent with the qualities he needs to meet his requirements. As a consequence, therefore, some will still, under the most firm market, buy the same supplies cheaper than others.

The effect of advancing prices has been to temporarily hold back trade, so that a good many have had occasion to wonder if the good times so widely heralded have arrived or are even on the way. The advent of a new season and colder weather will give an impetus to many lines of business, including, of course, the shoe and leather trade. It is only reasonable to expect that the advancing season will largely augment trade, especially as the differences between buyers and sellers as to prices are settled upon something like a permanent and equitable basis.

The Hardware Market.

General trade continues in about the same condition as reported in our last week's article. Trade keeps along in an even way, the average dealer not manifesting any special desire to buy much more than he needs, it being hard work for him to realize that in some lines of goods it is quite difficult to get a sufficient supply to take care of the demand now existing. Changes in prices are but few and manufacturers and jobbers are generally manifesting a disposition to maintain the advances that have recently taken place.

Wire Nails—There is no change to note in prices, as all the mills at the present time are sold ahead and jobbers find a great deal of difficulty in getting their orders filled with any degree of promptness. Stocks are low in the hands of jobbers and it is believed that it will be at least thirty days before the mills catch up sufficiently on their orders to enable the jobbers to keep their stocks fully assorted and be able to fill pick-up orders with promptness.

Barbed and Painted Wire—There is no change in price by the manufacturers, but in sympathy with the advances recently made, jobbers in many instances have made an advance in their prices to correspond with the factory.

We quote at present painted barbed wire from stock \$1.80, No. 9 plain \$1.60, with an advance of 30c extra for galvanizing.

Gas Pipe—A change has been made in the discount ruling on pipe, which makes an advance of between 7½ to 10 per cent. We quote as follows:

Black pipe 1¼ inch and smaller, 70 per cent.

Black pipe 1½ inch and larger, 75 per cent.

Galvanized 1¼ inch and smaller, 65 per cent.

Galvanized 1½ inch and larger, 67½ per cent.

Galvanized 2 inch P. & R., 65 per cent.

Shovels, Spades and Scoops—The recent advances made by the shovel manufacturers extended to the entire line of scoop shovels, which averages an advance of about \$1 a dozen on the entire line. We quote No. 5 polished scoop \$7.50 per dozen. Dealers who are familiar with this line can form an idea of the average advance on other sizes.

Window Glass—The factories are still shut down, stocks are becoming lower and sizes scarcer, and prices have an advancing tendency.

Cordage—The demand for rope continues fair and prices seem to be firmly held.

Reports from other markets are as follows:

Chicago: Trade continues in good condition.

St. Louis: Trade is fair in certain sections of the West, but in the South it is affected by the yellow fever scourge.

Cleveland: The extreme dry weather that we have been experiencing for some time is having its effect upon the trade.

Boston: Thus far business this month has not the "snap" and "go" it had in the early part of September.

Louisville: The yellow fever and continued draught are having their effect upon business in this part of the country.

San Francisco: Business is good in this section of the country.

Philadelphia: Orders have been fair for this season of the year and indications point toward continued activity during the following months.

Omaha: To sum it all up in a few words, the whole trade situation is in a most satisfactory condition.

Portland, Ore.: Trade continues good and collections have been a great improvement over the past.

Homeseekers' Excursions.

The season of the year has arrived when a trip to the South will well repay the visitor. To accommodate residents of the North who may wish to make the trip, either for pleasure or with a view of locating, the Louisville & Nashville Railroad Company will on the first and third Tuesdays of November and December run excursions to points in Kentucky, Tennessee, Alabama, Mississippi, Georgia and Florida. Tickets will be good on regular trains of these dates, starting from Cincinnati, Louisville, Evansville and St. Louis, will be sold at about one fare for the round trip, and will be good for return within twenty-one days from date of sale. Tickets will allow stop-over at different points on the south-bound trip. If your local ticket agent cannot quote you rates for these excursions, write C. P. Atmore, General Passenger Agent, Louisville, Ky.

An hour's industry will do more to produce cheerfulness, suppress evil humors, and retrieve your affairs than a month's mourning.

The devil's traps are always baited with pleasures of some kind.

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

The shoe offerings—of course, they are sensational. We mean them to be. We want you to realize that this shoe store of ours is to be a shoe store of yours—run in your interest, too. Some of the most winsome things are still in supply.—Wanamaker & Brown, Phila.

