

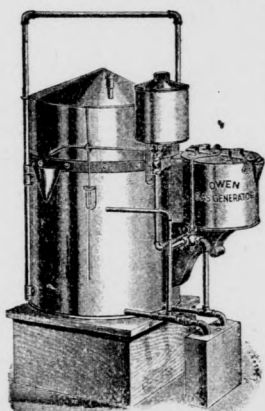
# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS. \$1 PER YEAR

Volume XV.

GRAND RAPIDS, WEDNESDAY, AUGUST 17, 1898.

Number 778



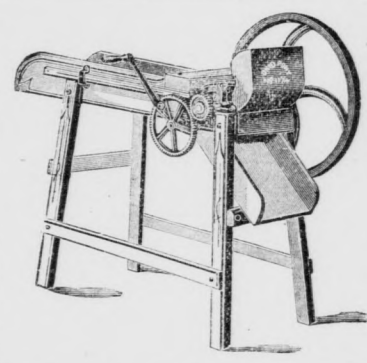
## THE OWEN ACETYLENE GAS GENERATOR

Howard City, June 22, 1898.  
Geo. F. Owen & Co.,  
Gentlemen—Previous to putting in  
the Owen Generator, we had tried differ-  
ent methods of lighting for our store—  
Rochester Burners and electric lights.  
We were never able to light it satisfac-  
torily until we put in your generator.  
It gives us great pleasure to inform you  
that we are more than pleased with the  
work your machine is doing for us.  
Our store is now lighted for the first  
time in its history. If there is any bet-  
ter method of lighting it is yet to be dis-  
covered. J. A. COLLINS & BRO.

Geo. F. Owen & Co. Grand Rapids  
Michigan.

## THE "OHIO" PONY CUTTER

This Cutter is for hand use only,  
and is a strong, light-running ma-  
chine. It is adapted to cutting hay,  
straw and corn fodder, and is suit-  
able for parties keeping from one to  
four or five animals. There is only  
one size, and is made so it can be  
knocked down and packed for ship-  
ment, thus securing lower freight  
rate; has 11 1/4 inch knife, and by very  
simple changes makes four lengths  
of cut. This is only one of the otto  
family of Feed and Ensilage Cutters  
and Shredders. A good agent wanted  
in every locality in Michigan where  
we are not represented. Write to-day for complete Catalogue and prices to dealers.

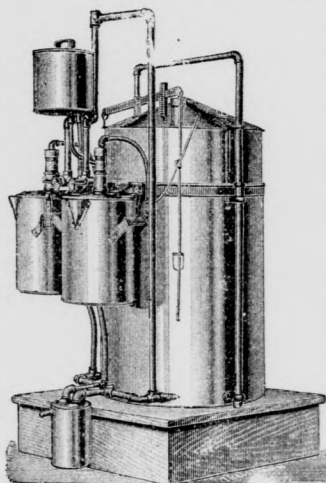


ADAMS & HART, Selling Agents "OHIO" Cutters and Shredders, Grand Rapids.

## Most Economical

Fire Underwriters'  
Endorsement of Safety.

Advantages of Double Generator  
and many other interesting fea-  
tures of the Kopf Acetylene Gas  
Machine, wherein it excels freely  
given you if you will drop us  
a postal.



M. B. Wheeler Electric Co., Mrs.  
Grand Rapids, Michigan.

Show Room at No. 99 Ottawa St.

## Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective  
of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.



## FLY BUTTONS

A scientifically compounded, non-cathartic poison,  
killing flies or ants quickly. 6 thick 3 1/2 inch  
diameter sheets of green paper, with red label, retail at 5 cents.

## FOR THE TRADE

30 cents per doz., in fancy counter display  
boxes of 3 doz., coupon in box, which equals  
5 cents per doz. off. It pays to push for coupons.

## COUPON PREMIUMS

For 2 Coupons, Rubber Dating Stamp,  
worth 40 cents; prints, "Paid," "Ans'd,"  
"Rec'd," "Ac'd," "Ent'd," and dates to 1903. For 3 Coupons, Patent Pneumatic  
Ink Bottle worth 10 cents; pressure into funnel top brings up ink from center of  
bottle; no thick ink with this. For 6 Coupons, 1/4 gross Fly Buttons, delivered.

## TO START YOUR TRADE

We furnish through jobber, free  
samples for your customers.  
We are the only firm doing this, it increases sales 500 per cent. Try it. If your  
jobber don't fill your order, upon receipt of price we ship direct, paying charges.

ORDER FROM JOBBERS.

THE FLY BUTTON CO.,  
MAUMEE, OHIO



Eat, Drink, Be Merry and Smoke

# "MR. THOMAS"

The Most Popular Nickel Cigar on Earth

Ruhe Bros. Co., Makers.  
Factory 956, 1st Dist. Pa.

F. E. Bushman, Representative,  
Kalamazoo, Mich.

Mail Orders Solicited.

## School Supplies

New stock. Special attention  
to mail orders.

**FRANKE BROS., Muskegon, Michigan.**

Jobbers in Druggists' and Grocers' Sundries, Fishing  
Tackle, Sporting Goods, Notions, Toys, Etc.

J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel

## The Michigan Mercantile Agency

Special Reports.

Law and Collections.

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

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

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

PURITY AND STRENGTH!

## FLEISCHMANN & CO.'S COMPRESSED YEAST



As placed on the market in tin foil and under  
our yellow label and signature is

### ABSOLUTELY PURE

Of greater strength than any other yeast, and  
convenient for handling. Neatly wrapped in  
tin foil. Give our silverware premium list to  
your patrons and increase your trade. Particu-  
lar attention paid to shipping trade. Address,

**FLEISCHMANN & CO.**

Detroit Agency, 118 Bates St.

Grand Rapids Agency, 26 Fountain St.

When in need of goods  
for Advertising purposes, write

**HENRY M. GILLETT**

MANUFACTURERS' AGENT

92 MONROE STREET.

OPPOSITE MORTON HOUSE

GRAND RAPIDS, MICH.

STATE AGENT REGENT MANUFACTURING CO., CHICAGO.

## FOLDING PAPER BOXES

Printed and plain for Patent  
Medicines, Extracts, Cereals,  
Crackers and Sweet Goods,

Candy, Cough Drops, Tobacco Clippings, Condition Powders, Etc. Bottle  
and Box Labels and Cigar Box Labels our specialties. Ask or write us for prices.

**GRAND RAPIDS PAPER BOX CO.**

PHONE 850.

81, 83 AND 85 CAMPAU ST., GRAND RAPIDS, MICH.



**J. H. Prout & Co.,**

Proprietors of

## The City Roller Mills

Howard City, Mich.

Wholesale and Retail Dealers in

**Flour, Feed and Grain**

Our Prout's Best is a trade winner. Try it.

## The Keeping Qualities of Seymour Crackers

should commend them to the up-to-date grocer.  
They never become stale, for even the very old-  
est of them, by a little warming up, become as  
crisp as at first. This isn't possible in ordinary  
crackers, and it's by using none but the choicest  
selected ingredients, and being mixed and baked  
in the improved way, that the SEYMOUR  
Cracker retains its hold upon the buyers of pure  
food products. Always **FRESH, WHOLESOME,**  
**NUTRITIVE.** Has absorbing qualities far in excess  
of all other crackers. Is asked for most by par-  
ticular people, and hence brings the most accept-  
able class of customers to whoever sells it.

Can you afford to be without it?

Made only by

**National Biscuit Company**

Grand Rapids, Mich.

## STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

## OILS

**NAPHTHA AND GASOLINES**

Office and Works, BUTTERWORTH AVE.,

GRAND RAPIDS, MICH.

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

Highest Price Paid for Empty Carbon and Gasoline Barrels.



# MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, AUGUST 17, 1898.

Number 778

## PREFERRED BANKERS LIFE ASSURANCE COMPANY OF DETROIT, MICHIGAN.

Commenced Business September 1, 1893.

Insurance in force.....	\$2,746,000.00
Net Increase during 1897.....	104,000.00
Net Assets.....	327,384.49
Losses Adjusted and Unpaid.....	None
Other Liabilities.....	None
Total Death Losses Paid to Date.....	40,061.00
Total Guarantee Deposits Paid to Beneficiaries.....	\$12.00
Death Losses Paid During 1897.....	17,000.00
Death Rate for 1897.....	6.31
Cost per 1,000 at age 30 during 1897.....	8.25

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** now shows a full line of Fall and Winter Clothing. Has the largest line of Kersey Overcoats and Ulsters on the road; best \$5.50 Kersey all wool overcoat in market, all manufactured by **KOLB & SON, ROCHESTER, N. Y.**

If you wish to look over my line, write me, Box 346, Marshall, Mich., or meet me at Sweet's Hotel, Grand Rapids, Mich., on Sept. 1 to 6, inclusive. Expenses allowed. No harm done if you don't buy.

## THE MERCANTILE AGENCY

Established 1841.

**R. G. DUN & CO.**

Widdicomb Bld'g, Grand Rapids, Mich.

Books arranged with trade classification of names. Collections made everywhere. Write for particulars.  
**L. P. WITZLEBEN, Manager.**

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

**Commercial Credit Co. Ltd.**  
Private Credit Advances  
Collections and  
Litigation  
GRAND RAPIDS, MICH.

L. J. STEVENSON, MANAGER AND NOTARY,  
R. J. CLELAND, ATTORNEY.

### THE FORGOTTEN PAST

Which we read about can never be forgotten by the merchant who becomes familiar with our coupon system. The past to such is always a "nightmare." The present is an era of pleasure and profit.

**TRADESMAN COMPANY,**  
GRAND RAPIDS.

### GENERAL TRADE SITUATION.

The burden of all commercial reports for the week is the prospect of an almost unlimited increase in all lines of business, consequent upon the resumption of peace, which seemed only to be lacking to enable the universally favorable conditions to become effective. Since the declaration of peace there has been a great impulse in the placing of orders and in the projection of all sorts of business enterprises. The general tendency of prices has been toward improvement, although changes in no cases have been especially marked. It seems to be recognized that, for this country to take its place in the markets of the world, lower planes of prices—more moderate wages and closer margins of profits—must be accepted than prevailed in the more insular business of former periods of prosperity.

The greatest factor in the situation this year, as last, is the agricultural outlook. The season is now far enough advanced to give assurance as to abundance in most leading products. Indeed, in some, as in cotton, the abundance is so great as to be somewhat quieting as to the possibility of its disposal. Wheat reports show unusual abundance and the prospects of other products are good. The farmer will, no doubt, be a little more independent in his selling, but having largely paid off his mortgages, he will give even more attention to buying for both house and farm.

The feature of the week in iron has been generally increasing activity of demand in all lines. There has been an effort to curtail production of Bessemer pig in the interest of better prices, which has been successful in some degree in both lessening output and improving prices. But the pressure of demand is too great to permit such movements to be operative long.

The wheat market has continued quiet during the week, the small variation in prices tending downward. The facts that stocks were closely sold and that farmers are not obliged to sell are sufficient to account for the conservatism in the trade. The aggregate of export is considerable, however, nearly equaling that of the corresponding period of last year.

The improvement in demand for textile products brings with it little encouragement as to prices, especially in cotton goods, on account of the abundance of the raw product reported.

The year just closing has brought to light no less than 11,000,000 bales, and all reports unite in pronouncing the yield for this year still greater. As this quantity is said to exceed the world's entire consumption, it is not strange that there should be a slight decline in price to 6 cents. But, notwithstanding this discouraging feature, demand for goods is increasing with the general impetus of business and works are resuming and increasing output to a considerable degree. The improvement is still more pronounced in the better grades of wool products.

Railway transportation has been subjected to some anxiety on account of

rate wars, but the aggregate of earnings on the principal lines continues heavy. That there is a steady improvement in these stocks is sufficiently accounted for in the fact that the crop outlook assures a profitable traffic for the year to come.

Congress will have plenty of work—and important work—next winter. It must adopt a system of laws and government for Hawaii and another code for Porto Rico, and it must determine what we are to do in Cuba and with Cuba. Then there will be the Philippine problem in some form or other. Moreover, the Nicaragua canal will come in for consideration, and work on its construction may possibly be ordered. The army and navy will demand attention. All these topics will grow out of the war. In addition to these will be the report, probably, of the Canadian commission, which is likely to raise many questions and create much debate. And ever with us, until it shall be settled on a sound basis, is the money problem.

It is not to be wondered at that China is a backward nation. In China men wear skirts; women wear trousers; men wear their hair long; books are read backwards; men carry on dressmaking; compass points to the South; launch their vessels sideways; women wear their hair short; old women serve as bridesmaids; mount their horses from the off side; hands of clocks are immovable; the dial revolves; begin their dinner with dessert; end with soup and fish; dress in white at funerals, and in mourning at weddings; the spoken language is not written, and the written language is not spoken.

The number of railroad men discharged for excessive use of liquor during the past twenty-two years has decreased from 20 to 1 per cent., and during the past twenty-five years the proportion of men owning their homes has increased tenfold.

An exposure of a preacher in Iowa revealed the fact that he was engaged to fifteen girls. It may have been his way of building up a congregation. Only those who know how to throw the first stone, sure and hard, should be his accusers.

It will be well for this Government to remember that the Sultan of Turkey is one of those men from whom you can only get money by a direct hold-up. Nearly every American community is familiar with the type.

The bulk of the "Remember the Maine" poetry is all in now, though a sample occasionally comes from some obscure town where the news of the destruction of Spain's entire fleet has not been heard.

The bicycle in war, talked about in Europe, is a failure in Cuba. Soldiers will persist in fighting where the roads are bad.

Spain's mind is so small and scattered that it takes a long time to make it up.

The board of directors of the Westinghouse Air Brake Company, at the general office at Wilmerding, have declared a stock dividend of 100 per cent., amounting to \$5,000,000, and transferred to the treasury the sum of \$1,000,000 in stock to be issued by the directors from time to time for the purchase of property or other uses as may be deemed best by the board. This enormous dividend is in addition to a cash dividend of 50 per cent., or \$2,500,000, declared within the past year. America is full of rich men, rich corporations and companies that make tremendous profits, but no corporation or firm in the world has ever made the enormous proportionate profit that has this association of men during the past twelve months. The net earnings of the company for the past ten years are stated to be \$17,500,000, of which the cash dividends have been \$14,506,000.

Cold storage is solving Australia's rabbit problem. Trappers are employed to catch rabbits in New Zealand, and one exporter gets 20,000 a day. The total number sent to London this season is estimated at 6,000,000. The dressed rabbits are packed in boxes, frozen and sent to England in that condition. If the industry continues to develop, the rabbit plague, which has so long dismayed Australia, will at length be solved.

Since the birth of Christ—which was the harbinger of peace on earth and good will to men—it is estimated that 4,000,000,000 men have been slain in battle.

There is this to be said with reference to the European war clouds—it can cloud up oftener without raining over there than in any other part of the globe.

### Hides, Pelts, Tallow and Wool.

Hides are a scarce commodity throughout the country, with prices remaining firm. The price to-day admits little margin to the tanners, but they keep them cleared up. Tanners expect they will decline. The dealers look at it as doubtful, but sell as fast as received all the same.

Pelts are in good demand, with few offerings. Farmers do not like to decrease their flocks, especially as they are getting good money from their crops.

Tallow is slow and sluggish at low value.

Wool is firm and strongly held, with an increase of business east and west. The volume of sales is far below other years at the same time, but so much of an increase over the past six months that holders feel hopeful of realizing a good margin on high cost wools. The cost of all holdings is fully up to selling prices east, but money is plenty in the country towns and has sought the investment.  
**WM. T. HESS.**

A. Schwartz & Co. have opened a grocery store at Boon. The Lemon & Wheeler Company furnished the stock.

## Dry Goods

### The Dry Goods Market.

**Staple Cottons**—Excepting bleached cottons, the price position of the market has been gradually strengthening during the last three months, yet up to the present time there has been no increase in demand. Leading lines of brown sheetings, shirtings, drills, duck and, in fact, nearly all varieties of cotton goods, were never upon a stronger price position. Prices are to-day lower than at any time in the history of the trade. Conditions are so changed that they can never recover all the ground that has been lost, but any future change can be only in an upward direction. The buyer now has absolutely nothing to deter him from making liberal purchases anticipatory of higher prices and an increasing consuming demand. The price fluctuations of raw material cut no figure whatever in the market to-day. Prices are already based upon as low priced cotton as is likely to be bought during the year, and manufacturers have worked for little or no profit for so long that they will not sacrifice the small increased margin between the sale price and cost of production that may accrue from lower priced cotton.

**Prints and Gingham**s—The reorder demand for dark fancy calicoes, both at the stores and by mail, has improved considerably. Jobbers are able to meet the demands readily enough in nearly all styles, although there are one or two said to be somewhat scarce. Certain houses handling exceptionally popular lines are well along in the season's business and report they will be obliged to refuse orders before the natural end of the season if the present rate of business continues for a while longer. In staple prints there is but little change to note in the situation. The demand for indigos, turkey reds, etc., has continued at about the average volume at prices previously quoted. Chocolates, madders, checks, etc., are dull and slightly irregular in price. Staple ginghams have received about the average amount of attention and dress styles are receiving a good amount of business and napped goods of all descriptions are in good condition.

**Dress Goods**—There has been no material change to be noted in the direction of styles and prices in goods, and while some houses report fair success, others report a continued dullness, and a dullness that is hard to account for; still, in spite of the existing conditions, the tone of the trade is healthful, and there is no sign of discouragement among the selling agents. It is merely a condition of impatience, for while they know that there must be business and good business, before the end of the season, it is merely a question of how soon that business will materialize.

**Carpets**—Some western jobbers have sold tapestry, velvet and axminster carpets since the auction sales for a less price than the manufacturers of the same goods are quoting to the jobbers. There has been a strong effort made by some of the leading mills to bring about an united effort to advance prices five cents per yard on all new orders. So far, however, we have not heard that they have met with any success. It is an acknowledged fact by those conversant with the situation that sales made at present prices are at the sacrifice of capital invested, and no profit can be expected while the present conditions continue. It is about time the buyers

realized this fact, and the time is fast passing away when the manufacturers will continue to sell at a loss. With industrial conditions gradually but surely improving, the beneficial effects of a larger distribution of money for labor in the great industrial centers, including the iron interests of Pennsylvania, must bring about a more healthy condition to trade.

**Lace Curtains**—There is a larger variety of goods in the market this season, and some very choice lines of ruffled bobbinet are attracting attention, and merchants are increasing their samples. Among other choice goods offered are Swiss, Saxony and French curtains, and low and medium priced Brussels curtains, also Duchess and imitation Renaissance. American manufacturers are constantly improving their lines, and have a very large selection of Nottinghams at prices that are inducing a good trade. There are also some very choice offerings by the domestic makers in fine lines.

### She Was Out of Job Lots.

Down in one of our Southern cities there lives a Hebrew merchant, Isaacs by name, who does an immense business supplying peddlers with shoes and slippers. He has been in the business for twenty odd years and has accumulated a substantial fortune. He and his wife have worked and saved until they are now on Easy street and can afford to take things easy. The old gentleman runs the store, and the old lady runs the old gentleman as well as the balance of the house.

They have raised three daughters and for some time it looked as if the two older ones were liable to become old maids for they reached the age of twenty and then twenty-one before they even had a beau, and old Isaacs and his wife began to fear that they would have to support them all their life. Of course they didn't object to this, but like all parents they wanted to see their children married and in a home of their own. Their fears were groundless, however. Among Isaacs' customers was a young German who was an honest, industrious sort of a fellow and who had an eye to business. He had long thought that it would be a pleasant way to get set up in business to marry one of Isaacs' daughters and go in with the old man. So one day when he was in the city he braced himself up and asked the old lady for Rebecca, the oldest one. She told him she liked him pretty well and that if he could make a living he could have her. So the marriage took place the following month.

Now the German had a brother in the peddling business, and this brother acted as best man at the wedding and there met the second girl. He was very envious of his brother's good luck and soon decided to try for himself. So for two months he assiduously cultivated the acquaintance of both Mrs. Isaacs and her daughter Ruth, and at the end of that time asked the old lady for Ruth. Mrs. Isaacs at first refused, saying she didn't want brothers in the family, but finally consented and the wedding was celebrated in great style.

This left but the youngest, a girl of nineteen, and for her Mrs. Isaacs had high aspirations. She said that Mary should never marry a peddler. But all the same one of the young fellows who traded around the country soon saw Mary and wanted to marry her. So he went to her mother and told her he loved Mary and wanted to have her for his wife.

"You want my Mary," cried Mrs. Isaacs, "young man, mein job lots was all gone, and you haven't got the price for mein regular goods."

It is said that the young man went his way and never said any more about the regular goods.

A young man never understands a girl until he knows enough to kiss her when she says he mustn't.

Send in orders for—

### LADIES' AND GENTS' MIDSUMMER NECKWEAR

in White Pique, Satin and Silk Puffs, Bows and Clubs.  
NEW FALL SILKS in up-to-date styles just received.

ENTERPRISE NECKWEAR CO., Kortlander Block, Grand Rapids, Mich.

## COTTON BLANKETS

COMFORTERS, MEN'S AND BOYS'  
FALL PANTS AND OVERSHIRTS,  
NEW LINE OF HATS AND CAPS.

P. STEKETEE & SONS, Jobbers  
GRAND RAPIDS, MICH.

## A HINT



Pretty prints attract attention; they are, in fact, the biggest card a dry goods merchant has. Our new fall styles are in; get your pick early.

Never before have we been able to offer so complete a line of Underwear, Kersey Pants, Duck Coats, Gloves, Mittens and Hosiery as this season. In many instances our prices are just a little below those quoted by others.

Will have agent call if you say so.

VOIGT, HERPOLSHEIMER & CO.

WHOLESALE DRY GOODS.

GRAND RAPIDS, MICH.

## To Merchants:

We have a sample book that we will furnish without charge express prepaid to any good merchant who wishes to take orders for single suits, either ready to wear or made to order. We manufacture all our own Clothing, and do not sell through agents. We sell to merchants only. We furnish them the best book in the market, and are so well known that we do not need to sail under false colors like the Empire Tailors, or Royal Black Snake Manufacturers of Clothing, or American Mongul Tailor, or the Black Horse Tailors, etc. We have been established twenty-five years, and our firm is well and favorably known. Can you use a book of samples to advantage? If so, send in your application and we will send you our next book which will be ready July 1st. Our spring and summer books are all placed. Get your application in early, for we will have a larger demand for our books than we can supply. Yours very truly,

Work Bros. & Co.,

Cor. Jackson and Fifth Ave., Chicago, Ill.





### The Danger of Overstocking.

In discussing the question of selling goods, a prominent hardware dealer remarked that most salesmen were "too anxious to sell large orders." He considered that many of the failures could be traced directly to the fact that the retailer had been loaded up with too large a stock, which he had to carry long after it was paid for, or worse still, perhaps, had found it necessary to settle for with notes, which fell due before the stock was turned over.

There can be no question regarding the salesman's feeling on the subject. His object is to sell quantity and make a showing at the end of the year. His position depends entirely upon results. If he is a salaried man and the profit on his yearly business does not warrant the expense his salary is cut down or his services dispensed with. If he is on commission and does not earn a fair living he makes other arrangements himself. Therefore he goes forth to make big sales and gain the sweet smile and gladsome hand of the head of the house upon his return. His instructions all bear on the same point. The fact is impressed upon him by his employers that he must push sales, and probably the only question he encounters from his house is: "Do you consider this man good for the amount of the order?"

The query as to whether the buyer's business warrants the quantity or the quality of the line ordered is of secondary, or, more often, no importance. "Why," argues the manufacturer or the jobber, "should we constitute ourselves judges of another man's business? Let him be the sole judge of what he requires. He is the one who must pay, and he would very properly regard any interference on our part as an impertinence." All this is true in part, but there is another side to be considered.

In the first place, a far-sighted business man should not be satisfied with the sales of to-day. He must build up on the future, and having secured a customer, he should seek to foster his trade by protecting his interests at every point as jealously as he would guard his own. This is not from any humanitarian standpoint, but is simply and purely good business policy. What stronger claim can be put forth to obtain—and retain—a retailer's custom than the knowledge of the fact by him that his interests are safe in the hands of his jobber? Cut prices can always be met. Excellence in goods may always be equalled. Friendship in business is a slender reed at best. But when this friendship is fortified by the feeling of identity of interests in which each participant receives equal consideration, the shock must be profound indeed which will sever such relations.

In the second place, the wholesaler is in a better position to see the general trend of affairs and to discount future depression. His business is on a broader basis; he comes in contact with trade from a more general standpoint and he has means and ways of obtaining information and thereby forming accurate conclusions in regard to future business that are usually denied the retailer. That the latter should in all cases receive the benefit of the greater opportunities of the former there can be no question. If the retailer, over-persuaded by the plausible salesman, shows an inclination to stock up too freely on any one line, or displays a desire to put in too many goods that are naturally slow sellers, would it not be better to ship part of the order and hold the bal-

ance for a little, than to load him up with a stock which will remain on his shelves until the interest eats up his profit?

If he runs short he will not be long in announcing the fact, while if he discovers that his wants are sufficiently supplied by the partial order, he will ask that the remainder be held indefinitely. Some will be inclined to argue that this is a dead loss to the supply house. That is where the mistake is made. Had the retailer received his whole order and found that the goods did not sell as quickly as he expected, he would be very likely to conceive a prejudice against a good line, and this feeling would soon be transferred to the house selling them. If he had paid for them he would feel that he had suffered a loss. If he had not yet paid for them his inclination will be to put the matter off; and the wholesaler would probably get his second order and the money for it, as quickly as he would get paid for the first.

Some jobbers may argue that during the past few years of depression the trouble has all been on the other foot; that instead of over-stocking, the retailer could not be induced to buy enough. This is also misleading. At no time do the arguments of this article apply more strongly than in dull times. As an example of this, the merchant referred to at the beginning instanced the action of his house at that time of political uncertainty some few years ago. The dealers of a certain section, feeling an over-confidence in the result of a general election, were inclined to order more freely than the conditions warranted in the opinion of the wholesaler. Orders were cut in two by him, and the retailers notified that the balance would be held until required. It was not long before the wisdom of this was seen by the retailers, who wrote instructing the balance to be held indefinitely. The result was that the wholesaler made many friends, and his opinion and advice carried weight in the future. The retailers found that instead of having their shelves filled with slow-selling goods, and the inevitable big bills therefor, their stock was large enough for the demand and their bills, correspondingly small, could be met promptly.

The whole question resolves itself into one of self-interest. The wholesaler who looks into the future and seeks to build thereon will seek in every way to foster the interests and good will of his customers, and by so doing build up a constituency that in time becomes the most valuable asset the firm possesses. —Hardware.

