

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XV.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 3, 1897.

Number 737

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.

Season Opened

Grocers who sell Oysters or Oyster Crackers should handle

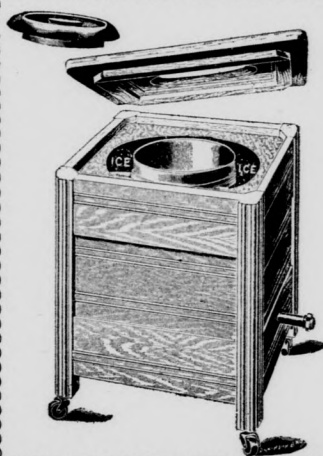
Sears' Saltine Wafers



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.



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.

WHY NOT TRY THEM NOW?

S.C.W.

5c CIGARS

SOLD BY ALL JOBBERS.

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

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.

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.

Established 1780.

Walter Baker & Co. LTD.



Dorchester, Mass.
The Oldest and
Largest Manufacturers of
**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**
on this Continent.

Trade-Mark. No Chemicals are used in their manufactures.

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

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

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

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

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

WHOLE WHEAT FLOUR

contains the entire grain of wheat with only the fibrous covering removed. Every pound of this flour represents 16 ounces of food value.



It contains all the elements required to build up the daily wastes of the human system. Bread made from it is easily assimilated; is highly nutritious and is most palatable. Every grocer should have it in stock. Manufactured by...

GUARD, FAIRFIELD & CO., Allegan, Mich.
Michigan trade supplied by the
Olney & Judson Grocer Co., Grand Rapids.

EDGAR'S

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

30 cents per gallon,
freight prepaid.

HOUSEHOLD

SYRUP

I. 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.

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

Don't Go to Klondike

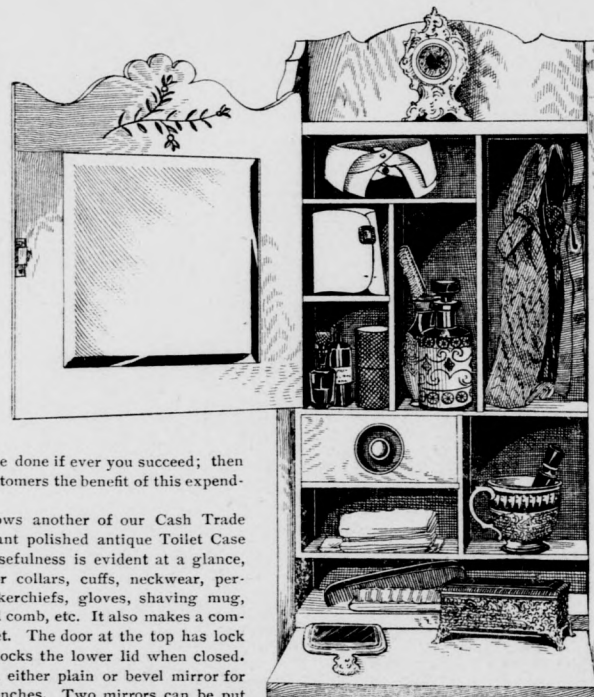
to better your financial condition. It's not necessary. If you strike the keynote to profitable advertising your business will thrive and prosper where you are. We are

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 14½ 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 36 IN., WIDTH 18 IN., DEPTH 7½ IN.

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.

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.

Use Tradesman Goupon Books

STEBBINS MANUFACTURING CO.

MENTION TRADESMAN

LAKEVIEW, MICH.

MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 3, 1897.

Number 737

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., Thursday and Friday, November 11 and 12 for the last time with winter samples from KOLB & SONS, of Rochester, N. Y., Wholesale Ready Made Clothing Manufacturers. All jobs will be closed at a sacrifice.

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.

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 POINTS IN MICHIGAN

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

THE FIRE INS. CO.
Grand Rapids
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.

Save Trouble
Save Losses
Save Dollars

TRADESMAN COUPONS

AFTER THE BALL.

Grand Rapids has had a "carnival of fun," lasting four days and a good part of four nights, and the business men are now in a position to pass judgment on the advantages and disadvantages of the undertaking. While it is probably true that a few merchants on Canal and Monroe streets reaped a rich harvest, the rank and file of the retail trade are surely disappointed over the stagnation of business attending the festivities and, almost without exception, the wholesale trade is disgusted over the outcome, experience demonstrating that the country merchants who came to town during the week purchased few goods in the aggregate, being apparently actuated solely by a desire to participate in the "fun" promised every visitor by the promoters of the carnival. The committee which exploited the event are insisting that the carnival shall be repeated another year, but when it comes to collecting funds for a repetition of the event, the Tradesman believes that surprises will be in store for those who imagine that others must have profited by the influx of visitors because they themselves reaped a rich harvest.

The Tradesman lays no claims to being a religious leader, but as an exponent of good morals, it feels called upon to protest against the infamous character of the tent shows which were permitted to occupy the public streets by the carnival committee. Some of the shows were indecent beyond description and the evil influence they must necessarily exert over the young men of the community—and other communities as well—is greater than all the work the preachers can accomplish in a contrary direction for a long time to come. No increase of trade with a dozen down-town merchants or the expenditure of several hundred thousand dollars by visitors from other localities can compensate the city for the loss of self-respect involved in permitting indecent exhibitions to be made on the public thoroughfares.

In this connection the Tradesman desires to call attention to the resolutions adopted last evening by the Grand Rapids Retail Grocers' Association, expressing the sentiment of that organization on the conduct of the carnival and protesting against a repetition of the event along the same lines. Few would object to a street fair on the plan of the German Jahrmarkt, which has flourished for decades in the Fatherland, but any attempt on the part of the carnival committee to repeat the obnoxious features of this year's event should meet the determined opposition of the press, the pulpit and the people.

THE SEAL CONFERENCE.

There is now in progress at Washington a conference between representatives of Russia, Japan and the United States on the subject of the preservation of the fur seals. As may be remembered, Great Britain declined to send representatives to this conference, or to be bound by its findings in any way. Despite the absence of Great Britain, how-

ever, the conference is going right ahead with the work before it.

Although no information is vouchsafed as to the progress of negotiations, it is admitted that some important decisions have already been practically reached. It is said that the representatives of the three countries represented have concluded that the best way to protect the seals is to prohibit pelagic sealing on the high seas altogether. Of course, such an arrangement could not be considered binding upon Great Britain or Canada; but the contention is that, when the countries most directly interested have agreed upon this solution of the problem of preserving the seals, the moral pressure upon Great Britain and Canada will be so great as to practically force them to also enter into the arrangement.

There does not, however, appear to be any good reason for expecting that Great Britain and her dependency, Canada, will respect the rules established by the powers now conferring. Canada more largely profits by the pelagic sealing than any other country; hence she could scarcely be expected to subscribe to a regulation from which she would be the principal loser when she had no voice in framing it.

Disregard of the law of the land on the part of those who have especial cause to uphold the system of law and order naturally leads to a spirit of distrust and a feeling of hostility toward the courts and the lawmaking power. All friends of good government deplore the growth of socialism and anarchistic tendencies, yet men of the President Ledyard stripe are doing more to create distrust and disorder than a dozen agitators and blatherskites could possibly accomplish. Bye and bye Mr. Ledyard will be invoking the aid of the law and the courts and the militia to protect him and the property interests he represents from the wrath of the people—wrath which he has invited by his wanton disregard of the law and his defiance of the courts of last resort. Those who sow the wind surely reap the whirlwind and the creature of the Vanderbilt millions will probably live to see the day that his defiance of the law will be held up as an example worthy of emulation by the ignorant and the vicious.

One of the best-known advertising agents has recently declared that hereafter he will not place an advertisement in a paper that permits free reading notices. He asserts that the journal which refuses to fill its columns with trade puffs yields the best results to the advertiser, inasmuch as inducement of free reading notices is a tacit admission that the advertising columns of the publication are not worth the price asked for space, and that it is necessary to throw in a chromo in order to play on the credulity of the advertiser.

So far over seventy devices for more or less practical chainless bicycles have been patented in America and England alone, and of these less than one-third are bevel gear appliances.

DESECRATION OF THE FLAG.

The Tradesman has frequently protested against the misuse of the stars and stripes by Pabst, the Milwaukee brewer, who prostituted the National emblem by causing a representation of the flag to be used in advertisements of his amber beverage. The act of Pabst has naturally produced a score of imitators, including a wine manufacturer in the Empire State, whose misuse of the flag is quite as reprehensible as that of the Milwaukee brewer.

On a par with the act of Pabst is the custom of the Salvation Army and the Volunteers of America of carrying the stars and stripes in their boisterous marches through the streets, and then utilizing them as receptacles for the pennies, nickels, cigar stubs and banana skins contributed by those who are edified or amused by the antics of the "soldiers." When it is remembered that the Salvation Army is an un-American institution, owing sole allegiance to an alien organization, and sending a large portion of its revenue to the crafty old Englishman in whose name is vested every dollar's worth of property acquired by Salvationists the world over, the inappropriateness of employing the flag in such manner is readily apparent.

Perhaps the Tradesman is a little radical in its views on this subject, but it is not alone in the opinion that Congress should pass a law prohibiting the use of the flag by aliens and strictly forbidding its use for advertising purposes of any kind or character.

PROTECT AMERICAN CITIZENS.

It has been the policy of the Government ever since the breaking out of the insurrection in Cuba to keep American warships as far as possible from Cuban waters, so as to avoid all appearance of coercing Spain. This is all good enough in its way; but this sort of delicacy should not be permitted to stand in the way of the proper protection of American citizens. There could really be no reasonable objection urged to the presence of an American warship in Havana harbor, as it is customary for all other nations to send ships into waters where war is in progress for the purpose of affording protection to their citizens.

Of course, the United States can exact of Spain the safeguarding of American citizens residing in Cuba, and the preservation of their property, and Spain would be liable in damages for any harm which may befall them. Possible pay for damages committed, however, is but a poor substitute for the feeling of security which the presence of an American warship would afford.

The Government should, therefore, send a ship to Havana. It could in no sense be construed as a menace to Spain. It would give our citizens a feeling of greater security, and it would serve as an asylum of safety to which they could fly in the event of need.

Atlanta citizens are tired of having their light supplied by a private corporation. Philadelphia citizens are tired of it being furnished by a municipal plant.

Clerks' Corner

The Kind of Clerk To Be Avoided.
Written for the TRADESMAN.

"All the world loves a lover"—but I know some of the feminine shopping world which has little affection to waste on a certain dapper young salesman in a certain fine store not a thousand miles from a certain beautiful city strongly resembling our own Carnival Grand Rapids.

Last week, I read in the Tradesman Theodore Hamilton's bright article, "Two Kinds of Clerks—Which Kind Do You Employ?" and it struck a responsive chord, for I had just had an interview with one of the most exasperating specimens of the know-it-all clerk.

In the language of Whittier, "God pity us both and pity us all," when we are obliged to deal with some of the haughty damsels employed by store-keepers to hand us over our parcels and rake in our shekels; but they "can't hold a candle" to the pompous individual of the Adam species hired for the same purpose.

There may have been a tiny piece of wormwood in the ink in which I dipped this pen; but, when you have come to my last period, I think you will agree with me that I have just cause to "explode."

On this particular morning, in a contented with-all-the-world frame of mind, I entered a certain large store on one of the principal streets of the far-famed city I mention. I stepped briskly to the rear of the establishment, to settle for a bill of goods sent home the day before on approval. That errand accomplished, I walked leisurely back the length of the store, glancing admiringly at the fall novelties attractively displayed on either side to tempt fair buyers. I had almost reached the door, when it occurred to me that this store-keeper's stock always contains a handsome line of black dress goods and a large variety to select from. Along with this remembrance came the thought that I had planned that my next street dress was to be of beautiful black goods—a dress of elegant simplicity, that should be lined with silk to produce that fine de siecle rustle so dear to the feminine heart, and that would cost me, when complete, in the neighborhood of \$50. So, with the pretty gown silhouetted against my imagination, I sauntered past the silks spread out in alluring folds on the polished counter, and turned into the aisle at the end of which I knew reposed the black bolts of my "elegant simplicity."

"Ah!" thought I, my heart joyous with the anticipation of "picking out" the dress I wished to purchase in a couple of weeks; "now I'll find here just what I want."

Still with a light heart I loitered along, when, just as I reached my objective point, Horrors! there was my bete noire of a dry goods clerk, the clerk I had for a dozen years tried to avoid! The last time I had bought a dress in that department, I had been waited on so satisfactorily by a man who knew his business from A to Z—an ideal clerk in every way. My purchase then had been a dress for an old lady, a Christmas present. This ideal clerk (so different from the presiding genius there now!) had shown me many different patterns, expatiating on their merits, and materially assisting me to make my selection in reference to the Grandma who

was to be the happy recipient. Then he went farther, and advised me as to the best taste in trimmings for an old lady's dress. I do not know what has become of my ideal clerk, but this I do know: Wherever I should see him, in a store, or in whatever capacity he might be employed, I should go far out of my way to assist him by all that would lie in my power.

But this other young man! The last time I had seen him, he was in a different department and I never dreamed of encountering him in this.

My spirits fled. I would still have avoided him as in the past, but I had approached too near before I discovered him.

"Did you wish something?" he asked.

He was arranging bolts of goods on the shelves in the rear, and the enquiry was made over his shoulder, in an indifferent, I-hope-you-don't tone of voice.

"N—no," I faltered; "I just thought I'd look at some black dress goods."

"U—m," he condescended to remark.

"Y—es," I went on pleasantly, to overcome his lofty disdain, "yes, I thought I'd like to look at your new fall goods. I—I didn't wish to purchase—really—this morning, but I may be wanting something in your line a little later on, and—I—I thought I'd see if you had about what would suit me."

No reply. He was still industriously piling up the bolts of cloth, with his back to me, and eyeing them critically, with his head on one side.

I had not succeeded in thawing his icy manner. With that end in view, I continued, in as suave a voice as I could command: "What are they wearing most this fall in black—plain or figured goods?"

"Oh, plain—mostly," he mumbled.

"Do you mean perfectly plain, or goods with a small pattern that gives an all-over effect?" I asked, still with the idea of drawing him out as to new styles in general, and my prospective new garment in particular.

"Plain—perfectly plain; that is, a little rough," was all he vouchsafed.

This time his reply did not reach me from even over the shoulder, but was addressed directly to the unresponsive wooden shelves.

No coming forward with a cheery "Good morning" and a "How can I serve you to day, Madam?" No spreading out of goods and draping into folds that should make the money jingle in my pocket, and, when that much was accomplished, no adroit suggestion as to the becomingness of the new dress, uttered with the finesse of which the ideal salesman is master.

I waited a few moments to give this other kind a chance to retrieve himself. He reached up and gave a twist to a couple of the bolts in front of him, and I jumped to the conclusion that at last he had come to his senses and was about to take one of them down for my inspection.

Some stoic has said: "What is to be will be; and what isn't to be might happen."

My anticipation was one of the "isn't to be's" that "might happen," but didn't, for the clerk remained glued to the spot. I had mistaken his movement. He was simply changing the angle of the bolts—it did not suit him.

Seeing that he considered himself through waiting on me, I slowly moved away, with lowered lids to conceal my indignation, stooping carelessly to examine one of the pieces of goods lying

at a little distance, but really to recover my equilibrium and make my exit with an unconcern to match his inattention.

"Tis an ill wind that blows nobody any good," but do you blame me for the wish that never again may I be blown into this young salesman's vicinity; and for the desire that arose within me to report his conduct to the man who employs him to treat customers—or possible customers—with the utmost courtesy, and to use all his best efforts to promote the interests of the house?

And I am not the only one who has cause for complaint. Time and time again have I beheld his similar treatment of other women—women who count their money by tens where I do mine by dollars. Is it possible that this employer is ignorant of what manner of man this is who has worked (?) for him more years than he can count on his fingers? You know women have a curious way of comparing notes; and not one with whom I have talked on the seemingly unaccountable idiosyncrasies of the Genus Clerk has had a good word to say of this one concerning whom I write.

I have no personal grievance against this—this person. I have never had an "encounter" with him. I think I have bought goods of him once—it might be twice. I have simply detested his imperious manner and have avoided him and his goods on every possible occasion, looking with longing eyes at the pretty things he was there to sell, but turning the cold shoulder (I got the trick from him!) and going to other stores to purchase, where the clerks recognize the existence of a human being other than their own immaculate selves.

H. E. R. S.

Grocers

Can reduce stocks at a good profit. Also increase sales by giving Street Car Tickets free for trace marks and coupons from B. T. Babbitt's several products.

Same will be redeemed at Spring & Company's, Monroe Street. Also by B. T. Babbitt's Agent, who will call for them.

5 Tickets for 50 "Best" Soap Wrappers.

5 Tickets for 50 "1776" Small Fronts (1 Large "1776" counts as 2 small).

1 Ticket for Coupons from B. T. Babbitt's Baking Powder equal to 1 pound.



Mackintoshes

New Lot Specially Nice.

See them and you will have some of them. Prices lower than ever.

RUBBER GOODS OF ALL KINDS.

Studley & Barclay,

4 Monroe Street.

Grand Rapids, Mich.

Ruberoid Ready Roofing

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

H. M. REYNOLDS & SON,

Detroit Office, foot of 3d Street.

GRAND RAPIDS, MICH.

Grand Rapids Paper Box Co.

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

Folding Box and Printing Department.

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

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

Solid Rubber Tires

Write for Catalogue. For sale by

For Carriages. Practical, Durable, Comfortable. Can be put onto any style of carriage.

ADAMS & HART, 12 W. Bridge St., Grand Rapids.

Woman's World

Educational Influence of Expositions on Women.

The feminine philosopher who, like Thackeray's heroine, is 40 years old, and has seen pretty much all the world has to show, sat beside me in the handsome big hall of the woman's building at the Tennessee Centennial, and calmly surveyed the passing crowd through her lorgnette.

"Do you know," she said, "that the most interesting part of any exposition is the way the women look at it? Their attitude is so entirely and honestly personal. A man comes to see what is curious and unusual. A woman looks at it to see how it would suit her. That's the reason women can always tell you twice as much about a thing as men can, and why they are the ones that get the real benefit out of the exposition. They go home and copy it. The exhibit of a fashionable furniture store will give a hundred women an idea of a better way to arrange their parlor sofa and chairs, and the drapery of silk brocade over a \$500 bed will be copied in 15 cent art muslin in a thousand bedrooms before the month is out.

"You know," she went on reminiscently, "that the Philadelphia Centennial was the birthplace of the idea of household decoration in America. Up to that time we had naively supposed beauty to be the sole prerogative of the rich. It had not even occurred to the poor people that the commonest and cheapest household article might just as well be made of pleasing shape and agreeable color, instead of the hideous things they were accustomed to using. As a matter of fact, there was very little beauty anywhere. Newly-made millionaires filled their newly-erected palaces with carloads of brand-new furniture, all gilt and plush, while the woman in moderate circumstances sat complacently down in a parlor whose walls were covered with staring gilt paper, where the furniture was of funereal black walnut and horsehair, and whose ornamentation was expressed in family portraits done in crayon, a bunch of wax flowers under glass and chromos that looked like volcanos in a state of chronic eruption.

"Now you know, when the American woman sins against the canons of good taste it is through ignorance, and not with malice aforethought. We may always, and under all circumstances, be relied upon to put the best foot foremost if we know how. Well, we went to the centennial by the tens of thousands, and the result was a revolution that swept the country from Maine to California. For the first time we saw the restful beauty in shades that harmonized, in place of swearing at each other. We got an idea of the value of space, instead of having the floor cut up into infinitesimal rooms, each one shut up as tight and separate as a prison cell. We saw furniture might be made into graceful shapes, and we positively got our first introduction to portiers.

"I shall never forget how my house looked to me when I got home. It was a hideous nightmare. I hauled all that figured gilt paper off the wall in a trice, and wept to think of the good money it had cost me; the horse hair furniture vanished, to be seen of man no more; with my own hands I smashed the glass case and flung the wax flowers in an ash barrel and transported the family portraits to a private apartment, where

filial affection could make up for the lack of art.

"Of course, the Chicago World's Fair was the next great art lesson to the world, but its effect was not so marked or so easily traced. The first was a revelation. The second was merely the result of the growth of a beauty-loving people who had only to have the path shown to them to be willing and anxious to explore it for themselves. Every exposition has taught the same lesson, every one has had enlightenment in its presence and left progress in its wake.

"Now, an exposition like this simply bristles with suggestions which any clever woman would be sure to pick up; and if I had been the Governor or the Legislature, I'd have made it a law that every woman should be compelled to come and visit it. Why, I consider that gourd arbor simply an inspiration, and I am going to have one next summer for an outdoor parlor, where I shall serve five o'clock tea and be the despair and envy of the community. Think of breakfast of a hot summer morning being served out in a room that is all roofed and sided with great dusky green leaves, and with big brownish yellow flowers starring it, and tiny little green gourds hanging down. Of course, we have had the gourd, like poverty, always with us, but I, for one, never realized its decorative possibilities before.

"Then there's the Chattanooga room. To my mind, that's the gem of the woman's building, yet only the simplest materials are used. You've seen it? The walls are covered with an inexpensive paper in art shades of green. About four feet up there is a heavy molding of pine, the common yellow, cheap pine, stained with a coat of green. The picture molding is a narrower molding of pine, stained green, too, and above that is a frieze, painted by four Chattanooga girls, who had the artistic feeling to paint from just the thing they had at hand—great bunches of purple rhododendron, trailing vines of crimson trumpet flowers, branches of pink wild rose and masses of golden-rod and coreopsis. A big red brick chimney and fireplace sets out into the room, and over the mantel are suspended a long squirrel rifle and some Indian relics. The windows have sash curtains of white muslin, and over them short straight curtains of dull green cotton scrim, woven in a coarse check. Under the window there runs a long bench, with a cushion of green, which makes a capital window seat, and at the corner of the fireplace is another bench with a high back—an old-fashioned settee. This is made of the common yellow pine, stained green, as are also all of the hanging cabinets, the bookcase and a big table, littered with magazines and books.

"Any country carpenter could make similar ones, and any woman with a box of prepared stain and a paint brush could stain them, and the cost need not be but a few dollars, yet the effect is exquisitely beautiful. It is a room that the poorest woman might possess, and of which the richest need not be ashamed. If that room isn't repeated throughout the length and breadth of the country, I know my fellow-women much less well than I think I do.

"Then did you notice that couch in the hall—the cozy corner, made of the old handwoven counterpanes, in shades of blue? I suppose there are thousands of homes where similar old counterpanes

are stuck down in the bottom of the bedding chest, and where the women read in their weekly papers about cozy corners, and wish they could afford one. Take my word for it, there will be a resurrection of the old blue counterpanes, and you will find them draping couches made out of dry goods boxes from Dan to Beersheba. Superfluous feather beds will be cut up into sofa cushions, and the melancholy and dreary country parlor will become human and habitable because Sally Ann went to the Centennial.