They're coming in fast—so fast Drexel L. Shooman has all he can do to get them placed on our shelves—many new lines added to our already large line of ladies' shoes—two new ones just added to the \$3 shoes—one is a heavy kid, with heavy extension sole, in the new round toe—the other has a medium sole, in narrow coin toe—these are the finest appearing shoes we have ever been able to price as low as \$3—and we will guarantee them to outwear any two pair of the ordinary \$3 shoes.—Drexel Shoe Co., Omaha, Neb.

The capacity of the shoe department is daily taxed to the last point of elasticity. These shoes are the masterpieces of the best shoemakers in the whole world—Philadelphians. The hides of tender Brazilian kids tanned to strength and beauty by incomparable Philadelphia tanners, fashioned by Philadelphia shoe artists. The shoes simply can't help lasting, and looking well every second of time they are worn.—Partridge & Richardson, Phila.

It is only a store that can keep hundreds of worthy men employed in dull times that can give you good \$4 shoes at \$2.60 a pair.—John Wanamaker, N. Y.

This is what we propose. You can tell how much better our shoes are than the "general run" by a simple glance; but a glance is not enough. Come into the store, pick up any pair of shoes, examine quality, make and fit. Then look at the style—the little touches here and there that put the subtle mark of fashion into shoes. You will find style, elegance, comfort and satisfaction, everything desirable, and if you want shoes you will get them here.—George F. Streit, Altoona, Pa.

Another so-called co-operative experiment has failed, this time in Paris, where it was inaugurated about a year ago. Forty of those who were dazzled by the movement have requested their old employers to give them work at even very small wages. The trouble with co-operative movements seems to be that they don't co-operate very long. It takes brains to make a success of a business venture these days, and the fellow who is supplied with the requisite amount doesn't need to join fortunes with those who are mere agitators and theorists.

Of two evils choose—neither.

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.

Rindge, Kalmbach & Co.,

12, 14, 16 Pearl Street,

Grand Rapids, Michigan.

Manufacturers and Jobbers of

Boots and Shoes

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

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.

Business Items from the Saginaws.

Saginaw, Oct. 26—Another new industry, which may employ a goodly number of workmen during the coming winter, will probably be started in this city during the next month. This will be a bicycle factory, under the management of George W. Emendorfer, the well-known salesman and maker of wheels. Arrangements for the establishment of the factory are not yet completed but it is practically certain that such a factory will be started, with headquarters at first in the Power block on Tilden street.

Bliss & Van Auken recently purchased 1,250,000 feet of white pine strips from Cheboygan parties to supply their trade. The lumber will be shipped here by water. Notwithstanding the fact that their sawmill has been running night and day for some time, and that they carried a large stock of lumber over last winter, their trade is such as to make it necessary for them to ship in lumber in order that they may meet the demand.

The Freud Milling Co. has commenced buying potatoes and will start its factory making potato flour about November 1. The factory would doubtless have been running before this but for the company's belief that the present price of potatoes was higher than would be maintained when the fall crop was on the market. The potato crop in this locality is light, but in the country from which this concern expects to draw the crop is fairly good.

Wm. Barie & Son have leased the Aldine building on South Baum street, to provide needed additional room for their wholesale department. This move is made necessary by the increase in their jobbing trade.

Wickes Bros. have consummated the purchase of the Pack, Woods & Co. sawmill plant, at Oscoda, and in a few days a gang of men will be sent to that place to take down some of the smaller machinery for removal to Saginaw. The greater part will, however, be allowed to remain where it is until next season. Besides the gang sawmill, there is on the premises a lath mill, stove machinery, complete fire protection with five miles of pipe, and two and one-half miles of tramway tracks. The water pipes and the tramways will not be removed until the lumber now on the premises belonging to Pack, Woods & Co. has been sold.

Miss Rose Fixel, who for the past eight years has been in the employ of the Hoyt Dry Goods Co., has returned from Cleveland to accept a position with Wm. Barie & Son.

Isaac Bearinger, for many years one of the best known lumbermen in this section, has practically retired from the lumbering business, which has been carried on under the firm name of Sibley & Bearinger. The firm is to be dissolved and the vast property of the concern divided up. It is said the firm will this week divide property worth \$3,000,000. Mr. Sibley is to take the lumbering business, which is located in West Virginia and Minnesota, and pays all the obligations of the firm. Mr. Bearinger takes real estate in Saginaw and other property in the shape of securities. The mining interest in Minnesota, which is being operated by parties who pay royalties to Sibley & Bearinger, will not be included in the division but is to be held jointly, each one receiving his proportion of the royalties. Mr. Bearinger will spend the winter in Japan.

Salt as an Insecticide.