### Woman's New Point of View.

To the intelligent observer of social developments no phase of the new woman problem is more curious than the fact that the difference between men and women, so far as character and thought and opinions go, is growing daily less and less marked. This has, of course, been prophesied by them of old, and we were told from the beginning that when women went out into the world to compete with men they would be coarsened and hardened, and that we should be treated to the daily spectacle of a short-haired, shrieking sisterhood who stood about with their hands in their pockets and smoked cigarettes on the street corners.

Nothing of the kind has occurred, but the prophecy has been fulfilled in a different way that leads one to believe

that after all human nature is pretty much the same in man and woman, and that the same training and environment will foster the same virtues and the same faults in both. Woman may not "be undeveloped man, but diverse," as the poets affirm, but put her in the same position and she very soon finds out that she has very similar needs and tastes to her brother.

Take the matter of home, for instance. To the general woman who has never known anything else but living under her own roof-tree, there seems something almost absurd in the fetic that a man makes of the idea of having a home of his own. Above all, she can't understand why he should be so upset when he comes home and finds that the cook has gone, and the dinner is poor, or any other little domestic contretemps has occurred. But to the working woman who is away from her home all day the matter is perfectly clear. She knows how the man, tried to the uttermost all day by the stupidity of employees or the injustice of an employer, looks forward to the clean swept hearth, the loving welcome and the peace of home as a place where burdens can be laid down and a respite taken from the cares of life. And that to be disappointed in this is sometimes just the last crushing blow to overwrought nerves and exhausted strength.

Many of the faults that are regarded as being essentially feminine are simply the result of ignorance and surroundings. Women are accused of never being on time, of dilly dallying and not knowing their own minds and of lack of system in managing their affairs. It is true, but how should one cultivate promptness when it doesn't matter half the time whether a thing is done to-day or next week, or how should any one gain decision of character when somebody else does all the deciding anyway? Who can wonder that women fall victims to bargain-counter frauds or buy stock in wild-cat companies when no one has ever taught them anything about the handling of money? But let them

get a glimpse into the busy, working world, and find out the value of promptness and they make shrewd financiers and out Herod Herod in their ability to run things on schedule time.

Another noticeable thing in which the working woman comes to resemble her brother is in her avoidance of petty gossip. In a little while it seems to her that life is too big a thing, with too many interests and too much to learn and do to make it worth while to devote one's time to a discussion of whether the neighbors have steak for breakfast or have hash, or whether their new piano is bought or only rented. She learns to keep her own counsel, to make a new fight if the old one goes against her, to be just, and that there is a higher way of judging things than by her own feelings. For all these things she is indebted to a closer association with men in the business world. His needs are her needs, and out of the new conditions have grown a truer knowledge and a closer sympathy.



I. W. LAMB, original inventor of the Lamb Knitting Machine, President and Superintendent.

### The Lamb Glove & Mitten Co., of PERRY, MICH.,

controls a large number of the latest and best inventions of Mr. Lamb. It is making a very desirable line of

#### KNIT HAND WEAR

The trade is assured that its interests will be promoted by handling these goods.

## PORTRAIT CALENDARS

We have lately placed on the market a line of portrait calendars which we think superior in many respects to the colored calendars so long in use, in that the customer who hangs up a calendar with the merchant's portrait thereon will think of him and his establishment every time he glances at the calendar. This line of calendars is 7x11 inches in size, printed on heavy 8-ply coated litho. cardboard, with portrait of merchant, or his clerks, or his family at top of card and large monthly calendar pads wire stitched to lower portion of card, samples of which will cheerfully be sent on application. We can make calendars in any size desired, printed either from engraved plates or from type, with monthly pad, in one or two colors of ink.

We also have on hand a large line of fancy colored calendars, which we can furnish on exceptionally favorable terms. In case you conclude to favor us with your order for anything in the calendar line, you can rest assured that your order will receive painstaking attention by experienced workmen from start to finish.

### TRADESMAN COMPANY,

GRAND RAPIDS.



## Around the State

### Movements of Merchants.

Conklin—J. H. Bunton succeeds John W. Merrick in the grocery business.

Petoskey—DeGuiselle & Fisher succeed Foster H. Geyer, novelty dealer.

Delray—Joseph Miller & Co. succeed Frank T. Hopfhauer in general trade.

Albion—Henry Young succeeds Baughman & Young in the hardware business.

Port Huron—W. Sylvester succeeds the drug firm of E. Bruneseaux & Co.

Vassar—Grossell & Son, grocers, have dissolved, L. R. Grossell succeeding.

Ovid—Gardner Stanton will shortly open a grocery store in the Bowen building.

Alma—Mrs. Wm. Wixon succeeds Anna (Mrs. M.) Scallan in the millinery business.

Oscoda—W. D. Hammond is succeeded by H. J. Markham in the drug business.

Cassopolis—Van Antwerp & Johnson are succeeded in the meat business by Geo. McCabe.

Saginaw—H. & M. Rich succeed Joseph Rich in the clothing and boot and shoe business.

Lansing—L. S. Hudson has opened a drug store on Washington avenue. O. F. Burgess will act as manager.

Vernon—W. D. & A. Garrison succeed Wm. D. Garrison in general trade and the flouring mill and banking business.

Port Huron—Charles Baer will retire from the grocery business. Mr. Baer is the pioneer groceryman of Port Huron.

Edmore—John Lewis and James McNamara have opened a meat market at the stand recently vacated by Sparks & VanAuken.

Ludington—S. W. Mendelson has opened a new shoe store, which he will conduct under the style of the Milwaukee Shoe Co.

Lansing—M. H. & H. M. Sherman have opened a new drug and grocery store at the corner of Washington avenue and Franklin street.

Saginaw—The Crystal Oil Refining Co., of Cleveland, has opened a branch house at 123 North Tilden street. John O'Donnell is in charge of the branch.

Lapeer—Crawford & Wright, of Flint, have purchased the C. A. Mapes clothing stock and will continue the business as a branch of their Flint establishment.

LeRoy—John Glerum is building an addition to his hardware store, 24x60 feet in dimensions. The new building will be two stories, with basement and elevator.

Rapid River—Jerry Madden, dealer in general merchandise and cedar, has merged his business into a stock company, under the name of the Jerry Madden Shingle Co.

Traverse City—Mrs. E. S. Jones has purchased of Mr. Mills the stock and leased the building used as a grocery on the corner of Randolph street and Elmwood avenue.

Lansing—The Simons Dry Goods Co. has purchased the corsets, hosiery and underwear stock of Mrs. V. O'Bryan. Mrs. O'Bryan will continue in business, but will not handle this line of goods hereafter.

Owosso—The Dodge Outfitting Co. is the name of the firm succeeding to the business of J. Dodge & Sons. The business in future will be conducted on a cash basis, the contract system being discontinued.

Mancelona—Jess Wisler has purchased the Young bazaar stock and will probably continue the business. Mr. Wisler's new store building, which is about completed, will be the finest business structure in the place.

Ishpeming—William Malmborg, who engaged in the wholesale and retail bakery business in Marquette a couple of years ago, will return to Ishpeming. He is having an oven installed at his place on East Cleveland avenue.

Jackson—C. A. Maynard, late traveling salesman for Lee & Cadv, of Detroit, will soon open a retail grocery store at the corner of Mechanic and Cortland streets. The store is being refitted throughout, including a plate glass front.

Kalamazoo—Gilmore Bros. have purchased the Merrill block on South Burdick street, and will tear it down and erect a fine three-story building, to be entirely devoted to their dry goods business next spring. It will be the largest store of its kind in the city—all three floors are to be used.

Ionia—Geo. J. Cutler has purchased the interest of Geo. F. Lauster in the boot and shoe firm of Cutler & Lauster, which will be continued by Geo. Cutler and Geo. J. Cutler under the style of Geo. Cutler & Son. Mr. Lauster has not decided on his future business venture as yet, but it is hoped he will remain in Ionia. His health has been rather poor recently, and he will first take a good rest, commencing with an outing of two months on the inland lakes near Traverse City, where he will take his family within a few days.

### Manufacturing Matters.

Hancock—Peter H. Brustmaker has purchased "The Leader" cigar factory and will continue the business.

North Lansing—Hughes & Klemm, flowing mill proprietors, have dissolved, A. D. Hughes continuing the business.

Negaunee—F. Braastad and S. Johnson, of Ishpeming, are organizing a stock company to operate the old plant of the Negaunee Sash & Door Co., and expect to have it in operation shortly.

Saginaw—The shingle product this year in Eastern Michigan is going to be very short and shingles are taken as fast as they come from the machines. Manufacturers did not have good luck last winter in securing stock and a short crop is the result.

Marquette—George Tuxworth, of Manistee, and D. Russell, of Munising, will build a saw, shingle and hoop mill near Carlsbend, on the line of the Munising Railway. The mill is proposed to have a capacity of 100,000 shingles or 30,000 feet of lumber a day.

Ypsilanti—The Scharf Tag, Label and Box Co. has bought out the Metal Rimmed Tag Co., of Chicago, and will move the stock and machinery to this city this week. This means a good deal to Ypsilanti, as it will necessitate the employment of at least fifteen more people.

Flint—The Flint Dash Co. is the name of a new manufacturing concern of which H. G. Newcombe is the promoter and owner. He has bought the building of the Flint Mattress Co. on West Kearsley street adjoining the Stewart plant and by September 1 will have the needed machinery in position and ready to begin operations. The plant will be fitted with the latest improved machinery and appliances and the output for the first year will be 50,000 buggy dashes.

### STOCKS AND BONDS.

#### News and Gossip Pertaining to Local Finances.

The war tax on checks and drafts may curtail their use somewhat, but local bankers agree that the curtailment is so small as not to be noticed. Small checks, perhaps, are not quite so numerous, but in the general course of business they seem to be as freely used as ever. The return of prosperity has largely increased the volume of business and it is possible this has prevented the curtailment of checks being noticed. The objections to the stamps are not pronounced among the business men, but, on the contrary, everybody seems to have accepted the infliction as a matter of course and the impression is growing that it will be many a long day before this method of raising revenue will be abolished.

The Old National has reduced its interest rate on certificates of deposit to 2½ per cent. on six months and 3 per cent. on a full year, and other banks will probably do the same. There is no uniformity in the interest rates among the banks. The rates in different institutions range from 2½ per cent. on six months to 4 per cent. on three months, each bank setting its own pace, regardless of what the others may do. The tendency, however, is toward the lower rate, because money is abundant and its earnings capacity is not what it was. Money in the local market used to command 7 and 8 per cent. and it was easy to get this interest as it is to get 5 and 6 per cent. now. In addition to the reduced earnings, the banks have increased burdens to bear in the way of war taxes. The war tax is not burdensome, exactly, but it cuts into the net profits.

A local savings bank cashier relates a story of his experience. Several years ago two girls came in to borrow \$600. They were sisters, employed as domestics, and between them had saved something like \$400. They had purchased a house and lot, their joint savings was to be the first payment and they wanted the \$600 to complete the transaction. The money was loaned them on a mortgage with the permission to pay an installment of \$50 whenever they had the money. They paid the money in due time and not long after they came in to borrow a few hundred dollars to buy another house and lot. This second loan was repaid and the girls are now paying up a third loan. They own three houses, each of which rents readily for \$10 to \$12 per month, and the girls are getting rich.

Mortgages are scarce in the local market and the capitalist who wants to buy one as an investment is liable to disappointment. More mortgages are being paid off than made, and this is especially true in farm mortgages. When new mortgages are made the rate is more often 6 per cent. than 7, if the security is desirable, and large mortgages for long periods on gilt edged city property are negotiated at considerably less.

The last of the State war bonds were sold last week at a premium of 1 per cent. The bonds bear 3 per cent. interest and, without any special advertising, the subscriptions for the last installment of \$100,000 considerably exceeded the amount available. Michigan's credit in the bond market ought to be good, for the State has no other

bonded indebtedness than the latest war issue, except a few thousand of the old \$5,000,000 loan of sixty years ago, upon which the interest has long since been stopped and which have probably been lost.

This successful issue of 3 per cent. bonds at par, simultaneously with the Government's issue, speaks volumes for the credit of the State, especially when comparison is made of the two issues from an investor's standpoint. Leaving out of consideration the fact that on the one hand the bond is the obligation of but a single state, while on the other are pledged the combined faith and credit of all the states of the Union, the Government bonds are further made more desirable for investors because they have double the period to run, bearing interest payable quarterly, are payable in coin and are specifically exempt from all taxation.

Each citizen of Michigan who made application for bonds in accordance with the circulars issued by the State Treasurer this year received at least a portion of the amount subscribed for. All subscriptions for \$1,000 or less were allotted in full, the policy having been adopted of giving the smaller subscribers preference over the larger ones in the matter of allotment.

It is understood that Chas. E. Olney is already about \$25,000 ahead on his investment in the stock of the glucose trust, which was organized less than two years ago, when subscribers to the stock received 140 shares of common as a bonus with each 100 shares of preferred. The preferred stock is now worth about 112 and the common is selling at 65, so that an investment of \$1,000 in preferred stock at the inception of the enterprise would yield \$2,030 on the basis of the present market. In the meantime dividends have been paid on the preferred at the rate of 7 per cent. and the surplus has accumulated so rapidly that it is confidently expected that a dividend will be paid on the common stock in November.

National Biscuit Co. stock has scored a new record during the past week, preferred having advanced to 99 and common to 35. Grand Rapids investors have lately purchased considerable of the common on the basis of 30 and 31 and confidently expect to see the stock go to 60 or 65 before the end of the year.

A Delray correspondent writes: "A. H. Phinney, of the banking firm of Phinney & Whittemore, Tawas City, was in Delray last Tuesday interviewing our business men with regard to starting a bank. The result of his investigation was highly satisfactory, so much so that he will open a bank in Delray on Saturday, October 1."

A Jackson correspondent writes: "John O'Brien has been elected manager of the People's National Bank. When President Root passed away Mr. Reynolds was chosen President, but his somewhat impaired health and many other business interests made it impossible for him to assume the active management of the Bank but temporarily. The directors have therefore created the new office of manager and chosen Mr. O'Brien to fill the responsible position."

The State Bank of Midland and the Midland County Savings Bank have been consolidated, with Stewart B. Gordon as President, Maxon Anderson and Chas. Brown as Vice-Presidents and F. E. Barbour Treasurer.



## Grand Rapids Gossip

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association held at the Tradesman office Tuesday evening, Aug. 16, Vice-President Wagner presided.

Final reports from the Picnic Committee were received and accepted, showing a handsome balance on the right side of the ledger.

The following communication was received from B. S. Harris:

I beg leave to call your attention to a trade evil which has never, to my knowledge, been brought up or discussed by the Association and one that needs looking after for the interest of each and every member. It looks like a small matter, but it is not so by any means, as perhaps some of you may have already found out.

I refer to the practice of outside firms selling teas, coffee and spices by children solicitors. These people, by this means, put their goods directly in the hands of consumers at practically no cost to them, as these children are paid in premiums according to the sales they make. Their mother, their relatives and neighbors buy of them to help them get these premiums, and oftentimes not only buy, but help them select. They can sell adulterated goods by this method and not be amenable to the pure food law of the State, while the inspector can find you at any time.

They pay no salaries, except, perhaps, a man to deliver; they pay no tribute to the city in any way. At the same time they are quietly but surely stealing away from you the trade on the very goods that pay you the best profit; and, like Jones, you "pay the freight," for you are taxed to keep up the city.

I would suggest, as a remedy, that each member consider himself an individual committee to counteract this evil and start in this way—get some one to give one of the children an order for spices, get the name and address of the firm they come from, the address of the party delivering, deliver the goods so procured to the Secretary of the Association, to be forwarded to Lansing for analysis. If the result is that the goods are found to be impure, give the State Agent this ground to work on and request him to do the rest and fully publish the result. This remedy I merely suggest, and would like the matter fully discussed, as there might be a better plan and one that may be the means of heading off an evil to the trade, that in my opinion needs the urgent effort of every member, not only for the good of the Association, but for the protection of their own business.

The suggestion was discussed at some length and made the special feature for consideration at the next meeting.

The following resolutions were unanimously adopted:

Resolved, That the hearty thanks of the Association are hereby tendered the retail merchants of Grand Haven for the splendid entertainment accorded our members and their guests on the occasion of our twelfth annual picnic. No feature which could contribute to our enjoyment was overlooked or omitted and we shall ever recall the day as one of the most enjoyable of our lives.

Resolved, That the thanks of the Association are due the H. J. Heinz Co. for the usual complement of badges.

Resolved, That our thanks be tendered the National Biscuit Co. for the liberal donation of circulars for distribution among our customers.

Resolved, That our thanks be tendered the C. & W. M. Railway for the excellent train service accorded us.

Resolved, That our hearty thanks be tendered the patrons of our programme for their liberal patronage.

Resolved, That our thanks be tendered our Picnic Committee for the energetic manner in which they exploited the event and carried out the work incident to the anniversary.

On account of the time required to close up the details connected with the

picnic, it was decided to defer the election of officers until the next meeting, which will be held on the evening of September 6.

### The Produce Market.

Apples—Receipts are large and the prices are lower in consequence. Eating varieties, such as Astrachans, command \$1.25 per bbl. Duchess fetch \$1.50@1.75 and Sweet Boughs about \$1.50. Pippins and other cooking varieties command \$1 per bbl.

Beets—25c per bu.

Butter—Fancy dairy is scarce at 16c and separator creamery is firm at 18c. The market has not been quite so active during the past week. The receipts have not increased to any great extent, but the demand is quiet. The prevailing weather and rains have increased the make considerably, and the general feeling is accordingly not so firm. Sellers are anxious to keep stocks moving and shade prices in order to do so. There will probably be a larger supply of butter if the pastures remain good until the time of heavy frost, which will cut off the make to some extent. The trade do not look for very high prices.

Cabbage—\$3@4 per 100 heads for home grown.

Carrots—30c per bu.

Cauliflower—\$1 per doz. for home grown.

Cocoanuts—4@5c.

Corn—Green, 8@10c per doz. ears. The quality continues to improve.

Cucumbers—10c per doz.

Eggs—Dealers pay 10c and hold at 11c. The receipts of fresh eggs have been very light during the past week, due to shippers' reluctance to ship on account of the warm weather. The outlook is for somewhat higher prices.

Green Onions—8@10c per doz.

Honey—Fine new comb commands 12@13c.

Muskmelons—Cantaloups fetch \$1 per doz. Little Gems command 75c per basket of about 20. Osage fetch \$1 per crate.

Onions—Home grown command \$2@2.25 per bbl. for yellow or red.

Peaches—Hale's Early are coming in very freely, commanding 50@75c per bu. Early Michigans will begin to come in the latter part of the week. The crop is large in amount and the quality is fine. The variety known as Louise will also be in market next week.

Pears—Clapp's Favorite are in ample supply at 75c@\$1 per bu. Sugar fetch about 50c.

Plums—Abundance is nearing their end, but the quality is superb, readily commanding \$1 for choice selections. Bradshaws and Guyos fetch about 75c and Arctics about 50c. The crop was never so large or the quality so fine as this season.

Pop Corn—50c per bu.

Potatoes—Home grown stock is in ample supply at 40@45c.

Radishes—5@6c per doz. bunches.

Tomatoes—Home grown command \$1.25 per bu., but the price will gradually drop to a lower level. The late rains have helped the crop wonderfully.

Wax Beans—75c per bu. and scarce at that.

Watermelons—12c for Missouri and 18c for Sweethearts.

The Columbian Transfer Co. has leased the cold storage warehouse formerly conducted by the Valley City Storage Co., and will take possession of the property early in September. The lessees will maintain separate apartments for butter, eggs and fruit, and, in case the business develops as they expect it will under their management, the system of refrigeration will be changed from ice to chemical.

Amos S. Musselman and Wm. Judson leave Saturday for New York, whither they go to attend a meeting of the Executive Committee of the various state wholesale grocers' associations.

### ON THE MARKET.

#### How a City is Fed and Who Feeds It.

It is worth losing that "best nap of all" some bright summer morning to visit the city market. The market is down on the Island, below Fulton street bridge, and is reached by way of Waterloo street. During the day it is, in general aspect, about as dreary a place as can be imagined. The wide expanse of rolled gravel is broken by a double line of sidewalks, extending north and south through the middle, and from the center walks shorter walks extend east and west to the market limit, which on one side is the river and on the other the old steamboat channel. Around the north end of the market is a fringe of sheds and a restaurant, which may answer the purpose for which it was erected, but is not particularly picturesque.

In the early morning the appearance of the place is far different than the midday visitor will find it. The sidewalks, both main and lateral, are lined with farmers' wagons, and the wagons are loaded with farm truck of all sorts. The walks and even the drive ways are thronged with buyers and sellers; and while the scene is never noisy, it is always animated.

The farmers begin arriving at the market as early as 2 o'clock in the morning, and the early comers, after taking a location, blanket the horses and often curl up on the wagon seat or under it for a nap before business begins. Along about 4 o'clock the farmers are arriving in bunches, and form a long procession as they file through the gate from the street. They keep coming until 5 or 6 o'clock, but most of them are in place by 5, and at this season of the year they occupy most of the available space. The number of teams will range from 300 to 700 each market morning and when the fruit season is at its height, which will be soon, the number some mornings will reach nearly 1,000. This aggregation represents the farming interests of the country within a radius of 15 miles of the city, and often will be seen farmers who have come 20 and even 25 miles.

The farmers are of all descriptions and of every degree of prosperity and thrift, and their character and worldly condition can be sized up pretty accurately by their outfit. The prosperous farmer will be seen with sleek, well-groomed horses, a substantial, even handsome, wagon and the farm products put up in a manner to attract favorable attention. The man or boy in charge has a well-bred appearance and talks and acts as though he had money in his pocket and didn't care particularly if he sold out or not. His stock is high grade and he has no trouble in unloading at top prices. The prosperous farmer usually has a season ticket and a fixed location on the market and will always be found in the same place.

All the farmers are not of the well-fed kind, and the visitor will find all grades, down to the shiftless worker of a few acres of grub lands in some forsaken corner of the country, who appears on the scene with a back-number horse, a dilapidated wagon, poor quality of product and takes such a place on the market as he can get and accepts such a price for his stuff as may be offered. The "poor" farmer may be as horny handed as his prosperous neighbor, may work as hard and as steadily, but whether from lack of capital or lack of

gumption, it is writ all over him that, as a farmer, he is not a success.

Whether by rule of the market management or by common consent, the market is divided. On the west side are the fruit growers, while east of the main drive are the growers of vegetables and truck. The early morning visitor will draw the conclusion, if he observes closely, that fruit growing is largely a Yankee industry, while the Dutch are in for onions, cabbages, potatoes and similar products. The truck side of the market has a larger representation of the Holland nationality than any other, although, of course, Germans and Americans are among them, while the Americans largely predominate on the fruit side.

The grocers begin arriving on the market about 5 o'clock in the morning and continue to come until 6 or 6:30 o'clock. The grocers have free access to the market with their wagons, and as soon as they appear the traffic begins. There is no shouting of wares and no pulling of coat tails. The farmers stand at the end of their wagons waiting for purchasers to come. The grocers pass around, picking up such stuff as they may need to supply the daily wants of their customers. The small grocers, and some of the others as well, load what they buy into their own delivery carts and drive off when they have enough, while often it is mutually agreed that the farmers shall deliver the purchase at the store. At this season, when the fruit is coming in, among the grocers are commission men, well dressed and suave, who pay special attention to the fruit side of the market and make their purchases by the wagon load, the delivery to be made at a warehouse or depot. There are several outside fruit-buyers now in the market and more will be here when the better grades of fruit are marketed.

About 6 o'clock another element begins to arrive on the scene. It is the housekeepers, boarding house keepers and the men with families in search of fruit and vegetable bargains. They come with baskets on their arms to carry home their purchases and sometimes have small carts and baby cabs are even pressed into service. These visitors buy in small lots, to supply the household wants for a day, and usually depart heavily laden. Some of the truck growers cater to this trade and make a specialty of selling in lots to suit at prices that net them more than they would obtain if sold in the usual way. There is one little German woman who does a big business in this line. She is always in the same place, is always brimming over with good nature and never goes home with stock unsold.

The market closes about 8 o'clock, but usually most of the wagons have departed before that time. The farmer who has not succeeded in selling out will take his stuff home with him or sell it in town from house to house, if he is unable to find a grocer to relieve him of his burden.

A visit to the market is interesting and at this season especially is well worth the exertion of turning out at 5 or 6 o'clock in the morning. Not only is it interesting, but it is instructive, for it gives an idea of how a great city is fed and who feeds it.

Ferdinand Starr has purchased the meat market of Walz & Co., at 63 West Leonard street.

Gillies New York Teas at old prices while they hold out. Phone Visner, 800.



## Shoes and Leather

### Proper Profits and How to Maintain Them.

1. What is the cause of the prevalence of close margins for the retail merchant?

From what I have observed, it is principally due to where merchant No. 1, finding that merchant No. 2 has a line of shoes similar to his in style, quality and price, in order to try and get some of his trade, will reduce said line five or ten cents lower and advertise the fact. Merchant No. 2, finding such to be the case, will go his competitor one better by reducing his line still lower. Merchant No. 1 will cut again. Merchants No. 3, No. 4, No. 5, as the case may be, will be forced to fall in line; and this will be kept up, not only with one line, but with others, until the profits are reduced to almost nothing. After cutting their own throats by such practices, and in order to save themselves, they will replace the former lines with inferior and lower-priced goods.

2. In which is there the most money—a general or special line?

It is my opinion that there is more money in a general line. Families prefer trading where they can purchase everything under one roof, instead of having to go to a men and boys' shoe store for that part of their trading and to an exclusive ladies and children's shoe store for the other part of their trading, thereby saving much time.

3. How can the manufacturer aid the dealer in securing a reasonable profit?

First: By reducing the number of styles and not changing the same so often. Second: By uniting to not sell to any dealer who makes it a practice to cut prices on staple lines of shoes. The dealer who has a mania for cutting prices not only injures himself and competitors, but also the manufacturers.

4. How does the multiplicity of styles affect the item of profit?

The multiplicity of styles during the last nine years has proven to be the greatest curse that has ever afflicted the shoe trade. If what I have learned from traveling men is true, it has been the cause of driving more merchants into bankruptcy than any other cause. The manufacturers are as much to blame for this state of affairs on the one hand as the merchant who cuts prices on the other.

The result from changing or adding new styles every six months can be plainly seen in every shoe department. They are over-stocked with out-of-date styles to such an extent that the merchant is forced to sell them at slaughtered prices. Does this not affect the item of profit?

Furthermore it is educating the majority of the people up to the practice of buying only shoes that are being sold at a slaughtered price, leaving the up-to-date lines lay on the shelf until another change of style comes around, and they too become out of date.

I might ask what is the cause of the multiplicity of styles? Is it not due to the multiplicity of manufacturers, each one trying to outdo the other by adding another style? I cannot see how the manufacturer can aid the merchant while this state of affairs exists.