"Isn't there a wealth of suggestion to any woman in that brown room? Could anything more like an autumn dream be imagined than walls covered with golden brown burlap, above wainscoting of oak, and with yellow liberty silk draping the doorways and windows? And how exquisite the effect of the blue and white porcelain! I don't think I ever realized the full value of a Delft plate until I got it against that back-

ground, although I have always been one of the extremest faddists who ever worshipped at the sign of the windmill.

"I mention these things only to prove my point that there is no greater educator than an exposition, and that the women go to it to get notes. I have come across plain looking country women in quiet corners taking patterns of crocheted tidies, and girls studying out new-fangled sofa cushions, and one determined looking lady had her husband long, with his rule, measuring an inviting looking window seat. They will take these ideas back with them, and they will flower in more comfortable and beautiful surroundings in a thousand homes. That's one of the missions of the exposition, and, in my opinion, it is enough to justify it, now and forever. For the woman who loves her home, who is ambitious to make it sweet and comfortable and beautiful, is the woman who is the good wife and mother, and the woman for you and me."

DOROTHY DIX.



MILTON KERNS,

Manufacturer,

No. 52 9th Street, Pittsburgh, Pa.

El Puritano

Finest 10c Cigar on Earth

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

B. J. REYNOLDS,

Grand Rapids.

BATEMAN & FOX,

Bay City.

JOHNSON & FOSTER,

Detroit.

Distributors for Michigan.

Dolls, Toys
and Games
of every description.

Christmas Cards,
Booklets,
Calendars,
and Novelties.

Albums,
Books,
Photo Frames,
Medallions,

Leather, Metal,
and Celluloid
Fancy Goods.

Perfumery
of all
Leading Makers.

Fancy China
Bric-a-Brac.

Druggists and
Stationers'
Sundries,
School
Supplies,
etc., etc.

HOLIDAY GOODS

Season 1897-98.

On account of moving to our New Building (50 x 125 feet—three floors and basement) we are a little late this year, but our New Line, especially adapted to the

Drug, Stationery and Bazaar Trades

will be on exhibition by Nov. 10th in our New Sample Room, (25 x 100 feet), comprising the most complete and attractive assortment of

POPULAR PRICED HOLIDAY ARTICLES

to be seen in Michigan. Give us a chance to prove this by a personal visit. Railroad expenses allowed up to 5 per cent. of your purchase of Holiday Goods. No catalogues. Correspondence invited.

Our travelers will soon be on their routes to solicit your orders as usual.

FRED BRUNDAGE,
WHOLESALE DRUGGIST,

32 and 34 Western Avenue, - Muskegon, Mich.

Around the State

Movements of Merchants.

De Witt—Homer Brazeo will shortly open a new grocery store.

Oak Grove—E. E. Pearce succeeds C. & E. Pearce in general trade.

Tustin—W. J. Minks, of Morley, has purchased A. E. Gawley's meat market.

Tustin—Samuel Mapes has opened a meat market, with Orren Ide in charge.

Gladstone—Chas. P. Dolan has sold his meat business to Herman Bittner & Co.

Mason—Herman Frazeli succeeds Frazeli & Thorough in the meat business.

Osego—Mrs. Elizabeth Smith has purchased the restaurant of Mrs. Chas. Webster.

Casnovia—Geo. Cooley has embarked in the harness business in the Williams building.

Decatur—William Conway and Oris Roberts have purchased I. B. Bagley's meat market.

Central Lake—Dowd & Blackman have engaged in the confectionery and cigar business.

Olivet—Robt. Wertz, of Charlotte, has purchased the confectionery stock of Fay Whitmore.

Ishpeming—W. J. Olds succeeds Mrs. M. E. Pelton in the confectionery and notion business.

Brooklyn—A. H. Palmer has purchased the harness and hardware stock of E. W. Ellis.

Battle Creek—Reynolds & Ashley, grocers and crockery dealers, have removed to Union City.

Manton—O. J. Gibson, of Grand Haven, will open a feed store here. He will also deal in wood.

Belding—Henry Shindorf will handle a line of carriages in connection with his blacksmithing business.

Tustin—W. I. Wilkins, of Morley, has purchased the meat market of I. M. (Mrs. Leon) Haybarker.

Milan—Gauntlett & Hitchcock succeed Blackmer & Hitchcock in the grocery and crockery business.

Coral—H. B. Lake has sold his meat market to N. Blackburn, who will continue the business at the old stand.

Ithaca—F. P. Merrell is putting in a branch stock of furniture at North Star. Cordie Moore will have charge of it.

Stanton—Z. E. Briggs has entered into partnership with Chas. Holland in the implement and produce business.

Adrian—George W. Marvin & Co. have purchased the stock of "The Fair," on North Main street, and will close it out.

Chase—C. J. Bachant & Son have put a stock of groceries in their hardware store, making three grocery stocks in Chase.

Bannister—John Letts will shortly embark in the provision business in the building now being erected by Jake Weidner.

Ishpeming—F. Braastad & Co. have engaged an expert baker, who recently arrived in this country from Denmark. His name is James Hansen.

Coral—It is currently reported that H. M. Gibbs' popular pharmacist, Henry Arbour, is about to receive the appointment of postmaster at Delton.

Jackson—The new building in process of erection by W. A. Richard on Cortland street is fast approaching completion. The west store will be occupied by J. H. Grant with upholstering goods and the east side by S. B. Metter's laundry.

Holland—John Alberti has sold his stock and undertaking business to Edward Van den Berg, who will continue the business at the same location.

Port Huron—Boynton & Son have engaged in the crockery, glassware and bazaar business at 206 Huron street under the style of the Bee Hive Bazaar.

Kalamazoo—The style of the Torgeson, Hawkins, Torgeson Co., wholesale confectioners, has been changed to the Torgeson-Hawkins Co., not incorporated.

Oakley—Samuel Henderson has sold his stock of general merchandise to a man in Marion. Mr. Henderson has been in business here the past fifteen years.

Lansing—Fred and Norman Doughty have formed a copartnership under the style of Doughty Bros. and opened a tea and coffee store at 229 Washington avenue, north.

Ishpeming—William Malmberg, of Marquette, is trying to secure a desirable place with a view to opening a branch bakery here about the first of the coming month.

Petoskey—M. I. Fryman, the Lake street shoemaker, has purchased the shoe stock of Van Every Bros. and removed to Howard street, where he will continue the business.

Benton Harbor—Will, Ray and Dudley Wallace will embark in the cigar, confectionery and notion business in the Robinson block about December 1 under the style of Wallace Bros.

Ovid—John High has retired from the firm of Cowan & High, proprietors of the Michigan Produce Co. The business will be continued by Charles Cowan under the same style.

Ann Arbor—Klein & Theisen, merchant tailors, have dissolved partnership, Mr. Klein continuing the business at the same location. Mr. Theisen will embark in business on his own account.

Allegan—Irving Franks has closed out his stock of crockery, bazaar goods and school supplies, and will devote his entire attention to the bicycle business, being the designer of the Irving wheel.

Saginaw—Miss Ida Himmelsbach, who has been employed for the past five years at J. W. Ippel's dry goods store, has resigned to accept a position in a dry goods house at Minden City, where her parents reside.

Vicksburg—Wm. H. Barker, flour and feed dealer, died suddenly of apoplexy at Rawson Lake recently, where he had gone fishing with some friends. He was an old citizen of this place, about 60 years old, and a captain in the late war.

Ishpeming—Kahn & Skud, who have conducted a clothing business in the McEncroe building for several years past, have leased the double stores in the McKay block across the street and will move over there about the first of the coming year.

Jackson—E. A. Hill, son of B. C. Hill, of the grocery firm of Hill Brothers, who has been for five years shipping clerk for the Jackson Grocery Co., has resigned that position and gone to Calumet, where he expects to engage in business on his own account.

Traverse City—Max Weiss has resigned his position in the Boston store and will remove to Harbor Springs, where he will embark in the dry goods business. He has also decided to embark in matrimony, the other member of the copartnership being Miss Lottie Seigel, of Harbor Springs.

Port Huron—The large brick block built two years ago by Swift & Co., Chicago, as a supply depot, at a cost of \$16,000, but which was never occupied during that time, was formally opened Monday. The manager will be J. L. Yocum and he will have six assistants.

Owosso—John Jerome Davison, one of Owosso's oldest and most respected dry goods merchants, closed his doors Nov. 2 under a chattel mortgage given to the Owosso Savings Bank, on which there is about \$6,000 due. There are second and third chattel mortgages aggregating about \$12,000 given to H. S. Hadsall for his additional creditors.

Vermontville—S. S. Rockwell has retired from the general firm of Barber, Ambrose & Rockwell. For the past six months or more Mr. Rockwell has not been able to attend personally to the business of the store, and in order to relieve his mind from care he concluded to withdraw from active connection with the firm, which will hereafter be known as Barber & Ambrose.

Adrian—C. B. Pennock has taken an eight-years' lease of the store in the Masonic Temple building, formerly occupied by W. C. McConnell, and will remove his stock of novelty goods to that location as soon as the place can be made ready for occupancy. A double vestibuled front will be introduced, and improvements made throughout the interior.

Pottsville—C. D. Colby & Co. have erected and equipped an elevator especially adapted for the bean trade. They employ about fifty hands and buy hay, grain, beans, clover seed and potatoes. The capacity of the bean elevator is 1,000 bushels daily. Mr. Colby is from Canada, but after an eighth season feels very much like coming to Pottsville for a permanent home.

Ishpeming—Lars Hoyseth, who has been in the employ of F. Braastad & Co. for the past fifteen years, during the latter ten of which he has had charge of the grocery department, has given up his position and is preparing to engage in the grocery business on his own account. He has rented the building formerly occupied by Ole Devold as a meat market and will open up for business as soon as his goods arrive.

Reed City—Sears & Son met with unexpected success in the opening of their new dry goods and clothing store last Saturday. The clerks were kept busy and several times during the day the doors had to be locked to check the crowd which surged into the establishment. The sales aggregated over \$500. The genial Wm. Connor (Michael Kott & Son) beamed on all who were interested in the clothing department, greeting callers with that infectious smile which has made him famous.

Benton Harbor—Enders & Young have closed a deal whereby they have become the lessees of the rooms now occupied by the New York Store, C. W. Teetzel and S. B. Van Horn in the Jones & Sonner block. They will occupy the building about March 1 with an up-to-date department store. The building will be remodeled and arranged especially for their occupancy. The Globe clothing store will be closed Jan. 1 and this stock will be combined with the new stock to be put in the department store. The firm will continue the Central clothing store in the Hotel Benton block. In the department store they will put in lines of clothing, ladies' and men's furnishings, dry goods, boots, shoes and carpets, and may include gro-

ceries and furniture as well if they succeed in securing other rooms in the block for which they are negotiating.

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 has advanced to 24c, 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—\$5 per 100.

Carrots—50c per bu.

Cauliflower—75c per doz.

Celery—12@15c per bunch.

Cranberries—Choice Cape Cods command \$6.75. Fancy Wisconsin are held at \$7.50.

Eggs—Local dealers pay 14½c, case count, holding at 15c, case count, or 16c for fancy candled.

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

Honey—The market is steady, with none too much stock on the market. White clover is held at 11c and dark buckwheat at 10c.

Lettuce—Hot house goods fetch 15c per lb.

Onions—White Globe command 60c and Red 50c. Spanish, \$1.75 per crate.

Oranges—The market as yet is supplied only with Mexicans, and these are selling at lower figures than ruled last week. The quality of later arrivals is better, and this helps the demand very considerably.

Bananas—The short supply of other fruit is giving the banana market strength. The quotations this week are still unchanged and prices comparatively high.

Pears—Keefers command \$3 per bbl.

Potatoes—Contrary to expectations, the market is weaker, due in large part to the enormous shipments which are being crowded forward in advance of winter weather. The Pittsburg market is so glutted with stock that the Pennsylvania system is declining to accept any more shipments to that point unless the transportation charges are guaranteed. St. Louis reports the market at that point as follows: "Values here are relatively low, considering the time of year, the fact that stocks in store are rather light, that the weather has been favorable for handling potatoes, and that all other large markets are comparatively higher than this. It can be accounted for only by the prevalence of yellow fever quarantine regulations in the South which has cut off our shipping trade in that direction." Locally, growers are getting 40@45c on the market, jobbers holding at 50c.

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

Squash—\$18 per ton for Hubbard.

Sweet Potatoes—Genuine Jerseys command \$3.25, while Virginias and Illinois are held at \$2@2.25.

The pure food laws certainly served a useful purpose at Clare last week when the merchants of that place were able to hold the laws over the head of an irresponsible interloper and induce him to return a carload of goods to Detroit, on penalty of prosecution for non-compliance. The Tradesman heartily commends the action of the Clare merchants, believing they are entitled to great credit for the promptness with which they met a crisis and came out victorious. In case merchants elsewhere in the State have had any experience with the Detroit gentlemen who do business under the alias of the Detroit Supply Co., the Tradesman would be pleased to learn the particulars incident to the visitation.

People who leave money when they die leave temptations and troubles for claimants and work for lawyers.

Grand Rapids Gossip

C. J. Cawley has opened a grocery store at Evans. The Olney & Judson Grocer Co. furnished the stock.

K. Dykema & Son succeed M. Dykema in the flour, feed and lime business at 12 North Jefferson street.

Herman Aalderink will shortly open a grocery store at West Olive. The Lemon & Wheeler Company has the order for the stock.

F. E. Prestel, general dealer at Sheridan, has opened a branch grocery store at McBrides. The Ball-Barnhart-Putman Co. furnished the stock.

Arthur O. Henny and Wm. T. Burns have formed a copartnership under the style of the Western Shirt Co. and embarked in the manufacture of custom made shirts at 93 Campau street.

David Wright, manufacturing confectioner at Grand Haven for a number of years, is opening a similar establishment at 89 Monroe street, which he will conduct in connection with the Grand Haven business.

The headquarters of the Michigan Wholesale Grocers' Association have been transferred from Detroit to this city, Secretary Sanger having been comfortably installed in pleasant offices in the new Clark building.

James A. Hunt has purchased the holding of Geo. W. Hewes in the Grand Rapids Stave Co., represented by a third of the total capital stock of \$25,000, and succeeds to the position of President formerly held by Mr. Hewes. Mr. Hunt also fills the position of Treasurer, the offices of Vice President and Secretary devolving upon Ed. Whittemore. Mr. Hunt is an aggressive and progressive business man and thoroughly deserves the success he is achieving.

The Clark Rutka-Jewell Co. has been organized with a capital stock of \$25,000 to engage in the wholesale hardware business in the new Clark building on South Ionia street. The corporation will be managed by a board of four directors, three of whom are M. J. Clark, John J. Rutka and Frank Jewell, the officers being as follows: President, M. J. Clark; Vice-President, John J. Rutka; Secretary and Treasurer, Frank Jewell. The nominal capital stock of the corporation will not represent the actual capital of the institution, which will have the benefit of M. J. Clark's business experience and financial strength.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' Hall Tuesday evening, Nov. 2, President Dyk presided.

The matter of granting a franchise to some cigar manufacturer to use the name of the Association on a cigar label was referred to a committee composed of Julius J. Wagner, B. S. Harris and J. S. Valentine, to report at the next meeting.

The Secretary reported that Messrs. O. A. Ball, S. M. Lemon and A. S. Musselman had all been invited to be present at this meeting, but all had been unavoidably detained.

Julius J. Wagner commended the plan of having the jobbers come before the meeting and suggested that arrangements be made to have them come one at a time. The suggestion appeared to meet the approval of the members and

the Secretary announced his inclination to fall in line therewith.

J. Geo. Lehman suggested that the grocers adopt the early closing schedule a month in advance of last year and close their stores at 6:30 p. m. five nights a week from Nov. 8 to May 1. The motion was adopted and the Secretary was instructed to issue cards to the trade announcing the action of the Association.

L. John Witters presented the following resolutions, which were unanimously adopted:

Resolved, That the heartfelt sympathy of the Association be tendered our worthy member, Henry J. Vinkemulder, in the bereavement he has sustained in the death of his infant daughter.

Resolved, That the sympathy of the Association be tendered the family of the late A. J. Elliott in the loss they have sustained in the death of their husband and father.

The carnival question then came up for discussion, it being the opinion of every member present but one that the carnival had caused great loss to the grocery trade and a greater loss in debauching the morals of the city. Each member expressed himself freely and fully to the same effect, when the following resolution, offered by J. Geo. Lehman, was adopted with but one dissenting vote:

Whereas, we have had an opportunity of participating in a carnival and are now able to judge of the advantages and disadvantages incident to such an event; and

Whereas, we believe that the disadvantages outnumber the advantages and that the losses exceed the gains; therefore

Resolved, That we herewith place ourselves on record as opposed to a repetition of the carnival along the lines of this year's event and that we use our best endeavors to discourage any movement in that direction.

There being no further business, the meeting adjourned.

Flour and Feed.

Active and higher wheat markets last week came as an unwelcome surprise to many flour buyers who have been waiting to purchase on an expected decline. On the other hand, there are those who believe in wheat and flour at present and prospectively better values, so that the volume of trade has been well up to the average and millers, the country over, have been booking a satisfactory volume of business, excepting those who have been affected by the quarantine against yellow fever in the South. It is certainly a most hopeful and helpful condition when the actual demand is such for breadstuffs that the professional price wrecker gets beaten at his own game. His effort to depress prices can only be temporary and, in the end, will serve to enhance values. Exports of wheat and flour of the past thirteen weeks have been equal to over 70,000,000 bushels, an amount unprecedented for this season of the year in the history of our export trade. The strong European demand is likely to continue for some weeks to come, as it must look to America this year for the major part of all its needs. The trend of prices will, therefore, probably be upward, and we have every reason to expect that present values, at least, will be well sustained.

Millstuffs are in good demand at fair prices. Feed and meal are nominally unchanged for the week.

WM. N. ROWE.

Jacob Liebler, the Caledonia general dealer, will celebrate the twenty-fifth anniversary of his establishment as a merchant, Nov. 11. Mr. Liebler originally handled groceries only, but subsequently added lines of dry goods, shoes, crockery and glassware.

The Grocery Market.

Sugar—All grades from No. 1 to 16, inclusive, were marked down a sixpence this morning. The European market is at present at the lowest point on record, and is decidedly weak. The domestic raw market is very uncertain, in view of the lack of demand. If buyers appeared, however, they could secure substantial concessions. The consumptive demand for sugar has fallen off, but is fully up to the normal point for this season.

Coffee—The demand for coffee is very good. The low prices are conducive to large consumption. The demand for package goods is very large.

Tea—The fact that the wholesale trade all over the country is in the midst of canned goods deliveries has a tendency to create a temporary dullness in the market. Stocks are light in several sections, however, and the coming months ought to witness a good trade. No immediate changes in price are expected.

Canned Goods—There is very little enquiry for tomatoes, which rule at all sorts of prices, on account of the varying qualities. Taken as a whole, the market is slightly weaker. Corn is very dull, and with very little doing. The market is easier to the extent of about 2½c per dozen. Peas are quiet and rule at unchanged prices. Peaches are not very much in evidence, and there is no change in price.

Dried Fruits—Evaporated apples are as scarce and high as they have been. Prunes, except larger sizes, are promising to be plentiful enough for the season's demand without any very high prices ruling. Peaches are good property at present prices. There are few foreign dried fruits in the market, and little interest is shown in them. Some very fancy raisins have arrived. In California raisins the interest is principally in 4-crown, which are scarce and promise an advance.

Syrup and Molasses—The syrup of the Glucose Trust is still a factor in the situation, so far as price is concerned, but very little is selling. No immediate change is expected. The demand for mixed goods is at present very fair, although not what it should be at this season. There is no demand for sugar syrup, which rules at unchanged prices. The demand for molasses is fair, and the price is unchanged.

Fish—The shortage of mackerel of American catch is giving room for more of the Irish fish, which is coming in in larger proportions than usual. But the Irish catch, as well as the Norway catch, has been light, the former being almost as complete a failure as the American catch. Prices are high, and holders are very firm in their views as to the future of the market. But the advanced prices and the depression in business have cut the demand down very materially, so that the movement in mackerel is very limited at the present.

Provisions—There has been considerable speculative demand among dealers for future supplies, and this has not only maintained a steady spot market, but has also advanced prices on futures. Dried beef is about the only line which has declined during the week, and the rest of the provision list has been steady to firm. The consumption of smoked meats is very fair for the season, and this is due to the exceptionally low prices.

The Grain Market.

The wheat market during the past week has been very strong, with an upward tendency, and the exports were as

large as ever. Still the deliveries seem to keep pace and exceed the shipments. The professionals counted on a moderate increase in the visible of about 500,000 bushels, but all were surprised when the reports came in, as they showed an increase of 2,340,000 bushels, and when it was found that there had been 400 more cars reported than during the same day last year, it caused a slump of about 2c per bushel on both cash and futures. The rains in the winter wheat belt also had a weakening effect on the market.

Farmers seem to be fair sellers at present prices and many of them have decided not to wait for dollar wheat. The growing crop is not making as much headway as it should, but if we are favored with good weather there is plenty of time to make a showing yet.

There was virtually no change in coarse grains. Business was very slack, as prices were so very low that speculation almost ceased. The receipts during the week were: 60 cars of wheat, 1 car of corn and 3 cars of oats—rather a small amount of corn and oats.

Local millers are paying 90c for wheat.

C. G. A. VOIGT.

Hides, Pelts and Wool.

The fall take-off of hides in Michigan does not materialize to any great extent. The farmer kill, as in former years, does not appear here or in the country towns. Collections are small and even those are eagerly sought for. Prices are kept to the extremely high point, where tanners claim there is no profit in tanning.

Sheep pelts are also scarce, but prices are controlled by the wool market, which is quiet, but firm in price. Some inferior lots of wool have been pressed on the market and showed a weakness, while the more desirable lots have shown a slight advance, especially so in lines of new, bringing them nearer the importing point. The goods market did not respond to the advance in wool, and manufacturers buy only as their needs require to fill orders booked and book no new orders, only as price is commensurate with cost of wool. A renewed trade will soon exhaust the visible supply and no new supply is in sight. Prices on this side are two to three cents below the importing point, with demand good abroad.

WM. T. HESS

Murder Will Out.

The Cedar Springs Clipper reproduces from the Tradesman the article relating to Frank Jewell's celebration of the twenty first anniversary of his entrance upon a business career in Grand Rapids and adds:

Frank Jewell was born three miles west of Cedar Springs in the first frame house built in Solon township, and twenty-seven years ago "pushed" the roller on a hand press in the Clipper office—our first devil. The next grand act was when he married one of our most estimable young ladies, Miss Jennie Osterhout.