The use of salt as an insecticide, or vermin destroyer, is not sufficiently known amongst the farming community. Many a farmer has lost dollars and dollars, simply because he did not know what virtue there is in salt. How many times has a farmer ploughed up acres of a crop attacked by some worm or caterpillar, and re-sown the land, all because he did not know that salt would have killed the worm and improved his crop. Last year a case was reported through the press, and vouched for as correct. A farmer had a ten acre field of oats attacked by the army worm.

The whole ten acres was in such a condition he decided to plow them all up and resow. As an experiment he left an acre, to which he gave a dressing of 300 pounds of refuse salt. Three days afterward he gave the same acre another 300 pounds of refuse salt. The result was that on that acre he had a good yield of oats, and had he only known he might have saved the whole ten acres. Salt for such purposes is simply invaluable.

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.

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.

New Hardware Establishment in the Field.

Green Bay, Wis., Oct. 26—The Gottfredson Hardware Co. is about ready to occupy its new building and launch into the wholesale business exclusively. W. E. Morehouse, who has represented the Wm. Frankfurth Hardware Co. (Milwaukee) for the last eight years, will take the management of the new concern. Mr. Morehouse is well known to the hardware people of Michigan, having been in business at Romeo for years.

In ten years the school attendance in Buffalo has more than doubled, although the population has not increased in any such proportion.

Never borrow if you can possibly avoid it.

Valuable Manufacturing Plant

FOR SALE AT

A BARGAIN

The entire plant of a concern engaged in the manufacture of agricultural implements, having excellent location in Grand Rapids, Mich., consisting of nearly 900 feet frontage of land, with buildings and complete outfit of machinery, and tools required in the business. Also stock of implements on hand, if desired, and patterns for foundry use. An excellent opportunity is hereby offered to any desiring to engage in this or any other manufacturing business.

For further particulars address

WILLIAM MCBAIN,

433 Mich. Trust Bldg., Grand Rapids, Mich.

WANTS COLUMN.

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

BUSINESS CHANCES.

FOR SALE—CLEAN STOCK OF HARDWARE in A1 shape and full set tinners' tools; best town in Michigan and best farming country in the State. Excellent chance to engage in the hardware business; reason for selling, other business. Address No. 417, care Michigan Tradesman. 417

AI LOCATION FOR DRUG STORE. WHITE at once to No. 415, care Michigan Tradesman. 415

LARGE STORE BUILDING AND GENERAL stock of merchandise to exchange for good farming lands. Address Lock Box 254, Wolcottville, Ind. 415

FOR RENT—OWING TO DEATH, THE BEST equipped hardware store in Michigan; old established stand; good location in one of the best farming and manufacturing towns; low rent. Address No. 418, care Michigan Tradesman. 418

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

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 50, Lake Odessa, Mich. 401

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

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. Cilley & Algier, Patent Attorneys, Grand Rapids, Mich. 239

Much Better Than Trading Stamps.



B. T. Babbitt will give his patrons free street car tickets for trade-marks and coupons given with his various products.

1 Ticket for 10 BEST SOAP Trade-marks.

1 Ticket for 10 1776 SOAP POWDER Trade-marks.

1 Ticket for Coupons equal to 1 lb. B. T. BABBITT'S BAKING POWDER.

Trade-marks and Coupons will be redeemed by Spring & Co., Monroe street.

Grocers receiving these trade-marks will be called upon regularly by the local agent of B. T. Babbitt, who will redeem the same at full value.



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.

Travelers' Time Tables.

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

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

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

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

GRAND Trunk Railway System Detroit and Milwaukee Div.

(In effect October 3, 1897.)

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

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

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

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

Returning from Chicago.
Lv. Chicago..... 7:20am 5:15pm * 9:30pm
Ar. G'd Rapids..... 1:25pm 10:35pm * 6:20am

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

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

PARLOR AND SLEEPING CARS. CHICAGO.
Parlor cars leave Grand Rapids 1:25 p. m.; leave Chicago 5:15 p. m. Sleeping cars leave Grand Rapids *11:30 p. m.; leave Chicago *9:30 p. m.

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

CANADIAN Pacific Railway.

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

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

GRAND Rapids & Indiana Railway June 20, 1897.

Northern Div. Leave Arrive
Trav. C'y. Petoskey & Mack... + 7:45am + 5:15pm
Trav. C'y. Petoskey & Mack... + 2:30pm + 6:35am
Cadillac..... + 5:25pm + 11:15am
Train leaving at 7:45 a. m. has parlor car, and train leaving at 2:30 p. m. has sleeping car to Mackinaw.