It is my opinion that the sooner the number of manufacturers become reduced and the sooner they become united and adopt a limit to the number

of styles, the better it will be for the merchant.

I have known merchants who, thirty years ago, had only two styles, retire from business in a short time wealthy, and I have known others who became wealthy in the same manner, continued in business until the rapid changes in styles soon swamped them, and I can see merchants to-day who are having clearance sales, struggling to save themselves.

5. How can the competition of the department store best be met and its influence overcome?

It is my serious conviction that the competition and influence of the department store cannot be overcome. People who pay cash will trade wherever they can receive the best accommodations. It is an undisputed fact that the department store is equipped to a much better advantage than is possible for the exclusive dealers. The exclusive dealer, with his two or three prices, has also done a great deal toward building up the influence of the department merchants who start out with one price and stick to it.

I have conversed with a great many people who prefer trading with the department store on account of the one-price system alone. They will say that where they can talk a man down two or four bits on a pair of shoes they even then don't know whether they are paying a legitimate price or not.

Again I believe many people prefer trading with the department store because they can do all their trading under one roof, and not have to run from one store to another, which is very disagreeable during extremely hot or cold weather.

I also find the department store very convenient for country people, who order by mail from the catalogue. Instead of writing to four, five or six different stores, as the case may be, and having the same number of shipments made, he writes only one letter with one money order to the department store, and has all his different purchases put up in one shipment, saving much time and expense.

6. Would it be feasible, at least in smaller cities and towns, for the dealers to come to an understanding by which profits should not be sacrificed to obtain trade?

Yes, but not until the dealers have either sold out or given away all undesirable stock and the manufacturers come to an understanding as to the limiting of styles.

After bringing my thoughts together and writing them out the best I know how on the foregoing subject, I will stop, think again and ask myself what is the sequel to all those contentions which seem to have been brought about as if by unseen hands during the last twenty years.

Can it not be compared with a storm of rain that comes at a season of the year when few are injured and many are benefited?

The multiplicity of manufacturers and the multiplicity of styles naturally gives employment to thousands more people, putting that much more money in circulation.

The merchant becomes overstocked with out-of-date styles and is forced to slaughter them, thereby giving large numbers of poor people (who are also accumulating) opportunities of purchasing good shoes for little money.

Last but not least, the department stores come into existence, reaching far

out beyond the confines of the exclusive dealer, although injuring few, they are, as I have shown, benefiting many.

I do not wish to be understood as being partial to the department store. The exclusive dealer has the same opportunities only on a smaller scale, and if he will only exercise them in a judicious and honorable way, he will command a fair and sufficient share of the public patronage, department or no department store.—Boots and Shoes Weekly.

### What He Claims.

"I don't claim to be a divine healer, but, just the same, there isn't a better healer and solver, too, in this part of the country, if I have to say so myself," is the way a cobbler in West Philadelphia gets up his business card.

A woman's husband is never as dear to her as her husband's wife.

## We have ..

A line of Men's and Women's Medium Priced Shoes that are Money Winners. The most of them sold at Bill Price. We are still making the Men's Heavy Shoes in Oil Grain and Satin; also carry Snedcor & Hathaway's Shoes at Factory Price in Men's, Boys' and Youths'. Lycoming and Keystone Rubbers are the best. See our Salesmen or send mail orders.

**GEO. H. REEDER & CO.,**  
19 S. Ionia St., Grand Rapids, Mich.

## OLD COLONY RUBBERS



FINE JERSEY BUCKLE ARCTIC, in up-to-date last, net \$1.06 per pair.

Send for a sample pair and be convinced that they are seconds **IN NAME ONLY.**

**HIRTH, KRAUSE & CO., GRAND RAPIDS, MICH.**

## Boots, Shoes and Rubbers

We make the best-wearing line of Shoes on the market. We carry a full line of Jobbing Goods made by the best manufacturers.

When you want Rubbers, buy the Boston Rubber Shoe Co.'s line, as they beat all the others for wear and style. We are selling agents.

See our lines for Fall before placing your orders.

**Rindge, Kalmbach, Logie & Co.,** 12, 14, 16 Pearl St., Grand Rapids, Mich.

## Your Best Defense

Against all competition is to sell the goods of the

## Boston Rubber Shoe Co.

The Rubbers with the best reputation for excellence in the country. A complete stock—all styles, widths and sizes—now or any time.

**MICHIGAN SHOE COMPANY, Detroit, Mich.**





**Too Thrifty by Half.**

Written for the TRADESMAN.

Ned Aldrich had been in the employ of Wingate & Co. for something over five years. He had come to the firm with the best of recommendations. He was industrious and honest. He wasn't afraid to work over time occasionally without charging it up to the company. He was neat in his habits. He was good looking—a stout, well-made young fellow, with as good a disposition as could be asked for. Above all, especially in the eyes of his employees, he was saving, and it was supposed by those who had the means of knowing that Ned had a comfortable balance to his credit at the Second National Bank.

For some reason or other this was a sore subject for his fellow clerks. It was always coming up for discussion, always called forth the bitterest, most uncharitable expressions and invariably ended in the hope that the fellow would get hold of the hot end of the poker one of these days. "Oh, it's all well enough for a fellow to be looking out for a rainy day. Nobody is finding fault with the fact that every day should find something of the day's wages put by. A clerk with three dollars a day can't afford to smoke too many ten-cent cigars, unless somebody else pays for them, and beer and billiards are awfully expensive unless a man has a good grip on himself. That's one thing; but in my mind the other way is just as bad if not worse. I've seen Ned Aldrich wear things that I wouldn't wear and eat things that I wouldn't eat; and I'll give any one of you a handful of ten-centers, straight, if you will take your oath that you've smoked a cigar of any sort that Ned Aldrich ever paid for. Talk about pinching the eagle on a quarter till it squawks! That fellow would pinch the bird out of existence and then charge the Government with circulating counterfeit money. The fact is, he is stingy, and that kind of man I don't want around me."

The firm treasurer had looked upon these things in a different light. A strict adherence to business and an utter absence of the qualities of the spendthrift strengthened the growing regard of Wingate & Co., composed of father and son, and both were giving more than a passing thought to the possibility of having just such an enterprising, go-ahead fellow in the firm whenever the senior member should make up his mind to take things more easily—an event which was growing nearer every day.

For certain reasons which need not be stated here, Sam Wingate, the junior firm member, decided to take his vacation in June, the whole month. He had been wanting for a good while to go to Washington; he had some little business to attend to in Baltimore and he wanted to get back before the summer heat set in; home, in his mind being the only place where he could be comfortable during the heated season.

Among the limited weaknesses of young Wingate, was an intense liking for the wheel. Strongly inclined to athletic sports, he had found a combination of pleasure and profit in the exercise the wheel afforded him and derived much benefit therefrom. It will be no surprise, therefore, to learn that Mr. Wingate's wheel was a "James-dandy" and strictly up to date. Money in this line was no object and all that was valuable in wheel virtues was sure to be found a part of this paragon of wheels. When the vacation had been fixed

upon, the first momentous question to be decided was what was to be done with his wheel. It never would do to let the thing stand unused for an entire month. A wheel is like a horse. Let it stand in the stable for a week unused and it would be sure to have the wheel flounders and require no end of doctoring. Like a horse it needed daily cleaning, a piece of work by no means to be entrusted to hired hands. He wanted to leave it with somebody who would use it as Ike Walton, the old fisherman, used the fly he impaled, as if he loved it; and the only man he could think of who would be faithful to his trust was Ned Aldrich. He would do this because it was a part of his make-up in the first place and, what set Wingate's heart aglow at the thought, because Ned liked him. So the evening before he went away, Sam had Aldrich to dinner and then spent the evening in telling his friend about the peculiarities of the machine and how he wanted it taken care of.

For a day or two after the departure of the owner the wheel, the object of little less than awe, stood untouched, save the daily careful wiping in Ned Aldrich's bedroom. In due time human nature asserted itself and the guardian began to wonder if the machine was, after all, so much better than any other. He began to have doubts about that kind of saddle and whether a man wasn't taking his life in his hands in using it. He didn't believe he liked the gearing and while that sort of chain might be what Sam cracked it up to be, he had the gravest doubts. Still, he promised to take good care of it and he would. He went to the store on the fifth morning after Sam went away, and he mounted the machine, convinced that it would prove to be like the rest, a very good article but only as wheels go.

There are a class of people in this world, and Ned Aldrich is one of them, who have no faith in the cussedness of inanimate objects. To him the idea was absurd that a wheel can assume at pleasure the attributes of humanity and the fact that Sam's machine had designs against him was an idea which never entered his brain. The wheel, however, had a plan. It was on its good behavior that morning. It adapted itself at once to its new rider and in every way completely charmed him. After that the two were constantly together. In season and out of season, in sunshine and in storm—a fact to lift Sam Wingate's hair had he known it—that fine wheel was on duty, and after the first few days, the care it received was noticeable only by its absence. It wasn't wiped. It wasn't oiled. It was left at the curb and fell over. It was out over night, got wet and became rusty. Ned was a reckless rider and was constantly running, or run, into, and at last walked home one day with a crippled wheel, an accident which happened the last week of Sam's vacation.

"What you going to do now?" asked one of the evil-prophecying and hoping fellow-clerks.

"Do," was the reply, why there is only one thing to be done. I'm not responsible for the accident. The wheel's at the repair shop and Sam will get it when he gets home; it'll be done by that time."

"Yes, but it'll cost like thunder to repair a damage like that."

"All right. 'Taint my wheel. Sam told me to use it and I did. It got crippled. That's a part of the risk and he'll have to take it. You don't sup-

pose, do you, that I smashed the thing a purpose? Well then, I can't be held responsible I'd have a wheel of my own if it wasn't for the expense of keeping the thing in repair. Never you mind. The wheel will come out all right."

It did. In due time the wheel came home and some weeks after a collector presented Sam with a bill which, he said, Aldrich had refused to pay because the wheel didn't belong to him. He left after receiving the bill with Sam muttering something wicked.

On the first of September, after business hours, the clerks came down to the store, opened a box of choice cigars, the result of a liberal chipping in and with a delight which they didn't try to express—they couldn't—celebrated the discharge of Ned Aldrich which took effect that day. It took a long time to "tell all about it;" there wasn't a cigar left when they got through, and the seance wound up with a hearty "that's so," when Jim Sterling remarked as he

threw away his last cigar stump: "It's just what I have always said, boys. It's all right for a fellow to be prudent and saving, but when he gets so stingy and mean as to cheat himself out of the best position a man ever had, I for one am mighty glad of it!"

RICHARD MALCOLM STRONG.

**EVERY DEALER**

can please customers and guarantee them Perfect Foot Comfort by selling **PEDA-CURA** (Flint's Original Foot Powder). Shaken in the stocking it will relieve burning, stinging and perspiring feet, cure soft corns and keep the feet as sweet and healthy as an infant's. **PEDA-CURA** has been sold for eight years and is superior to all other foot powders. Largest package. Retail for 25 cents; \$1.75 per doz. of jobbers. Dealers in Michigan supplied by **Hirth, Krause & Co.**, Grand Rapids, Mich. Mfd. only by

**PEDA-CURA CO., Chicago.****HEROLD-BERTSCH SHOE CO.**MANUFACTURERS  
AND JOBBERS OF**GOOD SHOES**

AGENTS FOR

**WALES-GOODYEAR  
AND CONNECTICUT RUBBERS****GRAND RAPIDS FELT AND KNIT BOOTS.  
BIG LINE OF LUMBERMEN'S SOCKS.****5 AND 7 PEARL ST.,****GRAND RAPIDS, MICH.****A Business Proposition**

You have something to sell to the merchants. You are not at all particular where you sell it—where the orders come from so long as you get the money and freight rates do not interfere with the delivery of the goods. You only want to get before a prosperous people—those who have money with which to buy—in a direct and forcible way, with an argument that will turn their dollars into your pocket. Isn't that true? Well, just here is where the

**Michigan •  
Tradesman •**

can help you. We are in the prosperous territory with a strong, well-conducted paper that reaches the majority of all those to whom you wish to sell within that territory. You make your business argument—we will lay it before our people. It pays others to do this—wouldn't it be strange if it didn't pay you also?

**Grand Rapids, Mich.**





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, - - - AUGUST 17, 1898.

THE RETURN OF PEACE.

Not only the people of the United States and the masses of Spain, but the nations of Europe also, will hail the cessation of hostilities between America and Spain with more than satisfaction. Short as has been the struggle, it has lasted long enough to develop many of war's horrors, to cost hundreds of millions of dollars, and hundreds of lives far more precious than the money expended.

Peace will be greeted with immense satisfaction by this country because everything has been obtained for which the war was undertaken and in an incredibly short time. We have been surprised at our own successes, for we naturally anticipated a more stubborn and costly resistance. The Spanish masses, ignorant though they are, will accept the peace as the termination of a hopeless fight on Spain's part and as the harbinger of better days, in many respects, than they have enjoyed for some years past while their ranks and resources were being depleted to maintain military operations abroad. The continental nations will welcome the peace as the restoration of national trade conditions and the removal of a dangerous situation that at any moment might become intensely critical.

Now that the war is finally concluded, it can be said, without fear of intelligent contradiction, that it has been worth to us all it has cost. The territorial prizes are of themselves an offset to the money cost, while the prestige which our victories have given us, the international standing secured for this country, the revival of National spirit and the removal of many sectional prejudices constitute a rich compensation for the other sacrifices that have been made from a National standpoint.

Nothing can ever completely heal the sorrow that has been caused in scores of homes, but this sorrow is softened by the reflection that the precious lives which were offered up were given in a noble cause and for the glory, the honor and the upbuilding of the Nation.

Wars are not always unmixed evils. In the present constitution of human society and under the present development of human nature, wars are yet necessary to advance liberty and progress and beat down ignorance, selfishness and tyranny. The world moves forward through conflicts such as that just finished. It is the nation that is prepared to assert itself with force that yet com-

mands the respect of the world. We may wish that it were otherwise, but the millennium is still in the dim distance.

In the chivalry of our interference, the exhibition of the vitality of the ruling force of the new world and the actual results and assured consequences, few wars in this or any other century have done more for the cause of human advancement than the Spanish-American conflict. It furnishes us every occasion for pride and satisfaction, but as a peace-loving people we will rejoice that it is at last ended.

SOUTH AFRICAN MUDDLE.

The British Empire is now engaged in watching with interest the progress of a political contest in one of its important autonomous colonies which may turn out of such proportions as to necessitate imperial interference as a final culmination. Since the defeat of the Ministry, Cape Colony has been in the throes of a campaign preceding a general election made necessary by the dismissal of the Colonial Parliament and the appeal of the Ministers to the electors.

The fight in progress is not merely one of parties, but it is the most dangerous of all contests, namely, a race conflict. The Africander interests in the colony, which are important outside of the towns, assisted by the moral and material support of the Boers of Transvaal and the Orange Free State, are endeavoring, with the assistance of a small section of anti-ministerialists, to secure control of the government, and at the beginning of the campaign there was some danger of their succeeding.

More recently, however, the British sentiment among the masses has been rekindled, and Cecil Rhodes, the powerful politician who was forced into temporary retirement by the ill-fated Jamison raid, has entered actively into the fight, so that the prospects are now bright for the success of the Imperialists.

It is not the numerical strength of the Africanders in Cape Colony which renders them so formidable, but the number of seats in the Parliament they are able to control. Their strength is mainly in the rural districts, and, as the rural constituencies have a representation out of all proportion to their population, compared with the town districts, the Boers are thus able to control a larger vote in the Assembly than they are properly entitled to.

The contest becomes important because of the active agitation which the Boers of the Transvaal Republic have carried on against British influence in South Africa. Should the Africanders succeed at the elections and gain control of the Government of the Cape, they would undoubtedly lend all the aid and comfort in their power to President Kruger in his attempts to shake off the restraining bonds of British suzerainty.

As far as the Africanders are concerned, their efforts are undoubtedly disloyal, and little short of treasonable. Of course it cannot be imagined for a moment that Great Britain would permit any open exhibition of disaffection in so important a colony, but the political triumph of the anti-British elements would be embarrassing and might precipitate complications which would give trouble while so many important international problems claimed the attention of the London Government.

It is not true that men who stay at home know more about a war than those engaged in it; but they think they do.

EFFECTS OF PEACE ON BUSINESS

While the adverse influences of the war with Spain were so largely anticipated as to prevent serious financial disturbance, there was yet an undoubted hindrance to the tide of returning industrial prosperity. This was most manifest in the Atlantic coast cities, in which municipal improvements and new business undertakings were largely suspended. Then in the general distraction of public attention there was a decided conservative influence affecting all parts of the country. So, although it is a matter of astonishment that the injurious effects were so little in evidence, there was no question that there was restrictive power which materially affected the general result.

The ending of the war means the removal of this adverse influence and the opening of the flood gates of business prosperity which was manifestly so imminent prior to its commencement; and the flood which has been hindered not only appears to have increased in volume during the interval, on account of the pre-existing conditions, but the effect of the conflict has been to introduce many new elements and factors which promise to greatly augment the tide.

Perhaps the factor which will have most influence is the general feeling of expectation which seems to permeate all ranks of the business world. It is readily recalled that during the years of panic and depression the most serious hindrance to the return of better times seemed to be the universal feeling of misgiving and apprehension, which made the business world abnormally sensitive to all depressing influences. Thus the pendency of tariff bills and the discussion of other financial and economic policies were enough to intensify the general stagnation to an astonishing degree. It is fair to presume, and observation confirms the presumption, that the wide feeling of confidence which now prevails will have an equal influence in sustaining the prosperity now opening so auspiciously. It is largely by reason of this feeling of confidence that disturbing political questions have been put so effectually in the background. Another manifest effect of this confidence is the opening of the coffers of capital to any legitimate business enterprises.

The war was a surprise on account of its slight influence in the values of investment and industrial stocks. The slight reaction attending the opening was followed by quick recovery and the months since have shown an almost uniform improvement, manifestly depending upon the steady strengthening of the financial and industrial situation. So the declaration of peace is followed by no radical changes, only a general strengthening all along the line, until the average of quotations has reached a point higher than since the months preceding the panic. And it is to be noted that the buying is very largely foreign as well as domestic, a fact which shows that the outcome of the war has been such as to command the confidence of Old World capital.

A still more specific effect will be found in the improved status of American products in the markets of the world. The prestige won for American mechanical genius in military utensils and science will have a corresponding effect in other manufactures. Thus the name American will have a trade value greater than that possessed by Germany, England or any other nation.

This will undoubtedly create an immense demand for our manufactured products, and it only remains to be seen whether we shall adopt a policy of encouragement to our merchant marine which will enable us to reap the benefit.

Already our iron and machinery manufacture has received a tremendous impetus from the declaration of peace. Iron prices have finally been compelled to advance and the deluge of orders for machinery is said to be without precedent. In jobbing and wholesale trade there has been a rapid increase for the last two weeks and the final announcement of peace gives a still greater impulse to the movement. Mills are starting which have long been idle, and thousands who have long been on the verge of poverty are being given employment.

The political changes attending the outcome of the war are opening wide avenues for the movement of American products. Old lines of steamships have been restored and new are projected; and the effect in the general markets of the world will be tenfold that of the opening of trade with our colonial possessions.

Freaks of patriotism are everywhere noticeable. There is no more Spanish mackerel in New York, but Cuban mackerel is served at the restaurants. The dressmakers have dropped the name of Spanish flounce, though they retain the graceful style. At the Anglo-American dinner recently held in London, the bill of far was printed entirely English, because of the French sympathy with Spain. These are only straws, but they show how the wind blows the Star Spangled Banner.

One result of the war with Spain will be to enhance the value of American citizenship in the eyes of the world. Hereafter the American flag and the American citizen will be respected abroad as they have never been before. Among all but the best educated and most traveled classes we have always had the reputation of being a nation of shopkeepers, shrewd, boastful, vulgar, but of little account outside of commercial transactions. They know better now.

Spain was originally formed from fourteen kingdoms, and has an area of 196,173 square miles and a population of 17,000,000. If Spain ever tackles America again she will not have kingdom enough left for a small boy king to have the measles in.

It is hoped a healthy place will be selected for the next war. Madrid, or Cadiz, or Barcelona, or any Spanish town, none which have been touched, will do for carrying on a war with Spain without borrowing old islands that Spain does not own.

When Spain becomes able to fight again she will not be handicapped by islands and things that have been her ruin. She will go direct to Boston and other approachable towns and do her bombarding and looting before she does her talking.

Shafter, Schley and Sampson is the "S. S. S." remedy that Spain has been forced to swallow. The patient is resting quietly now.

The only thing Spain has done in the war worthy of note, was blowing up the Maine. At that time she had no opposition.



## THE SCEPTER OF DOMINION.

There is a phrase, current among public political speakers, that "Trade follows the flag," meaning that conquest, or the planting of the flag on some foreign shore, is the first step in increasing commerce.

The phrase quoted expresses something that is not true as to a whole, but is only partially so. Commerce always seeks the cheapest markets in which to buy and the highest in which to sell. Wherever these are to be found there trade will go. This is no longer an age of conquest by arms and force; but the victories of commerce are victories of peace. The American republic is one of the great commercial nations of the earth, but until very lately its flag has not floated over a square foot of National territory that is beyond seas. All its vast trade has been the result of being able to furnish to the nations of the earth a good market to buy goods in and to sell in.

The history of commerce shows that the scepter of dominion in international trade has been shifted from one nation to another until it has been wielded by many different peoples. It was long held by nations bordering on the Mediterranean Sea, and although it was at different times shifted from one to another, it was always held there until the discovery by Vasco da Gama, in 1497, of the ocean route to India around the Cape of Good Hope. Up to that time the trade had been carried overland from the East to the Mediterranean, where it took ship for its final destination; but the opening of marine transit from India to Europe changed everything and resulted in dwarfing the power of all the Mediterranean countries.

Another common expression among writers and speakers on political economy is that the richest trade moves on north and south lines. The proper statement of the case would be, that the richest trade is always from southern to northern countries, and reciprocally from northern to southern. The reason for this is very simple. Countries in the same latitude commonly produce the same or like articles, but countries varying greatly in latitude and climate need to exchange their products. The countries that control the handling of these exchanges are always at the head of commerce.

The respective positions of the principal nations in commercial importance are taken from the Antwerp Journal of Marine Interests and embodied in a report to the State Department of the United States by Consul Morris, at Ghent. It gives the official figures of the export trade of the leading nations of the world for 1896, as compared with 1872, tabulated as follows:

Countries	Amount of Exports 1872	1896
England	\$1,235,200,000	\$1,422,000,000
United States	430,583,000	1,050,602,000
Germany	559,700,000	994,156,000
France	726,000,000	656,393,000
Russia	270,586,000	513,908,000
Austria-Hungary	250,000,000	300,016,000
Belgium	163,000,000	283,324,000

The following gives the amount of increase in trade as shown in the figures above, and the relative commercial rank of the several nations in the years mentioned:

Countries	Increase	Relative Rank 1872	1896
England	\$207,475,000	1	1
United States	620,109,000	4	2
Germany	\$34,456,000	3	3
France	\$69,673,000	2	4
Russia	261,322,000	5	5
Austria-Hungary	118,116,000	6	6
Belgium	90,324,000	7	7

The most remarkable feature of this statement is the decrease in the trade

of France, which has fallen from second to fourth place. The trade of the United States, on the contrary, increased more rapidly than that of any other country, or nearly 150 per cent. in the twenty-five years.

Besides the countries mentioned, Japan, Australia and the East Indies have, in greater or less degree, increased their exports. France alone sees its trade gradually declining in the volume of the world's commerce.

This is the age of railways, of iron and steel ships, bridges, houses and machinery, and it has come to be held that the position of a nation in the scale of commercial importance is gauged by the amount of iron it produces and consumes. Mr. Brooks Adams, in a philosophical article in the August Forum, gives some figures on the relative production of iron by several of the principal nations. He sets forth that, in the middle of the last century, the eighteenth, France led in the production of pig iron; England and Germany were nearly equal; while America produced but little. The pig iron produced in 1740 was as follows: France, 26,000 tons; Great Britain, 20,000; Germany, 18,000; America, 1,000 tons.

During the next hundred years England distanced France; France gained relatively on Germany, and America increased her product from one-twentieth to more than one-fifth of that of the United Kingdom. The following was the product of pig iron in 1840: Great Britain, 1,390,000 tons; France, 350,000; United States, 290,000; Germany, 170,000 tons.

After 1870 the movement became accelerated. Between 1880 and 1896 the German output grew from 2,729,038 to 6,372,816 tons; while that of France, which had been 1,725,293 tons in 1880, was only 2,333,702 in 1896. But if Germany has outstripped France, the activity of America has been even greater. In 1840 the United States had not entered the field of international competition; in 1897 she undersold the English in London, and her product for 1898 promises nearly to equal that of Great Britain and France combined.

In Great Britain the production of pig iron in 1880 was 7,749,233 tons; in 1896, 8,563,209, and in 1897, about 8,700,000 tons. Her exports of the same were: In 1880, 1,632,343 tons; in 1896, 1,059,796, and in 1897, 1,200,746 tons. Thus it would appear that the English iron industry is relatively stationary. The United States, on the other hand, in 1870 produced 1,665,179 tons of pig iron; in 1880, 3,835,191, and in 1897, 9,652,680 tons; while for the present year the estimates reach a million tons a month.

These figures, allowing that they are correct, as doubtless they are, show how closely pre-eminence in commerce is connected with national power and dominion. This is essentially a commercial age. The highest efforts of statesmanship are devoted to the extending of a nation's trade, and among the most intelligent peoples war is only made for self-protection and in defense of trade rights and advantages. For a nation to lose trade heavily is to fall into decay, but greatly to increase its commerce is to rise in the scale of national power. The statesmen of the United States, in seeking to solve the problems growing out of the war with Spain, must on no account neglect to gain for their country all the commercial benefits possible out of the situation.

## ALMIGHTY DOLLAR.

## How the Scramble for Wealth Unfits Us for Pleasure.

Written for the TRADESMAN.

Nothing impresses a foreigner more than the difficulty the American men find in resting and enjoying themselves. It matters not in what country in Europe one travels, each nation expresses the same opinion. "The Americans are very practical. They can wait for nothing, but all must come immediately." How has the United States earned such a reputation?