Geo. Arnott, Vice-President and Secretary of the Matthews-Arnott Co., at Los Angeles, Cal., was in town for a few days last week, calling on former friends and acquaintances. Mr. Arnott will be remembered as the manager of the now defunct Priestly Express Wagon and Sleigh Co., previous to which he was engaged in the grocery business on West Bridge street under the style of Arnott & Arnott.

Phone Visner for Gillies N. Y. teas, all kinds, grades and prices.

Two Methods of Reforming the Present Credit System.

Stroller in Grocery World.

The average retail grocer has no idea how much time the jobber spends in pondering over the question of retailers' credits. The retailer has an idea that he has all the worrying over poor-paying customers, delayed credits, etc. He's away off. Divide the average jobbing business by the average retail business, and you'll have the extent to which the jobber's worry and his cause to worry exceed the retailer's.

Almost every jobber has some scheme to improve the conditions of credit, but very few of these schemes are put into practical operation, because they are too radical, and when the time comes to make the change—to take the plunge—the jobber shivers and draws back.

A wholesale grocery friend of mine unfolded a scheme to me the other day which has some new points in it. It is only a scheme, though; he'll never in the world put it into operation. Still, because it's a contribution to the literature of the credit problem, I'm going to give you the main details.

The jobber who is the father of this idea does a cash business exclusively, and he doesn't find it easy. He wants his money when the retailer gets the goods—not in ten days, or in one day, but right away. He has found it mighty hard to do this, and he believes the condition which he has run up against is the principal obstacle to the successful cash business. If he sends goods by express, he can empower the express company to collect the full amount of the bill, as well as their own charges. But groceries aren't sent by express, but by freight, and the charter of the freight carrying railroads prohibits them from collecting anything but their own carrying charges.

The scheme of my friend, the jobber, is for the railroads to be authorized by law to collect for goods carried, precisely as the express companies collect—c. o. d. The retail grocer, when the railroad delivers him goods which have come by freight, would have to pay for the goods and for the carrying of them before he could get them. This would give the jobber the same service as if he had a collector on the spot, when the goods arrived, to accompany the freight wagon to the retailer's store, with the added authority to withhold the goods until they were paid for. My friend thinks that after the law is changed to allow this, any wholesale grocer on earth can do a cash business, and do it easily.

That's one suggestion he makes. Another one is rather more startling. It comprehends the making of retailers' factors on everything. Don't sell 'em anything outright. Make 'em agents for the jobbers on everything they buy. The ownership of all goods to remain in the jobber until they are sold, when the retailer would simply remit for them. Every thirty days, say, if the goods haven't been sold yet, the jobber will swoop down on the store and confiscate everything unsold, which he would have a perfect right to do under the circumstances.

I believe the first idea, for the railroads to act as collectors, would be a mighty good thing, from the jobbers' standpoint. I don't suppose the retailer would get very enthusiastic over it, but when the freight deliverer presented himself before the door of John Smith, grocer, with a drayload of goods, and presented the bill for them, and the retailer knew that he either paid or didn't get the stuff, I believe lots and lots of them would pay. Some would, anyway. The railroads would, of course, expect to charge a slight commission for the service.

The idea of making retailers factors, though, I believe is absurd. Think of the latitude it would give a retailer who didn't know how to buy. If he found that his ambition had been too big for his pocketbook and his business, he could simply report the goods as unsold and ship them back. The scheme would be a great thing for the retailer, there's no doubt about that, for it would absolve him from all breaks in buying,

and entirely prevent him from over-buying on anything. Suppose he resolved to speculate a little, and early last spring bought a big block of future tomatoes. Suppose the market hadn't stiffened as it has, but instead, had gone down. The retailer, we'll say, found himself loaded to the neck with tomatoes whose value had shrunk several cents per dozen. What a splendidly convenient thing for him, at the end of thirty days after these were delivered, to ship three-quarters of them back to the jobber! Convenient, why it would be magnificent—for the retailer. But we're supposed to be discussing this scheme from the standpoint of the jobber, because a jobber started it.

Why, you can't imagine the awful effect which such a wild scheme as this would have on the general grocery trade. It wouldn't take any sagacity to start in the grocery business any more, because a man would know that he was protected against even the worst breaks in buying. He couldn't go wrong, because if he was indiscreet the factor plan stood behind him to help him out.

The Contagiousness of Good Example.

From the Dry Goods Chronicle.

The head of the house should, ordinarily, be the most industrious man in it; according as he cuts out the lead so the others will follow. If he is careless of his own affairs, what can he expect from those who look up to him but carelessness?

If, on the contrary, he is watchful in governing his help and careful in setting them a proper example, he will not only get better service, but be in a position to consistently exact it.

The man who can say, "I only ask from my clerks the same effort I exact from myself," has reason on his side. No man will object to hustle for an employer who shows himself a hustler. He is less likely to shirk when he sees his employer willingly shouldering his share. Good example is contagious. Men will follow their leader—let him lead them where he will.

Any thoroughgoing merchant knows what is going on around the store, and is never backward in investigating affairs that concern him and in learning anything he ought to know.

He makes his authority felt, yet is never tyrannical, keeps men always in their place without friction, and seldom has occasion to speak twice. He is the head of his establishment, master in his own house and will tolerate no division of honors.

Respect always follows authority well administered, and respect for authority is the very fountain head of good store service.

Men may serve from love, but if they do, it is from self-love, seldom for love of another or his interests in preference to their own.

We would be disposed to doubt the candor of any man who said he served another's interests in preference to his own, or who pretended to see his duty in such an exaggerated sense that he would sacrifice himself for his employer. An employer would be a fool to expect it. Dogs will return a caress for a kick. Men don't do business that way.

Men may, however, be driven without feeling the whip, curbed without minding the reins. One can exercise authority without a too apparent effort at enforcing it, simply because authority is dignified, wise and worthy of regard, and men involuntarily respect it.

It is as plain as two and two make four; it is, in fact, the simplest proposition we know of. If you want good service, deserve it.

It doesn't require much genius to find fault with the crooks in a dog's tail, but to straighten them out does.

Wise men make the mistakes, and fools the blunders, and this is about all the difference between them.

A straight line is the shortest, in morals as well as in mathematics.

It is less painful to learn in youth than it is to be ignorant in age.

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

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

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

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

H. Leonard & Sons

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

RETURNED TO DETROIT.

Clare Grocymen Too Many for an Irresponsible Interloper.

Clare, Oct. 30—On or about Sept. 30, agents from Detroit, representing B. S. Summers, canvassed this part of the country among the farmers, selling them groceries, telling the farmers they could save 30 per cent. on their purchases, compared with the prices they were paying local merchants; also asserting that Clare merchants were buying cheap goods and charging the farmers exorbitant prices for same. By so doing they secured a great many orders and came to Clare with nearly a carload of groceries, to be delivered from the depot to farmers on Thursday of this week. As soon as Mr. Tatman, Treasurer of the Michigan Retail Grocers' Association, found the goods were being distributed, no time was lost in notifying all the grocymen of the city and calling a meeting at the depot at once to inspect the goods and keep track of those who were receiving them, for future reference. Upon examination of the goods, however, and on the advice of one of our attorneys, the grocymen notified the gentlemen who accompanied the goods to pack them and return same to Detroit at once, or we would arrest them under the provisions of the State food laws. The goods were thereupon packed and returned to Detroit at once, excepting two or three orders which were delivered before we reached a conclusion in the matter. Most all of the farmers were very indignant when the local dealers showed them how they had been charged almost double the amount on most of their orders that they would have to pay to their home merchants, most of our merchants offering to fill any or all of the orders at 25 to 30 per cent. less than the farmers had agreed to pay on the entire orders. All the spices and coffee were ground goods and seemed to be the biggest part of the orders. They were all put up in three and five pound cans, marked Pure Ginger, Pure Pepper, Pure Cloves, etc., with no other reading on the packages, the representative accompanying the goods claiming they were put up by James Bros., of New York.

We secured samples of most of the spices and coffee and sent them to the Food Commissioner for his inspection. The syrups were put up in plain kegs, not marked, which our attorney claimed to be a direct violation of the pure food law; and we, as grocymen, hope our Food Commissioner will investigate the matter thoroughly and take steps to prevent a repetition of such occurrences.

In order to show the prices charged for goods, I herewith submit a copy of one invoice, which represents purchases made by a farmer named C. Flood:

5 lbs. Japan Tea, 27c.....	\$1.35
5 lbs. Java and Mocha Coffee, ground, 33c.....	1.65
5 lbs. Baking Powder, 37c.....	1.85
3 lbs. Pepper, 37c.....	1.11
3 lbs. Cloves, 3c per oz.....	1.44
3 lbs. Cinnamon, 3c per oz.....	1.44
3 lbs. Mustard, 3c per oz.....	1.44
3 lbs. Ginger, 3c per oz.....	1.44
1 lb. Nutmeg, 8 1/2c per oz.....	1.30
1 pt. Lemon, 8 1/2c per oz.....	1.30
3 lbs. Coconut, 3c per oz.....	1.44
1/4 gal. H. Oil.....	.73
5 lbs. Chippis Tobacco, 17c.....	.85
5 lbs. Rice, 6c.....	.30
5 lbs. Currants, 6c.....	.30
10 lbs. Raisins.....	.60
2 lbs. Soda, 4 1/2c.....	.09
1 Basket.....	.19
Freight, Cartage and Packing.....	.90

50 lbs. G. Sugar at wholesale price on day of delivery. \$10.72

The solicitor who took the orders furnished each purchaser with a certificate reading as follows:

This purchase entitles M—— to all the privileges of our Produce Department for the period of one year; whereby we agree to handle all the produce he may ship us free of commission or any charges whatever.

We wish customers to thoroughly understand that our goods are strictly one price to all, and under no consideration do we allow our salesmen to deviate one single fraction of a cent on any article whatever. No countermands or changes can be made in orders after they are sent to us, as goods are immediately

packed and prepared for shipment, and as hundreds are mixed up together in our packing house, it would cause great inconvenience to make any change in orders.

The orders were taken by B. S. Summers, alleged to be doing business at 66 Congress street, East (Detroit), under the style of the "Excelsior Coffee & Spice Mills," importers of teas and manufacturers of baking powder and extracts. The invoices were made out in the name of the Detroit Supply Co., but the goods were all shipped to Clare in B. S. Summers' name.

On shipment of the goods from Detroit each patron was mailed a notice, of which the accompanying illustration is a fac simile reproduction.

mers has made a practice for several years of selling farmers direct, claiming to be a jobber of groceries and able to give his customers the benefit of wholesale prices. In many cases the regular dealer has been denounced as a Shylock and a robber, while at the same time the prices he has obtained for goods have averaged higher than those charged by local retail dealers. It would be well for retail dealers everywhere to keep their eyes open in the event of Summers invading their territory, with a view to repeating the punishment accorded him by the retail merchants of Clare.

DETROIT SUPPLY COMPANY,

TEA IMPORTERS

AND
WHOLESALE GROCERS,

725 EIGHTEENTH STREET,

We are the largest dealers in Farm Produce in Michigan.

Detroit, Mich., Oct 16 1897
M. P. Ripenburg

Your Groceries will be delivered as agreed at
on the 26th day of Oct 1897
Amount of Bill, \$ 9.12
Number of Articles, 5

Notice.

Parties ordering goods will call promptly for them on the appointed day as agreed. Failure on your part to come or send for your goods on that day will compel us to send them to your residence, at your expense. Failure on our part to have goods at place and time agreed on for delivery, we will be responsible for. Should the weather be stormy on that day so that persons could not consistently travel, then our delivery will be continued one day longer.

Inquire at Depot
Salesman
Call before noon.

Yours truly,

DETROIT SUPPLY COMPANY.

We believe the time is ripe for the grocymen of Michigan to begin to consider such circumstances as the above and do all they can to prevent outside parties from coming in and making, or pretending to make, big inducements to secure trade and yet bear none of the burdens of local taxation. Local dealers should take steps toward stopping it by some legitimate means and all grocymen intending to attend the next meeting of the Michigan Retail Grocers' Association should come prepared to discuss this line of work.

GROCER.
A visit to Detroit disclosed the fact that Benson S. Summers—alias the Detroit Supply Co.—carries on a small business at the location claimed—66 Congress street, East. The store is a small one and the stock is somewhat meager for an establishment pretending to carry on a wholesale business; in fact, there are probably a hundred retail grocers in Detroit whose stocks would amount to more in the aggregate. Reference to the September reference book of R. G. Dun & Co. discloses the fact that Summers is rated blank, which is certainly not in keeping with the pretensions of the man to carry on a wholesale business.

It was learned in Detroit that Sum-

Signs That Deceive.

What idiotic idea will encourage respectable merchants to put in their windows deceptive pricecards and placards? Can't they judge from their own natures what the effect of this sort of thing will be?

A furnishing goods dealer of some prominence had in his window lately a display of neckties that looked like regular 50-cent goods. A placard seemed to offer them for 18 cents. On attempting to purchase one for that sum a customer was informed that the price was 48 cents.

Close inspection of the placard showed this to be the case. The 4 was made in such a way, however, as to closely resemble a 1, the stem being heavy and the other lines hair lines.

The customer didn't buy. Would you?

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

Don't waste your time trying to control the passions and appetites of the world; be satisfied if you can regulate them.

A loafer is a human being, and this is the most mortifying thing about him.



THE ORIGINAL
THE BEST
THE ONLY

Pettijohn's California Breakfast Food

Has the "Bear" trade-mark on every package.
All Grand Rapids jobbers have fresh-made stock.



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

In the Chase
For the Almighty
Dollar



Don't forget that the best place to buy your

Coupon
Books

Is the Tradesman Company, which makes the largest line and carries the largest stock of any house in the country and is the only manufacturer which stands back of its product by an absolute guaranty as to accuracy.

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. Rinearson, Gen'l Pass'r Agent, Cincinnati, O. Send 1 cent for fine Art Colored Lithograph of Lookout Mountain and Chickamauga.



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

ONE DOLLAR A YEAR, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY. - - - NOVEMBER 3, 1897.

SCHEMES AND FAKES.

Not all schemes are fakes, but all fakes are schemes. From this proposition it is to be inferred that there are material differences in schemes. Thus, every enterprising business man is continually scheming, or planning, for the advancement of his business interests, and the success of his undertaking is generally in proportion to the successful carrying out of such plans. The word scheme has a very elastic definition; and, while it includes all systematic and legitimate planning for the advancement of any enterprise, it also includes all such plans as involve, in varying degree, the elements which go to make up the definition of the more slangy, but more specific, term fake. While the lack of ambiguity in the meaning of this latter term makes it impertinent to warn merchants against engaging in anything involving its characteristics, there is yet such a gradual approach from that which is unquestionably legitimate and proper to that which may involve doubt on these points that a brief reference to the subject may not be out of place.

Attention is just now attracted to this subject on account of the unusual increase in the exploitation of questionable schemes, made possible and profitable by the improvement in business activity. Perhaps at no time in its history has the Tradesman had its attention called to so great a variety of schemes, either intended to operate to swindle the dealer or to betray him into engaging in "trade bringing" enterprises which, to say the least, are unbusinesslike. Among these may be noted the fraudulent commission concerns promising undue returns, merchandise-distributing plans, trading ticket schemes, nickel-in-the-slot machines, etc., etc. Indeed, the ingenuity of the fake originator was never so active as now. And many of these schemes come with backing plausible and respectable enough to deceive the very elect. Thus, in the leading trade journal in one of the principal jobbing centers of the country is found an illustrated advertisement of a sort of nickel-in-the-slot wheel of fortune which is guaranteed not to return to the customer combinations above a certain amount, scaled to secure the most profitable returns. It is a commentary on the prevalence and prestige of these schemes when a trade paper will prostitute its

columns to the advertising of such flagrant frauds.

But not all the schemes which are urged upon the attention of dealers are essentially fraudulent in their character either to the merchant or his trade; and yet many of these prove costly experiments to those who yield to the crafty solicitations of the wily agents. Coming under this description may be noted the "trading ticket" schemes which are just now being extensively pushed in many cities. These tickets are issued by some great central distributing house and the merchant acting as agent gives a ticket for a certain amount of each purchase; and, when the customer has a certain quantity of the tickets, he can use them to obtain some article from the concern issuing them. The scheme is an old one, especially in the tea trade, the only difference being that the dealer more sensibly furnishes the article in exchange for the tickets himself.

In the working of this ticket scheme there is used an adroit plausibility very apt to catch the unwary. An attractive contract is presented which seems to be wholly in the interests of the merchant. The percentage paid to the concern is a very small one, but it is on the gross sales, which makes it a very considerable portion of the profits. Of course, the compensation to the merchant is in the wide advertising which the concern engages to give him. In some cases the contracts specify certain favoring conditions which are to work for the interests of the dealer. Thus, in one it was agreed by the agent that no other dealer should be admitted into the scheme within a distance of four blocks. On this being violated, the contract was referred to and it was found that the agent had cleverly omitted to fill out the blank specifying the number of blocks.

It may be accepted as a general rule that the best methods of advertising are the commonly accepted channels. The investment of so large a part of the profits of a business as these schemes demand will yield far better returns in the ways well known to every dealer; and it is safer for the merchant to select his agencies and advisors rather than to lend a too willing ear to the members of the horde of scheme promoters which is infesting the trade everywhere.

The widespread misery and want that prevail in Italy appear to be exercising a disastrous and degenerating influence on the physique of the masculine portion of the population. According to official statistics, just issued by the war department at Rome, out of every 1,000 young men of 20 years of age liable for military service, which is as obligatory in Italy as in Germany and Austria, 520, or more than half, were rejected by the medical authorities as physically disqualified for service in the army.

It seems that France is not above taking a leaf out of the book of the heathen Chinese in regard to her coinage. It is proposed to try the experiment of using nickel in the coins of smaller denominations. To distinguish the new coins from silver, they will have smooth edges and be pierced through the center, in much the same way as the "cash" of China. Although called nickel, they will still have 75 per cent. of copper in their composition.

A modest man never has the swell-head conceit. Unfortunately, modest men do not run for office.

RICH MEN'S SONS.

Rich men's sons are not always profligate. Stories of their prodigality and debauchery have repeatedly been used to point morals and adorn pious discourses; but the fact is that they are generally men of prudence and business sense, and know how to take care of and to increase the wealth that they have inherited.

This statement is entirely true of the Astor, the Vanderbilt and the Gould fortunes, and, indeed, of many more which need not be mentioned here. It appears to be generally the case that rich men's sons are raised up to understand the importance of the responsibility that large wealth will impose on them, and when the time comes for them to assume the duties of its administration they are equal to the situation.

An exception is to be noted in the distribution of the Pullman fortune. In parceling out his possessions, according to the terms of his will as recently published, Mr. Pullman left to each of his two daughters a million dollars, besides other bequests; but to his two sons he gives only \$3,000 each yearly. The will states in terms the following:

Inasmuch as neither of my sons has developed such a sense of responsibility as in my judgment is requisite for the wise use of large properties and considerable sums of money, I am painfully compelled, as I have explicitly stated to them, to limit my testamentary provisions for their benefit to trusts producing only such income as I deem reasonable for their support. Accordingly, I direct that out of the remainder of my estate, after satisfying the provisions hereinbefore made for my wife and daughters, my executors shall set apart bonds, stocks and notes or other securities in two portions, each of such estimated value as will, in the judgment of my executors, yield an annual net income of \$3,000.

It seems a pity that such humiliating expressions by a father concerning his sons could not be kept among the sad and unfortunate secrets that are the inheritance of many families; but where they concern the disposal of large property they must be made matters of public official record.

But not merely do the sons of millionaires become profligates and debauchees. It is too often the case that young men of less wealthy parents grow up idle, unworthy and of no use to society. Young men should be made to realize at an early period that every human being is put in this world to subserve some useful purpose; in a word, he or they are placed here to work. All the wealth, all the civilization, all the benefaction, all the learning and art, all that makes life worth living, are the result of work. The races that do not work are ignorant and degraded savages.

The man who lives in a civilized social state and possesses the ordinary faculties of the human race, but who does not work and does not render any useful service, but is willingly and willfully idle, is a savage in the midst of civilization; he is an ulcer on the body politic, a clog on society. He produces nothing, but lives upon the labor of others, and is entitled to no credit above the criminal classes.

Labor is the proper law of human life. Every man is under obligations to render some useful service for the privilege of living, and he who comes to maturity in the possession of all his faculties and wantonly fails to pay that debt is a social drone, a nuisance to his fellows and a criminal offender against the universal law of labor.

Every youth, whether he be the son of wealth or of poverty, should be taught this rule and educated in its great responsibilities, so that he may be fitted to do his part of useful service. In a country where the poor boy may become a millionaire, and the son of the humblest may rise to the highest and proudest position, every youth should be taught that the road to success is only through worthy and useful exertion.

GENERAL TRADE SITUATION

While much of the recent dullness in the stock market and disturbance in financial circles has been attributed to the pending negotiations for the sale of the Union Pacific under the mortgage of the Government, and to the usual distraction of the election, elements temporary in their effects, there is no doubt but that the general falling off in merchandise demand in all parts of the country is the natural result of the long-continued period of unprecedented buying. The demand is lessening simply because it is being satisfied. There is in this fact nothing which should cause apprehension, for it could not be expected that the replenishing of the long-depleted stocks could go on indefinitely at the highest rate attained. When it is stated that there has been a lessening of demand it is to be remembered that the comparison is made with the highest tide of demand and that the movement is still very large, and in manufacturing and primary markets there is no lessening of the greatest activity attained. A characteristic feature in many lines is the refusal of orders for future delivery, on account of the belief in an advance in prices.

The two great American staples, wheat and cotton, are having a considerable export boom, each at opposite extremes in price. The wheat situation has grown stronger during the week and, notwithstanding a material advance, passing the dollar mark in many markets, the export continues unusually heavy. Cotton is at about the lowest recorded price, but movement has also been large.

All the industries are crowded with orders taken some time ago. The abatement of new demand is not causing embarrassment, but, owing to much uncertainty about prices of materials in the near future, the delay makes for the safety of manufacturers and consumers both. Already, the demand for coke, raising the weekly output to 149,563 tons, causes sales at \$1.65 to \$1.75, and higher prices are expected, while many buyers believe that pig iron must go lower because of the increase in furnaces working. Wool has been settling back, with some large sales for profit-taking and scarcely any demand. Leather also ranges a little lower, encouraging the hope that advances asked on boots and shoes may prove unnecessary. All the great industries have a really remarkable demand for immediate deliveries, showing that enormous purchases by dealers recently are found in some lines too small for the increased demand, and the reports of retail trade are generally satisfactory excepting as to winter goods, of which sales are retarded by unusually mild weather.