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

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

GOING EAST.
Lv. Muskegon..... + 8:10am + 11:45am + 4:00pm
Ar. G'd Rapids..... 9:30am 12:55pm 5:20pm
+Except Sunday. *Daily.
C. L. LOCKWOOD,
Gen'l Passr. and Ticket Agent.

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

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

EAST BOUND.
Lv. Minneapolis..... + 6:30pm
Ar. St. Paul..... 7:20pm
Ar. Gladstone..... 8:45am
Ar. Mackinaw City..... 11:00am
Ar. Grand Rapids..... 10:00pm
W. R. CALLAWAY, Gen. Pass. Agt., Minneapolis.
E. C. OVIATT, Trav. Pass. Agt., Grand Rapids.

DULUTH, South Shore and Atlantic Railway.

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

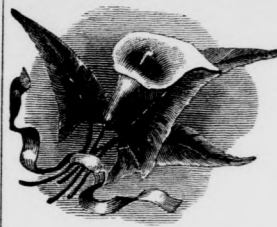
EAST BOUND.
Lv. Duluth..... + 6:30pm
Ar. Nestoria..... + 11:15am 2:45am
Ar. Marquette..... 1:30pm 4:30am
Lv. Sault Ste. Marie..... 3:30pm
Ar. Mackinaw City..... 8:40pm 11:00am
G. W. HIBBARD, Gen. Pass. Agt., Marquette.
E. C. Oviatt, Trav. Pass. Agt., Grand Rapids.

THE PROFIT

in selling DIAMOND CRYSTAL SALT includes the new customers it brings to your door.

See Price Current.

DIAMOND CRYSTAL SALT CO., St. Clair, Mich.



ABSOLUTE

PURE GROUND SPICES, BAKING POWDER
BUTCHERS' SUPPLIES, ETC.
FOR THE TRADE.

THE VINKEMULDER COMPANY,

PHONE 555.

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

Labels for Gasoline Dealers

The Law of 1889.

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

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

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

TRADESMAN COMPANY, Grand Rapids.

Elgin System of Creameries

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



A MODEL CREAMERY OF THE TRUE SYSTEM

True Dairy Supply Company,

303 to 309 Lock Street,

Syracuse, New York.

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

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

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

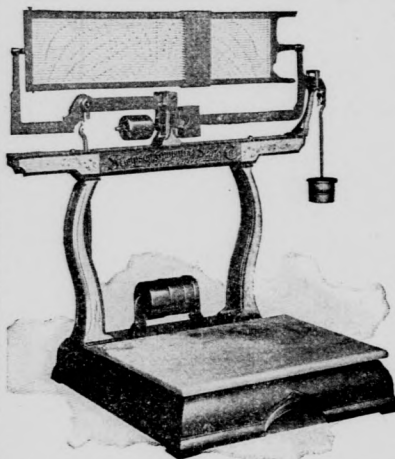


Enameline

The Modern STOVE POLISH

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

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.

Don't Go to Klondike

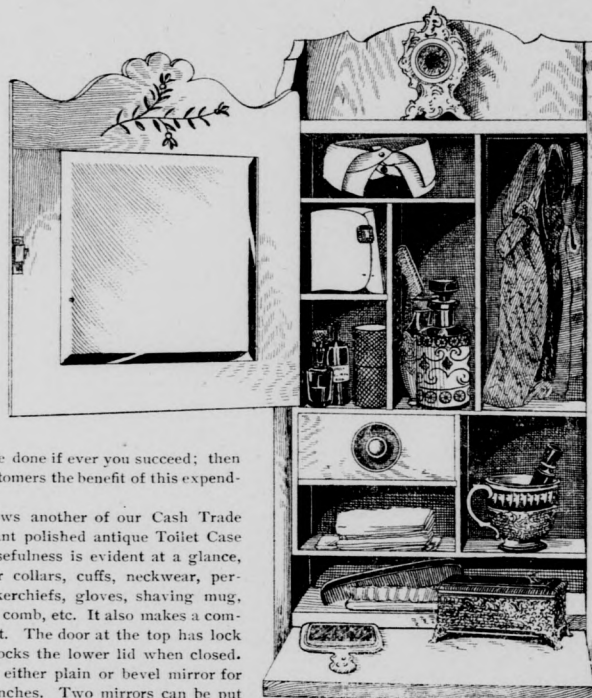
to better your financial condition. It's not necessary. If you strike the keynote to profitable advertising your business will thrive and prosper where you are. We are

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?



HEIGHT 26 IN., WIDTH 16 IN., DEPTH 7 1/2 IN.

STEBBINS MANUFACTURING CO.

MENTION TRADESMAN

LAKEVIEW, MICH.

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.