No one can spend five minutes on our soil without feeling the spirit of unrest in the atmosphere, and being imbued with the idea of working and getting rich. It is born and bred in the bone. A child is not out of the cradle before it gets its first lessons in political economy. It hears its father and mother talking together about getting this comfort or that luxury and how they can meet the obligations. How common are conversations of this style. Mrs. Smith has been to call on Mrs. Brown, her next door neighbor. When her husband comes home in the evening the first words from her mouth are, "Did you know Mrs. Brown has bought a new parlor suit at Berkey & Gay's. It was beautiful and so cheap, too, only \$100." Then Mr. Smith (for he is like all other American men, the best husbands in the world) remarks, "Why don't you get one, too? I have noticed lately how shabby our chairs are, and you remember when we married we had so many things to buy we thought we could save better on our parlor furniture than on some other things. No we cannot very well afford them now either, but then we must keep up appearances. Well, I must work all the harder and make more money. I have good credit, so we do not need to pay all the money cash down, so I guess we can manage the matter all right." Then Mrs. Smith chimes in, "Oh, yes, we can manage all right. Pauline is not giving satisfaction, and I have wished to change girls for some time. Now I will give her a week's notice and do my own work for a spell. Yes, and I think I can manage to make the children's clothes and I have heard only to-day of a good dressmaker who comes to the house, so I need not pay Miss Teal's prices for my new dresses."

The children at two and three years old are paid in money for being good; and by the time a little boy is eight or nine years old, he is eager to get a newspaper route. Already he is planning what he will do when he gets to be a man. When children see their parents bending all their energies toward making money, is it strange they wish to do the same thing? In a country where all people are equal before the law, they wish to appear equal from a worldly point of view. What is the result?

There are no people in the world so well housed, so well clothed, so well fed as the Americans. Do you ever find a naturalized American wishing to return to his native land to live. He may speak lovingly of his boyhood home and even declare certain things are made better there, but he is sure to add, "America is the place for the poor man. He has a chance here." How many men have come over steerage from the old country and without five dollars to their names, and scarcely clothes to cover themselves. Yet within five or ten years they have paid for excellent farms or earned for themselves good positions in

the business world. They cross the ocean second class for their brides and bring them back to comfortable and attractive homes. Their children, very likely, will have the advantages in education and the culture of the nobility in Europe, and would not think of traveling any way except first class.

Yet in spite of all this, it is safe to say there are no people equal to the Americans in lacking the ability to enjoy. Every bit of nerve and muscle are consumed in getting on in the world.

The Americans are veritable paradoxes. They invent the greatest machines for saving labor and time, yet who work harder and have less time. No problem is too vast for them to solve. They can create in three months a navy to compete with the world. They can collect, equip and train an army in the same length of time which will make the Europeans shake in their boots. The American eagle conquers every time. Even the nations who are most imbued with the ideas of warfare, and exhaust their treasures and consume their best manhood to keep up an immense standing army are beginning to question the expediency of such a course. But it would be well for such nations to weigh the conditions before attempting any radical change.

In the first place all food stuffs, in fact all creature comforts, are expensive in Europe, and, as a result, the common people must suffer the consequences, and go through life half starved and illy fed. Is a race horse kept on a diet of straw, and is a limited express engine made to go on half the necessary amount of fuel? Is it a wonder the laboring people do not work swiftly, but must plod along at a raw-boned, wheezy pace?

I remember meeting ex-Minister Uhl soon after his arrival in Berlin and of his inviting me to call on his family. To the question as to where he was stopping he replied, "Oh, we are still at the Kaiserhof, but we are getting very tired of hotel life, and want to get settled as soon as possible. We have rented a beautiful apartment on Thiergarten Strasse, and our furniture has been here at least two weeks, but the officials are slow about getting through business and there is so much red tape to be gone through, I do not know when we shall be able to get our belongings."

Slowness and red tape are the gilding of the throne. They add grace and dignity to a kingdom, and cast a glamour over the ignorant and unthinking mass of the population. In that lies the power of a kingdom or an empire. Did not Rome seek during its decline to keep the rebellious people quiet by means of gifts and shows.

There is an even more vital reason for not ensuring success to a monarchy in such an undertaking. There is a lack of motive force. In a kingdom the soldiers are servants forced to service. If they are successful in battle the king, living his life of luxury in his palace, receives all the credit of the victory and disposes of honors and rewards as pleases His Highness. If they are unsuccessful they have nothing to lose and possibly the new conditions will be even more bearable. In such a republic as ours the country belongs to the people and it is for them to preserve or lose their native land. Their highest obligations belong to their country. If they win in battle it is not President McKinley who gets the credit, but the army. If they lose it is the people of the United States who must bear the ignominy. Is it a wonder



that the Americans with such responsibilities must feel the earnestness, the realness of life, and never be able to relax enough to enjoy a joke, or to lose consciousness of the continuous warfare of life for life.

How do they spend their lives? Our most successful men in business in the professions, nay, even the President himself, have during their lifetime spent long periods in working during the day and burned the midnight oil in study. The Americans are a remarkably versatile people. A boy beginning work does what he can do, no matter how simple, how laborious, how little to his taste. But if he has the proper spirit he does not stay in such a place long. He makes himself too valuable and gets a promotion. If one kind of work does not suit him, he is on the lookout for another position more to his taste. But, while he is in the wrong place, he does not play the martyr and wear an abused, dissatisfied expression. He puts his heart in his work for the time being, and makes or finds what he wants.

Of course, there is a time in his life when he is scrupulous, over nice in his clothes, cultivates the graces of the light fantastic toe, never seems tired of the theatre and accepts every invitation to parties he receives. But such a dude-like existence does not satisfy him long and he is generally eager at a comparatively early age to embrace the responsibilities of a home. His pleasures ever after center at the hearthstone with his wife and children. He may pursue his studies further after his marriage, and sometimes even studies for a profession, but by middle life the storm and stress period of his life is over, and when his day's work is over he is glad to get home as soon as possible and rest. He is loath to dress for a reception or the opera, and much prefers to read his newspaper and go to bed early. If he is persuaded to make a call he gets off in a corner with a friend and talks business as though his life depended upon it. Holidays he does not know what to do with himself and generally goes to the store for the morning to read over his letters and do some odd jobs. It is the same Sunday. He leaves religion to the women of his household and seeks the consolation of his office. In the afternoon he possibly makes a call or two but generally dozes over the newspaper and longs for Monday morning. How is it with his wife?

She, perhaps, earned her living before her marriage and has learned thoroughness and business methods. She is not content to be a housewife and nothing else as in the olden time. She realizes the necessity to-day of making a profession of home-keeping and motherhood. She puts her heart and soul into her work, but she has no competition in trade to fight against as does her husband and so her best energy goes to study. It is the women who become cultured, who read the books, who enjoy the graces of society, who belong to clubs, who travel, in short, who have a taste for the polite arts. How long are husband and wife to be companions when they have absolutely no tastes in common. Is it a wonder there are divorces on account of incompatibility? How many wives really love their husbands, but become satiated with the practical humdrum, bread and butter existence and find an excuse to go to Europe on the plea of educating the children. Why, Dresden and Florence are full of just such women, and for-

eigners say, "The American ladies certainly cannot love their husbands or else they would not spend all their time over here away from them."

I have not forgotten various conversations I overheard while I was in Dresden. One case especially impressed me. A lady was saying good-bye to her friend. "Yes, I must go. My husband has sent for me, and says he just must see the children. It is a perfect shame that I must go. To think of having to give up our cozy little flat, where we have been so comfortable and happy fairly makes me cry. The children are broken hearted over leaving. They have become very deeply attached here during the two years and a half we have remained. I really do not know what I shall do with them when I get them home. They have made wonderful progress in music and speak French and German better than English. We all shall be quite lost without the Art Gallery and the divine operas every evening. Well, of course I must go, but I hope it will not be long before I can manage to get back here."

This condition of affairs is all wrong. How long shall we be able to sustain our ideal of a republic if the mothers prefer the pomp and pageantry of court life and the children receive an European education. America may well rejoice in her youthful strength and spirits, still she can profit as does the pretty maiden who learns valuable lessons from her mother, relation and friends of wider experience.

In America, we measure a man's brains by the kind of work he does, simply because his business consumes all his energy. We decide whether a man is a gentleman or not by the size of check he can make out, for money buys everything in the United States.

As much cannot be said for the European. Birth is an important factor. To-day the different classes of society are almost as strongly marked as before the time of the republic. In no country except England is a man liable to rise from one class of society to another. The government, nay even public sentiment many times, is against such a change. Therefore, if a man is endowed with more ability than is necessary to succeed in his trade, he seeks either the freedom of America or else he consumes his surplus time and strength in culture. An American is dumbfounded to see how people plying the humblest crafts can still have the most refined tastes for music, art and literature and can be most just critics. There is no nation which shows this tendency stronger than the Germans. They really enjoy the best advantages in education, and, if they had more chance, they would not need to come to the United States to reap brilliant successes. But to illustrate their culture. Two years ago I was at Eisenach to visit some of the haunts of Martin Luther. I lost the key to my little hand bag and it was necessary to replace it. I was directed to the nearest locksmith, who had the humblest of shops fronting on an alley in the outskirts of the village. The little parlor of the house bore strong imprints of poverty and deprivations, yet that room was rich in art treasures. There were plaster casts of several of Michael Angelo's immortal statues, and a number of photographs of masterpieces in art. As I gazed enraptured about the room, a little old, wrinkled, weather-beaten man entered the door and asked me what I wished. I could scarcely explain to him my

needs before I exclaimed over his possessions. His face was illuminated and almost transfigured as he told me how much he loved these things. Then he brought out several books of valuable engravings over which his face glowed and enthused. That man could not travel and see many of the originals. What was just as likely he would go to bed hungry many nights, his clothes might be too thin and threadbare to keep him warm, yet could a king boast of a more refined taste.

But the art in which the Germans excel is music. Everybody has the talent more or less developed, and nobody lacks the power of appreciating the most difficult or the most classical music. It seems to be a heaven-born gift to the Germans just as religion was given to the Hebrews. Even the little street urchins can whistle, and whistle correctly, snatches from the heavy German operas. The rough, uncouth youth from the country, the kitchen-maid, the busy housewife who plods through her duties each day, the skilled workman who revels in sausage, sauerkraut and beer, all may wear habitually the most heavy, silent and stolid expressions, yet when the word music is mentioned their faces brighten up and their tongues seem to be loosened at each end. They have heard the best concerts and operas and seen many of the great artists. Their eyes sparkle, their cheeks become rosy as they dilate on their past experiences. They hum over their favorite parts, they tell how this artist interpreted the part, how that artist. They are as familiar with the best music as the American school-boy is with his a b c. Music is a necessity with the Germans, and they are not sat-

## Nothing Adorns Your Home

So well as beautiful Wall Paper. We carry an entirely new stock of the latest and newest designs and colorings. It will pay you to see us regarding Wall Paper, Paints and Picture Frames.

**C. L. HARVEY & CO.**

59 MONROE ST. -- GRAND RAPIDS.

We are NOT connected with any other firm using our name.

## Blank Books

Inks,  
Mucilage,  
Etc.,

and all kinds of Office  
Nick Nacks. Examine  
our new device for copy-  
ing letters.

**Will M. Hine, Commercial Stationer,**  
49 Pearl Street,  
2 and 4 Arcade,  
Grand Rapids, Mich.

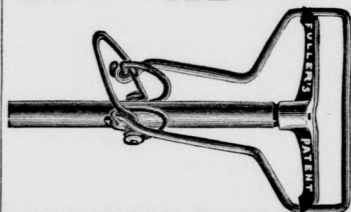
## WHITE ROSE

The finest SOAP in the market. Good for  
Toilet as well as Laundry. Give it a trial.

**GAST & PULTE, Mfrs., Grand Rapids.**

We pay 3 1-2 cents for Prime Tallow.

## WE MOP THE WORLD



We are manufacturing an article that will suggest itself to you as most desirable for its salable quality. It is the

**Fuller Patented Eccentric Spring Lever Mop Stick**

It is adapted to your trade; in Neatness and Convenience it has no equal; the price is reasonable; it is being extensively advertised; it has proven a phenomenal success wherever introduced.

**E. F. ROWE, Ludington, Michigan.**

## Our Prices Are Not the Lowest But Our Spices Are the Best

How do we know they are the best? Because we grind them ourselves from choice stock which has been carefully selected by our personal representative at the importing market.

If you are not satisfied with your Spice line, permit us to send you a sample shipment of our best grade. If it isn't superior in Purity, Strength and Attractiveness to any line you have ever seen, we will take it back and pay freight both ways. No house which has not entire confidence in its output would stand back of its product with such a guaranty.

**NORTHROP, ROBINSON & CARRIER, Lansing, Mich.**



ished with anything less than the best, yet the prices are low enough to admit even the poorer classes of people. In each town there is a theatre and an opera house. To them is attached the necessary corps of actors or musicians just as certainly as a minister to a church. Most companies can boast of several artists. It is only the artists who ever travel and they exchange as ministers do pulpits. When a new opera comes out it is first tried in Leipzig. If its presentation is successful, it is then put on the stage in Berlin, Dresden, Munich and in the lesser towns and villages, so that all the people in Germany are able to enjoy the same things at the same time.

Why is not such a condition possible in America? In a few of the largest cities here it is possible if one is rich to enjoy fine opportunities, but the mass of the population must go unfed except by husks. There are plenty of millionaires to found a university or to endow a hospital, but how many men realize the importance of making provision for the leisure of the working classes. More people suffer from misuse of their leisure than from overwork. If a taste for culture and refinement is cultivated, then the lower tastes and desires must die a natural death very much as the savages disappear in the presence of civilization.

There is nothing like music to rest tired nerves and relax over-strung ones. Every year physicians realize more and more the necessity of music as a nerve tonic and introduce it freely into sanitariums and even insane asylums. It cannot cure insanity but it is a sedative, and in less extreme cases it often completes important cures, bringing about harmony in the nervous organization.

There is nothing which takes a man out of himself and makes him forget his business cares and responsibility more than an opera or a drama to his taste. It is a pity the Americans do not develop as refined tastes for music and acting as for coffee and beefsteak. But it takes time, and, before such a condition can be brought about there is yet another lesson to learn from the Germans, viz., to begin the hours of amusement earlier in the evening. In Germany the play, opera or concert begins at six or seven in the evening and is always through at ten o'clock, so that people can be ready to go to bed at 10:30 and so have proper rest before morning. Husbands meet their wives and children at the place of entertainment. There is always a restaurant in the building, so it is possible to have a hot supper or a cold lunch without any loss of time. Many people bring lunches and serve picnic style. Under such conditions there is little dressing for the occasion. People go there for enjoying and learning, and go home rested and refreshed.

The same can be said of art galleries and museums. These are open several hours each Sunday and holiday and they are always crowded. All sorts and conditions of men visit them and revel in their glories.

Why do people retain their old superstition for Sunday and church? Whether people believe it to be wicked to work on Sunday or not, statistics prove that people remain in better health and live longer if they rest and have a complete change one day in every seven. But what an uncomfortable day Sunday is to many people anyway. If they do not go to church they are at quite a loss to know how to occupy themselves. Then there is always a better dinner on that

day when it is needed less. By evening everybody is so tired, irritable and ill-natured it seems sometimes as though there was more real Christian grace on week days.

If people enjoy church they ought to go and have as much help as they can get, but it is becoming evident that church appeals to fewer people as time goes on. In the older time the church was the center of society. It represented all learning, all education, all social functions, all charitable undertakings. If a man did not belong to some church he was tabooed and had no chance in the world. Then there was no trouble to raise money or to get people to work, for the church demanded the best in a man's nature. To-day the conditions are entirely different. Cheap newspapers, cheap books, libraries, lodges, clubs, public education and charitable institutions do the work which was earlier undertaken by the churches. A minister must now be a scholar and a man of wide experience in order to be a help to his congregation. A church dies a natural death if it does not realize these facts.

Now for the people who do not care for church, why is not there something else to take its place. Why is there not a movement to have fine lectures, clubs, concerts, art galleries, etc. Then people would have wider interests and need not wear out so soon. Those men who have amassed a sufficient fortune need not continue the treadmill of business on the excuse of not knowing what to do with themselves outside of that particular grinding. Leisure would mean opportunity, and the busy man would look forward to the time when he would be able to retire and enjoy study and travel.

ZAIDA UDELL.

#### He Had Some Regard for Other Benedicts.

She was as sweet a little woman as ever wore a tailor-made suit and jaunty hat that made every fellow who passed her straighten his tie and look his prettiest. She walked into the telegraph office and timidly inquired of the clerk: "Can I send a telegram to my husband here?"

"Yes'm," responded the hollow-eyed functionary, brightening up a little and handing her a blank with a pen and ink.

"I guess it will go all right if I put the street number, won't it?" she asked again.

"Yes'm," laconically replied the clerk with a sad, anticipatory smile. She frowned a little while collecting her thoughts, and then wrote:

"Dear Charlie—You don't know how much I miss you while away from home, though auntie is very kind, and we have been shopping all afternoon. I have bought some of the loveliest swiss to go over my green dress and three pairs of French kid gloves because they were very cheap, but I know you won't care, will you, dearest? I think of you always and wish you were here with me to see the cute baby carriages and cradles and table chairs for little Mary. I was tempted to buy all three of them, but only took the carriage. Be sure to scald bottle every meal and that the milk is fresh before it is warmed for the baby. Bless her little heart! She is her mama's darling dear, so she is, and when she cries it may be a pin sticking her and not the colic at all remember. Give her a drop of camphor on a nice big lump of sugar if that cough returns, and two drops of peppermint or paregoric in sugar and water in a teaspoon if she has a cramp in her poor little stomach. The key to the cake box is under the corner of the mat in the front hall, and if the icing sticks to the knife butter it, and don't give the baby any, besides, be sure to crumble the crackers well in her gruel.

Annie wants me to stay all week, but I don't feel satisfied away from you and baby so long, dearest, and will come home Wednesday. It seems to me like a year since I saw you, love, though it was only yesterday evening, so now you see how much I love you and cannot bear to be away from you at all. O, if you should die, or anything should happen while I am away! On thinking it over I shall come home Tuesday in the first morning train, this being Monday night. Tell the girl to warm up the roast from Sunday, or else cut it down real thin with chili sauce to eat over it, and to see that the bread does not get musty in the pantry, and to keep the ants out of the sugar box above all. Kiss baby for mama, and I send a hundred for yourself. From your loving little wife,

SUSIE BROWN.

Gathering together the piles of sheets filled with the message, she handed them to the clerk. He read the telegram while she stood there and blushed.

"How much will it be?" she asked shyly.

"Twenty-five cents, madam. You see, we can shorten it by leaving out a few of the unnecessary words, and save you money."

"Oh, thank you," she said, beaming; "but be sure not to leave out any of the necessary words," and away she went as happy as a lark.

The operator picked up the blank and hurriedly dashed off:

"Charles Brown—Will be home Tuesday morning by first train.

SUSIE BROWN.

He was a married man himself.

#### How He Had Lost Time.

"Time is precious," remarked the minister.

"It is, indeed," replied the man of business, "and I've wasted lots of it."

"By indulging in foolish pleasures, I suppose," said the good man.

"No," replied the other; "I lost it by being punctual in keeping my appointments with others."

## Association Matters

### Michigan Retail Grocers' Association

President, J. WISLER, Mancelona; Secretary, E. A. STOWE, Grand Rapids.

### Michigan Hardware Association

President, C. G. JEWETT, Howell; Secretary, HENRY C. MINNIE, Eaton Rapids.

### Detroit Retail Grocers' Association

President, JOSEPH KNIGHT; Secretary, E. MARKS, 221 Greenwood ave.; Treasurer, C. H. FRINK.

### Grand Rapids Retail Grocers' Association

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

### Saginaw Mercantile Association

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

### Jackson Retail Grocers' Association

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

### Lansing Retail Grocers' Association

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

### Adrian Retail Grocers' Association

President, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, WM. C. KOEHN.

### 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. PARTIDGE.

### Grand Rapids Retail Meat Dealers' Association

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

### St. Johns Business Men's Association.

President, THOS. BRONLEY; Secretary, FRANK A. PERCY; Treasurer, CLARK A. PUTT.

### Perry Business Men's Association

President, H. W. WALLACE; Secretary, T. E. HEDDLE.

### Grand Haven Retail Merchants' Association

President, F. D. VOS; Secretary, J. W. VERHOEKS.

## The Farmer Is Happy

over the unexpected yield of his wheat and oats and the prospect of good prices for his fruits and vegetables.



## So Is the Merchant

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

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

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

TRADESMAN COMPANY, Grand Rapids, Mich.

## Fruits and Produce.

Experimental Export of Eggs by the Department of Agriculture.

For the purpose of testing the merits of American eggs in English markets, Boardman Brothers, of Nevada, Iowa, selected and packed for the Department in April, three lots of fresh eggs, 240 dozen in each lot. These were sorted carefully, so that one lot (B) contained only dark brown eggs, one lot (W) only pure white eggs and one lot (M) was mixed as to color, as usual in our domestic wholesale markets. In order to test the risk of breakage in transit, half of each lot were packed in ordinary egg cases holding 30 dozen each and the other half in patent cases with mineral wool packing and holding only 18 dozen each. The latter mode of packing was also claimed to add materially to the keeping quality of the eggs.

These eggs left Iowa April 23 and were exported via Philadelphia, arriving at Liverpool May 13, and at Manchester the next day.

The eggs, together with a lot of creamery butter from the United States, were placed for sale in the hands of Dowdall Brothers, of Manchester, who have long conducted a large and high-class business in this line. A special agent of the Department was present and reported the facts in full.

In the Manchester market, 10 dozen is the unit for quotation and trade in eggs, and the standard weight of this quantity is 15 pounds. The American eggs, upon first examination, were compared with others on sale as follows:

Price and weight per dozen.	
United States, Lot B.....	6s. 6d. 14 lbs. 12 ozs.
United States, Lot W.....	6s. 6d. 15 lbs. 0 ozs.
United States, Lot M.....	6s. 6d. 15 lbs. 0 ozs.
Irish, re-selected.....	6s. 6d. 15 lbs. 0 ozs.
Irish, special packing.....	6s. 6d. 15 lbs. 0 ozs.
Irish, ordinary.....	5s. 6d. 14 lbs. 12 ozs.
Hungarian, re-selected.....	5s. 6d. 14 lbs. 8 ozs.

The final report on our export lot was as follows:

Cases sold. Prices per doz.	
8.....	5s. 6d.
5.....	6s. 6d.
13.....	6s. 6d.
4.....	6s. 6d.
30.....	Av., 6s. 2½d.

The average for the United States eggs was, therefore, a little more than the highest rate for the British domestic product, and some of ours sold as high as 6s. 6d. The average was about 15 cents per dozen.

The selected brown and white eggs cost 12 cents per dozen f. o. b. in Iowa, and the mixed lot 10 cents; average, 11½ cents. The items of cost in export and sale were \$41.34 or about 5¼ cents per dozen. Including all expenses (excepting the patent cases), the eggs cost a little over 17 cents per dozen in Manchester and sold for 15 cents net, a loss of rather more than 2 cents per dozen. There are several reasons, however, why this transaction cannot be regarded as upon a correct commercial basis. Upon a large scale and with closer management, the expenses of export and sale might be reduced 2 cents per dozen and perhaps more.

In regard to the quality of the eggs and the satisfaction they gave, two extracts from numerous reports received, tell the story as well as more:

"Respecting eggs, we can also, we are glad to say, give unqualified praise for the style of packing and for the freshness and condition of the eggs in every respect. The prices returned show how well they stood relatively in the market. The brown eggs take the highest place and after them the mixed; it would be difficult to place large quantities of the browns, however, and the white would be in least request. In

shipping quantities, the proportion advised would be 2 brown, 6 mixed and 2 white. The patent cases are not of practical use here; grocers do not want to keep eggs longer than a week."

"A firm who have a select egg trade took two boxes of brown eggs in patent cases at 6s. 6d. per 10 dozen. They retailed them at 1 shilling per dozen, the same price as fresh English. One partner took some of these eggs home to test them in his own family and reported freshness and flavor all right."

The patent cases seem to have been no advantage over those in ordinary use; indeed, more broken eggs were found in the former than in the latter, although it was evident that they had been broken in the process of packing and not in transit. In a few instances consumers thought the eggs in the patent cases, protected by mineral wool, came out rather fresher. The consensus of opinion was decidedly against the patent case and packing.

Upon the whole, this trial was eminently satisfactory so far as it proved the possibility of sending eggs from the United States to Great Britain capable of competing with the best in English markets as to size, quality and freshness; but the trade conditions at the time of this experiment allowed no margin for profit in the transaction.

HENRY E. ALVORD,  
Chief of Dairy Division.

### California Will Try To Crowd Out Foreign Walnuts.

There have been two reasons why California walnuts—by which is meant the variety of walnuts commonly called "English walnuts"—have never been able to compete to any extent with the foreign walnuts of the same sort. One reason is that the California nuts have always been quoted at a higher price than the foreign, and the second reason is the fact that the quality of the latter was always better. This anomaly was thoroughly in conformity with the usual absurd California policy of competing with foreign goods by asking more money for poorer goods.

The poor quality of the California walnuts has been especially a stumbling block. Heretofore the domestic nuts have been graded and bleached by individual growers, each of whom had a different method. By this process a car of uniformly-graded nuts was almost an impossibility. Careless grading has always been the standing complaint made of California walnuts by nut handlers all over the country.

This year the California growers claim to have fixed this difficulty by forming an association whose members have erected a co-operative factory and will bleach all of their output by the same process. This will allow greater uniformity and improve the quality.

The price difficulty has been met by a heavy reduction in the price of the new-crop walnuts. Last year the California people asked 9 cents per pound for their walnuts. This allowed the foreign nut shippers to undersell the California nuts in American markets, even after paying the duty of 1 cent per pound. As the foreign nuts were better, they had the call, and the California nuts were neglected.

This year, if all their promises are realized, the California nuts ought to have a good sale.

There's a screw loose somewhere when a minister gets the princely salary of \$400 per year, and a baseball player only gets \$4,000.



A. VAN PUTTEN & CO.  
MFRS. OF  
**BUTTER TUBS**  
Lard Packages and  
Handmade Creamery  
Butter Tubs a specialty.  
HOLLAND, MICH.

Ship your BUTTER AND EGGS to

**R. HIRT, Jr., Detroit, Mich.**

34 and 36 Market Street,  
435-437-439 Winder Street.

Cold Storage and Freezing House in connection.  
Capacity 75 carloads. Correspondence solicited.

## HARRIS & FRUTCHEY

Only Exclusive Wholesale BUTTER and EGG House in **Detroit**. Have every facility for handling large or small quantities. Will buy on track at your station Butter in sugar barrels, crocks or tubs. Also fresh gathered Eggs.

HARVEY P. MILLER.

EVERETT P. TEASDALE.

## MILLER & TEASDALE CO.

WHOLESALE BROKERAGE AND COMMISSION.

## FRUITS, NUTS, PRODUCE WATERMELONS

835 NORTH THIRD ST.,  
830 NORTH FOURTH ST.,

ST. LOUIS, MO.

Ship your BUTTER AND EGGS to

## N. WOHLFELDER & CO.

WHOLESALE  
GROCERS.