The lessening of merchandise demand has begun to have effect on bank clearings, although these still continue large. The report for the week was \$1,193,000,000, or 9 per cent. less than for the preceding week. Failures were 218, against 206 for last week.

THE CUBAN PROBLEM.

It can no longer be denied that the Cuban question is now the most important matter engaging public notice, and it certainly will be the first to receive the attention of Congress when that body assembles a month hence. The reply of the Spanish government to the demand of the McKinley administration, recently presented by General Woodford, is calculated to bring on a crisis, and the Washington authorities will now be compelled either to adopt vigorous measures towards Spain, or admit that Ex-President Cleveland's non-interference policy was the proper course.

The Spanish government has refused to give out the text of its reply to the United States, and no information is yet vouchsafed from Washington; but it is known that the reply is not satisfactory to the administration. Spain is reported to have couched her answer in courteous but firm terms. It is stated that every effort has been made to put an end to the war, and that it probably would have already been ended were it not for the aid the insurgents have received from the filibustering expeditions fitted out in the United States. The Spanish note is said to indicate very plainly that every effort will be made to crush the insurrection as quickly as possible, and, with that purpose in view, further re-enforcements of troops are to be dispatched forthwith to Cuba. Our offers of mediation are firmly declined, with the statement that no foreign interference in Spanish affairs will be tolerated.

Here, then, is food for serious reflection. To be consistent, President McKinley would have to follow up General Woodford's note with an announcement that by a certain date the United States will actively intervene in Cuba unless the war is ended by that time. Here is where the difficulty lies. Evidently the administration believed that Spain would accept the friendly offices General Woodford was commissioned to offer, as no preparation whatever was made to use force should the reply prove unsatisfactory. At the present time it would be practically impossible for the United States to coerce Spain, for the simple reason that the country is not prepared for war. We might, it is true, order our fleet to Cuban waters; but in doing so it would be necessary to expose our entire coast line, with its defenseless harbors, to attack by Spanish warships.

While Spain has not a large navy, she has quite as many vessels as we have. Our battle-ships are heavier; but this superiority is offset by the greater coast line we are compelled to defend. To go to war, even with a second-class nation like Spain, without preparation would be the height of folly, and so cautious a man as President McKinley is not likely to be so imprudent as to shoulder such a responsibility. It is, therefore, pretty certain that he will temporize until Congress meets, and then shoulder the entire responsibility for a final settlement of the Cuban problem upon that body. It remains to be seen whether being brought face to face with the prospect of war will have a sobering effect upon the jingoes.

ALASKAN BOUNDARY QUESTION.

There appears to be no end to the problems and difficulties which are continually arising in connection with our relations with Great Britain. Were our methods of meeting these difficulties

more diplomatic, it is probable that they could be more readily adjusted; but, owing to intemperate utterances in Congress, and the lack of harmony commonly existing between the executive and legislative branches of the Government, they frequently become dangerous. Although the protection of the seals problem is still a very live issue and far from a final settlement, there is also looming up on the horizon a dispute over the boundary line separating British Columbia from Alaska.

A good portion of the frontier, or to within ten leagues of the seacoast, is fixed by well-established geographical lines; but the southeastern boundary extends in a southerly direction ten marine leagues from the coast. The point in dispute is the delimitation of this frontier. Does the boundary follow the sinuosities of the coast line, or does it follow merely headlands? As there are a number of islands strung all along the coast, it may be contended that these islands are included in the ten-league limit. Here is an opportunity for the jingoes in Congress to start a fresh difficulty by indulging in a little twisting of the British lion's tail. This they will undoubtedly proceed to do at the earliest opportunity, unless they should happen to be too busy with the Cuban hobby which they have been riding for so long.

Several years ago, both governments appointed commissioners to survey the territory through which the frontier is supposed to pass; but they were not empowered to determine the actual line, nor to make recommendations. The data prepared by these commissioners are to serve as the basis for a final delimitation of the frontier, and, were the matter to be approached in a liberal spirit, the question could no doubt be speedily settled in a way satisfactory to all interests. Although the reports of the commissioners have been made to the respective governments long since, the problem has been allowed to drag; but it is now understood that it will be taken up again shortly.

In New York, over a year ago, Benjamin W. Davis, a non-union man whose occupation was that of an engineer in charge of a portable hoisting engine, obtained employment of Merritt P. Simpson. The latter was willing to give the man steady work, but Peter Gibbons, walking delegate of the hoisting engineers' union, threatened to order a strike if the non-union man was not discharged. Davis was discharged, but was subsequently re-employed by Simpson. Five times this operation was repeated, until finally Simpson was forced to let the man go for good. Davis thereupon brought suit against the union and the walking delegate to enjoin them from interfering with his right to work, and also for damages for past injuries. Justice Beach of the Supreme Court granted a permanent injunction and entered judgment for \$500 damages against the hoisting engineers' union.

Switzerland can within two days throw into the field eight army corps of 100,000 trained soldiers, with a reserve of equal strength at its back, and 270,000 landstrum can be called out in emergency. And yet the Swiss army costs the government but \$500,000 yearly.

When a man blows his own horn he knows it will be blown the way he wants it done.

A Barrel of Flour

Branded like this one



Is The Best

That money can buy.

It will make whiter bread and more of it than any other kind.

Clark = Jewell = Wells Co.,

Western Michigan Agents.



This brand has always taken first rank among the direct importations of Japan grades and the quality of this year's importation is fully up to the usual high standard of this brand, some of our customers who are expert judges of tea insisting that it grades higher than ever before. We are handling JEWELL CHOP on small margins, the same as heretofore, on the theory that the nimble sixpence is preferable to the idle shilling.

Clark = Jewell = Wells Co.,

Sole Owners.

Hardware

Experiences of a Pioneer Traveler in the Lake Superior Country.

Many an interesting sketch might be written regarding the traveling done by the commercial traveler of the past up in the far-off regions of Lake Superior, where, in the early days to which my mind reverts, there was a large amount of adventure surrounding every dollar of business.

On one of my trips up in that locality, when I was representing the old house of Hoyt, Busick & Co., I enjoyed more than my usual success, the season being one extremely favorable for trade. I stopped off at Marquette and, among a lot of other things, sold Ben Niedhardt enough looking glasses to stock a car load. A more surprised man than Ben was when he got them it would have been hard work to find between Marquette and Escanaba.

I think that was the trip I sold Ed Breiting, of the old Pioneer Iron Co., enough files to run his mechanical department for five years to come. Of course, I didn't know it at the time, but he surely was a free and easy buyer and knew how to stock up. This was about the time when some of the older heads in Portage Lake and Eagle River were casting sheep's eyes toward Duluth, believing it would be the Upper Lake city of the future. Ontonagon, Houghton and similar points, formerly so prominent, were becoming extremely dull and slow, copper mining having suffered a relapse. I extended my trip as far as Duluth, but found it well stocked with the overplus which the stores down the lake, such as Ed. Holland's and Northrup & Butler's, found no use for, but thought to dispose of by moving. The place gave no sign of its present importance, when it probably figures a population of nearly 40,000. I only wish I had bought a few corner lots at that time and been able to hold them.

On my way down from Duluth I thought I would stop off at Bayfield and make a short cut across the country to St. Croix Falls on St. Croix River, which was a distance of 90 or 100 miles, feeling after I reached there I might sell one of those \$1,000 bills which was the height of my ambition. After finishing what business I could at Bayfield, and Lapointe near by, I prospected for some conveyance to take me across country. I found the trip was a hazardous undertaking in more ways than one. There was no regular post road, as I had imagined; it was nothing but a trail, and a trail that continued the same in dimensions and importance for the whole distance, which was through an elegant stretch of woods all the way. I learned that the mail was carried over once a week on a two-wheeled buckboard, which was hauled by an ancient mule that still had some go in him, but was more noted for lasting and time-serving qualities than any phenomenal bursts of speed.

I hunted up the driver of the "mail wagon," and found that the white-French Canadian whose hands usually guided the reins was replaced for that week by a half-breed Indian who was his understudy, or substitute, when occasion demanded. He had no organized schedule of rates, but said he would carry me over if I so desired, providing I would fill a whisky jug he carried, and which held about two or three quarts. My knowledge of whisky has always

been very limited in its character, so I hunted around town to see how cheap I could get that jug loaded, and finally compromised at a dollar. I was satisfied the trip bid fair to be an inexpensive one at that rate, and if I could only take that looked-for good order it would be a fine day's work.

About 4 o'clock in the afternoon he was ready and, stowing the jug carefully amidstships, where the risk was slight, away we started. We rode like the very old boy over that trail and through those dense woods. The mule seemingly was more familiar than the driver with the lay of the land. As the darkness fell around us in big solid blocks of opaqueness, I began to feel a little skittish, and almost wished I hadn't trusted myself to the tender mercies of this reckless semi-barbarian, especially as I now dimly remembered having been advised by one of the store-keepers in Bayfield not to take the chances. He said this half-breed had killed a man he took over with him on some previous trip, and as my informant put it, he "wouldn't take the trip with such a pilot for \$500!"

I began to speculate upon what kind of hotel we should find at the nearest settlement, and while cogitating upon this possible variation in the prevailing monotony, I looked ahead and saw a big, bright, blazing fire in a cleared space, that promised to infuse a little warmth in an atmosphere invariably clear and cold after nightfall.

As we drew up to the center of interest that so warmly welcomed us, imagine my feelings when I saw six big buck Indians stretched out in all their stalwart proportions, with their feet to the fire, evidently settled to spend the night, each one reclining on his roll of birch bark, which forms the spring mattress of the forest children.

It wouldn't be difficult to guess my surprise when my guide informed me this was as far as he intended to travel that night, and that we might as well make ourselves as comfortable as the circumstances would permit. So we unhitched our mule, took off the harness and let him run. The half-breed selected a piece of bark for each of us, and with my grip full of samples under

Write for prices.

Phone 1357.

THOMAS DUNN & SONS,
WHOLESALE

HARDWARE SPECIALTIES, BELTING,
Engineers, Machinists and
Factory Supplies.

93 PEARL STREET.

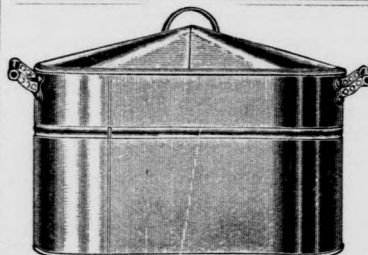
GRAND RAPIDS.

Wm. Brummeler & Sons,

Manufacturers and Jobbers of

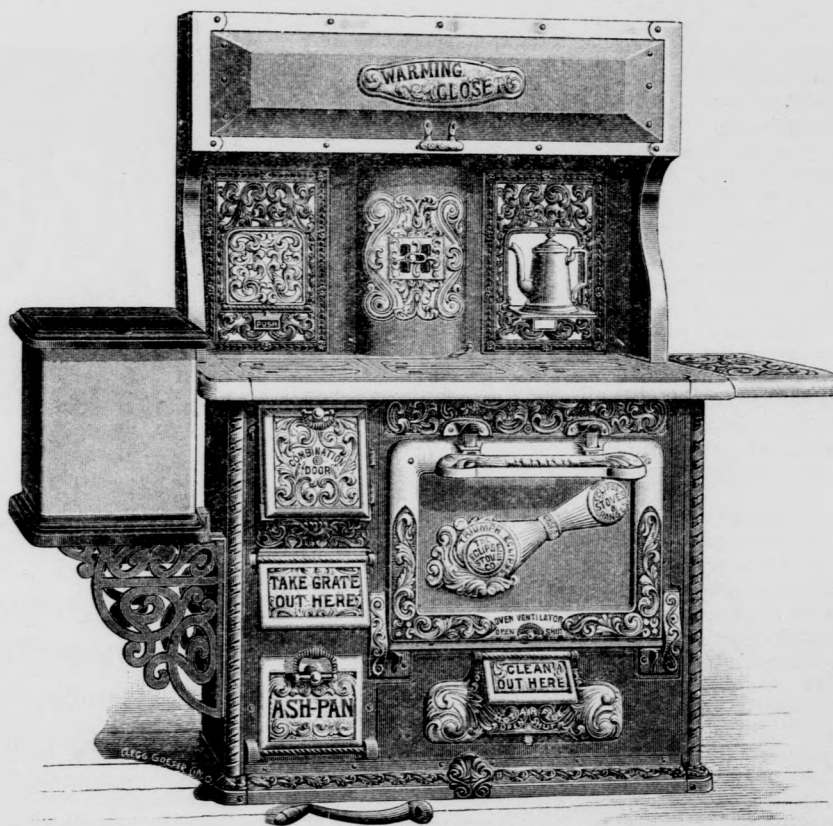
**TINWARE,
ENAMELED WARE and
NICKEL PLATED WARE.**

Factory and Salesrooms, 260 South Ionia Street,
GRAND RAPIDS, MICH.



WROUGHT STEEL RANGE

\$32.00 delivered at any railroad station in Michigan for No. 8 or No. 9.



For soft or hard coal or wood. This is one of the best steel ranges we ever sold for the money. Write for circular giving full particulars.

FOSTER, STEVENS & CO., Grand Rapids.

my head for a pillow, I lay down between the bucks and finally was in the land of dreams.

I remember, among the many things I had in my mind while reclining amid such picturesque surroundings, I thought of every particular murder and hair-breadth escape for which the Lake Country has been noted for years. My conscience pricked me for buying the poorest whisky I could find; I felt that if any of my copper-colored friends imbibed it, my passports would be vided to the happy hunting grounds with the most approved dispatch; but I finally slept the sleep of the just, dreaming of the big bills which the dealer is always going to buy "the next time you come around."

I woke up about midnight feeling too cool for comfort. The half-breed and whole breeds were sleeping away enjoyably; the fire was getting low, so I got some dry wood and rails, which I piled up on the smouldering embers, and soon had the satisfaction of feeling warm again. Everyone was astir at 4 in the morning, and we fraternized in a civilized manner, the Indians being as sociable as though they had become acquainted with the jug of jag water, and they probably had, for the half-breed had no wish to be inhospitable.

Well, off we started, and we rode just as fast as the mule could jump, until about noon, when we came to an open space in the woods, where my driver desired I should hold the reins over the mule, while he went up in the woods to do some trading with the squaws, who, he said, were picking berries in the neighborhood. I couldn't imagine how he knew, until, on looking around, I saw about a dozen papooses reclining gracefully against as many trees, each of them strapped safely and soundly to a piece of bark or board, and looking as comical and quiet as a six-day kitten. I thought then how much better that was than the highly-civilized way of bringing them up by the aid of a mission child's nurse, who probably shook the daylight out of them every time they tuned up their pipes and squawked.

In about an hour my half-breed came back, having in his possession a superb black bear skin, and lots of huckleberries, which he had speculated for with a little sugar, a little tea and about half of the whisky he had left.

Well, to cut this sketch of primitive commercial traveling short, we got into St. Croix Falls about 10 o'clock that night, and taking everything into consideration, I was thankful when I got into my civilized bed that I still had a scalp to comb when morning dawned. I was made doubly happy by selling a bill of goods that footed up \$1,200, but you can bet I didn't return by way of the woods. I went over to St. Paul and came down the Father of Waters.—Henry T. Wakeman in Hardware.

How Second-Hand Stoves Injure the Sale of New Stoves.

Ante-Lucem in American Artisan.

I met a traveling stove salesman one day last week and, of course, the conversation related to stoves in general, including second-hand stoves. My conferee said it was enormous the power exerted over the business by the second-hand goods, and in our talk it was estimated fully 5,000 second-hand stoves were each year doing duty in the city of Minneapolis alone. They are sold in the fall at good margins of profit, and repurchased again in the spring at another good margin of profit to buyer (loss to seller). Many are kept as renters, the rentals being the full value of the stove. Each one of these stoves

takes the place of a new stove, and does it repeatedly for ten or twelve years, thus shutting out the sale of so many new ones.

This business a few years ago was confined to the large cities; now it is becoming scattered all over the country, many of the larger of the country towns going into it quite largely. The second-hand stove industry, if you are pleased to call it so, is now well up to 50 per cent. of the whole business, and will continue to be an aggressive factor against new goods until prosperity shall send its brightest luster over all our commercial industries. The second-hand stove trade is quite largely sought after in the largest cities for its sources of profit.

But what are you going to do about it? My companion said manufacturers should take some recognition of this feature and see if there is not some way to rid the markets of them. He suggested some device for a re-melting. These second-hand stoves do more than cut into the new goods trade—they are large contributors to the repair wants. Hundreds of these stoves find their way to the secondhand dealer at prices ranging from nothing up to \$3 and are re-sold at from \$5 to \$12. The man who can sell 300 of these stoves annually will net larger profit than he can net from 300 new ones.

Sold Explosive Powder for Onion Seed.

Man About Town in Hudson Gazette.

I was talking with Stephen Eaton the other day and he relapsed into reminiscent mood about Hudson's early days. He told me this story: "I made a funny mistake once, but I do not take the blame on myself, for there were many others as deceived as myself. When I was clerking, 'way back in the forties, people used to use a very coarse kind of powder to blow up stumps and to kill large game, which was quite common. People also planted onions from the seed more than they do now. On one occasion this seed was in great demand. We sold it all out and the farmers planted it, but wondered why the 'blamed stuff' didn't grow. Later, 'twas in the winter, I believe, they wanted some powder. I could not find any high nor low in the store, but I was sure we had powder. After a long hunt I found a large box and, upon opening it, I found—not powder, but onion seed! I had given the farmers gunpowder for onion seed. I never felt the chagrin so much as I might have, because the farmers had thought they were buying seed as much as I thought I was selling it. Not one in perhaps forty customers noticed the mistake. This instance was one of the funniest in my early experience."

A Hardware Man.

There was once a hardware dealer who was determined to set up an image of a human being in his store window. He looked about his stock, and finding all the needed material, went to work, and his efforts were crowned with an unquestioned success. He took the legs of a stove, the teeth of a rake, the ears of a pail, the elbows of a stove-pipe, the tongue of a wagon, the nails from a keg, the fingers of a cradle, the head of a hammer, the nose of a tea kettle, the hands of a cyclometer, the hair of a brush, the eyes of a needle, the bottom of a tub, the neck of a bottle, the arms from his gun department, the joints from a two-foot rule, from which he also stole the feet, the back of a refrigerator, the heel of a scythe, and the cheek of his traveling man. He was a little uncertain as to the "skin," but after a moment's thought, decided to get that part from the fellow next door.

One of Mr. Gladstone's peculiar ideas, which he has followed for fifteen years, is to go to bed the instant he finds that he has caught a cold and stay there until the indisposition has passed. In this way he supposes he has cut short frequently what might have been a serious illness. He reads and writes in bed just as usual.

Earn money before you spend it.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings', genuine.....	25-10
Jennings', imitation.....	60-10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60-10
Carriage new list.....	70 to 75
Plow.....	50
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70-10
Wrought Narrow.....	70-10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50-5
Central Fire.....	25-5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50-5
Morse's Taper Shank.....	50-5
ELBOWS	
Com. 4 piece, 6 in.....	doz net 10
Corrugated.....	1 25
Adjustable.....	dis 40-10
EXPANSIVE BITS	
Clark's small, \$18; large, \$25.....	30-10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70-10
Nicholson's.....	70
Heiler's Horse Rasps.....	25-10
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 65
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
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	35
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 1/4 per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 25
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 10-10
Mason's Solid Cast Steel.....	30c lis 70
Blacksmith's Solid Cast Steel Hand 30c lis 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, 1/2 inch and larger.....	5 1/2
Manilla.....	8
SQUARES	
Steel and Iron.....	
Try and Bevels.....	
Mitre.....	
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com. \$2 70 \$2 40
Nos. 15 to 17.....	2 70 2 40
Nos. 18 to 21.....	2 80 2 45
Nos. 22 to 24.....	3 00 2 55
Nos. 25 to 26.....	3 10 2 65
No. 27.....	3 20 2 75
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SAND PAPER	
List acct. 19, '86.....	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
Anneal'd Market.....	75
Coppered Market.....	70-10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 10
Barbed Fence, painted.....	1 80
HORSE NAILS	
An Sable.....	dis 40-10
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
Castors, Bed and Plate.....	50-10-10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	6 1/2
Per pound.....	6 1/2
SOLDER	
1/2 @ 1/4.....	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.....	\$ 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 IX, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
10x14 IX, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway grade.....	5 50
14x20 IX, Charcoal, Allaway grade.....	5 50
20x28 IX, Charcoal, Allaway grade.....	9 00
20x28 IX, Charcoal, Allaway grade.....	11 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, (per pound.....	
14x56 IX, for No. 9 Boilers, (per pound.....	

TRADESMAN ITEMIZED LEDGERS



Size 8 1-2x14—Three Columns.

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

Invoice Record or Bill Book.

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

TRADESMAN COMPANY
GRAND RAPIDS.

Dry Goods

The Dry Goods Market.

Carpets—The large department stores, as well as the retail carpet merchants, have found trade dull during the extremely mild weather of the past two weeks, and to induce larger sales have offered bargains in old stocks remaining over from the last season. The rapid advance by the manufacturers and the jobbers this season has continued to retard business, as the masses of the people have not as yet recovered their financial ability to purchase even at old prices, and until the industrial conditions are such as to give more confidence to the retailers in general, they will continue to purchase conservatively. The prospect of even further advances is no temptation to those who do not see an outlet for the goods. The question of price for the coming season does not perplex them so much as prospective demands. Assured the latter, they will have less hesitation in purchasing more freely, as the demand develops. At this time a majority of the manufacturers are only running a portion of their looms, and those whose financial ability would permit have, in the weeks preceding, availed themselves of any offer made by the spinner to either sell spot yarn or take new orders at any concession below full market rates. Such weavers are fortifying themselves in advance of any future increase in price for next season. The reluctance of the retailer to take advantage of the low prices for carpets during the past few weeks indicates to many manufacturers that it will not be an easy matter to obtain full asking prices for some time to come. They realize that the prices of raw stock and yarn are likely to go so high next season as to very materially interfere with large orders for goods being paced. In fact, some freely admit that the outlook is anything but promising for a large volume of business.

Upholstery—American manufacturers are now making tambour and imitation Irish point lace curtains, and next season bids fair to find the American manufacturers producing finer lines than ever before. For several years some of the largest Swiss embroidery works have had branch factories in America, and during the last four years under the Wilson bill, they did a very limited business in the way of producing goods in America. To-day preparations are being made to increase the American branches, and with superior skill there is little question of the business being more firmly rooted here during the next four years than ever before. The new goods will include finer lines of Swiss embroidery, Hamburg edgings and insertions made on both hand and power machines. The tambour work now made in America is done on the heavy grades of muslin, and the open effects are done, after being bleached and finished by female help, who cut out the open work effect with scissors. Embroidery manufacturers claim that next season bids fair to see a large business done on embroidered dress goods. The braid will be worked on with embroidery machines instead of by hand and sewing machines. Even beads and pearls can be embroidered by these machines, which use heavy cords.