399-401-403 High Street, E., - DETROIT, MICHIGAN.

ESTABLISHED 1886.

## F. CUTLER & SONS

BUTTER, EGGS  
AND POULTRY.

For cash prices F. O. B. your station.  
Write us at **IONIA, MICH.**

Consignments solicited directly to our house, 874 Washington Street, **NEW YORK**. Our Eastern Connection enables us to realize our shipper's full market value for any stock received at either place.

REFERENCES:

State Savings Bank, Ionia, and the Commercial Agencies.

## POULTRY WANTED

Live Poultry wanted, car lots  
or less. Write us for prices.

**H. N. RANDALL PRODUCE CO., Tekonsha, Mich.**

We are always Headquarters for

## BUTTER, EGGS, FRUITS and GENERAL PRODUCE

Correspondence solicited.

**HERMANN C. NAUMANN & CO.**

Main Office, 33 Woodbridge St., W. DETROIT Branch Store, 353 Russell Street,



## Clean Butter

Can always be had when using our brand packed in 1-2-3 and 5-lb. packages. Try a small order.

**MAYNARD & REED, Grand Rapids.**  
54 South Ionia Street.



### Locating the Responsibility for Frozen Fruit.

Pontiac, Aug. 12—A sells car of apples, to be delivered at a distant point, orders a refrigerator car for that point through B and ships, but no through rate is quoted by initial line B, and rate to destination consists of joint rate to the Ohio River, plus a joint rate Ohio River to destination, less differential allowed. Apples arrive at destination badly damaged by frost. A refuses to receive as car has been transferred en route. A enters claim with B for value of apples, papers are lost and A supplies duplicates. After a year or two of investigation claim is declined with report that weather was warm all the way through and damage was before shipment. A gets Government report of weather, which shows severe blizzard, with temperature below zero. A asks B for papers so as to show where transferred and why, but is refused them, because not customary by railroads to part with such papers. B in the meantime has gone into receiver's hands and been sold, also several other lines in the through route.

From the investigation I learn from inference (but have no proof that would be admitted in a court) that the apples were transferred at New Orleans from the refrigerator car in which they were thoroughly packed in straw for protection when shipped, into a ventilated car in order to save mileage. At Fort Worth the weather being severely cold they were retransferred into a refrigerator car, but without any packing for protection; value of property was about \$300; have submitted the papers to several attorneys, but none of them are able to tell against whom or where to begin suit. If commenced against initial road they would simply show that they quoted no through rate or made through contract, and that no damage occurred on their line.

Who is responsible, and is A helpless to recover? Can suit be brought against initial line as agent of whichever intermediate line transferred the car?

To the enquiry the New York Commercial replies as follows:

It is apparent that the case is one of great difficulty by reason of the obstacles placed in the way by the railroad company to an ascertainment of the facts. As we cannot undertake to investigate facts for our subscribers we can only answer the question on the basis of the assumption that the results of your investigation are correct.

An initial carrier is liable only to the extent of its line under the usual bills of lading, unless there is a state statute making it primarily liable in all cases. Not knowing the location of the initial carrier we cannot consider the statutory law, but as in most states there is no such statute we assume there is none applicable to this case.

The carrier in whose custody the apples were at the time they were frozen is the company responsible to you. This company seems to be the one which transferred the apples from the refrigerator car in which they were originally shipped into the ventilator car and again from the ventilator car into the refrigerator car, in which they were not properly packed. This connecting carrier was bound to furnish proper cars, and it is apparent that it failed to do so, and it is therefore liable for the damages which resulted.

We would advise you to employ an attorney at Fort Worth and sue this carrier; if, by reason of any mistake in your facts, you do not succeed in the suit you are almost sure to learn from it which is the responsible road. In prosecuting this suit it will only be necessary for you to show that the goods were delivered to that line in good order, and when delivered over by it were damaged. Thereupon the burden will fall upon defendant of accounting for the injury to the fruit, and you can hold in reserve your information about the transfer from the well packed car to the ventilator car and from the ventilator car to the badly packed car.

Our advice to sue is upon the assumption that the carrier making the trans-

fer is not one of those which has gone into the hands of a receiver and been foreclosed under a mortgage. If such has been the case and the road did not bring the amount of the mortgage (as is usually true) then you are without remedy.

You cannot sue B on the ground that it was the agent for the connecting line. In the first place B was not the agent of the connecting line, but was the agent of A to deliver the goods to that line, besides this, other insurmountable obstacles to the suit exist.

### How the Potato Crop Looks in Minnesota.

From the Minneapolis Commercial Bulletin.

Potatoes are in good supply this fall, and low prices may be looked for unless some dire and widespread calamity befalls the potato now in the hill. S. H. Hall, the leading potato authority of his market, and of the northwest, says regarding the present condition of the crop and of the prospects for the year's product: "The trade starts out slowly with a limited demand. The range of prices is much lower than that of the corresponding period a year ago. The market is 30 cents on track Minneapolis now. With good weather conditions the balance of the season Minnesota should produce 20,000,000 bushels of potatoes this year. This would be the largest crop the state ever raised except the bumper crop of 1885, when we had 25,000,000 bushels. In their proportion the Dakotas promise as well as this state, and Wisconsin with good conditions is likely to produce from 22,000,000 to 23,000,000 bushels. The Michigan crop has been damaged by drouth and frost, so much so that with fair weather conditions the product there is not likely to exceed 20,000,000 bushels, though this is a very fair crop for that state. The early New York crop was very poor but the late crop promises well. They have had abundant rain for the late crop, the item the early crop lacked. Unless there shall be blight because of too much rain, the state will have a good crop. The New England acreage is unusually large, and if there is no blight because of late excessive rains, that section will also have a large crop. The price to farmers of potatoes this fall in this market I do not anticipate will be above 25 cents on track in this city. I believe that the demand will be fairly good, however, exceeding the demand for 1895 and 1896, the great crop years."

### American Apples Regarded with Favor in France.

Washington, Aug. 11—During the past year upward of 12,000 barrels of dried apples were received by the merchants of Nantes. These apples are chopped into slices just as they come from the trees, including stems, seeds and skins. After being dried or evaporated they are packed into barrels ready for shipment. They are used for making cider. The apples are soaked in water, to which a little sugar is added. They retail for a little more than 7 cents a pound. In nearly every grocery in Nantes one can find these American dried apples for sale. Owing to the light crop in France last year there was a special demand for the foreign product, but from present indications there will not be more than half a crop there this season. Apples from Germany, which are also used in making cider, are very inferior to the American product, which is much preferred. The merchants of the United States can make shipments in cargo lots direct to St. Nazaire and Nantes, which would place the goods on the market at a much lower price than by sending them to Havre and having them reshipped.

### Cider-Selling Jobbers Taxed.

Wholesale grocers at Atlanta, Ga., who sell cider have been assessed by the local customs collector on the grounds that they are liquor dealers, and must pay the regular war revenue tax now in effect, which applies to liquor dealers.

### Estimate of the Apple Crop.

Buffalo, N. Y., Aug. 12—The prospect for the apple crop for the ensuing year is not very flattering in the east, and the highest estimate that I have heard the last two days is that there will not be over one-third of a crop of apples through New York, Ohio, Pennsylvania and the New England states. There will be a fairly good crop in different sections of Canada, but the duty will be so high that there will not be very many imported without prices getting quite high in the United States. The prospects now are that there will be very little fancy fruit that will stand cold storage, but there will be a good share of the apples in New York state evaporated, as it is expected that dried fruits will be quite high.

J. W. STEVENS.

About the only man who dies for love is the one who starves to death after being refused by an heiress.

## EGGS WANTED

Am in the market for any quantity of Fresh Eggs. Would be pleased at any time to quote prices F. O. B. your station to merchants having Eggs to offer.

Established at Alma 1885.

**O. W. ROGERS**  
ALMA, MICH.

## W. R. Brice & Co.

### Produce Commission Merchants

### Butter, Eggs and Poultry

23 South Water St.

Philadelphia, Pa.

#### REFERENCES

Corn Exchange National Bank, Philadelphia, Pa.  
W. D. Hayes, Cashier Hastings National Bank, Hastings, Mich.  
Fourth National Bank, Grand Rapids, Mich.  
D. C. Oakes, Banker, Coopersville, Mich.

We do not advertise in the MICHIGAN TRADESMAN from choice or for any partiality toward the editor, but it is our aim to reach every shipper of Butter, Eggs and Poultry in the State; and, as we find from experience that it is "the paper of the people," we shall continue to keep our name before you through its valuable and interesting columns, and we respectfully solicit your Eastern shipments of Butter, Eggs and Poultry.

W. R. BRICE & CO.

## PEACHES - PLUMS - PEARS

INDIANA SWEETHEART WATERMELONS, the "cream" of all Melons. Order now and get the Best and Freshest. Just arrived.

ANY FRUITS and VEGETABLES are furnished to the best advantage by the

**VINKEMULDER COMPANY, GRAND RAPIDS.**

## QUARTER HUNDRED.

## Different Varieties of Cheese, Foreign and Domestic.

Excepting as condensed milk, cheese gives the only form in which milk may be transported indefinitely. In looking for a better outlet we must turn our attention to a better form.

Standard American factory full cream cheese may be considered with the English cheddar, which it closely resembles. Both are made from whole milk of standard quality and with rennet, and belong to the class known as hard.

The great bulk of the American output is of this well-known round flat cheese. The cheddar takes its name from the parish in Somersetshire where it was first made; has been known in commerce under this name through two centuries. The perfect cheese has a clear flavor, mild and sweet with nutty taste, and has a firm and solid and at the same time elastic texture. A small piece rubbed between the thumb and finger becomes oleaginous. In England it is not put upon the market until ripened—self-digested and wholesome. On this market it is placed too soon and is too green; our market calls for the greener article. The component parts are water, casein, fat, ash and salt. The sugar of milk is not desired in cheese and escapes in the whey. In this cheese all the cream of the milk should be used. Full cream means not skimmed. The cheese is colored; would be nearly white otherwise. The English market calls for a white cheese. In butter there is no curd; in cheese it is all curd.

In making cheddar the refuse is the whey. In this there is albumen, sugar and ash. Albumen does not curdle with rennet. The cheddar, roughly speaking, is one-third water, one-third fat, one-fourth casein and one-twelfth sugar and ash. It is nitrogenous and flesh forming; too concentrated to eat alone; with crackers or bread it is a well balanced ration.

The English dairy cheese is about four inches thick and is known as flats. A smaller cheese is made that is richer in fat. A New York cow owner started a cheese factory, using enriched milk, making a specialty of rich cheese of small size, ten or twelve pounds, and is getting 14 cents instead of the market 8 cents; he cannot begin to supply the demand.

The English Stilton cheese is of cows' milk, either whole rich milk or average milk enriched; is made with rennet, not much pressed; is in form of a small cylinder, 6 to 8 pounds; has a drab colored, wrinkled skin; blue mold runs through it; flavor is a combination of mold and fermentation. This mold is cultivated on wooden sticks and the cheese is punctured with these. The mold is a necessary part of the Stilton and is a local production. This cheese does not come to us in any large quantity. An imitation is made in this country, but instead of the long time curing that is part of the English process, quicker methods are adopted with only fair success.

Edam is a round cheese made in North Holland of partly skimmed milk. The sweet curd is worked dry and colored artificially inside and out; is highly digestible because well ripened; has about ¼ per cent. of fat. It is made in wooden molds and is not sold until a year or more old. Will keep indefinitely. Like a watermelon you can't tell about it till you open it. Is imitated in

this country, the best made equaling the second rate imported.

The Gouda, also a Dutch cheese, is made of richer milk and is not quite so hard.

Emmenthaler is made in the mountains of Switzerland, the "factory" being but little more than a camp outfit. Is of cows' milk, with rennet; crushed, but not very hard; smells louder than it tastes; is of elastic yet firm texture. The peculiarity is the spherical holes made by the formation of gas while the cheese is curing. These should be uniform in size and evenly distributed. The inner surface of these holes is highly polished; sometimes a drop of brine remains in them. The flavor is peculiar, and said to be due to the grasses of the pasture. Some have herbs added. The making calls for skill rather than science. They are in the millstone or cartwheel shape, from two to four feet in diameter, and not very thick; weigh from 60 to 120 lbs.

The American imitation comes very near, but just misses the flavor, which leads to the belief that feeding has something to do with it. The California make is in more convenient shape, being like bars of soap, about 24 inches long and 2 by 4 thick. The American product is made by Swiss colonies, in New York, Ohio, Wisconsin and California. These use half new and half skim milk.

The Italian or Parmesan cheese must be cut with a saw; is used mainly in cooking and grated. The best are to be found in Italian stores. The Italians know a good cheese. It is made of cows' milk, although some say to the contrary. Is a skim cheese, the fat being below 20 per cent. The three local names of it mean the different stages of ripeness, namely, the first, second or third year. It should be at least three years old, so that the casein may be broken down when the flavor is pleasant. That four years' old is best.

Another kind, the Romano, used largely by Italian laborers, is said to be made of the milk of a sort of buffalo, which is without cream. The composition of the Parmesan is 30 per cent. water, 33 casein and 20 fat. It is a food cheese; one could live on it for a long time.

The pineapple cheese is American and comes from Wyoming county, New York. The marking is made by the network in which it is hung to dry. It is of cows' milk, with 16 per cent. of cream added, the curd formed by rennet. All of this cheese is made during the grazing season.

The sapsago or green cheese is made in Switzerland of cows' milk. Is a sour curd cheese, and one of the oldest known varieties. Put into a warm and moist place it will empty a house of the inmates. Is colored with dried and pulverized herbs of a species natural to Switzerland. Ripens in six to eight months.

Limburger is a sweet curd cheese, made of half whole and half skim milk. Is strongest smelling of all the cheeses. Can be made here as well as abroad.

Pot cheese is made ordinarily from skim milk, strained and dried. It can be made from cream and gives an outlet for the milk, but the richer the milk of which it is made the better. The venders sell all they can get of it and want more. The coagulation is by heat. One can get more money for skim milk in pot cheese than for full milk in the market.

Neufchatel is a rich pot cheese, made largely in the country. It is of whole

milk enriched, curdled by rennet; contains 15 per cent. of curd and 25 per cent. of fat; is cured in from two days to two weeks. The French do not consider it good under eight or ten weeks. These people cure it in caves to get the white mold.

Another still richer cream cheese is the Philadelphia, so named because its first market was there. It was first made in Orange county, N. Y.

DeBrie is best known and most popular of the French soft cheese. This is made of cows' milk and rennet; should be loud in tone when in its best estate. The mold of it is at first white, then becomes reddish yellow. This cheese is cured in willow mats, the willow being the host of the mold. It is shipped with cushions at both sides on mats or straw. The French find it best when the interior is broken down.

D'Isigny is the American Brie, and is made by Swiss in Orange county.

Roquefort cannot be made successfully out of France. This was at first made of sheeps' milk, then with goats' milk added, but now is of cows' milk; is cured in limestone caves, with unvarying conditions of temperature and moisture. The proportions are 35 of fat, 25 of casein and 30 of water. The mold peculiar to it is cultivated upon stale bread and worked into the cheese as a starter.

The Gorgonzola or Italian Roquefort is made in Lombardy. The curing requires six months or more. It is of cows' milk and is drained rather than pressed. It is ripened in caves and its mold is white.

The prepared cheese, as the Imperial, American Club House and Meadow Sweet, are all of cheddar, with a little butter or other oleaginous substance to make a homogeneous mass, and flavored with sherry, brandy or something of the sort.

The American cheese food has the sugar lost in the whey reincorporated. This is done by boiling the whey until it is a syrup and then working it in.

HENRY E. ALVORD.

## POOR ECONOMY

It is poor economy to handle cheap flour. It is never reliable. You cannot guarantee it. You do not know whether it will make good bread or not. If it should not make good bread—and poor flour never does—your customer will be displeased and avoid you afterwards. You can guarantee...

### "Lily White" Flour

We authorize you to do so. It makes good bread every time. One sack sold to-day will bring customers for two sacks later on. Order some NOW.

Valley City Milling Co.

Grand Rapids, Mich.



Full Strength,  
Full Flavored,  
Standard,  
Every Barrel  
Uniform.

Made from  
Apples Only.

The  
Silver Brand  
Cider Vinegar

Made by

Genesee Fruit Co.,  
Lansing, Mich.

Every Grocer should sell it.

The finest sweet cider, prepared to keep sweet.  
Furnished October to March, inclusive.

G. N. Rapp & Co.  
General Commission Merchants

56 W. Market St.,

Buffalo, N. Y.

Do not be deceived by unreliable concerns and promises; we will advance you liberally on your shipments. Write for our daily price list and instructions for shipping all perishable fruits to insure good condition on arrival.



GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Aug. 13.—The volume of business among jobbers is steadily enlarging and, with the reduced railroad rates, the number of visiting buyers has been largely augmented. Prices are well adhered to and in some lines there is every likelihood of an early advance. Especially is this true of some kinds of canned products. The early ending of the war gives cheer and, altogether, New York is in fine trim for any amount of business.

The coffee market is practically unchanged, although, perhaps, there has been a trifle more activity in the demand from small roasters and interior dealers. Jobbers are quite confident as to the future and show no anxiety to dispose of holdings except at full quotations. The quotation for Rio No. 7 is nominally 6 1/4c. Stocks here seem to be ample to meet the demand for some time. In store and afloat there are 946,411 bags, against 741,067 bags at the same time last year. There is a little more speculation in futures than previously, but at reduced prices. Mild coffees are pretty well cleaned up and the market generally is firm, Good Cucuta being quotable at 9 1/4c.

The volume of the tea business is small, but there is shown a little improvement over last week. Prices are firm and holders are determined to make no concessions. Nothing was done in invoice lines, as buyers seem to be waiting for future developments. A prominent dealer says exports will fall off 10,000,000 pounds by next year.

Raw sugars are firm. The Trust and independent refineries were both seekers after supplies and, as a result, stocks are pretty well cleaned up. The sales have been the largest for a long time and indications are favorable for a steady fall business. Refined sugar is also firm and the demand is good.

Rice is firm. The demand from the interior has been quite satisfactory and sales made were at steady prices.

Southern, prime to choice, 6 1/2c@6 3/4c; Japan, 5 1/2c.

Nothing of interest has transpired in spices during the week. The demand is hardly as active as previously, but prices are very firm and holders will make no concessions. Singapore pepper in an invoice way is steady at 9 1/2c@9 3/4c.

Grocery grades of molasses are firm, but there is scarcely any business going forward. Low grades are moving slowly and, altogether, the market at the present time is not especially encouraging. Good to prime centrifugal, 16c@26c.

The syrup market is firm. Stocks are light and holders are disposed to hold on until their figures are obtained. Prime to fancy sugar syrups, 16c@20c. In canned goods, salmon has been the center of interest among dealers. It is said that the Columbia River pack will be 100,000 cases short. Against this is the fact that the pack for several previous years was very large—larger than could be taken care of—and there are large stocks in warehouse, both in this country and England. The light pack this year will necessitate bringing this forward and the probabilities are that we shall see a very firm market for salmon during the coming twelve months. The tomato prospect in Maryland has improved, but there is no likelihood of an excessive pack. Peas are firm at 8c@9c for desirable grades. There has been a very light enquiry for corn, with fancy New York State steady at 70c. Peaches have advanced and the situation is firm.

All lines of dried fruits have remained rather quiet. There has been rather more enquiry for nice evaporated apples, which are worth from 9 1/4c@10c. Pacific Coast fruits are rather quiet at the moment, but all are looking to a better condition soon.

As arrivals of fancy creamery have been rather light and the demand good, the feeling in the butter market is firm, yet dealers are not quite satisfied.

While the best stock is worth 10c, it must bear close inspection and much of it will not come up to the standard. Lower grades are in about the usual request. The range is about as follows: Western creamery, firsts, 17 1/2c@18 1/2c; seconds, 16c@17c; thirds, 14 1/2c@15 1/2c; extra Western Junes, 10c. Western imitation creamery, extras, 15 1/2c@16c; firsts, 14 1/4c@14 1/2c. Western factory, June extras, 14c; firsts, 13c; current make, 13c for desirable goods.

Cheese receipts are moderate and yet sufficient for meeting the demand, which has been decidedly light. Large size State cheese, full cream, is quotable at 7 3/4c. Fancy small size, 7 1/4c.

Best Western eggs are firm at 14c. However, there is not much activity to the market and it is said that quite a quantity is being put into cold storage, owing to lack of buyers. There is the usual supply of inferior stock, which sells for what it will bring.

How to Keep the Store Attractive in Summer.

From the American Grocer.

It should be absolutely clean, refreshing, cool, inviting in appearance, free from flies, and always in order. The display should bring into prominence seasonable goods, and be so arranged as to be attractive to outing parties, excursionists, or whoever must carry food out of doors.

Keep in the background the goods that sell best in winter, and so display summer specialties as to invite buyers to inspect the store. There is a wonderful power in handsome ferns, palms, and decorative plants to win customers—a charm and grace that are irresistible—and, besides, they help give a cool and neat appearance to the store. Do not think that it is necessary to make a flower shop of the display windows or to crowd the counters with blooming plants. Art in display is quite as effective as art in advertising or any other feature of store life.

If fresh vegetables are kept in stock, don't put them all along the sidewalk in front of the windows, exposed to dust, dirt, insects, and deprivations, but have them in a shady, cool place, neatly arranged, and so that beautiful color effects are produced. This latter feature is very easy to one who has an eye for color. If deficient, it is easy to find some one that can bring the red, green, yellow, white, orange, lemon, and other colors of fruits and vegetables into bewitching relation to each other, and make a veritable picture which will appeal to the appetite and awaken desire for possession. Such a display will make talk and advertise the store. The point is to get consumers to visit the store, provided it is so beguiling in appearance that it invites all comers to linger and look. Said one customer to a fellow who kept that sort of a store: "I always like to come in here, because there is something new to see." It was always new to the visitor, because the dealer was continually rearranging stock and bringing some new thing into prominence every few days.

Attention to ventilation is of the utmost importance if the store is to have a pleasing smell in summer. During the dog-days, or whenever general humidity gets in its fine work, the store will have an unpleasant and heavy odor unless it is properly ventilated at night. The transom over the front door should be open, and a draft of cool air kept circulating. We have entered stores in the early morning where the air was fairly suffocating by reason of its foulness. The thousand and one things in the store had been steaming all night in a high temperature, so that means vegetables, fruits, dairy products, and dried fish had each been contributing to the conglomeration of flavors that was noticeable. This is ruinous to all articles sensitive to foreign flavor, such as salt or butter.

Matches are made in heaven. The fire never goes out in the other place.

If men were serpents the woods would be full of female snake charmers.

Use of Trade Checks Prohibited.

Solicitor Maurice D. O'Connell, of the United States Treasury, has rendered a decision in which he holds that the manufacture and distribution of aluminum and brass trade checks constitutes a violation of the statute enacted Feb. 10, 1891, which prohibits the manufacture of a metal or its compound, which in color, design or inscription resembles coin of the Government. These trade checks distributed largely by extensive business houses have attained such a circulation among the small towns and logging camps of Wisconsin, Minnesota and Michigan that it is difficult to secure real money. In fact, it is said at the Treasury that contractors at logging camps who own the stores at which the inhabitants secure the necessities of life have inaugurated the system of paying their employees with these checks to the exclusion of Government money. Federal inspectors in these districts will be instructed to seize all illegal coins and warn distributors against manufacturing the "trade checks." If they persist in manufacturing and distributing them they will be vigorously prosecuted.

It may not be proper to precede the father of your best girl down the stairs—but sometimes you have to.

Established 1780.

Walter Baker & Co. LTD.



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

on this Continent.

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.

PEACHES AND MELONS

BETTER AND CHEAPER.

Pears, Plums, Apples.

Lemons, Oranges and Bananas.

Home Grown New Potatoes, Cabbage, Celery, Tomatoes,

Green Onions, New Dry Onions, Turnips, Carrot, Squash.

BUNTING & CO. = Jobbers = Grand Rapids, Mich.

SEEDS ALL KINDS FIELD SEEDS

ORDERS SOLICITED  
AT MARKET VALUE

PEACHES

MOSELEY BROS.

26-28-30-32 OTTAWA ST.

EST. 1876.

GRAND RAPIDS, MICH.

SEEDS

The best are the cheapest  
and these we can always  
supply.

ALFRED J. BROWN SEED CO.

24 and 26 North Division Street,

Grand Rapids, Mich.

BE UP TO DATE.

and have in stock

CONGDON'S CIDER SAVER

and FRUIT PRESERVATIVE

COMPOUND

Contains no Salicylic Acid. Affords dealer  
good profit selling at 25 cents.



J. L. Congdon & Co.,

Pentwater, Mich.



FREE SAMPLE TO LIVE MERCHANTS

Our new Parchment-Lined, Odorless  
Butter Packages. Light as paper.  
The only way to deliver Butter  
to your customers.

GEM FIBRE PACKAGE CO., DETROIT.

PRINTING FOR PRODUCE DEALERS

Tradesman Company  
Grand Rapids.



## Woman's World

### The Troubles of the Good.

Next to a bad reputation there is nothing in the world so uncomfortable and inconvenient as a good one. If you want to live in peace and happiness and comfort, and avoid wrinkles and troubles, you must never establish a reputation for excellence in any particular line. If you do you are its bond slave for life. You cannot run away from it or leave it behind. Go where you will it will follow you, and you can no more rid yourself of it than the hero of the story could rid himself of the Tinted Venus that made his life a burden. You may think you have lost it or lived it down, but just as you get ready to enjoy yourself somebody is sure to come along who knows your record for superior goodness or self-sacrifice or whatever it is, and so rivets your chains on you again.

In one of his poems Saxe has told the sad story of a man who had the misfortune to have a reputation as a wit. Wherever he went he was expected to dazzle every company. When he was invited out he was expected to pay for his dinner with bon mots and his lodgings with funny stories. If he was ever serious people felt defrauded, and if he was dull and melancholy they regarded him as nothing short of a rank impostor and fraud. His friends demanded that he keep them in a state of hilarious merriment, and the price he paid for his reputation as a wit was to be kept forever on the rack trying to invent new jokes.

In a similar, if a very minor, way, every one of us who has a reputation for anything has to pay for it. The beauty must take much more care of her appearance than the homely woman. She must dress with more elaborateness and taste than the woman who has no reputation for good looks to maintain. People expect it of her, and we are quick to notice the least falling off in beauty and the first sign of approaching age in her, whereas the plain woman can go through all the gradations from youth to middle life without anybody being the wiser. It is one of the ineffable compensations for never having had a reputation as a beauty that no one will ever remark on how you have faded.

One doesn't have to look far about them in life to become convinced that there is no other folly equal to acquiring a reputation for conspicuous goodness in any particular line. It establishes a precedent that you have to live up to, and, in consequence, you make yourself a shining mark for criticism. Take the woman, for instance, who has a reputation as a notable housekeeper. Hasn't she just let herself in for life-long drudgery? Other housekeepers may have a picked-up dinner; other women may draw a blind down hastily to hide where the housemaid neglected to sweep under the bed; other people's cake may be sad now and then, or their bread heavy, and we think nothing of it. But no such blessed privilege is hers. If everything in her house isn't just on time to the minute and spick and span, we say: "We don't know what people can see in Mary Jones' housekeeping to be always talking about. Of all the heavy, indigestible stuff we ever ate in our lives that Sally Lunn of hers," etc. And poor Mary Jones knows it and she works herself to death trying to live up to the blue-ribbon-prize style of housekeeping she has inaugurated.

It is very sad to think that we have to

guard against our most amiable impulses, if we wish to live in reasonable peace, but it is a fact nevertheless. I presume there isn't anybody with a heart in them as big as a nickel who doesn't love little children, but if you are once rash enough to make an undue parade of this, and get a reputation for it your life will be made a martyrdom. Every time your neighbor gets busy making a dress or wants to go off to play progressive euchre all the afternoon she bundles her nursery in on you. "Of course I wouldn't do this with anybody else," she says, "but I know how fond you are of children." Fond! Bah! When you had planned a nice quiet afternoon with a novel and a fan and are feeling like a female Herod! But you can't say anything. It's your fatal reputation.

Of course, everyone likes to entertain their friends, but once get a reputation for hospitality and you had as well hang up a sign of free entertainment for man and beast. People you never heard of write and tell you they are coming to see you; people you have met at summer resorts and on railroad trains descend upon you at unexpected moments; distant relatives who had forgotten your existence until they happened to see a chance to shirk a hotel bill, look you up when they come to your town. They come with queer trunks and nobby bundles and they stay and stay and stay. Goodness gracious! haven't we all slept on the dining-room sofa while our cousin Sally and the twins occupied our bed, and eaten the scraps after six unexpected guests had dropped in to dinner? "You see I am perfectly unceremonious with you," say these uninvited deadbeats, "because everyone knows how hospitable you are." And there you are. Who has the courage to stand up and deny the good reputation that is sure to land them in the poorhouse?

There is positively no other such drawback to charity as the danger of getting a reputation in that line. Once give to a poor family and you have established a precedent that you can never live down. Nine times out of ten they expect you to support them the balance of their lives, and send the boys to college and give the girls a debut party. You can't give what you can afford and then stop; you can't listen to a tale of woe and weep with the narrator and then enjoy yourself. If you once start there's no limit, and nobody can see the finish. You are the perpetual repository of all the woes of the community. A young man in this city whose mother has a reputation as being very charitable said not long ago that if he should go home and not find an object of charity with a baby and a basket occupying the hall settee, and his mother crying with some woman in the dining-room, he would know he had gotten into the wrong house. She is the victim of the good she has done, and is made to bear the burdens of all the shiftless and lazy and unfortunate around her.

A funny phase of this question is that after one once acquires a reputation for doing a thing nobody ever gives them the slightest credit for any virtue in doing it. They seem to think that self-sacrifice and hard work and self-denial just come natural to you and you enjoy it. I once knew a woman to whose care fell six orphan children. The moderate income that had been sufficient for her own wants and had enabled her to live in great comfort, was, of course, the barest pittance when divided among seven. There were no more pretty frocks

for her, no more jaunts abroad, but she bravely took up the burden and worked early and late, denying herself everything that the children might be educated and given a start in life, and not a one of them ever seemed to have the slightest appreciation of it, or thank her for it, but they went into fits of gratitude when another aunt now and then would send them an old party dress or a pair of 75-cent mousquetaire gloves. There's the difference between the one who had established her reputation for self-sacrifice so that it was taken for granted and the other of whom nothing was expected so that what she did came as a kind of surprise.

Just the same thing happens all along through life. If you have a reputation of being kind to the sick you may go and sit up with a person at night and nurse her until you are ready to drop, you may stand over the stove cooking jellies or making broth until you are burnt to a cinder, and she takes it as a matter of course; but let some woman who never sacrifices herself for anything in the world come by and leave a card with "kind inquiries" penciled on it and she will brag about it for six months. "So sweet of her. Did you ever hear of anything so kind?" But grateful to you? She never thinks of such a thing. Your reputation for nursing the sick has gone before you, and she probably thinks the whole affair has been a kind of picnic to you.

Who hasn't had experience of this kind of thing? Who hasn't had somebody they didn't want come and stay months with them without manifesting the slightest appreciation of the hospitality shown them, and then see them go into ecstasies of delight because some other friend or relative—on whom they had just the same claim—invited them to tea? Who hasn't paid for the fuel for some poor family all the winter without one word of thanks and then heard them overwhelm somebody else with gratitude because they had given them a dinky little hat or a feather boa? Of course we ought not to care for these things, but we do. We don't want anybody to go before us sounding our praises on a brazen trumpet, but we do like to feel that when we make a sacrifice it is at least understood and appreciated.

After all it comes back to the same point. If we once get a reputation for doing things we have got to keep on doing them, and the only safe and comfortable way is to avoid establishing any precedents. There is no fame, but great safety, in mediocrity.

DOROTHY DIX.

The report that Peru is purchasing some warships in Europe, and is showing a disposition to have a racket with this country on account of some alleged grievance, indicates that Peru has not kept up with the news since the war with Spain began.

## FOLDING TABLE



**STERLING FURNITURE CO.**  
GRAND HAVEN, MICH.

## LABELS FOR GASOLINE DEALERS



### The Law of 1889.

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

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

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

**Tradesman Company,**  
Grand Rapids, Mich.

## Building Paper, Roofing Material

We are jobbers of these goods, among which are



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

**H. M. REYNOLDS & SON, Grand Rapids, Mich.**  
Detroit Office, Foot of 3d Street.



## Commercial Travelers

### Michigan Knights of the Grip.

President, JOHN A. HOFFMAN, Kalamazoo; Secretary, J. C. SAUNDERS, Lansing; Treasurer, CHAS. McNOLTY, Jackson.

### Michigan Commercial Travelers' Association.

President, C. C. SNEDEKER, Detroit; Secretary and Treasurer, C. W. ALLEN, Detroit.

### United Commercial Travelers of Michigan.

Grand Counselor, J. J. EVANS, Bay City; Grand Secretary, G. S. VALMORE, Detroit; Grand Treasurer, W. S. WEST, Jackson.

### Michigan Commercial Travelers' Mutual Accident Association.

President, J. BOYD PANTLIND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

### Lake Superior Commercial Travelers' Club.

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

### Gripsack Brigade.

Wagers are being made among the traveling men that the train gates on the Heald system will be off by Sept. 1.

Geo. H. Jewett, formerly with L. Perrigo & Co., of Allegan, has engaged to cover the city trade for DeBoe, King & Co.

The report that the Heald system will run freight trains only three times a week so long as the gates remain on the passenger trains is probably a canard.

Jas. N. Bradford (Olney & Judson Grocer Co.) is seriously ill with pneumonia and grave fears are entertained as to his recovery. He was taken ill while witnessing the ball game last Saturday. His son Jamie, has been summoned here from Fernandina, Florida, where he was stationed as a member of the 32d Michigan volunteers.

A Houghton correspondent writes: The business men of the copper country will learn with deep regret of the death, at his home in Chicago, of Simon P. McIntyre, one of the best known and respected salesmen who ever visited this section. Mr. McIntyre sold boots and shoes in this territory the past twenty-five years or more, and was here less than two months ago. He was employed by the M. D. Wells Shoe Co., and was born in New York State fifty-five years ago. Mr. McIntyre leaves a widow and one son, Moses, a recent graduate of the University of Chicago.

"You may talk about your baggage smashers," remarked a grocery drummer the other day, "but I had an experience which shows a great amount of carelessness on the part of a number of people concerned. While in Kalamazoo last week I received from a friend a folder advertising a certain resort hotel. Being busy, I laid it down on top of my sample case, had it taken down to the depot by a drayman and there checked by him to Sturgis. When I called for the grip the next day, I found the folder still lying on top of the case, just as I had left it in the store at Kalamazoo."

Said a prominent traveling man to a group of boys at the Morton House last Saturday night: "I have always stopped at (naming certain hotels in towns), but I have made up my mind to quit them cold and patronize dollar-a-day houses, restaurants or private boarding houses if I can't find a better house. The fare these hotels give you is simply worse than that set out by a 10 cent restaurant and I am not going to give up \$2 a day for such rotten fare. The chuck they set out for us to eat couldn't be worse. I hate so to change from one hotel to another that I have always stood it, but have made up my mind that I have been a fool, and won't be any longer."

The annual picnic of the Grand Rapids traveling men, which will be held at Reed's Lake Aug. 27, promises to be the most enjoyable event of the kind ever held by the fraternity. B. S. Daventport has been designated as chairman of the Committee on Athletics, in place of Fred Ephlin, who is temporarily out of the city, but will return in time to attend the picnic in his usual disguise of Uncle Rube. At the request of John A. Hoffman, President of the Michigan Knights of the Grip, the boys will improve this opportunity to select a member of the Board of Directors in place of Frank M. Tyler, who has removed to Boston. Chas. M. Heald, President of the Heald system, will be present by invitation and address the boys on the subject of the train gates, which have been discussed at rare intervals and with great moderation by the boys during the past six months. Perhaps some of the boys have never heard of the train gates, in which case Mr. Heald's address will be of a didactic character.

"When I first started out on the road," remarked a well-known traveling man, "I was induced by the prospect of adding a few shekels to my exchequer to take as a side line the catalogue of an extensive company engaged in the manufacture of coffins and caskets. Armed with my price list and book of illustrations, I boldly entered the warehouse of the leading undertaking establishment in Detroit and was kindly greeted by the proprietor, as my house was a favorite one with the trade. I was told that many solicitors had presented themselves, but as they were only carrying the goods as a side line he did not patronize them. Having convinced him that I was straight goods, he proceeded to show me the stock, on which I commented favorably. After visiting the different departments, he proceeded to a lower floor and conducted me to a dark room, from which emanated a peculiar odor. In the center of the apartment was a table, and on it what appeared to be a bundle of clothing; withdrawing a sheet, he exposed to view a corpse. I nearly fainted at the unexpected sight, but partially recovered, when he said: 'What do you think of that for first-class embalming? Feel the flesh; it's as firm as a rock.' I tremblingly acquiesced, and felt the cold perspiration oozing from my brow. The atmosphere was getting too close, so on asking if he ever indulged, and he replying that he generally did about that time, we repaired to a neighboring laboratory, when I obliterated the recollections, as well as I could, of that grewsome sight. I sold that man goods for three years before he learned through a loquacious brother drummer that I was only a side-liner."

### Movements of Lake Superior Travelers

Marquette, Aug. 15--Friday evening, Aug. 10th, is the date of the second annual reception given by the Lake Superior Commercial Travelers' Club at Hotel Superior, Marquette. The boys have spared no pains to make it an enjoyable affair and a large number of travelers, their wives and sweethearts will participate. The Club is flourishing at present, having a membership of 189.

H. W. Bradley (H. W. Bradley & Bro., Romeo) is doing the east end of the Peninsula.

M. A. Dunning (Morley Bros.) was in the copper country last week.

Charles Doty (Edson, Moore & Co.) is in disguise. He shaved off his moustache with a view to humbugging innocent maidens into the belief that he is a young lad. He is not. He is quite

old in knowledge of the ways of the world.

S. A. Erickson (Edson, Keith & Co.) is with us again or, rather, with the ladies. He sells millinery.

T. G. Gregory is representing Steele, Weddles & Co. (Chicago) in this territory now. Tim is a hustler and an all-round good fellow and has a host of friends who will be pleased to know he will remain with us.

T. L. Hilton (Forman-Bassell-Hatch Co.) did the copper country last week. He had his bass voice with him.

Arthur McMillan (Johnson Electrical Service Co.) is in the copper country, letting his lights shine.

H. F. Nickerson (I. E. Swift) will soon remove from Ishpeming to Houghton. Nick cleans up an extensive business in the copper country and finds it necessary to live there so as to be on hand at a moment's notice.

S. D. Oppenheimer (McCauley & Co.) is in the east end of the Peninsula.

Alex. Stevenson (Buhl Sons & Co.) will be missed from this territory. Alex has traveled here for fifteen years and no traveler ever visited the Peninsula who had more friends or sold more hardware than he. He did business always in a straightforward manner and no competitor was ever heard to complain of unfair treatment at Alex's hands. Success to him in his business venture, as resident partner of Buhl Sons & Co.'s branch store at Menominee!

OUIX.

### Courteous Request to Withdraw the Train Gates.

The following courteous request to discard the train gates was recently presented to General Manager Heald:

We, the undersigned wholesale dealers of Grand Rapids, respectfully request you to discard the train gates now in use on some of the passenger trains of your system.

We make this request in behalf of our traveling salesmen, who maintain that the train gates interfere very seriously with their work on the road and prevent their making as good time as they were able to make prior to the introduction of the gates.

We expressly disclaim any intention or inclination to dictate to you in the matter, believing that a courteous request from your townsmen and business associates will receive due attention and careful consideration.

The names attached to the petition were as follows:

Olney & Judson Grocer Co., Hazeltine & Perkins Drug Co., Voigt, Herpolsheimer & Co., Jennings & Smith, Herold-Bertsch Shoe Co., Foster Stevens & Co., Ball-Barnhart-Putman Co., H. Leonard & Sons, Worden Grocer Co., The Putnam Candy Co., Lemon & Wheeler Company, Musselman Grocer Co., Clark-Jewell-Wells Co., Clark-Rutka-Jewell Co., Steketee & Sons, Wilhelm & Co., Rindge, Kalmbach, Logie & Co., Valley City Milling Co., Hirth, Krause & Co.

Mr. Heald received the gentleman who presented the petition courteously, promised to give the request due attention and acquaint the petitioners with his decision in the matter at an early date.

### The Morning Market.

The increase in the offerings of early fall fruits has been steady in all lines, culminating in the largest of the season thus far on Tuesday morning. The heavy rain of last night and the fact that Wednesday is always a lighter day than Tuesday are sufficient to account for a material lessening of attendance this morning. It is now the height of the season for Hale's early and other leading early varieties of peaches and the offerings aggregate several thousand bushels.

Considerable comment is heard on the market as to the prevalence of yellows in the tributary district, which is,

doubtless, caused—the comment, not the disease—by the increased thoroughness of inspection. Notes are compared among the growers as to the number of trees each has been compelled to offer up in ashes, and while some have found the sacrifice unpleasantly heavy, most of them seem to recognize the proposition that there is in the ravages of this mysterious disease nothing more than one of several fortunate checks upon the abundance of the peach which serve to increase its value and so keep the market in a healthy condition. It does not work a serious hardship to those who are thorough in fighting these checks and in renewing with healthy stock, while the more negligent are not to be pitied if their carelessness serves to reduce an undue aggregate.

Apples, pears and plums are in unusual abundance for the season, but prices keep at points which make the work of the producer reasonably profitable. It is noticeable that an unusual difference in qualities, especially in apples and peaches, is recognized in prices, the choicer qualities, which seem the most abundant, commanding several times the price of the poorer.

There might be apprehension as to whether suitable prices can be maintained when the market season reaches its height, but a study of the conditions seems to give assurance as to the prospect. In the first place, there is not likely to be an unlimited abundance of either apples or peaches. The yield, while quite general, is not unduly heavy anywhere, and in many cases with some leading varieties is too light to be pleasant for the grower. Then the conditions of the market are unusually reassuring. The demand from Southern and Eastern localities promises to be much above the average, both on account of the lack of other supplies and the abundance of money with which to buy. Recognizing these conditions, buyers and commission men have made unusual preparation for the handling of the crops and transportation companies are ready for their share of the work and profit.

The same conditions apply with equal force to the outlook for the potato crop. The yield was checked by the unfavorable conditions of the early season and yet there is likely to be a healthy supply, while the market conditions in the regions to be supplied promise demand for all that can be offered. The contrast between the present realization of 35 to 50 cents per bushel is in marked contrast with that of 10 cents or nothing which was so frequently the experience of recent years. The difference is sufficient to account for much of the change in general local trade.

It always takes two to make a quarrel.

### \$2 PER DAY. FREE BUS. THE CHARLESTON

Only first-class house in MASON, MICH. Everything new. Every room heated. Large and well-lighted sample rooms. Send your mail care of the Charleston, where the boys stop. CHARLES A. CALDWELL, formerly of Donnelly House, Prop.

### REMODELED HOTEL BUTLER

Rates, \$1. I. M. BROWN, PROP. Washington Ave. and Kalamazoo St., LANSING.

### HOTEL WHITCOMB ST. JOSEPH, MICH.

A. VINCENT, Prop.

MANY LAKES AND STREAMS about Whitehall, Mich. Delightful Pastime. Special attention and rates for such parties. Write to Mears Hotel. Wm. Cherryman, Prop.



## Drugs--Chemicals

### MICHIGAN STATE BOARD OF PHARMACY.

F. W. R. PERRY, Detroit	Term expires
A. C. SCHUMACHER, Ann Arbor	Dec. 31, 1898
GEO. GUNDRUM, Ionia	Dec. 31, 1899
L. E. REYNOLDS, St. Joseph	Dec. 31, 1900
HENRY HEIM, Saginaw	Dec. 31, 1902

President, GEO. GUNDRUM, Ionia.  
Secretary, A. C. SCHUMACHER, Ann Arbor.  
Treasurer, HENRY HEIM, Saginaw.

#### Examination Sessions.

Marquette—Aug. 30 and 31.  
Lansing—Nov. 1 and 2.

All meetings will begin at 9 o'clock a. m. except the Star Island meeting, which begins at 8 o'clock p. m.

### MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President—J. J. SOURWINE, Escanaba.  
Secretary, CHAS. F. MANN, Detroit.  
Treasurer JOHN D. MUIR, Grand Rapids.

### Practicability of Volumetric Testing for Pharmacists.

For more than fifteen years volumetric tests of an unusually practical character have been a distinguishing feature of the Pharmacopoeias of 1880 and 1890, and yet how rare is it to find a pharmacist who makes actual use of these in his daily work? These tests are pre-eminently practical and commercial and require so little apparatus and time in actual use that a very urgent cause must exist for this condition of affairs.

In seeking reasons from practicing pharmacists I found that many seemed to think a high knowledge of chemistry was an essential requisite to an understanding of the volumetric solutions, and, secondly, that the processes were apparently intricate.

As to the knowledge of chemistry required it may be said that in many of the large chemical works in this country work of this nature is done hundreds of times per day by men who are little more than ordinary laborers and who could not differentiate between morphine sulphate and absorbent cotton, and the pharmacist accustomed to the preparation and dispensing of drugs and galenicals can quickly attain the skill required if he desires to do so.

The Pharmacopoeia is blamable for the idea of complexity and intricacy in the operations indicated. The alphabetical arrangement of volumetric solutions seems at first sight eminently proper, but in this particular case it is the cause of all the trouble. It happens that the two solutions heading the list are used with difficulty even by those who are experts in this work, and, furthermore, having an exceedingly limited application, they are the very errors in practice and would hardly be missed, though useful enough to the practicing chemist, but the Pharmacopoeia is not intended for chemists, but for pharmacists. The remainder of the solutions are easily prepared and still more easily used.

If the following order is followed in the preparation of these valuable adjuncts to the practicing pharmacist and the tests practiced on the substances named, the work will be one of pleasure and profit from every possible standpoint.

First prepare normal oxalic acid volumetric solution; from this prepare normal potassium hydroxide solution, and then test various acids. Next prepare normal sulphuric acid solution with the aid of the potassium hydroxide solution and test ammonia water, salts of ammonium, lithium, sodium and potassium, such as carbonates, hydroxides, ignited organic acid salts with alkali metals, etc.

Next prepare decinormal sodium hyposulphate volumetric solution and with this test tinctures of iodine and of iron chloride, lime chloride and various iron salts and solutions. Now prepare decinormal potassium permanganate volumetric solution by the second process, which gives good enough results and is not as intricate as the first process; with this test hydrogen peroxide, hypophosphites, etc. Finally prepare decinormal silver nitrate solution, and then test chlorides, bromides, iodides, etc.

The other volumetric test solutions of the Pharmacopoeia may be tried if time is abundant, and the work will be found interesting. Their preparation, however, is not really necessary.

The time required to make a test after a solution is prepared is only a few minutes and the result a necessity for the up-to-date pharmacist. As to cost, the only apparatus required, in addition to that owned by every pharmacist, is a burette, a burette holder and a measuring flask, costing not over three dollars, and, with care, lasting forever.

The chemicals needed, not usually found in drug stores, would be about 2 ounces of chemically pure oxalic acid, the same quantity of chemically pure sodium hyposulphite, and very small quantities, say one-eighth ounce each or even less, of the important indicators, such as phenolphthalein, methyl orange, rosolic acid, etc., the total cost of chemicals being about 50 cents. I would recommend a pill tile as an excellent base to place beakers or graduates on to note color changes and end reactions. Prof. J. U. Lloyd has suggested to me the use of a capillary glass tube as an excellent method to note color changes; he says he has found that by the use of this method duplicate tests can be made to exactly equal each other. The suggestion is well worth a trial.

If a few pharmacists in the same town would meet once or twice a month for two or three hours, they could, with a little outside aid, or even unaided, learn sufficient of volumetric quantitative analysis in six or eight lessons to be of great value in many directions.

JOSEPH FEIL.

### The Drug Market.

Opium—Is in a strong position at unchanged prices.

Morphine—Is steady.

Quinine—Is in good demand and prices are firm.

Citric Acid—Manufacturers have again advanced the price. There is a good demand and the market is firm.

Cocaine—The price continues firm, with prospects of an early advance.

Coca Butter—Has advanced abroad and in this country, owing to scarcity.

Oil Cloves—Is very firm, owing to the advance in the spice, and is advancing.

Canary Seed—Has advanced at Smyrna and is higher here.

Spices—Are all very firm. Cloves have advanced.

Linseed Oil—Is very irregular, the National Co.'s price being 2@3c above outside crushers. It is almost impossible to name a price for different brands.

### For Lime in the Eye.

In cases where lime is accidentally introduced into the eye the use of water should be avoided. The best thing for washing out the eye is a pure heavy petroleum oil. The use of a few drops of syrup has also been recommended, the object being to form a soluble compound with the remaining particles of lime.

### Missouri Druggists Take Summary Action.

Sedalia, Mo., Aug. 10.—At a meeting of the Pettis County, Missouri, Retail Druggists' Association, the following resolutions were adopted and a committee instructed to send copies throughout the State to retail druggists and drug trade journals, requesting their co-operation in resisting the demands of such manufacturers of patent medicines as have advanced their prices on account of the war revenue tax:

Fearing that an overwhelming calamity is threatening the retail druggists, unless a united action be taken at once to counteract the influence, wealth and mercantile prestige of the manufacturers of patent medicines and proprietary articles, the following is submitted:

Whereas, Many manufacturers of patent medicines have advanced the price of their products, not only to the extent of the war revenue tax, but demand a profit of from 100 to 200 per cent. for their investment in the stamps, and forced upon the retailer more than his share of the war tax burden; therefore, be it

Resolved, That we feel that such manufacturers are the natural enemy and by their action have incurred the contempt of the retail druggists throughout the land. That other manufacturers have as striking contrast shown commendable liberality and good business policy by assuming the cost of the revenue stamp, thereby proving their friendship to the retail dealer and consumer.

We, the undersigned, retail druggists of Sedalia and Pettis County, Missouri, promise and agree on our word of honor, that after August 25, 1898, we will discontinue to carry in stock, or in any way handle the medicines or advertising matter of such concern whose list price does not afford the retail druggist a decent profit. Recommending that such preparations as are sold or listed above the following schedule be returned to the jobber and not to be carried in stock, under a forfeiture of fifty dollars for violation of this agreement:

8 75 per dozen for.....	10 cent goods.
1 10 per dozen for.....	15 cent goods.
2 00 per dozen for.....	25 cent goods.
4 00 per dozen for.....	50 cent goods.
6 00 per dozen for.....	75 cent goods.
8 00 per dozen for.....	1 00 goods.

We invite the co-operation of all local, county, state and other organizations, and suggest that they hold special meetings to act upon the matter and make an active fight for our rights against the avarice and greed of the manufacturer, and request drug trade journals to give publicity of the action of all individuals and organizations who are striving to maintain the rights of 40,000 or more retail druggists in the United States whose business and livelihood are in jeopardy.

### A Meal in a Capsule.

From the Army and Navy Journal.

The samples of various things devised for the comfort of soldiers and the models of implements to be used in warfare received by the President would, if placed on exhibition, eclipse the sights in the National Museum. The Secretary of the Navy is also deluged with all sorts of contrivances and devices, as well as samples of improved methods in cooking and clothing. In one of the rooms of the Navy Department are shown some of these "supplies," and they are more interesting to see than the famous Hotel Cluny in

Paris. One man has actually "bouillon capsules" that you swallow at one bolt, then drink some water, and lo and behold! your stomach is full of soup. Another genius has sent to the department specimen bottles of prepared castor oil to be used in connection with the edibles. A benevolent old gentleman of Pennsylvania sent a recipe—there are 16 pages of it—for preparing all kinds of food for soldiers sans teeth who have only their gums to depend upon and who must either swallow soup or starve. In the War Department the same story is told. One bright genius has put up specially prepared packages of paris green and wants Secretary Alger to require every soldier to carry one in his knapsack. The idea is that all the bugs of Cuba will thus be kept at bay—as if the troops were tomato plants. Some of the patent medicine men have evolved "yellow pills," which are warranted a sure cure for yellow fever. Then there are patent splints for setting broken limbs, which almost dispense with a doctor, and litters on wheels. This last invention is the work of a well-known artist—Mr. Remington. It is nothing more nor less than the ordinary bicycle wheel, carrying the framework for a cot, upon which the wounded is placed and pushed to the hospital. Another curious invention offered the Government is an apparatus for peering into the depths of the ocean to hunt for cables and keep a sharp lookout for submerged mines and torpedoes. The invention is called an "aquascope."

### The Tartar Emetic Case.

A Canadian case which has attracted much attention in the Dominion was argued before the Judicial Committee of the Privy Council in London on July 12, and decided on Tuesday last. It was a suit by a Dr. England, in behalf for himself and his infant son, against one Kerry and others, composing a firm of wholesale druggists in Montreal, for damages resulting from the death of Dr. England's wife. It appeared that the doctor ordered some bismuth from a druggist named Dart, who furnished a substance which he had purchased as bismuth from Kerry's firm; that the drug was administered to Mrs. England, who shortly afterward died, and that it was in fact tartar emetic instead of bismuth. Upon the trial a Montreal jury found that he lady's death was due to previous disease, "but was accelerated by the tartar emetic, though not to any appreciable extent," and they rendered a verdict of a thousand dollars in favor of the infant son. Neither side was satisfied with the result. Dr. England contended that the award was utterly inadequate, while the defendants insisted that the tartar emetic had nothing to do with Mrs. England's decease. The telegraphic announcement of the decision from London, however, indicates that the judgment rendered in the trial court has been in all respects sustained.