Cotton Goods—The cotton goods market continues to plod along in a dull, uneventful way and shows no feature that is worthy of particular mention.

The condition of raw cotton is an adverse factor in the market, and holds the goods down to very unsatisfactory prices. This may be less noticeable a little later, when it becomes necessary for buyers to replace their stocks, but at present there seems to be no escape from it.

Laces—The coming season will be an excellent one for laces of all description, but the most popular will in all probability be the rich Valenciennes lace. As a very large amount of lace was imported before the price on lace was advanced by the passing of the new tariff bill, there will be probably considerably more buying done at the old prices than if there had not been much lace imported until after the bill was passed. Most all dealers are expecting a very good business in laces by next spring—much better than the past season has been.

Fur Garments—There will be a very good business in ready-made fur garments of all styles this season, and there will be a great variety of furs used, with no especial regard as to favorites. Most of the dealers in fur garments say that they had looked for this season to be a little better than it was last, but the new business bids fair to greatly exceed that of last year.

Rubber Garments—The dry weather has made the rubber garment and mackintosh trade very quiet, but both the retailers and jobbers are quite confident that trade will be much better as soon as the season is a little more advanced. The plain box coats will be used mostly for gentlemen's wear, and black, blue and tan will be the popular colors; for ladies' wear, black and blue cape coats are sure to be the favorites, although there is some attempt being made to push colors, but they have not become very popular as yet.

Hosiery—Plaids and some lines of stripes have been particularly active, and have been ever since the season opened. This field is one that is practically controlled by the foreign manufacturer, and if the present demand continues, the foreign manufacturer will feel but little trouble over the question of tariff.

Prints and Gingham—The market has disclosed a very quiet demand for printed calicoes of all descriptions. Business for immediate delivery has been accomplished on a limited scale, but future orders have been few. Buyers have done less shopping during the week for fancy prints and seem to feel that they can get just as much satisfaction by placing orders immediately without waiting for special concessions.

There was a slow demand noticed for most styles of staple prints, and also there has been but little business accomplished in indigo blues, shirtings, turkey reds, blacks, whites, etc. Ordinary gingham have also been slow and without material change in prices. One brighter point in the market, however, is that finer gingham, woven dress goods, and napped fabrics have had good enquiry, and prices are generally firm for spring. There has been no particular development in printed shirtings, except from manufacturers who have, in some instances, placed orders for fair quantities of special assortments.

If there were no fools this world would be a dreadful desolate place to live in; it wouldn't pay to be wise or even cunning.

Knowing the Cost.

Sometimes it is a decided advantage for a salesman not to know the cost of the article he is selling. Frequently there is a temptation to cut when there is really no necessity for so doing and the salesman would not do it if he knew nothing of what the goods cost. Again, a salesman knowing the cost will cut closer to cost than the one who knows only the selling price.

An inmate of the Soldiers' Home at Augusta, Me., has been smuggling in bottles of whisky in a hole he carved in his wooden leg. The last time he disappeared they searched for him until they found him lying dead drunk in a graveyard, with his wooden leg unstrapped and the empty flask in the hole in the leg.

There is but little bad luck in this world, but there is a heap of bad management.

Voigt, Herpolsheimer & Co.,

**Wholesale
Dry Goods**

Grand Rapids.

Great Line of Caps

for Children, Youths and Men, from

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

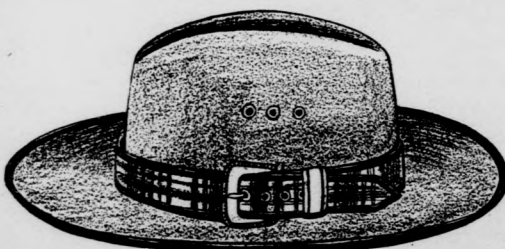
All Shapes and Styles. New Arrivals.

P. Steketee & Sons, Grand Rapids

BARGAIN BEAUTIES

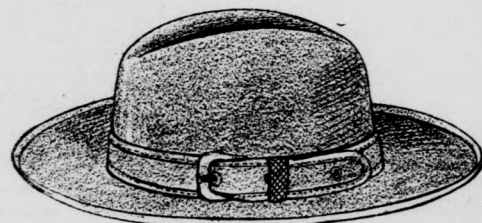
Dakota Pat. 122
Cavalier " 129
Montana " 657
Idaho " 655

\$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.

FROM FARM TO FIRM.

How Sam Brown Achieved Success in Business.

Written for the TRADESMAN.

Next morning Sam awoke at daybreak with a start and a sense of trouble. A snowstorm had begun during the night and white heaps were on the floor of the cabin, where it had sifted in through the paneless windows and shattered door. The wind was blowing fiercely and moaned and shrieked as it tore its way through the cracks and crannies of the dilapidated shanty. He lay still for a minute, watching the piles of snow growing larger with each gust of wind. Suddenly remembering that he had to report for duty at seven o'clock, the boy turned to rouse his father.

"Father! wake up. Wake up! It's time we were going.--He's sleeping so sound it's a pity to disturb him; but I can't go and leave him here. Wake up, father!"

Reaching over, the lad shook him gently by the shoulder. Receiving no response, he put his hand against the wan face. With a cry of horror he sprang to his feet. Then, bending over the quiet form, he called, "Father! father!"

But never again was he to hear that familiar, "Yes, Sammy." The father's troubles were at an end.

* * *

Sam never knew how he reached Mr. Phillips' house with the dreadful news. When consciousness came to him again he was lying in a clean white bed in a hospital ward. The sun was shining bright without and the world was clothed in green. He looked at his hands with wonder. "How white and thin they look. Why, I must have been sick," thought he. Just then a young woman quietly entered, crossed to the window and drew down the shade. Then, coming to the bedside, she placed her cool hand on his forehead.

"Where am I?" he asked.

"Never mind now, laddie," replied the nurse. "After a while, when you're stronger, we'll tell you all about it. You must keep just as quiet as you can now." Too weak to do otherwise, Sam was soon sleeping soundly.

He now began to mend rapidly and after a week was able to sit up. With returning strength memory came back and the misery of the last few days before his sickness was lived over again. When several weeks had gone by and he was able to walk a little, he began to wonder why Mr. Phillips did not come to see him. He thought of his brother and of the long time since he had gone away. In the midst of his wondering the nurse came to him and he at once asked about Mr. Phillips.

"Shortly after you were taken sick," she replied, "Mr. Phillips sold out his business here and went back to Jacksonville, where he came from, to take a partnership in a large dry goods store. He left word with us that as soon as you are well enough we are to let him know and he would send for you. The transportation came this morning and, if you keep on getting strong, the Doctor says you can start a week from to-day."

This was, indeed, pleasant news, and it seemed to him that the week would ever pass. At the end of it he was pronounced well enough to undertake the journey. How glad the boy was to bid goodbye to blistering old Kansas, where he had done so much hard work and had endured so much misery.

When he left the train at Jacksonville, a carriage was in waiting and he was

driven to Mr. Phillips' home, where he was regularly installed as a member of the family; and on the first day of July he began his work in Phillips & Callins' store.

Sam set to work to master the dry goods business with the firm resolve that some day he would have a business of his own. He soon discovered that he was deficient in many things, and began at once to study during spare hours, to improve himself. When the business college opened in the fall, he entered the evening classes, to acquire a business education. He proved a valuable addition to the working force in the store and it was not long before many of the women customers, especially the farmers' wives who came into Jacksonville to do their shopping, were asking for the boy and would wait to have him serve them. He grew steadily in popularity with the trade and in the esteem and confidence of his employers. At the end of six years he had acquired so thorough a knowledge of dry goods, and all that pertains to conducting a dry goods store, that he was given charge of the greater part of the buying, he accompanying Mr. Callins, the junior member of the firm, to New York twice a year for that purpose; and it would have been difficult to recognize in the bright-looking, well-dressed young fellow the poor country boy of six years before.

Sam felt that his education was, as yet, far from completed and the spare moments, which so many young men waste, were spent by him in earnest study. From eight in the morning when he entered the store, until he left it at six in the evening, he was all business. Somehow, whether customers were many or few, Sam always found work to keep himself busy. The other clerks might "stand 'round'" and gossip, but he had taken Mr. Callins for his model of a business man, and Mr. Callins never "stood 'round.'" To this he owes his present responsible position; and there is no doubt that he would have been delighted could he have heard the following conversation that took place between his employers:

"That is the very thing I have had in my mind for some time, Callins," said Mr. Phillips. "I have always been interested in 'my boy' and I am very glad to know that you feel towards him as you do. I am ready at any time to sign the necessary papers giving him a fourth interest in the business. He has shown us how thoroughly capable and reliable he is and as a partner he will be able to take a great share of the business burdens off our shoulders. He will be 22 the third of next month--suppose we take him into the firm on that day?"

"Agreed," replied Mr. Callins heartily.

And thus Sam Brown's aspiration became a happy--and deserved--reality.

MAC ALLAN.

[CONCLUDED]

Ingenious Method of Heating a Store.

Retailers who have difficulty in heating their stores in real cold weather will be interested in the invention of a Scotch merchant, David Smith, of Clarion, Iowa. This genius cut a hole in the bottom and another in the top of a soft coal heater, making the holes of sufficient size to admit a three-inch tube. This pipe, open at both ends, was run up through the stove, carrying the cold air from the floor up through the fire and out the top heated. It is claimed that this simple expedient increases the heating capacity of a soft coal stove three hundred per cent.

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 KLAFF; Treasurer, J. GEO. LEHMAN.

Saginaw Mercantile Association

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

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.



Fallis' Pancake Flour Fallis' Self-Rising Buckwheat

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

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



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

O. A. TURNEY, Manufacturer,
Detroit, Mich.

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.

Mixed Varieties the Bane of the Potato Market.

From the Minneapolis Commercial Bulletin.

In spite of the belief last week that the potato market had reached its bottom for the season, the market has eased off this week. Fancy potatoes of straight varieties have not suffered so much, but medium grades and mixed varieties have fallen into disrepute and the dumps. This is not to say that potatoes are not selling at prices that are fairly remunerative to the producer and shipper. But there is an accumulation of mixed stock, and it is hard to move out.

The reasons for this condition of things are easily seen. There is but one section of the State where the farmers are in condition to hold their stock for better prices after the beginning of winter. This is in the Princeton and St. Paul & Duluth railroad regions. There large storage cellars are common, and there the shippers or the farmers are storing their crop very freely. It is generally believed that after the first of the year potatoes will be worth 50 cents per bushel. In other sections, especially in the southern and southwestern parts of the State, the farmers are compelled to sell their stock before severe weather sets in. They are now anxious to sell at prices 15 cents lower than they refused some weeks ago. They are asking buyers to come and make figures for the moving of their stock.

The larger part of the potatoes that are going out of the State are not being sold before shipping, but are being consigned to commission merchants in the Twin Cities, in Chicago and St. Louis. Reports from the last mentioned city are to the effect that this State is sending a very large quantity of potatoes direct from producers to that city on consignment. This condition of things is not a good one for the market just now, but is unavoidable. The potatoes that are not to be stored must be sent off in the next two or three weeks, and must go at any price.

The greatest bane of the trade is, however, the common practice of raising any kind of potato and shipping them in a mixed state. The bulk of the potatoes received here are mixed varieties. If one goes along the streets and examines the potato wagons that come to market in long procession these days, he will find not one wagon in ten loaded with any one straight variety of potato. On the other hand, not one order in ten for shipment is for mixed varieties. The largest buyers in this city say that where they will pay, say 30 cents a bushel in carlots for straight burbanks or rose, they will not pay over 15 to 20 cents for the varieties mixed. The reason for this is plain. The demand now is very largely for seed. Buyers are now storing away seed to be shipped later to Southern fields. One commission house in this city had an order from Texas for 50 cars of seed to be shipped after the first of the year. The commission merchant says such an order cannot be filled from potatoes coming to this city. Fully 50 per cent. of the value of the potatoes is lost merely because of the carelessness of the farmer or the shipper, or both. If the farmer shall take the pains to have pure varieties for seed, and to plant them in separate fields, then keep them separate when he sells, he will do himself one of the greatest favors imaginable. It is as detrimental to the profits of potato raising to mix varieties and seed as it is to mix wheat, oats, barley and rye in field or bin. The mixing of seed brings mongrel potatoes that are sure to sell off the top of the market, while the mixing straight varieties by shippers will as surely lower the price of the stock in market. If a full car of one variety cannot be sent, divisions can be made in the car and the stock put in separate bins.

Not only is it the seed potato men that want straight varieties, but the housekeepers want them. Varieties of

potatoes are of such different qualities that they will not boil evenly. Any farmer's wife can tell you that. Now, the mixed cars of stock that come to this city must of necessity be sold to the local trade. This means in large part the peddler trade. Any one knows that the peddler is not a profitable man to market to. He is out for bargains, and the potato on the bargain counter is not a joy to the potato farmer. To-day the potato peddler is in high clover in this city. If all the potatoes on the tracks in this city that now so clog the market were straight varieties instead of mixed stock (and it would have cost the farmer not a cent more to have raised and shipped them straight), they would clean up without trouble, and at 50 per cent. more money than they are now bringing. All this is a sheer waste of money.

Disadvantages Attending the Sale of Mixed Eggs.

From the New York Produce Review.

The mixture of fresh and stale eggs, which is always troublesome during the fall months, has been especially so this season. The disadvantages of having our receipts of fresh-gathered eggs so largely mixed up with these old country-held goods are so great that it seems most unfortunate that shippers cannot separate the various qualities.

At this season of year the old eggs with which the fresh are mixed are of very irregular quality. Some of them—those which have been held but a short time and under especially favorable circumstances—are of more useful quality than long-held refrigerators, but a large part of them are so much shrunken and of so poor a quality that dealers cannot use them even in channels where good refrigerator eggs are acceptable.

When dealers, in order to obtain a supply of really fine fresh eggs, are obliged to buy them mixed with old eggs it can be readily understood that the latter are of less value than they would be to other and less particular classes of trade, consequently the price of the whole lot is depressed, the shipper gets less for the defective goods, and the good eggs cost the dealer a considerable premium above the price he pays for the whole. With fresh-gathered eggs of so-called choice quality selling at 18c, for instance, the really fine eggs, when candled out, probably cost the buyer fully 20c, by reason of the reduced value of the old goods.

With this fact in view, it is evident that if the goods were separated when packed, so that a buyer for fancy eggs could get them free from mixture, he would be glad to pay at least as much for them as they cost now, and probably more, owing to the saving of labor. It is also evident that the stale eggs, if packed by themselves, would bring more sold to a cheaper class of trade than to dealers who have no satisfactory use for them.

Another serious difficulty, and one which is very far reaching in its effects, is that under the present system of selling fresh and stale together many of the latter do really get into consumptive channels which demand better goods, thus materially injuring the consumptive demand. If the older eggs were sold to cheaper trade, where the sense of taste is less acute and where price is of more importance than quality, their effect on consumption would be far less.

Found at Last

Gongdon's Cider Saver and Fruit Preservative Compound

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

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

Potatoes -- Beans -- Onions

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

MOSELEY BROS.,

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

Established 1876.

Wholesale Seeds, Potatoes, Beans, Fruits.

SEEDS

BEST GRADES, AND
PRICES ALWAYS RIGHT.

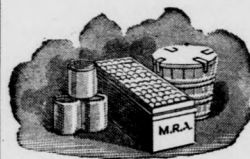


**CLOVER
TIMOTHY
ALSYKE**

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

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

**ALFRED J. BROWN
SEED CO.**



BUTTER

Handled only on Commission.

EGGS

On Commission or bought on track.

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

Mail Us Your Orders

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

The Vinkemulder Company,
Grand Rapids, Mich.

MILLER & TEASDALE CO.

FRUIT AND PRODUCE BROKERS

**BEANS
ONIONS**

**OUR
SPECIALTIES**

**POTATOES
CABBAGE**

601 NORTH THIRD ST.,

ST. LOUIS, MO.

Consignments solicited. Advances made.

Reference: American Exchange Bank, St. Louis.

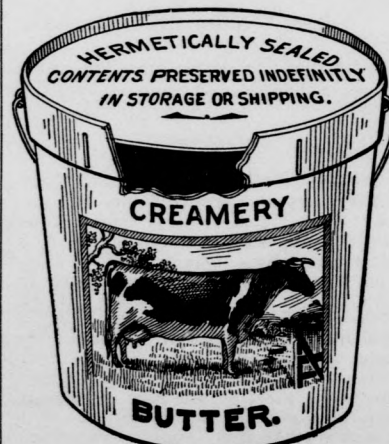
Harris & Frutchey

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

60 Woodbridge St., W.

350 High St.

Telephone 2524.



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.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, Oct. 30—It has been a comparatively dull week here and everybody seems to be awaiting the result of election and letting business drop for a few days. The sudden and tragic death of Henry George had a depressing effect and the whole community was shocked beyond measure.

Coffee is especially "out of sorts" and, as Europe reports the unloading of large holders, the situation is not especially cheerful for holders here.

Not an invoice sale was made Friday. The amount of coffee in store and afloat is something like 940,000 bags, against about 635,000 bags at the same time last year. The prevailing quotation for Rio No. 7 is now 63½c; indeed, some sales are reported at 6½c. Buyers have shown very little interest and interior reports seem to indicate that grocers and dealers have supplies sufficient for temporary purposes.

There is a little better feeling in teas and, although prices show no appreciation, there is an air of rather more content among dealers than has prevailed for a few weeks. No large sales were reported, but dealers promise a different report very soon.

Refined sugar has been in very light movement and sales, although made over a wide extent of territory, have been of very limited volume. A reduction of ¼c has been made on refined, and at the close orders are awaited with interest. Perhaps after election things will take a better turn.

There is not the activity among rice dealers which prevailed a week ago and sales are reported as small and rather few in number. Supplies, however, are not large, either of foreign or domestic, and consequently prices have been maintained. Prime to choice Southern rice is worth 5¼@5½c. Japan, 5@5¼c.

Spice sales have been light. No invoice trading has been reported and ginger and nutmegs seem to be in buyers' favor. Other sorts are unchanged.

Molasses is flat. Distributing business has been of very limited character. The stock of molasses here is rather limited and the whole situation is one which contains little cheer. Moderate receipts are reported from New Orleans and dealers are rather blue. Centrifugal, good to prime, 17@21c; open kettle, good to prime, 26@28c; prime to fancy syrup is held at 16@22c.

In canned goods, a fair jobbing business in California fruits is reported in one or two cases, but, as a general thing, trade is not as active as last week. Well-known brands of corn and tomatoes have sold, of course at remunerative figures, and in fact there has perhaps been no actual decline in any article, but the market lacks strength. Reports of the canning of corn and tomatoes are coming to hand which show a great reduction in the total pack of this season.

Dried fruits are practically unchanged. Evaporated apples are worth 12c. Raisins and prunes from the Pacific Coast hold their own, despite the efforts made to down them.

Butter is unchanged. For best Western creamery 23½c is the prevailing rate and has been for a week. Grades that will not come "up to the scratch" are in rather light enquiry and altogether the demand is about of an everyday character.

The outlook for cheese is anything but encouraging and dealers seem to have lost their grip. The demand has been very light and quotations are nominal. Large size State full cream is held at 8¼c. Small, 8¾@9c.

Beans, choice 1897 marrows, \$1.32½@1.35. There is a very light volume of business being done. Choice pea beans, \$1.10.

A large supply of potatoes have come upon us this week and in price the range is from \$1.62@1.87 for Western, with a weak tone to the market generally.

In eggs the supply is light and the market is firm. Best Western stock is worth 18½c. Nearby, 22c.

Effects of the Restrictive Law on Oleomargarine.

As oleomargarine is subject to an internal revenue tax, it is easy to secure accurate information about its manufacture and consequently about its consumption. The first full year in which this information was available was that ending June 30, 1888. In that year 3,325,527 pounds of oleo was manufactured in this country. Thenceforward until 1894, the manufacture increased steadily, reaching in the last named year 69,622,246 pounds. Then the tendency was in the other direction, and in the fiscal year ending with June 30 last, the production was only 45,534,559 pounds, or less than in any year since 1892. The decline in production of late years is variously accounted for. Doubtless the restrictive laws in the various states, and especially the anti-color laws, have had considerable influence. And very likely the relatively low price of butter and higher price of animal fats of late has restricted its manufacture to some extent. Whatever the cause, farmers and dairymen rejoice over the fact, which indicates a broader market for pure butter.

To Take Off Mold.

Sometimes you will find that the blacking on the tops of goods has been eaten off by mold. To restore the color, wash with ammonia.

The Pennsylvania Railroad Company has arranged a system for patrolling its lines at night under special police, employing a checking system, which will guarantee its efficiency.

NEW YORK CONCORD

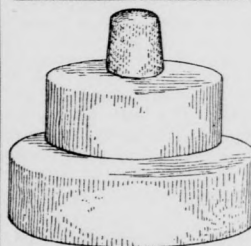
GRAPES

are closing the season very fine.

Hubbard Squash, Sweet Potatoes, Cape Cod Cranberries, Spanish Onions, Honey, Lemons, Oranges and Bananas.

Grand Rapids.

BUNTING & CO.



R. HIRT, Jr.,

Market St., Detroit.

✿ Butter and Eggs wanted ✿

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

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

ANCHOR BRAND OYSTERS

Will please your customers and make you money.

POPULAR PRICES PREVAIL. ASK FOR QUOTATIONS.

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



Lockwood & Braun

Successors to

A'lerton & Haggstrom.

Sole packers of the Old Reliable

P. & B. OYSTERS

In cans and bulk.

Mail orders promptly filled.

127 Louis St., Grand Rapids.

Dealers in Poultry, Butter and Eggs.

COYNE BROTHERS

WHOLESALE COMMISSION MERCHANTS

161 S. Water St., Chicago.

BUTTER, EGGS, POULTRY, FRUITS AND VEGETABLES

Car Lots: POTATOES, APPLES, BEANS, ONIONS

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

Bankers: Merchants National Bank, Chicago. Write for Tags and Stencils. Mention this Paper when Writing.

BARNETT BROTHERS

Are still at their old location, 159 South Water Street, Chicago, in the center of the largest fruit market in the United States, with ample room, occupying the entire building. Well equipped for business, they are still in the front in handling all kinds of

FRUITS

DEPOSITS AT PRINCIPAL POINTS.