### Operations to Order.

Young Doctor—Patient out here wants to be operated on for appendicitis, but I don't believe he can stand it.

Old Doctor—Well, I suppose we can operate on him for something cheaper.

Woman is a delusion and a snare; yet man, poor man, loves to be snared by a delusion.

## AMERICAN PLAYING CARDS

### Best Value for the Money.

Quality and price put together are sure to win, and we have got them. No other line of playing cards offers the inducements that the American does.

Rover Playing Cards are the cheapest enameled card on the market, and at the price are without a competitor. Send for samples and prices.

THE AMERICAN PLAYING CARD CO.,  
KALAMAZOO, MICH.





## WHOLESALE PRICE CURRENT.

Advanced— Declined—			
<b>Acidum</b>			
Aceticum.....	60	8	
Benzoleum, German	70	75	
Boricæ.....	2	15	
Carbolicum.....	20	41	
Citricum.....	4	50	
Hydrochlor.....	3	5	
Nitricum.....	8	10	
Oxalicum.....	12	14	
Phosphorium, dil.	2	15	
Salicylicum.....	6	65	
Sulphuricum.....	13	5	
Tannicum.....	1	25	1 40
Tartaricum.....	38	40	
<b>Ammonia</b>			
Aqua, 16 deg.....	4	6	
Aqua, 20 deg.....	6	8	
Carbonas.....	12	14	
Chloridum.....	12	14	
<b>Aniline</b>			
Black.....	2	00	2 25
Brown.....	8	00	1 00
Red.....	45	50	
Yellow.....	2	50	3 00
<b>Baccæ.</b>			
Cubebæ.....	13	15	
Juniperus.....	6	8	
Xanthoxylum.....	25	30	
<b>Balsamum</b>			
Copaiba.....	52	54	
Peru.....	2	75	
Terebin, Canada.....	15	50	
Tolutan.....	50	55	
<b>Cortex</b>			
Abies, Canadian.....	18		
Cassia.....	12		
Cinchona Flava.....	18		
Eunomys atropurp.....	30		
Myrica Cerifera.....	30		
Prunus Virginiana.....	12		
Quillaja, gr'd.....	14		
Sassafras.....	12		
Ulmus.....	15		
<b>Extractum</b>			
Glycyrrhiza Glabra.....	24	25	
Glycyrrhiza, po.....	28	30	
Hæmatox, 15 lb box.....	11	12	
Hæmatox, 15 lb.....	13	14	
Hæmatox, 1/4s.....	14	15	
Hæmatox, 1/4s.....	16	17	
<b>Ferru</b>			
Carbonate Precip.....	15		
Citrate and Quinia.....	2	25	
Citrate Soluble.....	40		
Ferrocyanidum Sol.....	75		
Solut. Chloride.....	15		
Sulphate, com'l.....	15		
Sulphate, com'l, by.....	50		
Sulphate, pure.....	7		
<b>Flora</b>			
Arnica.....	12	14	
Antemhis.....	18	25	
Matricaria.....	30	35	
<b>Folia</b>			
Barosma.....	23	28	
Cassia Acutifol, Tin.....	18	25	
Cassia Acutifol, Alx.....	25	30	
Salvia officinalis, 1/4s.....	12	20	
Ura Ursi.....	8	10	
<b>Gummi</b>			
Acacia, 1st picked.....	2	65	
Acacia, 2d picked.....	2	45	
Acacia, 3d picked.....	2	35	
Acacia, sifted sorts.....	2	28	
Acacia, po.....	60	80	
Aloe, Barb. po. 18.....	12	20	
Aloe, Cape.....	12	12	
Aloe, Socotri.....	12	12	
Ammoniac.....	55	60	
Assafoetida.....	25	28	
Benzolium.....	50	55	
Catechu, is.....	12	13	
Catechu, 1/4s.....	12	14	
Catechu, 1/4s.....	12	16	
Camphoræ.....	38	42	
Euphorbium, po. 35.....	3	10	
Galbanum.....	65	70	
Gamboge po.....	3	30	
Gualacum.....	3	30	
Kino.....	3	30	
Mastic.....	2	40	
Myrrh.....	3	40	
Opi.....	3	40	
Shellac.....	40	45	
Shellac, bleached.....	40	45	
Tragacanth.....	50	80	
<b>Herba</b>			
Absinthium.....oz. pkg	25		
Eupatorium.....oz. pkg	20		
Lobelia.....oz. pkg	20		
Majorum.....oz. pkg	20		
Mentha Pip. oz. pkg.....	25		
Mentha Vir. oz. pkg.....	25		
Rue.....oz. pkg	35		
Tanacetum Voz. pkg.....	25		
Thymus, V. oz. pkg.....	25		
<b>Flagnesia.</b>			
Calcined, Pat.....	55	60	
Carbonate, Pat.....	20	22	
Carbonate, K. & M.....	20	25	
Carbonate, Jennings.....	35	36	
<b>Oleum</b>			
Absinthium.....	3	50	3 75
Amygdale, Dulc.....	30	50	
Amygdale, Amara.....	8	00	8 25
Anisi.....	2	1	2 20
Aurant Cortex.....	2	25	2 40
Cajuputi.....	3	00	3 30
Caryophylli.....	8	8	8
Cedari.....	35	65	
Chenopadi.....	2	75	
Cinnamomil.....	1	60	1 70
Cronella.....	4	50	50
<b>Conium Mac.</b>			
Copaiba.....	1	50	50
Cubeba.....	9	00	1 25
Exechthitos.....	1	00	1 10
Erigeron.....	1	00	1 10
Gaultheria.....	1	50	1 60
Geranium, ounce.....	2	75	
Gossippil, Sem. gal.....	50	60	
Hedeoma.....	1	00	1 10
Junipera.....	1	50	2 00
Lavendula.....	9	00	2 00
Limonis.....	1	30	1 50
Mentha Piper.....	1	60	2 20
Mentha Verid.....	1	60	2 30
Morruhe, gal.....	1	25	
Myrica.....	4	00	4 50
Olive.....	75	3	00
Picis Liquida.....	10	12	
Picis Liquida, gal.....	2	35	
Ricina.....	3	1	10
Rosmarini.....	2	1	00
Rose, ounce.....	6	50	8 50
Succini.....	40	45	
Sabina.....	9	00	1 00
Sassafras.....	2	50	7 00
Sinapis, ess., ounce.....	55	60	
Tigil.....	1	70	1 85
Thyme.....	40	50	
Thyme, opt.....	2	1	60
Theobromas.....	15	20	
<b>Potassium</b>			
Bi. Carb.....	15	18	
Bichromate.....	15	15	
Bromide.....	12	15	
Carb.....	12	15	
Chlorate.....po. 17	16	18	
Cyanide.....	35	40	
Potassa, Bitart, pure.....	2	30	2 65
Potassa, Bitart, com.....	15		
Potass Nitras, opt.....	10	12	
Potass Nitras.....	10	12	
Prussiate.....	20	25	
Sulphate po.....	15	18	
<b>Radix</b>			
Aconitum.....	20	25	
Altha.....	22	25	
Anchusa.....	10	12	
Arum po.....	2	25	
Calamus.....	20	40	
Gortiana.....po 15	12	15	
Glycyrrhiza.....pv. 15	16	18	
Hydrastis Canad.....	2	50	
Hydrastis Can., po.....	18	20	
Hellebore, Alba, po.....	15	20	
Inula, po.....	15	20	
Ipeca.....	2	80	3 00
Iris plox.....po 35	35	40	
Jalapa, pr.....	25	30	
Maranta, 1/4s.....	2	35	
Podophyllum, po.....	22	25	
Rhei, cut.....	75	100	
Rhei, pv.....	12	25	
Rhei, py.....	75	135	
Spigelia.....	35	38	
Sanguinaria.....po. 15	30	35	
Serpentaria.....	40	45	
Senega.....	40	45	
Similax, officialis H.....	2	40	
Smilax, M.....	2	25	
Scilla.....po. 35	10	12	
Symplocarpus, Fœtidus, po.....	2	25	
Valeriana, Eng. po. 30.....	2	25	
Valeriana, German.....	15	20	
Zingiber a.....	12	16	
Zingiber j.....	25	27	
<b>Semen</b>			
Anisum.....po. 15	2	12	
Apium (graveleons).....	13	15	
Bird, ls.....	4	6	
Carui.....po. 18	10	12	
Cardamon.....	1	25	1 75
Cannabis Sativa.....	8	10	
Cydonium.....	4	44	
Cenopodium.....	75	100	
Dipterix Odorate.....	1	80	1 90
Fœniculum.....	2	10	
Fœnugreek, po.....	7	9	
Lini.....	3	44	44
Lini, grd.....bbl. 34	4	44	
Lobelia.....	35	40	
Phalaris Canarian.....	4	44	
Rapa.....	4	5	
Sinapis Albu.....	9	10	
Sinapis Nigra.....	11	12	
<b>Spiritus</b>			
Frumenti, W. D. Co. 2.....	2	00	2 50
Frumenti, D. F. R. 2.....	2	00	2 25
Frumenti.....	1	25	1 50
Juniperi Co. O. T.....	1	65	2 10
Juniperis Co.....	1	75	3 50
Saacharum N. E.....	1	90	2 10
Spt. Vini Galli.....	1	75	6 50
Vini Oporto.....	1	75	6 50
Vini Alba.....	1	25	2 00
<b>Sponges</b>			
Florida sheeps' wool carriage.....	2	50	2 75
Nassau sheeps' wool carriage.....	2	00	
Velvet extra sheeps' wool, carriage.....	1	25	
Extra yellow sheeps' wool, carriage.....	1	00	
Grass sheeps' wool, carriage.....	1	00	
Hard, for slate use.....	2	75	
Yellow Reef, for slate use.....	1	40	
<b>Syrups</b>			
Acacia.....	2	50	
Aurant Cortex.....	2	50	
Zingib.....	2	50	
Perri lod.....	2	50	
Rhei Arom.....	2	50	
Smilax Officialis.....	50	60	
Senega.....	2	50	
Scilla.....	2	50	
<b>Scilla Co</b>			
Scilla.....	2	50	
Scilla.....	2	50	
Scilla.....	2	50	
<b>Tinctures</b>			
Aconitum Napellis R.....	2	50	
Aconitum Napellis F.....	2	50	
Aconitum.....	2	50	
Aloes and Myrrh.....	2	50	
Arnica.....	2	50	
Assafoetida.....	2	50	
Atrope Belladonna.....	2	50	
Auranti Cortex.....	2	50	
Benzoin.....	2	50	
Benzoin Co.....	2	50	
Barosma.....	2	50	
Cantharides.....	2	50	
Capsicum.....	2	50	
Cardamon.....	2	50	
Cardamon Co.....	2	50	
Castor.....	2	50	
Catechu.....	2	50	
Cinchona.....	2	50	
Cinchona Co.....	2	50	
Columba.....	2	50	
Cubeba.....	2	50	
Cassia.....	2	50	
Cassia Acutifol Co.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2	50	
Cassia.....	2</		

Morphia, S.P. & W.	2 55¢	2 80	Sinapis.....	②	18	Linseed, pure raw...	37	40
Morphia, S.N.Y. & Co.	2 45¢	2 70	Sinapis, opt.....	②	30	Linseed, boiled.....	39	42
Moschus Canton.	2 45¢	2 40	Snuff, Maccaboy, De	②	34	Neatfoot, winterstr	65	70
Myristica, No. 1.....	65¢	80	Snuff, Scott's, DeVo's	②	34	Spirits Turpentine..	34	40
Nux Vomica.....po.20	②	10	Soda Boras.....	9	11			
Os Sepia.....	15¢	18	Soda Boras, po.....	9	11			
Pepsin Saac, H. & P.			Soda et Potass Tart.	26¢	28	<b>Paints</b>		
D. Co.....	②	1 00	Soda, Carb.....	1 14¢	2	Red Venetian.....	1 14¢	2
Picls Liq. N.N. 1/2 gal.	②	1 00	Soda, Bl-Carb.....	3 1/2¢	5	Ochre, yellow Mars	1 1/2¢	2 1/2
Doz.....	②	2 00	Soda, Ash.....	3 1/4¢	4	Ochre, yellow Ber.	1 1/2¢	2 1/2
Picls Liq., quarts.....	②	2 00	Soda, Sulphas.....	②	2 60	Putty, commercial..	2 1/4¢	2 1/2
Picls Liq., pints.....	②	1 00	Spts. Cologne.....	②	60	Putty, strictly pure	2 1/4¢	2 1/2
Pil Hydrarg. po.. 50	②	50	Spts. Ether Co.....	50¢	65	Vermilion, Prime		
Piper Nigra.....po. 22	②	18	Spt. Myrcia Dom.....	②	52	American.....	1 1/2¢	15
Piper Alba.....po. 35	②	30	Spts. Vini Rect. bbl.	②	52	Vermilion, English..	70¢	75
Plix Burgun.....	②	7	Spts. Vini Rect. 5 bbl	②	2 52	Green, Paris.....	18 1/2¢	22
Plumbi Acet.....	10¢	12	Spts. Vini Rect. 10gal	②	2 61	Green, Peninsular..	1 1/2¢	18
Pulvis Ipecac et Opi	1 10¢	1 20	Spts. Vini Rect. 5gal	②	2 62	Lead, Red.....	55¢	63
Pyrethrum, boxes H.			Less 5c gal. cash 10 days.			Lead, white.....	53¢	63 1/2
& P. D. Co., doz.....	②	1 25	Strychnia, Crystal..	1 40¢	1 45	Whiting, white Span		
Pyrethrum, pv.....	25¢	30	Sulphur, Subl.....	3 1/4¢	4 1/2	Whiting, gliders.....	②	70
Quinia, S.P. & W.	2 6¢	30	Sulphur, Roll.....	3 1/4¢	4	White, Paris Amer..	②	1 00
Quinia, S. P. & W.	2 6¢	31	Tamarinds.....	②	30	Whiting, Paris Eng.		
Quinia, S. German..	2 2¢	32	Terebenth Venice.....	②	30	cliff.....	②	10
Quinia, N. Y.....	2 2¢	34	Theobroma.....	4 1/2¢	48	Universal Prepared..	1 00¢	1 15
Rubia Tinctorum.....	12¢	14	Vanilla.....	9 00¢	16 00			
Saccharum Lactis pv	1 1/2¢	20	Zinc Sulph.....	7¢	8	<b>Varnishes</b>		
Salacin.....	3 00¢	3 10				No. 1 Turp Coach...	1 10¢	1 20
Sanguis Draconis..	40¢	50	<b>Oils</b>			Extra Turp.....	1 60¢	1 70
Sapo, W.....	12¢	14	Whale, winter.....	70	70	Coach Body.....	2 75¢	3 00
Sapo, M.....	10¢	12	Lard, extra.....	50	60	No. 1 Turp Furn.....	1 00¢	1 10
Sapo, G.....	②	15	Lard, No. 1.....	40	45	Extra Turp Damar..	1 55¢	1 60
Sedlitz Mixture.....	20	22				Jap. Dryer, No.1 Turp	70¢	75

# POCKET BOOKS AND PURSES

We shall sample in a few days a large and well assorted line of

## Ladies' Pocket Books

## Ladies' Purses

## Gentlemen's Pocket Books

## Gentlemen's Purses

And invite your inspection and order.





**Hazeltine & Perkins  
Drug Co.**

GRAND RAPIDS, MICH.



# 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.

<b>AXLE GREASE.</b> doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 4 00 Frazer's.....75 9 00 I. L. Golden, tin boxes 75 9 00 Nica, tin boxes.....75 9 00 Paragon.....55 6 00 <b>BAKING POWDER.</b> <b>Absolute.</b> 1 lb cans doz.....45 1 lb cans doz.....55 1 lb cans doz.....1 50 <b>Acme.</b> 1 lb cans 3 doz.....45 1 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 <b>Bulk.</b> 6 oz. Eng. Tumblers.....85 <b>Arctic.</b> 1 lb cans per doz.....75 1 lb cans per doz.....1 20 1 lb cans per doz.....2 00 <b>Home.</b> 1 lb cans 4 doz case.....35 1 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90 <b>JAXON</b> 1 lb cans, 4 doz case.....45 1 lb cans, 4 doz case.....85 1 lb cans, 2 doz case.....1 60 <b>Jersey Cream.</b> 1 lb cans, per doz.....2 00 9 oz. cans, per doz.....1 25 6 oz. cans, per doz.....85 <b>Our Leader.</b> 1 lb cans.....45 1 lb cans.....75 1 lb cans.....1 50 <b>Peerless.</b> 1 lb cans.....85 <b>Queen Flake.</b> 3 oz., 6 doz. case.....2 70 6 oz., 4 doz. case.....3 20 9 oz., 4 doz. case.....4 80 1 lb., 2 doz. case.....4 00 5 lb., 1 doz. case.....9 00 <b>BATH BRICK.</b> American.....70 English.....80 <b>BLUING.</b> <b>CONDENSED PEARL BLUING</b> Small, 3 doz.....40 Large, 2 doz.....75 <b>BROOMS.</b> 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 <b>CANDLES.</b> 88.....7 165.....8 Paraffine.....8 <b>CANNED GOODS.</b> <b>Lanitoroc Peas.</b> Lakeside Marrowfat.....95 Lakeside E. J.....1 15 Lakeside, Cham. of Eng.....1 20 Lakeside, Gem. Ex. Sifted.....1 45 Extra Sifted Early June.....1 75 <b>CATSUP.</b> Columbia, pints.....2 00 Columbia, 4 pints.....1 25 <b>CHEESE</b> Acme.....@ 10 Amboy.....@ 9 1/2 Butternut.....@ 9 Carson City.....@ 9 Emblem.....@ 10 Gem.....@ 10 1/2 Ideal.....@ 10 Jersey.....@ 9 1/2 Lenawee.....@ 8 Riverside.....@ 10 Sparta.....@ 8 1/2 Springdale.....@ 8 1/2 Brick.....@ 11 Edam.....@ 7 Leliden.....@ 17 Limburger.....@ 12 Pineapple.....@ 50 Sap Sago.....@ 17 <b>Chicory.</b> Bulk.....5 Red.....7 <b>CHOCOLATE.</b> Walter Baker & Co.'s.....23 German Sweet.....34 Premium.....34 Breakfast Cocoa.....45	<b>CLOTHES LINES.</b> Cotton, 40 ft. per doz.....1 00 Cotton, 50 ft. per doz.....1 20 Cotton, 60 ft. per doz.....1 40 Cotton, 70 ft. per doz.....1 60 Cotton, 80 ft. per doz.....1 80 June, 60 ft. per doz.....80 June, 72 ft. per doz.....95 <b>COCOA SHELLS.</b> 20 lb bags.....2 1/2 Less quantity.....3 Pound packages.....4 <b>CREAM TARTAR.</b> 5 and 10 lb. wooden boxes.....30-35 <b>COFFEE.</b> <b>Green.</b> Rio.....9 Fair.....10 Good.....10 Prime.....11 Golden.....12 Peaberry.....13 <b>Santos.</b> Fair.....12 Good.....13 Prime.....14 Peaberry.....15 <b>Mexican and Guatemala.</b> Fair.....13 Good.....16 Prime.....17 <b>Maracaibo.</b> Prime.....19 Milled.....20 <b>Java.</b> Interior.....19 Private Growth.....20 Mandealing.....21 <b>Mocha.</b> Arabian.....22 Imitation.....20 <b>Roasted.</b> Clark-Jewell-Well's Co.'s Brands Fifth Avenue.....26 Jewell's Arabian Mocha.....24 Wells' Mocha and Java.....24 Wells' Perfection Java.....24 Sencabot.....21 Breakfast Blend.....18 Valley City Maracaibo.....18 1/2 Ideal Blend.....14 Leader Blend.....12 <b>Package.</b> 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, also 1/2 c a lb. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. Arbuckle.....10 50 Jersey.....9 50 McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. <b>Extract.</b> Valley City 1/4 gross.....7 1/2 Felix 1/4 gross.....1 1/2 Hummel's foil 1/4 gross.....1 1/2 Hummel's tin 1/4 gross.....1 1/2 <b>CLOTHES PINS.</b> 5 gross boxes.....40 <b>CONDENSED MILK.</b> 4 doz in case. Gall Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Memorial.....4 25 Challenge.....3 35 Dime.....3 35 <b>COUPON BOOKS.</b> <b>Tradesman Grade.</b> 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 <b>Economic Grade.</b> 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 <b>Superior Grade.</b> 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 <b>Coupon Pass Books.</b> Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1000 books.....17 50	 <b>Universal Grade.</b> 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 <b>Credit Checks.</b> 500, any one denom'n.....3 00 1000, any one denom'n.....5 00 2000, any one denom'n.....8 00 Steel punch.....75 <b>DRIED FRUITS—DOMESTIC</b> <b>Apples.</b> Sundried.....@ 5 Evaporated 50 lb boxes.....@ 8 <b>California Fruits.</b> Apricots.....@ 7 1/2 Blackberries.....@ 7 1/2 Nectarines.....@ 7 1/2 Peaches.....@ 7 1/2 Pears.....@ 7 1/2 Pitted Cherries.....@ 7 1/2 Prunelles.....@ 7 1/2 Raspberries.....@ 7 1/2 100-120 25 lb boxes.....@ 5 90-100 25 lb boxes.....@ 5 80-90 25 lb boxes.....@ 5 1/2 70-80 25 lb boxes.....@ 5 1/2 60-70 25 lb boxes.....@ 5 1/2 50-60 25 lb boxes.....@ 5 1/2 40-50 25 lb boxes.....@ 5 1/2 30-40 25 lb boxes.....@ 5 1/2 1/2 cent less in 50 lb cases <b>Raisins.</b> London Layers 3 Crown.....1 45 London Layers 4 Crown.....1 55 Dehesias.....3 1/2 Loose Muscatels 2 Crown.....3 1/2 Loose Muscatels 3 Crown.....4 1/2 Loose Muscatels 4 Crown.....5 1/2 <b>FOREIGN.</b> <b>Currents.</b> Patras bbis.....@ 7 1/2 Vostizas 50 lb cases.....@ 7 1/2 Cleaned, bulk.....@ 8 1/2 Cleaned, packages.....@ 8 1/2 <b>Tea.</b> Citron American 10 lb bx.....@ 13 Lemon American 10 lb bx.....@ 12 Orange American 10 lb bx.....@ 12 <b>Raisins.</b> Ondura 28 lb boxes.....@ 8 1/2 Sultans 1 Crown.....@ 7 1/2 Sultans 2 Crown.....@ 7 1/2 Sultans 3 Crown.....@ 7 1/2 Sultans 4 Crown.....@ 7 1/2 Sultans 5 Crown.....@ 7 1/2 Sultans 6 Crown.....@ 7 1/2 Sultans package.....@ 7 1/2 <b>FARINACEOUS GOODS.</b> <b>Farina.</b> 24 lb. packages.....1 50 Bulk, per 100 lbs.....3 50 <b>Grits.</b> Walsh-DeRoo Co.'s Brand.  24 lb. packages.....2 00 100 lb. kegs.....3 00 200 lb. barrels.....5 75 <b>Hominy.</b> Barrels.....2 50 Flake, 50 lb. drums.....1 00 <b>Beans.</b> Dried Lima.....3 1/2 Medium Hand Picked.....3 1/2 <b>Maccaroni and Vermicelli.</b> Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 <b>Pearl Barley.</b> Common.....1 00 Chester.....2 25 Empire.....3 00 <b>Peas.</b> Green, bu.....95 Split, per lb.....2 1/2 <b>Rolls Oats.</b> Rolled Avena, bbl.....4 25 Monarch, bbl.....3 80 Monarch, 1/2 bbl.....2 05 Monarch, 90 lb sacks.....1 55 Quaker, cases.....3 20 Huron, cases.....1 75 <b>Sago.</b> German.....4 East India.....3 1/2 <b>Tapoca.</b> Flake.....3 1/2 Pearl.....3 1/2 Anchor, 40 lb. pkgs.....5 <b>Wheat.</b> Cracked, bulk.....3 1/2 24 lb packages.....2 50	<b>Salt Fish.</b> <b>Cod.</b> Georges cured.....@ 4 Georges genuine.....@ 5 Georges selected.....@ 5 1/2 Strips or brucks.....6 @ 9 <b>Herring.</b> Holland white hoops, bbl.....2 75 Holland white hoop 1/2 bbl.....1 30 Holland, 1/4 bbl.....30 Holland white hoop, keg.....85 Norwegian.....2 75 Round 100 lbs.....1 30 Round 40 lbs.....18 Scaled.....18 <b>Mackerel.</b> Mess 100 lbs.....15 00 Mess 40 lbs.....6 30 Mess 10 lbs.....1 65 Mess 8 lbs.....1 35 No. 1 100 lbs.....13 25 No. 1 40 lbs.....5 80 No. 1 10 lbs.....1 48 No. 1 8 lbs.....1 20 No. 2 100 lbs.....8 50 No. 2 40 lbs.....3 70 No. 2 10 lbs.....1 00 No. 2 8 lbs.....83 <b>Trout.</b> No. 1 100 lbs.....5 25 No. 1 40 lbs.....2 40 No. 1 10 lbs.....68 No. 1 8 lbs.....57 <b>Whitefish.</b> No. 1 No. 2 Fam 100 lbs.....6 65 2 25 40 lbs.....3 00 1 20 10 lbs.....81 38 8 lbs.....88 33 <b>FLAVORING EXTRACTS.</b>  <b>Jennings's.</b> D. C. Vanilla.....2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....3 00 No. 8 4 00 No. 10 6 00 No. 2 T. 25 No. 3 T. 20 No. 4 T. 20 No. 4 T. 50 D. C. Lemon.....2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....3 00 No. 8 4 00 No. 10 6 00 No. 2 T. 25 No. 3 T. 20 No. 4 T. 20 No. 4 T. 50 <b>Northrop Brand.</b> 2 oz. Taper Panel.....Lem. Van. 1 20 2 oz. Oval.....1 20 3 oz. Taper Panel.....1 35 2 00 4 oz. Taper Panel.....1 60 2 25 <b>Souders'.</b> Oval bottle, with corkscrew. Best in the world for the money.  <b>Regular Grade Lemon.</b> 2 oz.....1 20 4 oz.....2 40 <b>XX Grade Lemon.</b> 2 oz.....1 50 4 oz.....3 00 <b>Regular Vanilla.</b> 2 oz.....1 20 4 oz.....2 40 <b>XX Grade Vanilla.</b> 2 oz.....1 50 4 oz.....3 00 <b>HERBS.</b> Sage.....15 Hops.....15 <b>INDIGO.</b> Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50	<b>GUNPOWDER.</b> <b>Rifle—Dupont's.</b> Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb. cans.....30 1/2 lb. cans.....18 <b>Choke Bore—Dupont's.</b> Kegs.....4 25 Half Kegs.....2 40 Quarter Kegs.....1 35 1 lb. cans.....34 <b>Eagle Duck—Dupont's.</b> Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb. cans.....45 <b>JELLY.</b> 15 lb pails.....35 30 lb pails.....65 <b>LYE.</b> Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 <b>LICORICE.</b> Pure.....30 Calabria.....25 Sicily.....14 Root.....10 <b>MINCE MEAT.</b> Ideal, 3 doz. in case.....2 25 <b>HATCHES.</b> Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 <b>MOLASSES.</b> <b>New Orleans.</b> Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 @ 25 Half-barrels 2c extra. <b>MUSTARD.</b> Horse Radish, 1 doz.....1 75 Horse Radish, 2 doz.....3 50 Bayle's Celery, 1 doz.....1 75 <b>PIPES.</b> Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....85 <b>POTASH.</b> 48 cans in case. Babbitt's.....4 00 Penna Salt Co.'s.....3 00 <b>PICKLES.</b> <b>Medium.</b> Barrels, 1,200 count.....5 50 Half bbls, 600 count.....3 00 <b>Small.</b> Barrels, 2,400 count.....6 00 Half bbls 1,200 count.....3 10 <b>RICE.</b> <b>Domestic.</b> Carolina head.....6 1/2 Carolina No. 1.....5 Carolina No. 2.....4 Broken.....3 1/2 <b>Imported.</b> Japan, No. 1.....6 1/2 Japan, No. 2.....6 Java, fancy head.....6 Java, No. 1.....5 1/2 Table.....5 1/2 <b>SALERATUS.</b> Packed 60 lbs. in box. Church's.....3 30 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 00 <b>SODIO</b> 60 lb. case \$3.15 <b>SAL SODA.</b> Granulated, bbls.....75 Granulated, 100 lb cases.....9 1/2 Lump, bbls.....75 Lump, 145 lb kegs.....85 <b>SNUFF.</b> Scotch, in bladders.....3 Maccaboy, in jars.....3 French Rappee, in jars.....4 1/2	<b>SEEDS.</b> Anise.....9 Canary, Smyrna.....3 1/2 Caraway.....8 Cardamon, Malabar.....6 1/2 Celery.....11 Hemp, Russian.....3 1/2 Mixed Bird.....4 1/2 Mustard, white.....5 Poppy.....10 Rape.....3 1/2 Cattle Bone.....20 <b>SALT.</b> <b>Diamond Crystal.</b> Table, cases, 24 3-lb boxes.....1 50 Table, barrels, 100 3 lb bags.....2 75 Table, barrels, 40 7 lb bags.....2 40 Butter, barrels, 280 lb. bulk.....2 25 Butter, barrels, 20 14 lb bags.....2 50 Butter, sacks, 28 lbs.....25 Butter, sacks, 56 lbs.....55 <b>Common Grades.</b> 100 3 lb sacks.....1 90 60 5-lb sacks.....1 75 28 10-lb sacks.....1 60 <b>Worcester.</b> 50 4 lb. cartons.....3 25 115 2 1/2 lb. sacks.....4 00 60 5 lb. sacks.....3 75 22 14 lb. sacks.....3 50 30 10 lb. sacks.....3 50 28 lb. linen sacks.....32 56 lb. linen sacks.....60 Bulk in barrels.....2 50 <b>Warsaw.</b> 56-lb dairy in drill bags.....30 28-lb dairy in drill bags.....15 <b>Ashton.</b> 56-lb dairy in linen sacks.....60 <b>Higgins.</b> 56-lb dairy in linen sacks.....60 <b>Solar Rock.</b> 56-lb sacks.....24 <b>Common.</b> Granulated Fine.....70 Medium Fine.....70 <b>SOAP.</b> Gast & Pulte's Brands. White Rose, 100 bars, 7 1/2 lbs.....2 75 White Rose, 5 box lot.....2 60 White Rose, 10 b x lot.....2 50 G. & P.'s Leader, 100 bars.....2 10 G. & P.'s Leader, 5 box lot.....2 40 G. & P.'s Leader, 10 box lot.....2 30 <b>JAXON</b> Single box.....2 75 5 box lots, delivered.....2 70 10 box lots, delivered.....2 65 <b>JAS. S. KIRK &amp; CO.'S BRANDS.</b> American Family, wrp'd.....2 66 Dome.....2 75 Cabinet.....2 20 Savon.....2 50 White Russian.....2 35 White Cloud, laundry.....6 25 White Cloud, toilet.....3 50 Dusky Diamond, 50 6 oz.....2 10 Dusky Diamond, 50 8 oz.....2 10 Blue India, 100 1/2 lb.....3 00 Kirkline.....3 50 Eos.....2 50 Schulte Soap Co.'s Brand. <b>CLYDESDALE</b> 100 cakes, 75 lbs. Single box.....2 80 5 box lots.....2 75 10 box lots.....2 70 25 box lots.....2 60 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 05 <b>Scouring.</b> Sapallo, kitchen, 3 doz.....2 40 Sapallo, hand, 3 doz.....2 40 <b>SODA.</b> Boxes.....5 1/2 Kegs, English.....4 1/2
--	---	---	---	---	---