Stencils furnished on application.

Do you want to know all about us?

Write to

Corn Exchange National Bank, Philadelphia, Pa.

Fourth National Bank, Grand Rapids.

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

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

W. R. BRICE.

Established 1852.

C. M. DRAKE.

BRICE BUSIEST BEST

Commission House in Philadelphia.

Butter

Eggs

Poultry

How the Trading Stamp Fake Is Regarded in St. Louis.

From the Interstate Grocer.

In order to ascertain how St. Louis grocers regard the new trading stamp scheme, a representative of this paper recently called on several dealers who have had experience with the system. J. H. Gibson, corner of Seventh and Market streets, expressed himself as follows:

"It has brought us in considerable new trade, and has stimulated our cash business somewhat, but I find that it is a pretty expensive way of doing business. I didn't stop to figure, before entering into the contract, the big difference between 5 per cent. on the profits, and 5 per cent. on the gross receipts. It may be all right in some lines, where the profits are larger, but some articles in the grocery business don't bring over 5 per cent. profit."

H. Klein, 23 South Fourteenth street, reports about the same experience as Mr. Gibson. He says: "I don't think much of this scheme, after investigating it a little more than I did at first. They are pretty slick fellows, those who do the soliciting for that concern. I am beginning to see that they get all the money, while we get the experience. Another thing I don't like about it is that some of my customers are already beginning to suspect that I have put my prices up on account of this thing. No, I don't think it amounts to much."

Mrs. M. McDermott, Eighteenth and Lucas avenue, has had no experience so far in giving out trading stamps. She says: "I haven't given out any yet, and don't know whether they will help me in my business. I think my customers prefer a stick of candy for their children to a trading stamp."

M. Bichler, 107 North Fourteenth street, is not very much in love with the trading stamp scheme, nor with the fellow who talked him into it. He vents his grief in the following manner: "That fellow was a pretty smooth one. He promised all kinds of things, among others, that he wouldn't put his stamps in a grocery store or meat market within four blocks from me. Now I find that there are two other fellows in adjoining blocks that have them. So you see, the company has not carried out its contract, and can't hold me down to it." When his attention was called to the fact by our representative that the company would not recognize a verbal contract made by its agents, he said it was on the contract. Upon examination, it was found that the number of blocks was ingeniously omitted by the wily agent, reading — blocks, whereupon the incensed Mr. Bichler proceeded to turn loose his wrath upon the head of the agent, as well as upon the company and everybody connected with it. What the outcome of this case will be we are not prepared to foretell at this time.

The main objection seems to be that a percentage on the old, as well as on the new, trade has to be paid out; that the average retail grocery business cannot stand a drain of 5 per cent. on its gross receipts for a poor advertising

scheme, which after all, is what it amounts to. It creates a suspicion in the minds of customers that prices have been raised, which, of course, is not characteristic of this scheme alone. A big increase in the cash business is promised which, however, does not materialize sufficiently to warrant a commission of 5 per cent. on the gross sales. There are many other objectionable features, but the above are sufficient to turn any thinking business man against the scheme. It is true that there is a certain class of people who are always after something that doesn't cost anything, but the merchant can easily secure a few choice premiums of his own and conduct his private trading stamp scheme at about one-half per cent. of his sales. The best way, after all, is not to have anything to do with schemes of any kind, for in nine cases out of ten they prove expensive, and the results are very unsatisfactory in many ways.

"Marry in haste and repent at leisure" seems to be applicable in the majority of the trading stamp cases. It seems surprising that a scheme like this should have had any attraction for a number of merchants who are on the list, and especially that the majority went into it without any preliminary investigation. For that reason, the entire blame rests on their shoulders, and if it proves as unpopular and obnoxious in St. Louis as it has in the cities of the East, another valuable lesson will have been learned by some of our business men.

Go Slow in Dealing with H. A. Mowery & Co.

H. A. Mowery & Co., produce commission merchants at 200 South Water street, Chicago, are flooding the State with printed matter, soliciting shipments of butter, eggs, cheese, poultry, veal and game. The Tradesman has caused diligent enquiry to be made relative to the antecedents and standing of this house and recommends caution in dealing with the firm. It has no real estate, no bank account and no rating by either of the mercantile agencies. If any of the Tradesman's patrons have made any consignments to the house, the Tradesman would be pleased to be made acquainted with the result.

The Fiji Islands exported \$1,684,645 worth of sugar last year. The area devoted to the cultivation of cane is said to be on the increase, notwithstanding the unsatisfactory state of the market.

Minnesota University seems to lay little stress on the study of the classics. Out of the 185 instructors at that institution, only four are engaged to teach Greek and Latin.

The Belgian government offers a prize of \$10,000 to anyone who will discover a chemical that will take the place of white phosphorus in matchmaking.

Worthy Enterprise by Colored Men.

At Stanleytown, Tenn., a number of colored men have formed a co-operative association for the manufacture of foundry goods. It is called the Southern Hollow Ware & Foundry Co. Their new foundry is now about completed, having a main building 50x25 feet, with a number of outbuildings and annexes. They have stocked the plant with a 40-horse-power engine, new cupola, machinery, models, patterns, etc., costing nearly a thousand dollars.

They expect to be in operation by November 10, and can turn out fifteen stoves a day, employing nearly fifty colored men when running complete. They do not expect to make much profit on stoves—competition being too strong with much more extensive plants, but expect to make their greatest profit on iron hollow ware and such piece work as they can get from other foundries in their vicinity.

Although this plant may or may not prove a success, its promoters certainly deserve considerable credit. The idea of building and operating this foundry started with the President, C. H. Ferran. Ferran is a colored man, almost white, who was formerly the slave of a wealthy Huntsville family. Before the war he was the chief blacksmith, or ironmaster, on the Ferran plantation near Huntsville, and has considerable knowledge of ironmaking. For the past year he has been employed as head molder at Citico furnace and makes good wages.

He works all day at Citico and walks to his home in Stanleytown in the evening. Then he spends half the night working on the foundry with a number of other colored men interested, all of whom are employed at different points in the city. It has been under Ferran's supervision that the foundry was built. Ferran is a very powerful man physically, and has taken an intense interest in the enterprise.

The company, as it is, is somewhat different from other concerns of this sort. They have not borrowed a cent of money on which to start the enterprise. Ferran and each man interested had some money saved, and with what they could spare from their earnings have built the plant.

SEASON IT!

When trade is flat, why don't you season it? A windowful of DIAMOND CRYSTAL SALT ^{in boxes} will halt the passing buyer.

See Price Current.

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

N. WOHLFELDER & CO.,

WHOLESALE GROCERS and COMMISSION MERCHANTS

399-401-403 HIGH ST. EAST,

DETROIT, MICHIGAN.

CHEESE, BUTTER and EGGS.

Long Distance Telephone 4772.

Consignments wanted.

HERMANN C. NAUMANN & Co.

ARE AT ALL TIMES IN THE MARKET FOR

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

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



MILLER BROS.,

MFRS. OF THE

SCIENTIFIC BEAN PICKER

ROCHESTER, MICH.



Manitowoc Lakeside Peas

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

THE ALBERT LANDRETH CO., Manitowoc, Wis.

Worden Grocer Co., Wholesale Agents.



Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

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

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

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

Twenty-Three Additions to the List.

Marquette, Nov. 1—Lake Superior travelers have fallen in with the new deal offered by the Lake Superior Commercial Travelers' Club surprisingly. New members are coming in fast and the new directory to be issued Jan. 1 will certainly contain the names of 300 travelers. Among the latest additions to the membership are:

D. G. Freeman, Oshkosh, Wis., with Thos. G. Plant Co., Boston.

Thos. D. Ryan, Hancock, with D. F. Bremmer Baking Co., Chicago.

A. B. Wheeler, Milwaukee, with Kewaunee Boiler Co., Kewaunee, Ills.

Thos. H. Lang, Hancock, with Standard Oil Co.

H. F. B. Weendels, Green Bay, Wis., with Bunte Bros. & Spoehn, Chicago.

Robt. F. Fee, Detroit, with Banner Cigar Manufacturing Co., Detroit.

Geo. W. Cadv, Chicago, with Ohio Suspender Co., Mansfield.

Jno. Burder, Calumet, with Carlton Hardware Co., Calumet.

Oscar Hart, Milwaukee, with Bradley & Metcalf Co., Milwaukee.

A. A. Muldrew, Marquette, with Strong, Lee & Co., Detroit.

John Thomy, St. Louis, with Mayer & Lowenstein, New York.

H. F. Alexander, Milwaukee, with Chas. Baumbach Co., Milwaukee.

Eugene Murphy, Hancock, with Zenith Paper Co., Duluth.

W. I. Bolt, Detroit, with Detroit Lead Pipe & Sheet Lead Works.

E. B. Baldwin, Ashland, Wis., with Marshall Wells Hardware Co., Duluth.

George Wright, Kiel, Wis., with Kiel Manufacturing Co., Kiel, Wis.

Antoine Boex, De Pere, Wis., with Johnston Bros., Milwaukee.

C. H. Buckley, Freeport, Ills., with Wm. Barret & Co., Chicago.

H. E. Gilmore, Marquette, with Western Express Co., St. Paul.

B. F. Brooks, Minneapolis, with W. T. Rolph, Minneapolis.

P. C. Hetzel, Minneapolis, with W. A. Edwards, Minneapolis.

W. L. Quigley, Detroit, with Daniel Scotten & Co., Detroit.

ALBION F. WIXSON, Sec'y.

Gripsack Brigade.

Chas. P. Reynolds succeeds to the territory formerly covered by Sam. R. Evans for the Ball-Barnhart-Putman Co., Grant Galloway taking the territory formerly covered by Mr. Reynolds.

John J. Dooley is in Michigan again on his thirty-third semi-annual trip among the drug trade. It is not a common thing for a man to remain seventeen consecutive years with one house, but that is the experience of Mr. Dooley with the H. E. Bucklen Co.

Thomas Macleod, who carried the line of H. P. Baldwin & Co. (Detroit) for twenty-six consecutive years, has recently formed an alliance with the Geo. W. Farnham Co., of Buffalo, and will undertake to see his Michigan friends five or six times a year. Mr.

Macleod is a host in himself and enjoys the respect and confidence of all who know him.

Sam. R. Evans, for seven years past traveling representative for the Ball-Barnhart-Putman Co., has signed with the F. F. Jaques Tea Co., of Chicago, and will cover the entire State for that house, the engagement dating from Nov. 1. Mr. Evans is a clever salesman and a genial gentleman and his friends among the trade and the fraternity will join the Tradesman in wishing him success in his new connection.

A certain Kalamazoo traveling man, who is not a member of the traveling men's organization connected with the M. E. church, was recently dismayed by being asked to say grace at a strange table. To refuse and explain would be embarrassing; to comply, equally so. He chose the latter, and started off briskly enough with, "Oh, Lord, bless this table"—just here, being unused to the business, he nearly broke down, but by a gigantic effort pulled through with "World without end. Yours respectfully, amen."

Another week has gone by and President Ledyard of the Michigan Central Railway still walks the streets of Detroit a free man, while thousands of other men who have violated the statutes of the State are suffering the penalties of the law. The wanton disregard of the laws of the State and the decisions of the courts on the part of Mr. Ledyard would land a less prominent man in prison inside of a month, yet Mr. Ledyard has openly defied the law providing for the issuance of family mileage books for several years, apparently without fear of the consequences and with no regard for the seeds of socialism and anarchy he is sowing broadcast.

Not in Love with the New Mileage Book.

Owosso, Nov. 1—There has been much said about the Klondike mileage book. As I am not accredited with any premiums for championing the use of the so called "delight of the commercial traveler," and have no desire to class myself with the "thugs" or "scapegoats," as our Saginaw railroad official designates us, I am free to say that I voice the opinion of ninety-nine out of every 100 in the statement that the Klondike mileage is a nuisance to the commercial traveler. We were told that we should have a book that would please us if we would only wait, keep our influence out of sight at Lansing, and keep mum in our commercial gatherings. After having complied with all of these requirements, we now have thrust in our faces the so-called interchangeable mileage book, purchased with the money of our employers, but containing so many restrictions in regard to the use of it that we can hardly understand how to proceed to secure our \$10 which the Klondike holds in reserve until it is assured that we have not jumped some other claim or left our stakes just as they were being driven. Without censure to any special amplified cranium which had a hand in the construction of such a grand system of mileage (!) I must say that the Central Passenger Association representatives could not have slept very much for some time before evolving such a conglomeration of restrictions as are placed on the owners of their magnanimous Klondike mileage. We have seen, in some instances, traveling men present this book to the conductor on the train and get their coupons, but are told that we must present it at all stations where there is a ticket agent and get our coupons from him, when we know the conductor has the same thing in his pocket to exchange in case there is no agent at the station. Why can he not do this in all cases?

The book we want is a 1,000 mile book, good on any road and on any regular passenger train, with the same system of checking our baggage as with our old books, with covers good for \$10 in exchange for new mileage, when presented to the same system which originally sold the book, with a proper certificate signed by the owner and user of the book, fortified by an affidavit, if desired. With this form of book I think the average commercial traveler would not attempt to turn in any covers except those he had bought in his own name. I have never heard a single word in favor of the Klondike mileage as the commercial man's friend since its appearance; but it is universally condemned by all who speak of it. If the Central Passenger Association wishes to do something for us, let them give us a book which we can use without requiring so much of our employer's time, and we will be just as quick to sound its praises as we are to condemn this doleful attempt to hoodoo us with a thing like the Klondike mileage which the Central Passenger Association asks us to use at the present time.

R. P. BIGELOW.

The Cloven Hoof of the Bell Company.

The Greenville Independent contains the following:

There is talk of extending the Bell telephone line from Greenville west to Sheffield and east to Miller on the T., S. & M., and northwest to Coral on the D., G. R. & W., at an estimated expense of \$5,000. The telephone company asks for subscriptions to equal \$3,500, half the estimated cost of the line, the \$3,500 to be issued in script coupons to subscribers to equal in value the amount paid, the coupons to be worth their face value in payment of messages. Such a line would be of great value to potato buyers and sellers and to egg merchants and others.

Inasmuch as the Bell Co. has had but a single wire connection, with atrocious service, between Greenville and the outside world, undoubtedly the company could afford to build a one-wire line to the points above named, if the citizens would aid to the amount of \$3,500, as a double-wire or metallic circuit would cost much less than this amount. The manager of the Citizens Telephone Co., of this city, has, during the past year, superintended the construction of a metallic or double wire line from Grand Rapids to Cedar Springs, Howard City, Big Rapids, Reed City, Evart and Cadillac, besides shorter lines, so that he is in a position to accurately estimate the cost of erecting a line such as the Bell people insist would cost \$5,000. In speaking on this point, he recently stated: "If first-class poles, with cross arm, and two wire or metallic circuit lines are used, and a long-distance instrument located in each of the eight different towns on the proposed lines, the actual cost would not exceed \$2,500. If the one-wire line and common Blake telephone is used (which is the same as the Bell Co. has furnished the Greenville people for years), the cost would be within \$2,000." He further stated that his company had been anxious to connect Cedar Springs with Greenville and the points named, and that it would construct a metallic circuit line with long-distance telephones in at least ten of the towns, and connect with following towns via Greenville—Cedar Springs east to Miller and Coral south to Belding—provided \$2,500 of service coupons were subscribed or stock taken in the State line company to the same amount, as preferred. He would further guarantee to reduce toll rates to Grand Rapids and make the rates to other towns correspondingly low. The Citizens Co., of Grand Rapids, makes the following rates: Grandville, Sparta and Rock-

ford, 10 cents; Hudsonville, Howard City and Lowell, 15 cents; Holland, Lansing and Big Rapids, 20 cents; Cadillac, South Haven and Kalamazoo, 25 cents. The Citizens Co. now has 127 State line points and over 4,000 telephones in service. A line is being built to Kalamazoo and will probably be completed by Dec. 1.

The independent companies in this State have more telephones in service than the Bell Telephone Co., and if the citizens of Greenville desire to secure the benefit of permanently low rates and a greatly improved service, they should organize a company and build for themselves an exchange and aid in securing independent connections with the outside world. If, however, they prefer to ally themselves with some company already organized and in successful operation, they can get such an one to build the extensions and secure a good investment for their capital, besides obtaining the service and rates desired. Because of the exorbitant rates charged by the Bell Co. in the past—and even now exacted where there is no competition—and the superior service rendered by the independent companies, the Tradesman urges its readers not to contribute one dollar in aiding the Bell Co. to go anywhere—except out of existence.

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.



L.V. COAL
A. Himes
PHONE 490. 3 CANAL ST.

NEW REPUBLIC

Reopened Nov. 25.

FINEST HOTEL IN BAY CITY.

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

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

HOTEL WHITCOMB

ST. JOSEPH, MICH.

A. VINCENT, Prop.

Whitney House

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

Chas. E. Whitney, Prop.

Cutler House at Grand Haven.

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

Drugs==Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

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

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

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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

Advertising Counsel to Retail Druggists.

Advertising his store is the great need of the retail druggist to-day. Pushing business is the method of success. Getting at the greatest number of one's possible buyers in a way that will convince them of the value of one's store as a place of business is the modus operandi by which success is cajoled into lingering long with one.

A man's advertisement is, to the person reviewing it, an introduction that bears in its personality the earmark of his establishment's claim upon the approval of the public. A vulgarly worded advertisement—and by that I mean the cheap, the mean, the commonplace, the tawdry, the sensational—means a vulgarly conducted business. It foreshadows nothing that the refined man and woman want about a drug store. Drug buyers want, above all, cleanliness and carefulness. A badly set booklet, full of big black letters, smeared pages, or flashily printed, means all those things that a refined clientele rebel against. It draws cheap trade—the buyers of cut-rate patent medicines, who are not the real strength of a druggist's clientele, except in large cities where it pays to handle a large assortment of these miscellaneous articles with which metropolitan druggists have stocked their stores.

Bad advertising is that which appeals only to the lesser clientele and drives away the greater.

The druggist has to be extremely careful of his advertising, because he has the physician to keep in a good humor and he must not offend the sensibilities of the best element of the public. At the same time he must make his store popular. Advertising, for a druggist, thus presents a hundred knotty problems. My advice to a druggist is, get only the advertisements that suit your business—that were made especially for you, and those that are made only after your advertising man has thoroughly understood your business and its requirements.

When you use a booklet, have it well written, well printed, and distribute it as if you were proud of it, rather than as if you wished to get it through a crack in the door and not be seen doing it. Send it by mail in a sealed envelope. There is some dignity in that. Use two eight-page booklets rather than one of sixteen pages. Never send out cheap-looking printing; it hurts, because you can never rise above a cheap reputation for cheapness, and when you want to get high-class trade you have to spend twice as much money in trying to kill your old advertising.

I said, get only the advertisements that were meant for you. I may be tramping on corns here, but I mean it. Ready-made advertisements are like

ready-made suits. They fit or they may not. You take the chances. The syndicate writer will tell you that it is very easy to alter them to suit your business. Don't you believe anything of the sort.

Suppose you try to alter that ready-made coat you got last week that didn't fit you. What a botch and mess you would make of it. It gets worse as you cut and baste, and by and by you throw the whole thing away in disgust. You're not a tailor, neither are you an advertisement writer.

Let any druggist who has used the ready-made advertisements come forward and tell me that he can trace profitable results to his use of them, and I'll show him fifty letters from men who have used them and found them lacking in selling force.

It is bound to be so. What fits Brown's store and Brown's people will not fit Jones' or Smith's. If they would, Jones and Smith would not be in business. The very existence of Jones and Smith argues that there are different publics to cater to, therefore different appeals to be made. Good advertising for Jones, Smith and Brown should accentuate the strong point of the business of each. The syndicated advertisement cannot do this.

Do not use ready-made advertisements. The principle is wrong, and their use is strewn with advertising failures.

Whenever you want an advertisement or a booklet or a folder, say so. Have your advertising man write it for you after he has thoroughly familiarized himself with your store and the people to whom you sell. You will get your money's worth, and you will get people's trade, the existence of whom you had hardly known before, because you have a method and a principle and follow it consistently. And the appeal that has the knowledge of human nature to back it has a thousand chances to one of meeting with a hearty response.

E. E. ST. ELMO LEWIS.

Development of Fruit Flavors.

Some very interesting and suggestive results have been obtained by Jacquemin, who finds that, by the addition of the leaves of fruit trees, which in themselves have no marked flavor, to saccharine solutions undergoing alcoholic fermentation, a very marked bouquet of the fruit is developed. Thus, by immersing pear or apple tree leaves in a 10 or 15 per cent. solution of sugar, and adding a pure yeast, which by itself gave rise to no marked flavor, after fermentation a liquid was obtained which had a strong odor of pear or apple respectively and an excellent flavor, and on distillation gave an alcoholic distillate, in which this aroma was still more marked. Vine leaves act in a similar manner, and the author suggests that it may be possible to improve the bouquet of a poor vintage by the addition of some leaves during fermentation. It is noteworthy that the results are far more marked when the leaves employed are from trees in which the fruit is approaching maturity. The author infers that the flavors of fruits are due to a body elaborated in the leaves, possibly of a glucosidal nature, which is not transferred to the fruits until the latter approach maturity, and is then acted upon by the special ferments contained in the fruit juices and develops distinctive flavors. The matter would appear to be of considerable practical importance.

Eighteen Examinations in Nine Years.

Mr. H. M. Whitney, of Massachusetts, in a paper read at the Minnetonka meeting, stated that, out of 575 candidates examined by the Massachusetts Board of Pharmacy, from October, 1895, to October, 1896, only 110 were found qualified. Of these, only eighteen passed on the first examination, ten on the second, twenty-eight on the third, twenty-two on the fourth, twelve on the fifth, six on the sixth, three on the seventh, three on the eighth, and others on the ninth, tenth, eleventh, thirteenth, fourteenth and eighteenth examination. The one candidate who passed on the eighteenth examination had been examined the first time in March, 1888, and passed in June, 1897. This persistent candidate ought to be awarded a prize for his persistency. It is certainly true that a candidate who fails in three successive examinations in one year or two years ought not to be entitled to any further examination, because, even if he does manage to squeeze through at some subsequent examination, he is certainly an exceedingly undesirable and unsafe member of the profession and ought not to be let loose to practice upon the public; and yet it is very doubtful whether the boards of pharmacy can, under the present laws, refuse examination and license to such fellows. Most of the pharmacy laws, in fact, say that the Board shall examine all candidates who present themselves. In view of the results obtained by the Massachusetts Board, how absurd it seems to refund the examination fee paid by all candidates who fail, as is provided in many of the pharmacy laws.

Methyl Alcohol in Pharmacy.

The Committee on the Revision of the United States Pharmacopoeia of the American Pharmaceutical Association, in presenting its report at the Minnetonka meeting, described certain trials made in the use of methyl alcohol as a solvent and menstruum in the production of pharmaceutical preparations, especially tinctures, fluid extracts, and extracts of plant drugs. The committee did not recommend the use of methyl alcohol for these purposes, but neither did its report decide against it. Some

testimony was given in the discussion of the report to the effect that methyl alcohol had been taken without any more injurious effects than are produced by ethyl alcohol. Yet this is an exceedingly important question, and it must be admitted that the testimony so far deduced regarding the effects of methyl alcohol when administered internally is overwhelmingly against it. There is no need of a change from ethyl alcohol to methyl alcohol. We do know that ethyl alcohol is unobjectionable and effective as a menstruum and solvent, and the use of methyl alcohol ought, therefore, not to be sanctioned, even for the preparation of solid extracts, until after far more conclusive testimony shall have been brought out to show that it may be done with perfect safety. It may be mentioned further that it seems to be comparatively difficult to purify methyl alcohol so as to remove from it the peculiar odor attaching to its impurities; or, in other words, that perfectly pure methyl alcohol is not as easily obtained as is pure ethyl alcohol.

The Drug Market.

There are no changes of importance to note this week.

Opium—The market is quiet, with little business doing in the article.

Morphine—The demand is fair, but the price is unchanged.

Quinine—The market is quiet and the demand is light.

Alcohol—Has declined, owing to strong competition.

Quicksilver—Has been advanced. This may advance all mercurials later on.

Essential Oils—Citronella has advanced and is very firm. Lemon grass is in light supply and advancing. Cassia and anise are weaker, on account of heavy offerings from China. Wormseed is now in large supply and has declined.

Roots—Golden seal is scarce and firm at late advance. Gentian is getting scarcer and advancing.

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.

Labels for Gasoline, Benzine and Naptha

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

In ordering be careful to state which kind of labels is desired.

TRADESMAN COMPANY, Grand Rapids.

WHOLESALE PRICE CURRENT.

[illegible]

GROCERY PRICE CURRENT.

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

AXLE GREASE.	
Aurora.....	doz. gross 55 6 00
Castor Oil.....	80 7 00
Diamond.....	50 4 00
Frazier's.....	75 9 00
IXL Golden tin boxes	75 9 00
Nica, tin boxes.....	75 9 00
Paragon.....	55 6 00

BAKING POWDER.	
Absolute.	
1 lb cans doz.....	45
1 lb cans doz.....	85
1 lb cans doz.....	1 50
Acme.	
1 lb cans 3 doz.....	45
1 lb cans 3 doz.....	75
1 lb cans 1 doz.....	1 00
Bulk.....	10

El Purity.	
1 lb cans per doz.....	75
1 lb cans per doz.....	1 20
1 lb cans per doz.....	2 00
Home.	
1 lb cans 4 doz case.....	35
1 lb cans 4 doz case.....	55
1 lb cans 2 doz case.....	90

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

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

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

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

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

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

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

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

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

CHEESE.	
Acme.....	@ 11 1/4
Amboy.....	@ 11 1/2
Byron.....	@ 11
Elsie.....	@ 12
Gem.....	@ 12
Gold Medal.....	@ 11
Herkimer.....	@ 10 1/4
Ideal.....	@ 11 1/4
Jersey.....	@ 12
Lenawee.....	@ 10 1/4
Riverside.....	@ 11 1/4
Spa.....	@ 11
Brick.....	@ 10
Edam.....	@ 75
Leiden.....	@ 18
Limburger.....	@ 10
Pineapple.....	@ 43
Sap Sago.....	@ 18

CHOCOLATE.	
Walter Baker & Co.'s.	
German Sweet.....	23
Premium.....	34
Breakfast Cocos.....	45

CLOTHES LINES.	
Cotton, 40 ft. per doz.....	1 00
Cotton, 50 ft. per doz.....	1 20
Cotton, 60 ft. per doz.....	1 40
Cotton, 70 ft. per doz.....	1 60
Cotton, 80 ft. per doz.....	1 80
June 50 ft. per doz.....	80
June 72 ft. per doz.....	4

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

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

CREAM TARTAR.	
5 and 10 lb. wooden boxes.....	30-35

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

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

Mexican and Guatemala.	
Fair.....	16
Good.....	17
Fancy.....	18

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

Java.	
Interior.....	20
Private Growth.....	22
Mandehling.....	24

Mocha.	
Imitation.....	22
Arabian.....	24

Roasted.	
Clark-Jewell-Wells Co.'s Brands	
Fifth Avenue.....	28
Jewell's Arabian Mocha.....	28
Wells' Mocha and Java.....	24
Wells' Perfection Java.....	24
Sancatho.....	23
Breakfast Blend.....	20
Valley City Maracalbo.....	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

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

CATSUP.	
Columbia, pints.....	2 00
Columbia, 1/4 pints.....	1 10

CLOTHES PINS.	
5 gross boxes.....	40

CONDENSED MILK.	
4 doz in case.	
Gail Borden Eagle.....	6 75
Crown.....	6 25
Daisy.....	5 75
Champion.....	4 50
Magnolia.....	4 25
Challenge.....	3 35
Dime.....	3 45

COUPON BOOKS.	
TRADESMAN	
1 CREDIT COUPON.....	1
TRADESMAN	
5 CREDIT COUPON.....	5

Trademan 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

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.....	7 25
500 books.....	10 00
1,000 books.....	17 50

Credit Checks.	
500, any one denom'n.....	3 00
1,000, any one denom'n.....	5 00
2,000, any one denom'n.....	8 00
Steel punch.....	75

DRIED FRUITS—DOMESTIC Apples.	
Sundried.....	@ 4 1/4
Evaporated 50 lb boxes.....	@ 7 1/2

California Fruits.	
Apricots.....	8 1/4 @
Blackberries.....	@
Nectarines.....	@
Peaches.....	8 @ 9
Pears.....	8 @
Pitted Cherries.....	12
Raspberries.....	@

California Prunes.	
100-120 25 lb boxes.....	@ 5
90-100 25 lb boxes.....	@ 5 1/4
80-90 25 lb boxes.....	@ 6
70-80 25 lb boxes.....	@ 6 1/4
60-70 25 lb boxes.....	@ 7
50-60 25 lb boxes.....	@ 7 1/4
40-50 25 lb boxes.....	@ 8
30-40 25 lb boxes.....	@ 8 1/4
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 1/4
Vostizas 50 lb cases.....	@ 6 1/2
Cleaned, bulk.....	@ 7 1/4
Cleaned, packages.....	@ 8 1/4

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

Raisins.	
Ondura 28 lb boxes.....	@ 8 1/2
Sultana 1 Crown.....	@ 2
Sultana 2 Crown.....	@ 11
Sultana 3 Crown.....	@ 11
Sultana 4 Crown.....	@ 12
Sultana 5 Crown.....	@ 12
Sultana 6 Crown.....	@ 12

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

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

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

Beans.	
Dried Lima.....	3 1/4
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, bulk.....	50
Split, per lb.....	2

Rolled Oats.	
Rolled Avena, bbl.....	3 60
Monarch, 1/2 bbl.....	3 75
Monarch, 1/4 bbl.....	3 15
Private brands, 1/2 bbl.....	1 70
Quaker, cases.....	3 20
Huron, cases.....	1 75

Sago.	
German.....	3 1/4
East India.....	3

Wheat.	
Cracked, bulk.....	3 1/4
24 1 lb. packages.....	2 50

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

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

Herring.	
Holland white hoon, bbl.....	12 00
Holland white hoop 1/2 bbl.....	6 00
Hol and white hoop, keg.....	85
Holland white hoop mehs.....	95
Norwegian.....	11 00
Round 100 lbs.....	2 90
Round 40 lbs.....	1 20
Scaled.....	15

Mackerel.	
Mess 100 lbs.....	16 00
Mess 40 lbs.....	6 70
Mess 10 lbs.....	1 43
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.	
55.....	

Trout.	
No. 1 100 lbs.....	4 00
No. 1 40 lbs.....	1 90
No. 1 10 lbs.....	55
No. 1 8 lbs.....	47

Whitefish.	
No. 1.....	6 00
No. 2.....	5 00
No. 3.....	1 90
40 lbs.....	2 70
10 lbs.....	75
8 lbs.....	63

Souders'.	
Oval bottle, with corkscrew. Best in the world for the money.	



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.....	8 00
Half Kegs.....	4 25
Quarter Kegs.....	2 25
1 lb. cans.....	45

HERBS.	
Sage.....	15
Hops.....	15

INDIGO.	
Madras, 5 lb boxes.....	55
S. F., 2, 3 and 5 lb boxes.....	50

JELLY.	
15 lb pails.....	40
30 lb pails.....	73

</

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 8 oz.....	2 10
Dusky Diamond 50 8 oz.....	3 00
Blue India, 100 1/2 lb.....	3 00
Kirkline.....	3 75
Eos.....	3 45
One box American Family free with five	



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



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

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

Washing Powder.

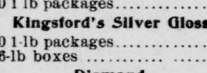


100 12 oz pkgs.....	3 50
---------------------	------

STARCH.



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



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

Diamond.

64 10c packages.....	5 00
125 5c packages.....	5 00
32 10c and 64 5c packages.....	5 00

Common Corn.

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

Common Gloss.

1-lb. packages.....	4 1/2
3-lb. packages.....	4 1/2
6-lb. packages.....	4 1/2
40 and 50 lb boxes.....	3
Barrels.....	2 1/2

STOVE POLISH.



No. 4 3 doz in case, gross.....	4 50
No. 6 8 doz in case, gross.....	7 20

SUGAR.

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

Cut Leaf.....	5 63
Domino.....	5 50
Cubes.....	5 13
Powdered.....	5 19
XXX Powdered.....	5 25
Mould A.....	5 25
Granulated in bbls.....	5 00
Granulated in bags.....	5 00
Fine Granulated.....	5 0
Extra Fine Granulated.....	5 1
Extra Coarse Granulated.....	5 1
Diamond Confection A.....	5 00
Confection Standard A.....	4 85
No. 1.....	4 65
No. 2.....	4 65
No. 3.....	4 56
No. 4.....	4 50
No. 5.....	4 44
No. 6.....	4 38
No. 7.....	4 3
No. 8.....	4 25
No. 9.....	4 19
No. 10.....	4 13
No. 11.....	4 06
No. 12.....	4 00
No. 13.....	3 94
No. 14.....	3 88
No. 15.....	3 81
No. 16.....	3 75

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
H. & P. Drug Co.'s brand.	
Quintette.....	35 00
G. J. Johnson Cigar Co.'s brand.	



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

H. Van Tongeren's Brand.



Star Green.....	35 00
-----------------	-------

VINEGAR.

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

WICKING.

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

Fish and Oysters

Fresh Fish.		Per lb.
Whitefish.....	@	9
Trout.....	@	8
Black Bass.....	@	10
Halibut.....	@	15
Ciscoes or Herring.....	@	4
Bluefish.....	@	10
Live Lobster.....	@	16
Boiled Lobster.....	@	18
Cod.....	@	10
Haddock.....	@	8
No. 1 Pickerel.....	@	7
Pike.....	@	7
Smoked White.....	@	9
Red Snapper.....	@	12
Cod Liver Salmon.....	@	15
Mackerel.....	@	18

Oysters in Cans.		
F. H. Counts.....	@	35
F. J. D. Selects.....	@	27
F. J. D. Standards.....	@	23
F. J. D. Standards.....	@	20
Anchor.....	@	18
Standards.....	@	16
Favorite.....	@	16

Oysters in Bulk		
F. H. Counts.....	@	75
Extra Selects.....	@	60
Selects.....	@	30
Anchor Standards.....	@	10
Standards.....	@	10
Clams.....	@	25

Shell Goods.

Oysters, per 100.....	1 25 @ 1 50
Clams, per 100.....	90 @ 1 00

Candies.

Stick Candy.

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

Mixed Candy.

Competition.....	@ 6 1/2
Standard.....	@ 7
Conservative.....	@ 7 1/2
Royal.....	@ 7 1/2
Ribbon.....	@ 8 1/2
Broken.....	@ 8 1/2
Cut Leaf.....	@ 8 1/2
English Rock.....	@ 8
Kinder Garten.....	@ 8 1/2
French Cream.....	@ 8 1/2
Dandy Pan.....	@ 10
Valley Cream.....	@ 13

Fancy-In Bulk.

Lozenges, plain.....	@ 9
Lozenges, printed.....	@ 9
Choc. Drops.....	11 @ 14
Choc. Monumentals.....	@ 12
Gum Drops.....	@ 6
Moss Drops.....	@ 8
Sour Drops.....	@ 75
Imperial.....	@ 8 1/2

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.....	@ 75
A. B. Licorice Drops.....	@ 50
Lozenges, plain.....	@ 50
Lozenges, printed.....	@ 50
Imperial.....	@ 50
Motives.....	@ 55
Cream Bar.....	@ 50
Molasses Bar.....	@ 50
Hand Made Creams.....	80 @ 1 00
Plain Creams.....	60 @ 90
Decorated Creams.....	@ 90
String Rock.....	@ 90
Burnt Almonds.....	1 25 @ 60
Wintergreen Berries.....	@ 60

Caramels.

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

Fruits.

Oranges.

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

Lemons.

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

Bananas.

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

Foreign Dried Fruits.

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

Nuts.

Almonds, Tarragona.....	@ 13
Almonds, Ivaca.....	@ 11
Almonds, California, soft shelled.....	@ 15
Brazils new.....	@ 8 1/2
Filberts.....	@ 13
Walnuts, Grenobles.....	@ 10
Walnuts, Calif No. 1.....	@ 12
Walnuts, soft shelled.....	@ 12
Table Nuts, fancy.....	@ 12
Table Nuts, choice.....	@ 10
Pecans, Med.....	@ 9
Pecans, Ex. Large.....	@ 10
Pecans, Jumbo.....	@ 12
Hickory Nuts per bu., Ohio, new.....	@ 1 75
Cocoanuts, full sacks.....	@ 3 75

Peanuts.

Fancy, H. P., Suns.....	@ 6 1/2
Fancy, H. P., Flags.....	@ 6 1/2
Roasted.....	@ 6 1/2
Choice, H. P., Extras.....	@ 4
Choice, H. P., Extras, Roasted.....	@ 5 1/2

Grains and Feedstuffs

Wheat.

Winter Wheat Flour.

Local Brands.

Patents.....	5 50
Second Patent.....	5 00
Straight.....	4 80
Clear.....	4 40
Graham.....	4 75
Buckwheat.....	4 25
Rye.....	3 50
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 40
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 80
Pillsbury's Best 1/4s.....	5 40
Pillsbury's Best 1/8s.....	5 60
Pillsbury's Best 1/4s paper.....	5 60
Pillsbury's Best 1/8s paper.....	5 60
Ball-Barnhart-Putman's Brand.	
Grand Republic, 1/2s.....	5 65
Grand Republic, 1/4s.....	5 55
Grand Republic, 1/8s.....	5 45

Lemon & Wheeler Co.'s Brand.

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

Oliney & Judson's Brand.

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

Meal.

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.....	10 00
Screenings.....	10 00
The O. E. Brown Mill Co. quotes as follows:	
New Corn.	
Car lots.....	27 1/2
Less than car lots.....	30

Oats.

Car lots.....	22 1/2
Carlots, clipped.....	24
Less than car lots.....	27

Hay.

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

Crackers.

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

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

Soda.

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

Oyster.

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

SWEET GOODS-Boxes.

Animals.....	9
Bent's Cold Water.....	13
Belle Rose.....	16
Cocoanut Taffy.....	8
Coffee Cakes.....	8
Frosted Honey.....	8
Graham Crackers.....	6
Ginger Snaps, XXX round.....	5
Ginger Snaps, XXX city.....	5
Gin. Snps., XXX home made.....	5
Gin. Snps., XXX scalloped.....	5
Ginger Vanilla.....	7
Imperial.....	6
Jumbles, Honey.....	10
Molasses Cakes.....	6
Marshmallow.....	12
Marshmallow Creams.....	13
Pretzels, hand made.....	6
Pretzels, Little German.....	6
Sugar Cake.....	10
Sultanas.....	10
Sears' Lunch.....	6
Vanilla Square.....	7
Vanilla Wafers.....	12
Peanut Wafers.....	10
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.....	11 50
Clear back.....	10 25
Short cut.....	10 25
Pig.....	14 50

Shoes and Leather

Relation Between Shoes and Health.

The girl of to-day who slips into her bicycle boots for a morning spin, later into her tennis shoes for a good game, and ends her day in dainty house shoes, perhaps does not realize the action she is taking toward the establishment of perfect health. Yet the same course of shoe changing pursued throughout the year would mark marvels in keeping her free from ailments of the throat, influenza and kindred troubles.

If there is one thing more important than another to which woman's attention should be called, it is the necessity of taking care of her shoes. The sympathy which exists between the foot and the throat is probably more marked than between any other two members of the body, and nothing obviates the possibility of throat diseases and vocal inconveniences so much as keeping the feet well shod and perfectly dry.

A generally delicate feeling prevails when the subject of feet is broached, as if a conversation based upon it might have in it somewhat of the indelicate, and when discussed at all, the style of the shoe and the cost of it are about the only permissible points one may dwell upon. We must all ruefully admit that the latter is a worthy subject for consideration, but it would be a less depressing one if taken up more thoughtfully.

Proportionately, it is not one of the great extravagances of the wardrobe, but we demand of one pair of shoes at least double the service we ask of a dress, a skirt or other garment. Were we to resolutely supply ourselves in the beginning of each season with an adequate number and variety of shoes, the purse as well as the body would ultimately be the gainer.

We wear one pair too steadily. We would look upon it as dangerous to our health to wear any other garment a proportionate length of time. From an economical standpoint it is more profitable to keep six or seven pairs of street shoes in wear, using them in regular turn.

Notwithstanding the hard, firm, almost impervious character of the finished outside of the leathern footwear, it should be remembered that the rough inside is more or less absorbent. The healthy foot should perspire as freely as the rest of the body; and since we cover it with leather instead of the light and easily covered fabrics employed for the person generally, we should at least see to it that as many changes are provided for it as for the freer portions of the body.

Were this done the leather would have the same opportunity for purification and drying out by thorough airing as have other garments, the heavy texture of which prevents them from knowing the cleansing medium of soap and water.

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

The tariff hasn't affected the price of our ladies' shoes—except in the matter of a surprise on account of the lowness—Drexel L. Shooman says he has never seen such a complete line of fall and winter shoes for the ladies at such small prices as we have just received—all the latest toes in dress and wet weather shoes, with the double soles—cork filling—you can't make any mistake, if you want an up-to-date shoe, by selecting the new this season high-cut lace shoe—with Louis Fifteenth heel—one of the

most elegant shoes for the ladies ever made—our new fall catalogue is ready for mailing—send for one.—Drexel Shoe Co., Omaha, Neb.

If there were some who were not properly served, in the crush of yesterday's buying, we tender them our sincere apology. Even our army of salespeople found it impossible to serve such an outpouring of shoe-buying people. Yesterday's sales were more than double those of any previous day in the history of this always-busy store. This is a direct result of our being able to sell shoes at the same prices other dealers are obliged to pay for them. Our shoes were contracted for long before the price of shoe leather advanced. Our great fall opening sale will continue all this week, and the following new souvenir prices will prevail.—William Hahn & Co., Washington, D. C.

When the question of shoes presents itself the public mind instinctively turns to this store—the one great, popular, up-to-date, complete shoe store of Louisville. The New Mammoth's shoe department will not rest upon the laurels of the old house. With new management, new ideas, new store fixtures, and new stocks throughout, it now enters upon the fall season farther advanced at "the head of the procession" than ever before—better equipped to supply the demands of the great masses and the exclusive classes than the smaller shoe concerns of this city were they all concentrated into one. Take the items here mentioned as examples: come and call for anything your fancy may suggest; if we can't furnish it, you may as well give up the search.—Mammoth Clothing and Shoe Co., Louisville, Ky.

Shoe Fitting for Children.

Of all toes the round toe, now becoming so popular, is without doubt the most sensible shape. In the normal foot the second toe is longer than the great toe and the round toe gives it the room it requires, following in comfortable manner the shape of the foot.

This style of shoe is specially suitable for children. Young girls especially require comfortable footwear and footwear that will not ruin the growing foot for all future time.

The foot of the young girl should have first-class care. It should be fitted for ease and comfort. The shoe for it should be well made, should fit snug to the instep and leave room for the toes to lie in a natural position.

Too much care cannot be exercised in fitting children's shoes.

The devil was never known yet to desert his friends in a tight spot, but gets them into a tighter one, and then does.

BULLDOG, OPERA LAST



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

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

We 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.



Jahnnie 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."

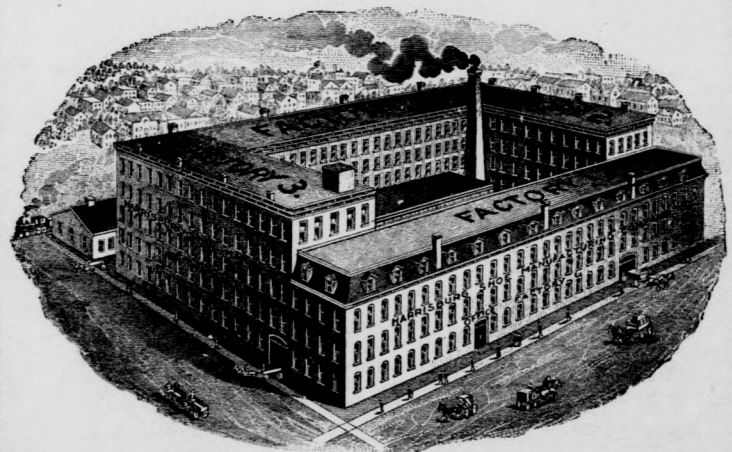
HEROLD-BERTSCH SHOE CO.,

5 & 7 PEARL STREET.

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.

WOMAN'S LOT IN BUSINESS.

Attentions That She Is Advised Never to Accept.

From the New York Sun.

They were at the same table in the women's restaurant, the prosperous business woman, with ten years of efficient work to her credit; the veteran clerk, who had been twenty years in harness, yet showed few signs of wear, and the young graduate from the business college, just in the first flush of experience as a wage earner.

"The less a woman in business is like a woman out of business the better it will be for her," said the veteran clerk, crumbling a morsel of bread relentlessly on the tablecloth.

"Yes," agreed her neighbor. "A business woman can be as womanish as she chooses outside of business matters, but she must adopt a different code when she sets out to compete with men."

"She must be oblivious of everything that goes on during business hours except what relates strictly to her work," affirmed the veteran.

"And she must not have her business life and her social life in any way related to each other. To my mind, if a woman means to succeed in a business career, she must separate her business and social interests wholly and entirely. I should warn any girl against accepting attentions, even the most trivial, from the men she works for, even from those men who might seemingly be able to help her on her way," and this was uttered in a tone that said plainly, "I know what I am talking about."

"How about taking luncheon with a really high-toned man if he asks you?" enquired the novice. "Two or three have asked me."

"Oh! my dear! The men in your office, you mean, those you work for?" The novice nodded.

"Never do it," said the veteran, joining her chicken wing with a snap. "Never do it in a single instance."

"It is a mistake to accept such attention, even in exceptional cases," said the efficient woman. "Treat all such offers politely, but decline them firmly, and in such a way that they will not be made a second time."

"It is even wiser for a girl not to ride in the cars with a man she works for; that is, not voluntarily," put in the veteran.

"And she had better not walk on the street with him, either; not so much as a couple of yards," said the woman manager, stirring her coffee vigorously. "I doubt even if she ought to take the same elevator. Better wait for the next trip."

"And she should certainly not laugh and talk with him in between times, as I have seen done," added the veteran. "When a woman is in a business office she's there for work; that stands to reason. But she also occupies just a little higher plane than the men. I mean higher in the men's estimation. When she laughs and talks and becomes familiar with them she steps down from that plane to their level. The best way for a woman to get along in business is for her to be like a machine—an accurate, painstaking machine—and do her work so thoroughly that the men will forget her sex. That is the keynote of all the successful women's careers that I know of."

"But why must a woman in business be a mere machine?" said the college graduate. "The less a man in business is like a machine the better it is for him. I can't see the difference. There are a good many little deals and transactions entered into and half formed ideas developed at those very social communings and luncheons and outside chats that you condemn. If a woman is in business for life; if she is never, never to marry and give it up, or anything of that kind, why can't she share these advantages?"

"Simply because she can't. Women are different. What answers for men in business doesn't hold good for them," said both elders in a breath.

"But you said just now that women must not be women in business, that

they must be machines, sexless. Now, I'm sure there can be no harm in the business part of a woman going out to luncheon. She could leave the feminine part out of the question, and she might learn much during that luncheon that would be to her advantage if the man were genuinely kind and interested in her."

"Yes, she might," said the veteran. "I think I see the gist of the matter," went on the graduate. "The woman in business must drop all the privileges of her sex, but abide by all the restrictions."

"Precisely," said the other; "women are always hedged about that way."

The novice sighed.

"I think that if women have to meet men on the same plane and compete with them in business," she said, "they ought to get rid of these embarrassments you talk of and make use of all their chances, socially and every other way."

The veterans looked contemplative.

"Business is much easier for men than it is for women," the older woman said as she folded her napkin and took up her pocketbook. "I have thought a good deal about it. Women can effect very nearly the same results as men, but they have to go about it in a dead-in-earnest, hard-work sort of fashion, whereas the men can go round by short cuts and pleasant paths to the same end."

"And you think that being friendly with the men and taking luncheon with them is one way of going by the short cuts?" said the fledgling.

"Yes, and the woman who tries to do that will generally meet with interferences that will cause her to alter her course and get back to the long, monotonous road. You mark what we tell you," and the trio separated.

The graduate from the business college is not so wise at the end of her first year in business as she is at the end of the second, and in the third year she just begins to get an inkling of things as they really are. It is probable that she is human at the start, being earth born, and that she forgets and lets herself out occasionally, and gets into tepid, if not actually hot, water in consequence. It may be possible that she is betrayed into laughter that has its origin in matters other than business, and that occasionally, when she runs across one of the lords of the office in the street or other public place she does not pass by on the other side. It may be possible that she has a genuine bit of sunshine in her nature and can't help getting interested in things or having things get interested in her. All these drawbacks and propensities, however, get duly ironed out after a time, and she learns to speak by the card and adapt her steps and bearing and perceptions to the accepted code.

If the woman clerk encounters unexpected complications in her career, it is probably because certain things were not made plain to her at the start. For instance, when a business man engages a woman for any clerical work it would be so much plainer sailing for her and for him if he should stipulate, among other things, that she should refuse to go to luncheon with him in case he asked her. Perhaps this stipulation is not made because it does not occur to the business man at the time that he is ever likely to ask her, or that she might ever be likely to want to go if he did. Be that as it may, it is likely that when the asking does come it is entirely unpremeditated, and that the refusal is equally unpremeditated. The asking, it is presumed, is prompted solely by a generous good will toward human kind, and a desire to expand in the congenial company nearest at hand, a motive devoid of any impulse that the most microscopically inclined skeptic could scoff at. When his invitation is declined the would be host is reminded suddenly that the clerk whom he would befriend is dual in nature, that she is not only a clerk, and a satisfactory clerk, but a woman as well, and he should not have asked her to break bread with him, or to pledge a cup with him, or to do anything that might have been the thing

had she been a man or had he not been responsible for her weekly salary.

"Hang it all!" he thinks; "I never meant to suggest anything awkward, and I never thought of what might or might not be proper. People get hungry at this time of day; she has to get her luncheon and I mine; why not eat it in company? It won't hurt her and it is not going to hurt me." But the two go their respective ways, the woman thinking that to have accepted the proffered hospitality would occasion talk, and her employer, although attributing her refusal to a somewhat overstrained self-consciousness, yet respecting her womanly deference to public opinion.

In the wage-earning mart, whether her task be mental or tangible, the business woman meets with many men of many minds. Often, although no conscious fault of her own, her sex militates against her."

"I am hurried now, and have no time to talk about the matter," the well-informed man whom she has called upon tells her; "but I go out to my luncheon in just an hour. I should be glad to have you go with me, and we could then discuss the subject at length. You could not go to-day? Well, to-morrow, then—or some other day that will suit you. I am at your disposal."

The woman whose acquaintance with this man is of the slightest does not wish to go to luncheon with him; in fact, she feels that for her to accept such an obligation from him would be intolerable. She would like very much to hear what he has to say; his information would be of real use to her, but she at once decides to do without it. She makes her acknowledgments and gets away wishing devoutly for the time being that she is a man.

The fluff-fledged business woman, she who has sounded the ground in all directions and found firm footing whence she can see the quagmires and quicksands around, maintains stoutly that the non-luncheon, non-attention, sternly negative path is the only route that leads

to a woman's permanent success. If there is testimony to be heard on the other side, and there certainly is, it is evidence of a kind so mute and non-come-at-able that the voices of the women who would proscribe it are far in the ascendant.

There are laws written and unwritten for guidance in matters social and polite, laws formulated when and by whom no one knows, but that are judged admirable in their way and regarded as fixed authority, from which there can be no appeal. In the business woman's particular orbit, and for the guidance of the woman clerk, there are no laws, alterable or otherwise. The woman clerk herself is an anomaly hatched out only twenty years or so ago, a mere iota of time in the world's history. Nobody yet has thought out any rules of etiquette for her convenience, and she has hastily adopted a half-defined code for herself. The business woman who has accepted attentions more than once from men potent in her career, who has taken luncheon occasionally and found that all went well, does not tell her sister tyros of the fact. If, on the other hand, the experiment precipitated the embarrassments that were predicted, she keeps her own counsel; and if it led to complications, the end of which is not yet, she remains mute regarding them, also. The compiler of codes of etiquette for the business woman has nothing to go by on her side. The question as to whether certain things are proper and expedient, or the reverse, remains an open one, and the woman clerk, womanly considered, will have to be much older, in the abstract, before it is settled. In the meantime the business man goes on treating his woman clerk with most unbusiness-like inconsistency. He takes off his hat to his typewriter because she is a woman; holds the door open for her and lets her pass out before him because she is a woman, and—pays her lower wages because she is a woman.

Keep your own secrets if you have any.

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.

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.

MANUFACTURING MATTERS.

Pottersville—Swift & Shainholtz have resumed business in the grist mill line.

Jackson—The Jackson Candy Co. will manufacture a line of candies for the wholesale trade.

Whitehall—Geo. H. Nelson and Lew Myers have engaged in the manufacture of a never-slip pipe wrench in the old Linderman building.

Charlotte—Harlow & Sewall are engaged in the manufacture of a sack holder upon which the former received letters patent last week.

Eaton Rapids—Wm. Smith has started up his egg crate works, employing from twenty-five to thirty girls. He will in the near future move the business from Smithville to this city.

Coleman—Wm. J. Tower and Geo. Miller have formed a copartnership for the purpose of engaging in the sawmill and general merchandise business at Onaway, Presque Isle county.

Hastings—The firm of Wilmont, Green & King, founders and machinists, has been dissolved by the retirement of A. A. Wilmont. The firm hereafter will be known as the Green & King Co., being composed of Wm. T. Green and E. E. King.

Elk Rapids—The Elk Rapids Iron Co. sold and shipped nearly 5,000 tons of pig iron the past week. The furnace is making nearly ninety tons daily. The chemical works, which burned nearly sixty days ago, will be replaced by Jan. 1.

Detroit—The Peerless Hose Coupler Co. has filed articles of association, and will manufacture and sell hose couplers in this city on a cash capital of \$9,000, of which James H. Donaldson has put in \$2,000, Wilbur W. McAlpin \$3,000, and Louis E. Eastman \$4,000.

St. Joseph—The Truscott Boat Manufacturing Co. has purchased the old tub and pail factory property of the Wells-Higman Co. and increased its capital stock to \$100,000, Messrs. Wells and Higman taking stock in the enlarged company to the amount of the purchase price of the property.

Detroit—The Dickinson Chemical Co., of which Dr. A. E. Dickinson is the President and General Manager, and Henry A. Haigh, the Secretary, will commence doing business at No. 113 East Fort street about Jan. 1, and will develop Prof. Meiers' new process for the manufacture of caustic soda and glycerine.

St. Ignace—James Nickel and W. J. Ross have formed a copartnership for the purpose of lumbering a tract of pine in the vicinity of Seul Choix point. The firm will be known as Nickel & Ross. The latter will conduct the active operations in camp, while Mr. Nickel will attend to purchasing and shipping in supplies.

Alpena—The latest industry at Alpena is the Besser-Churchill Co., a corporation just formed to manufacture staves, headings, hoops, shingles and excelsior. The company is composed of Herman Besser, W. L. Churchill and H. D. Churchill, all men of large business experience and abundant capital. The new company has purchased the old Cockley stave mill and will put in a fine plant, costing about \$100,000. Part of the plant will be in operation by January 1. This is the fourteenth plant outside the lumber mills established in Alpena in recent years, and all are in operation. Alpena seems to be getting right to the front and is not suffering much from the decadence of the pine lumber industry.

Buchanan—The Columbia Manufacturing Co., manufacturer of show cases, grill work and wood novelties, will remove from Chicago to this place. It expects to employ fifty men. This makes three new factories secured by Buchanan within six months. There are no vacant business places and but few vacant houses in town.

Traverse City—The Kelly Shingle Co., of which W. N. Kelly, of the firm of Kelly & Covell, is the active member and manager, has purchased 800 acres of cedar land in Lelanau county, which contains timber equal to about 75,000,000 shingles, which it is designed by the new organization to manufacture on the premises. It is expected that 10,000,000 shingles will be manufactured this winter.

Detroit—Articles incorporating the Diamond Stamped Ware Co. have been filed with the County Clerk. The object is to manufacture and sell stamped ware made of copper, brass and other metals. The capital stock is \$50,000, of which \$20,000 is paid in. The incorporators are all residents of Detroit, as follows: Lewis H. Jones and Rufus W. Gillett, 150 shares each; Allan Shelden, Martin S. Smith, Henry B. Joy, Oliver Goldsmith and George W. Bissell, 250 each; Wm. F. Montgomery and Charles D. Milne, 100 each; Lewis H. Jones, trustee, 3,250 shares.

Lansing—A letter from one of the prominent manufacturers of vinegar in the State was recently received at the office of the Dairy and Food Commission which stated that the writer had 400 gallons of cider vinegar on hand, which the merchants refused to take unless the wholesaler would prove it to be salable, and he asked for the formula of the State Analyst to determine the amount of acetic acid it contained. This is only one evidence in the number of letters of a similar nature which are received at that office, and which indicate the growing regard which the retailers of the State have for the pure food laws and the recognition that they will be rigidly enforced.

Belding—During the past few days negotiations have been pending with a view to releasing the Ballou Basket factory from the hands of the receiver and once more turning it over to Mr. Ballou. Several meetings of the parties interested have been held and, although nothing definite has as yet been agreed upon, it is quite probable that the deal will be consummated within the coming week. Mr. Ballou's father, a gentleman of some means, is in the city for this purpose, and the plan is to purchase the claim of the Belding-Hall Co. and give the two banks security on the plant for the amount of their claims. This arrangement is understood to be agreeable to the banks, when they will give their consent to the release of the receiver and once more restore Mr. Ballou to full possession of the business.

Adrian—The Adrian Packing Co. is now out of existence, the real estate, stock and accounts of the corporation having been taken possession of by the Adrian State Savings Bank. The company was incorporated about three years ago with a capital stock of \$12,000, divided equally between W. N. Swift, G. R. Swift and an Eastern man named Cotton. About a year ago the Adrian Savings Bank was given a mortgage on the plant to secure \$9,000 then due the bank and also any future credits which might be granted the institution. The mortgage was withheld from record until a few weeks ago, at which time the

bank demanded and was given a bill of sale of the entire property to cover its claim, amounting to \$16,000. Four thousand cases of tomatoes were sold to Berdan & Co., at Toledo, and 3,000 cases of squash yet remain on hand unsold. What the bank will do with the property is as yet problematical.

Saginaw—The Michigan Flax Fibre Co. has filed articles of association with the County Clerk. The purposes of the company are the production and purchase of flax straw and the manufacture therefrom of flax fibre and tow for the market and the spinning and weaving of the same into fibres for the market. The operations are to be carried on in this county and the capital stock of the company is \$5,000, 80 per cent. of which is paid in. The company has leased a building at the corner of Franklin and Meredith streets and will shortly place the flax machine in it which was invented and patented by General Manager Morrison. It will be run by electric power and about ten hands will be employed. During the summer about sixty women have been employed working on the flax at the different farms on which it has been grown. There is now about 200 tons of straw as a result, which is being rutted on the farms.

The Facts in the Case.

Gould City, Nov. 1.—We wish to correct a statement which appeared in your issue of Oct. 27 under the heading of business changes.

John I. Bovee, Frank W. Robinson and Frank H. Freeman, of Gould City, and A. D. Day, of Engadine, bought of Culver & McArthur, at Corinne, an undivided half interest in the firm of Culver & McArthur, H. C. Culver retiring from the above firm of Culver & McArthur and A. B. McArthur retaining an undivided half interest in the firm, the name of the firm being changed to A. B. McArthur & Co. A. B. McArthur has no interest whatever in the firms of F. H. Freeman & Co. (Gould City), Bovee, Robinson & Co. (Bovee), or A. D. Day & Co. (Engadine).

There has been no change in the first, the partners in which are as follows:

F. H. Freeman Co. (Gould City) is composed of John I. Bovee, Frank W. Robinson and Frank H. Freeman.

Bovee, Robinson & Co. (Bovee) is composed of John I. Bovee, Frank W. Robinson and Frank H. Freeman.

A. D. Day & Co. (Engadine) is composed of A. D. Day, owning one half interest, and John I. Bovee, Frank W. Robinson and Frank H. Freeman, who jointly own the other half.

You will see by this that A. B. McArthur has no interest whatever in the firms of F. H. Freeman & Co., Bovee, Robinson & Co. or A. D. Day & Co., but does own a half interest in the firm of A. B. McArthur & Co., which is the only firm in which there has been any change. Please correct in your next issue, as the item in your last is very misleading, as it gives Mr. McArthur a half interest in the entire business, which is not true.

BOVEE, ROBINSON & CO.

Jackson Traveling Men on Record.

Jackson, Nov. 1.—The following resolution was recently adopted by Jackson Council, No. 57, United Commercial Travelers' Association:

We, the members of Jackson Council No. 57, do most earnestly protest against two requirements of the new interchangeable mileage book issued by the Central Passenger Association—that of checking baggage and of exchanging the mileage slip at the ticket agent's window for a train ticket; and we most earnestly hope and pray that the members of the Central Passenger Association can see their way clear to remove these two objectionable features, which will then give to the traveling public a most acceptable and popular mileage book.

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 OR EXCHANGE—STORE AND dwelling combined, at McCord Station, on D., G. R. & W. R. R.; good well in house, cistern, new horse barn, etc. Store finished ready for goods. An excellent point for business. Price, \$700—a bargain. Address Dr. L. E. Haslin, McCord, Mich. 411

WANTED—STOCK OF DRY GOODS OR general merchandise for Northern Indiana, Illinois and Iowa improved farms. Have buyers for general stores, and stores for sale. Address No. 419, care Michigan Tradesman. 419

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

A1 LOCATION FOR DRUG STORE. WRITE 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, Wolfville, 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

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, 800 Madison Ave., Grand Rapids, Mich. 411

WANTED—BUTTER AND EGGS. IF YOU want good prices and quick returns write us. Lunn & Strong, Toledo, Ohio. 412

FOR SALE—SMALL DRUG STOCK, INCLUDING 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 20, 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 Woodward 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

FOR SALE—JUDGMENT FOR \$808 AGAINST Niles H. Wiggins, real estate agent in the Towers Block. Tradesman Company, Grand Rapids. 387

PATENT SOLICITORS.

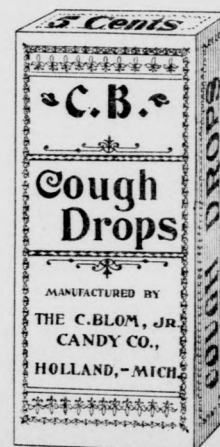
FREE—OUR NEW HANDBOOK ON PATENTS. Chiley & A'Gier, Patent Attorneys, Grand Rapids, Mich. 339

MISCELLANEOUS.

WANTED—A GOOD MAN TO MANAGE city office. Liberal salary to the right party. Metal-Back Album Co., Battle Creek, Mich. 423

WANTED—SITUATION AS SALESMAN IN dry goods or general store; five years' experience; A1 references. Address No. 22, care Michigan Tradesman. 422

WANTED—POSITION IN GROCERY OR general store by experienced clerk. Satisfaction guaranteed; references furnished. Address Walter E. Bigelow, Bundy Mich. 420



For Sale by Leading Jobbers.

Travelers' Time Tables.

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

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

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

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

GRAND Trunk Railway System Detroit and Milwaukee Div.

(In effect October 3, 1897.)

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

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

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

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

Returning from Chicago.
Lv. Chicago..... 7:30am 5:15pm * 9:30pm
Ar. G'd Rapids..... 1:25pm 10:3pm * 6:20am

Muskegon.
Lv. G'd Rapids..... 8:30am 1:25pm 6:25pm
Ar. G'd Rapids..... 1:35pm 10:10am

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

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

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

GRAND Rapids & Indiana Railway June 20, 1897.

Northern Div. Leave Arrive
Trav. City, Petoskey & Mack...† 7:45am † 5:15pm
Trav. City, Petoskey & Mack...† 2:30pm † 6:3 am
Cadillac.....† 2:55pm † 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..... 5:45am
Ar. Mackinaw City..... 11:3 am
Ar. Grand Rapids..... 10:00pm
W. R. CALLAWAY, Gen. Pass. Agt., Minneapolis.
E. C. OVIATT, Trav. Pass. Agt., Grand Rapids.

CANADIAN Pacific Railway.

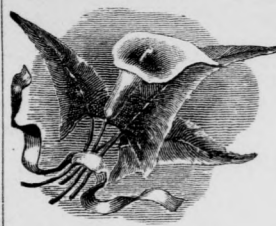
EAST BOUND.
Lv. Detroit.....† 11:45am *11:35pm
Ar. Toronto..... 8:30pm 8:15am
Ar. Montreal..... 7:20am 8:00pm

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

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..... 9:0 am 5:20pm
Ar. Sault Ste. Marie..... 12:30pm 9:50pm
Ar. Marquette..... 2:50pm 10: 0pm
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

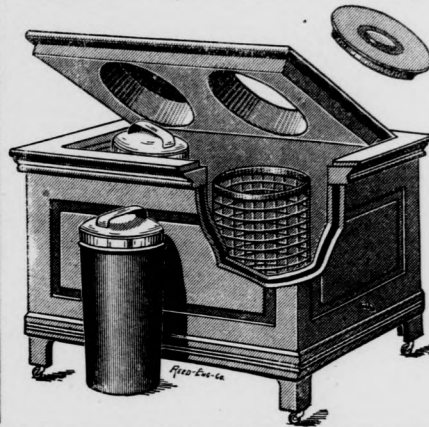


ABSOLUTE
PURE GROUND SPICES, BAKING POWDER
BUTCHERS' SUPPLIES, ETC.
FOR THE TRADE.

THE VINKEMULDER COMPANY,

PHONE 555.

418-420 S. Division St., 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.

The President of the United States of America,

To

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

GREETING:

Whereas,

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

ENOCH MORGAN'S SONS COMPANY,

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

Now, Therefore,

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

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

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

Witness,

The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 16th day of December, in the year of our Lord, one thousand, eight hundred and ninety-two.

[SEAL]

ROWLAND COX,
Complainant's Solicitor

[SIGNED]

S. D. OLIPHANT,
Clerk

Omaha Retail Grocers' Association

Office of the Secretary,

Corner Park Avenue and Leavenworth Street.

Telephone 1759.

OFFICERS

C. R. COURTNEY, PRESIDENT
H. J. HUGHES, VICE-PRESIDENT
O. J. WILDE, JR., TREASURER
E. T. JOHNSON, SECRETARY

BOARD OF DIRECTORS

WM. FLEMING	J. M. JOHNSON
A. PETERSON	E. D. EVANS
A. GLADSTONE	CHAS. HANLEY
W. J. HUNTER	R. A. LENHART
FRED BRUNING	F. A. JONES
WM. GENTLEMAN	GEO. F. MUNRO

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.

Now and Then

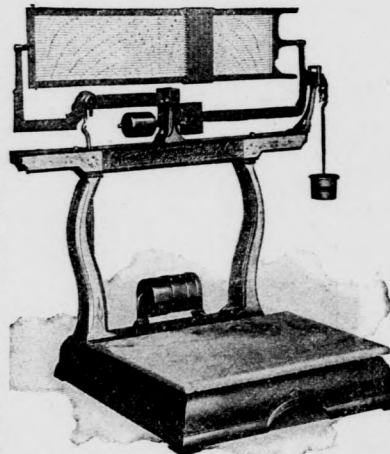
We meet a man who has been advertising for some time for the merchants' trade without knowing that the very best medium he could employ for that purpose is the

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.

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.