## SPICES.

Whole Sifted.	
Allspice	13
Cassia, China in mats	12
Cassia, Batavia in bund.	25
Cassia, Saigon in rolls	32
Cloves, Amboyana	14
Cloves, Zanzibar	12
Mace, Batavia	35
Nutmegs, fancy	60
Nutmegs, No. 1	50
Nutmegs, No. 2	45
Pepper, Singapore, black	11
Pepper, Singapore, white	12
Pepper, shot	12

## Pure Ground in Bulk.

Allspice	15
Cassia, Batavia	3
Cassia, Saigon	40
Cloves, Zanzibar	14
Ginger, African	10
Ginger, Ceylon	18
Ginger, Jamaica	23
Mace, Batavia	35
Mustard	12@18
Nutmegs	40@60
Pepper, Sing. black	12
Pepper, Sing. white	20
Pepper, Cayenne	25
Sage	15

## SYRUPS.

Corn.	15
Half bbls.	17
Pure Cane.	
Fair	10
Good	20
Choice	25

## STARCH.



## Kingsford's Corn.

40 1-lb packages	6
20 1-lb packages	6 1/4

## Kingsford's Silver Gloss.

40 1-lb packages	6 1/4
6-lb boxes	7

## Diamond.

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

## Common Corn.

20 1-lb. packages	5
40 1-lb. packages	4 1/4

## Common Gloss.

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

## STOVE POLISH.



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

## SUGAR.

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

Domino	5 88
Cut Loaf	5 88
Crushed	5 88
Cubes	5 63
Powdered	5 63
XXXX Powdered	5 69
Granulated in bbls.	5 38
Granulated in bags	5 38
Fine Granulated	5 38
Extra Fine Granulated	5 50
Extra Coarse Granulated	5 50
Mould A	5 63
Diamond Confection A	5 38
Confection Standard A	5 25
No. 1	5 06
No. 2	5 06
No. 3	5 06
No. 4	5 00
No. 5	4 94
No. 6	4 88
No. 7	4 81
No. 8	4 75
No. 9	4 63
No. 10	4 63
No. 11	4 63
No. 12	4 50
No. 13	4 44
No. 14	4 38
No. 15	4 31
No. 16	4 25

## TOBACCOES.

## Cigars.

Clark-Jewell-Well Co.'s brand.	
New Brick	33 00
H. & P. Drug Co.'s brand.	
Quintette	35 00

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



S. C. W.

## Rube Bros. Co.'s Brands.

Double Eagle's, 6 sizes	55@70 00
Gen. Maceo, 5 sizes	55@70 00
Mr. Thomas	35 00
Cuban Hand Made	35 00
Crown Five	25 00
Sir William	35 00
Club Five	35 00
Gen. Grant and Lee	35 00
Little Peggy	35 00
Signal Five	35 00
Knights of Pythias	35 00
Key West Pythias, 2 sz	55@60 00

## TABLE SAUCES.

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

## VINEGAR.

Malt White Wine, 40 grain	6
Malt White Wine, 80 grain	9
Pure Cider	10
Pure Cider, Leroux	11
Pure Cider, Genesee	11
Pure Cider, Robinson	11

## WICKING.

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

## Crackers.

The National Biscuit Co. quotes as follows:

## Butter.

Seymour XXX	5 1/2
Seymour XXX, 3 lb. carton	6 1/4
Family XXX	5 1/2
Salted XXX	5 1/2
New York XXX	5 1/2
Wolverine	6 1/4
Boston	7 1/2

## Soda.

Soda XXX	6 1/4
Soda XXX, 3 lb. carton	6 1/4
Soda, City	6 1/4
Long Island Wafers	11
L. I. Wafers, 1 lb. carton	12
Zephyrette	10

## Oyster.

Saltine Wafer	5 1/4
Saltine Wafer, 1 lb. carton	6 1/4
Farina Oyster	5 1/4
Extra Farina Oyster	6 1/4

## SWEET GOODS—Boxes.

Animals	10 1/4
Beut's Water	15
Cocoanut Taffy	10
Coffee Cake, Java	10
Coffee Cake, Iced	10
Cracknells	15 1/2
Cubans	11 1/2
Frosted Cream	9
Ginger Gems	8
Ginger Snaps, XXX	7 1/4
Graham Crackers	8
Graham Wafers	10
Grand Ma Cakes	9
Imperial	8
Jumoles, Honey	11 1/2
Marshmallow	15
Marshmallow Creams	16
Marshmallow Walnuts	16
Mich. Frosted Honey	12 1/2
Molasses Cakes	8
Newton	12
Nic Nacs	8
Orange Gems	8
Penny Assorted Cakes	8 1/4
Pretzels, hand made	8
Sears' Lunch	7 1/4
Sugar Cake	8
Sugar Squares	9
Vanilla Wafers	14
Sultanias	12 1/4

## Oils.

## Barrels.

Eocene	11 1/4
XXX W. W. Mich. Hdt	9 1/4
W. W. Michigan	8 1/4
Diamond White	7 1/4
D. S. Gas	6 1/4
Deo. Naptha	7
Cylinder	25
Engine	11
Black winter	9

## Candies.

## Stick Candy.

Standard	bbls. pails
Standard H. H.	6 1/4@7
Standard Twist	6 @ 8
Cut Loaf	@ 8 1/2

Jumbo, 32 lb	@ 6 1/2
Extra H. H.	@ 8 1/2
Boston Cream	@

## Mixed Candy.

Grocers	@ 6
Competition	@ 7
Standard	@ 7 1/2
Conservé	@ 7 1/2
Royal	@ 8 1/2
Broken	@ 8 1/2
Cut Loaf	@ 8 1/2
English Rock	@ 8 1/2
Kindergarten	@ 8 1/2
French Cream	@ 8 1/2
Dandy Pan	@ 10
Valley Cream	@ 12

## Fancy-In Bulk.

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

## Fancy-In 5 lb. Boxes.

Lemon Drops	@ 50
Sour Drops	@ 50
Peppermint Drops	@ 50
Chocolate Drops	@ 60
H. M. Choc. Drops	@ 75
Gum Drops	@ 30
Licorice Drops	@ 75
A. B. Licorice Drops	@ 50
Lozenges, plain	@ 50
Lozenges, printed	@ 50
Imperials	@ 50
Motives	@ 55
Cream Bar	@ 50
Molasses Bar	@ 50
Hand Made Creams	80 @ 1 00
Plain Creams	60 @ 50
Decorated Creams	@ 90
String Rock	@ 60
Burnt Almonds	1 25 @ 60
Wintgreen Berries	@ 60

## Caramels.

No. 1 wrapped, 2 lb. boxes	@ 35
No. 1 wrapped, 3 lb. boxes	@ 50
No. 2 wrapped, 2 lb. boxes	@

## Fruits.

## Oranges.

Medt Sweets	@ 3 00
Late Valencia	@ 3 50

## Lemons.

Strictly choice 300s.	@ 5 00
Strictly choice 300s.	@ 5 00
Fancy 300s or 300s.	@ 5 50
Ex-Fancy 300s	@ 6 0
Ex-Fancy 360s	@ 6 00

## Bananas.

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

## Foreign Dried Fruits.

Choice, 10 lb boxes.	@
Extra choice, 14 lb boxes.	@
Fancy, 12 lb boxes.	@ 15
Imperial Mikados, 18 lb boxes.	@
Pulled, 6 lb boxes.	@
Naturals, in bags.	@ 6 1/2

## Dates.

Fards in 10 lb boxes	@ 8
Fards in 60 lb cases	@ 6
Pecans, G. M's.	@ 5
10 cases, new	@ 6
Safrs, 60 lb cases.	@ 4 1/2

## Nuts.

Almonds, Tarragona	@ 13
Almonds, Ivaca	@
Almonds, California, soft shelled	@ 13
Pilberts	@ 7 1/2
Walnuts, Greenobles	@ 13
Walnuts, Calif No. 1	@ 10
Walnuts, soft shelled	@
Calif	@ 10
Table Nuts, fancy	@ 10
Table Nuts, choice	@ 10
Pecans, Med.	@ 8
Pecans, Ex. Large	@ 12
Pecans, Jumbos	@ 12
Hickory Nuts per bu.	@
Ohio, new	@ 1 60
Cocoanuts, full sacks	@ 3 50

## Peanuts.

Fancy, H. P. Suns.	@ 7
Fancy, H. P. Flags	@ 7
Roasted	@ 7
Choice, H. P. Extras.	@ 4 1/2
Choice, F. P. Extras.	@ 4 1/2
Roasted	@ 5 1/4

## Grains and Feedstuffs

## Wheat.

Wheat..... 65

## Winter Wheat Flour.

## Local Brands.

Patents	4 50
Second Patent	4 00
Straight	3 80
Clear	3 30
Graham	3 75
Buckwheat	4 00
Rye	3 50
Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	
Ball-Barnhart-Putman's Brand	
Diamond, 1/2s.	4 00
Diamond, 1/4s.	4 00
Diamond, 1/8s.	4 00
Worden Grocer Co.'s Brand.	
Quaker, 1/2s.	3 90
Quaker, 1/4s.	3 90
Quaker, 1/8s.	3 90

## Spring Wheat Flour.

Clark-Jewell-Well Co.'s Brand.	
Pillsbury's Best 1/2s.	4 90
Pillsbury's Best 1/4s.	4 80
Pillsbury's Best 1/8s.	4 70
Pillsbury's Best 1/4s paper.	4 70
Pillsbury's Best 1/8s paper.	4 70
Ball-Barnhart-Putman's Brand.	



Duluth Imperial, 1/2s.	4 75
Duluth Imperial, 1/4s.	4 65
Duluth Imperial, 1/8s.	4 55

Lemon &amp; Wheeler Co.'s Brand.

Gold Medal 1/2s.	4 75
Gold Medal 1/4s.	4 65
Gold Medal 1/8s.	4 55
Parisian, 1/2s.	4 75
Parisian, 1/4s.	4 65
Parisian, 1/8s.	4 55

## Olney &amp; Judson's Brand.

Ceresota, 1/2s.	5 00
Ceresota, 1/4s.	4 90
Ceresota, 1/8s.	4 80

## Worden Grocer Co.'s Brand.

Laurel, 1/2s.	5 1 1/2
Laurel, 1/4s.	5 00
Laurel, 1/8s.	4 90

## Meal.

Bolted	1 90
Granulated	2 10

## Feed and Millstuffs.

St. Car Feed, screened	17 00
No. 1 Corn and Oats	16 50
Unbolted Corn Meal	15 50
Winter Wheat Bran	14 00
Winter Wheat Middlings	15 50
Screenings	16 00

## Corn.

Car lots	35 1/2
Less than car lots	40

## Oats.

Car lots	27
Carlots, clipped	29
Less than car lots	32

## Hay.

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

## Fish and Oysters

## Fresh Fish.

Whitefish	Per lb.
Trout	@ 8
Black Bass	@ 8
Halibut	@ 15
Cleasies or Herring	@ 4
Bluefish	@ 10
Live Lobster	@ 16
Boiled Lobster	@ 18
Cod	@ 10
Haddock	@ 8
No. 1 Pickerel	@ 8
Pike	@ 7
Perch	@ 4
Smoked White	@ 8
Red Snapper	@ 10
Col River Salmon	@ 12
Mackerel	@ 18

## Oysters in Cans.

F. H. Counts	@ 40
--------------	------

## Shell Goods.

Oysters, per 100	1 25 @ 50
Clams, per 100	2 1 25

## Provisions.

Swift &amp; Company quote as follows:

## Barreled Pork.

Mess	9 75
Back	11 00
Clear back	10 75
Short cut	10 50
Pig	14 50
Bean	9 50
Family	10 50

## Dry Salt Meats.

Bellies	6 1/4
Briskets	6
Extra shorts	6
Smoked Meats.	



## MILLIONS IN MINES.

## Graphic Glimpse at the Prosperity of the Copper Country.

Houghton, Aug. 13—Last week was a red letter one in the history of this town, made so by the fourth annual tournament of the Upper Peninsular Firemen's Association. Standing room was at a premium. Visitors had to overflow into Hancock, across the narrow Portage Lake; and the location of the two towns, built on a side hill, made it necessary for people to promenade one street principally, which made the jam more noticeable.

Three months ago Houghton was an ordinary Lake Superior town void of undue restrictions. Somebody put the sheriff's cow in pound and, to retaliate, he ordered every saloon closed according to law. Several found, to their sorrow, that for a time drinks out of hours were at a premium, but with the advent of the firemen, all was changed. For a week all the fakirs known to man were at hand. One could run up against any known gambling game. In one saloon building were three bars where the various drinks were dispensed to the music produced by two colored "professors." The accompaniment was one roulette table, three crap tables and others in sight that your ignorant scribe cannot name. All saloons were open day and night and a bilious time was indulged in. A "midway" was established, where the tented frauds held sway.

The next annual "let loose" convention will be held at Marquette. It is assured all visitors that a glorious time will be had then without fear of being run in, as a movement is already on foot to send to Klondike the gentlemen of Marquette who make it their business to watch all doors of saloons whenever a Sunday excursion comes to town.

The committee in charge of the tournament at Houghton compiled a lot of interesting facts about Houghton county in the program they issued, a few of which I reproduce as follows:

If in September, 1893, you had bought Calumet & Hecla stock at \$247, you could now sell it at \$575, and clean up a profit of 133 per cent. on the investment, besides having received 12 per cent. interest by way of dividends paid in the meantime.

If you had bought Tamarack stock at \$64 per share, you might sell it now at \$157.

If you had bought Quincy stock for \$80 you would have since received another share for \$25 and could sell the two shares for \$115 each for what cost \$105, besides having dividends of from 10 to 20 per cent. per annum on the money invested.

Osceola stock sold for \$20 a share in September, 1893, and is now worth \$50. Atlantic stock was \$7 a share five years ago. It is now worth four times as much.

Wolverine stock was worth 75 cents a share five years ago. An assessment of one dollar per share has since been paid and the shares are now worth over \$24, a profit of 1,400 per cent. to those who bought then and still hold the stock.

Allouez stock sold at 50 cents last year. People are now paying \$4 for it. Arnold stock sold at \$1.50 last year. It is now \$15.

Centennial sold for \$2.50 last year. It is now worth seven times as much.

People who thought Baltic too high at \$7 last winter have since paid \$24 for it.

Humbolt stock was 15 cents last year. It is now \$4.75—an increase of 3,500 per cent. in one year.

The world's production of copper in 1896 was 373,208 net tons, of which the United States furnished 203,893 tons; Spain, 53,325 tons; Chili, 23,500 tons; Japan, 21,000 tons; Germany, 19,065 tons; Australia, 11,000 tons; Mexico, 10,150 tons. Of the United States production, Montana made 93,276 tons; Lake Superior, 64,669 tons; Arizona, 31,548 tons.

The largest mass of native copper ever found came from the Minnesota mine, Ontonagon Point. It took three years to cut it up under ground. It weighed one million pounds.

DeBeers consolidated diamond mines are worth \$106,650,000. The company has earned profits of \$7,500,000 in a single year.

The Consolidated California & Virginia Mining Co., which controls the celebrated Comstock lode, has paid \$77,608,800 in dividends and levied assessments of \$5,156,130.

The Calumet & Hecla mine is worth \$57,500,000 and has paid dividends of \$53,800,000 to date.

The Annaconda copper mine, of Butte, Montana, has paid dividends of \$6,750,000 and is worth \$30,000,000.

The production of the Lake Superior copper mines in 1897 was as follows:

	Pounds
Atlantic	5,109,663
Quincy	16,924,612
Franklin	2,908,384
Calumet & Hecla	86,809,266
Tamarack	20,222,559
Osceola Consolidated	11,201,103
Wolverine	2,400,000
Centennial	100,000
Central	614,891
National	39,250
Massachusetts	33,760
Ridge	31,490
Minnesota	28,040
Adventure	15,316
Belt	6,003
Hilton	2,503
Total	146,447,532

Copper mine dividends paid to Aug. 1 were as follows:

Atlantic	\$ 780,000
Calumet	\$3,350,000
Central	1,970,000
Cliff	2,518,630
Copper Falls	100,000
Franklin	1,280,000
Kearsage	160,000
Minnesota	1,820,000
National	359,255
Osceola	2,203,500
Pewabic	400,000
Phoenix	20,000
Quincy	10,120,000
Ridge	100,000
Tamarack	5,550,000
Total	\$81,351,385

The Atlantic mine is worth a million and a quarter dollars and employs 500 men.

The Baltic opened last year, employs 150 men and is worth \$2,000,000, although not yet producing copper.

The Quincy mine is worth \$11,000,000 and employs 1,100 men.

The Arcadian mine is worth \$2,000,000 and employs 300 men.

The Isle Royale Consolidated mine employs 150 men and is worth \$2,250,000.

The Osceola Consolidated mine is worth \$5,000,000 and employs 1,000 men.

The Calumet & Hecla is worth \$57,500,000 and employs 4,000 men.

The Tamarack is worth \$10,000,000 and employs 1,600 men.

The Franklin is worth \$600,000 and employs 350 men.

The Centennial is worth \$1,500,000 and employs 200 men.

The Wolverine is worth \$1,500,000 and employs 225 men.

Ten million dollars' worth of stock in the mines is owned in Houghton county. A drayman at Calumet owns \$350,000 worth of Calumet & Hecla stock and is just as anxious to earn a quarter by hauling your trunk as any other man.

The Winona, Arnold, Isle Royale, Arcadia, Humbolt and Ashbed mines are being reopened. The Mattapan and other old mines will soon be reopened. These mines are already employing nearly 1,000 men.

The Arnold and Atlantic mines are each building railways.

The Arcadian and Franklin, Jr., will join in building a ten mile railway line.

The Osceola and Franklin are each building a new stamp mill.

The Arcadian and Quincy will each build a new stamp mill.

The Isle Royale will build a new railroad.

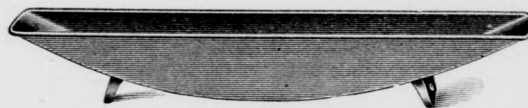
The Tamarack-Osceola companies are building a 50,000 ton coal shed at Dollar Bay.

The Calumet & Hecla has just completed a 150,000 ton all steel coal shed at Lake Linden.

The stamp mills of the Calumet & Hecla at Lake Linden are the greatest in the world, having twenty-two steam stamps, each stamp having a capacity of 300 tons of rock in twenty-four hours.

The pumping engine "Michigan" of

## Cast Iron Tire Shrinker



No. 1, for Tire 2 1-2 inches wide, 75 cents.  
No. 2, for Tire 4 1-2 inches wide, \$1.25.

You will never have loose tires if you will boil your felloes in Linseed Oil. Buy one! Fill it with Linseed Oil! Build a fire under it! Put your wagon wheel on a spindle and turn it slowly through the hot oil in this cast iron trough. Your felloes will become impervious to water and consequently your Tires will not loosen. Cost of one saved many times in one season. For sale by

FOSTER, STEVENS & CO., Grand Rapids.

## CLARK-RUTKA-JEWELL Co.,

38 & 40 South Ionia St.

Opposite Union Depot.

Complete stock of **HARDWARE, TINWARE, CUTLERY** and everything usually kept in a first-class hardware store.

**STRICTLY WHOLESALE**

All orders filled promptly at bottom ruling prices. Mail orders solicited.

CLARK-RUTKA-JEWELL CO., Grand Rapids, Mich.

## Buckeye Paint &amp; Varnish Co.

PAINT, COLOR AND VARNISH MAKERS

Mixed  
Paints

White  
Lead

Varnishes

Shingle  
Stains

Wood  
Fillers

Japans



Sole

Manufacturers

**CRYSTAL-ROCK FINISH**  
TOLEDO, OHIO.

For Interior and  
Exterior Use



the Calumet & Hecla at Lake Linden is the largest in the world, having a daily capacity of 60,000,000 gallons.

The Osceola has just placed an order for a 40,000,000 gallon pump, the second largest in the world. The next largest in the United States is in Philadelphia, which has a daily capacity of 24,000,000 gallons.

In Houghton county thirty-four languages are spoken.

The Red Jacket shaft of the Calumet & Hecla at Calumet is the deepest in the world, having a vertical depth of 4,000 feet.

No. 5, a vertical shaft of the Tamarack mine, now sinking, will eventually be the deepest in the world—a full mile straight down into the earth. It was begun in 1895 and will be finished in 1901.

The "Jumbo" engine of the Calumet & Hecla, at Calumet, has 4,700 horse power.

The Red Jacket shaft of the Calumet & Hecla, at Calumet, has ten boilers of 1,000 horse power each. Its double hoisting engine has 8,000 horse power.

The temperature at the bottom of the Red Jacket shaft is 87 6-10 degrees Fahrenheit.

The hoisting drum at No. 3 shaft, Tamarack mine, is 36 3/4 feet in diameter.

Calumet build more houses in 1897 than Grand Rapids and nearly as many as Detroit.

Part of the Quincy copper is smelted electrolytically to save the silver, which runs as high as 28 oz. to the ton of copper.

Taking all in all, one must visit this wonderful country and spend the necessary time in inspection to fully realize the magnitude.

OUIX.

#### Are Hardware Dealers Thoroughly Honest?

There is, first, a legal honesty—that is, an honesty which is just honest enough to keep out of the hands of the law. To this class belongs the closed front door of the saloon, while the alley door is wide open; the one-quarter off sale that is not a quarter-off sale and whose figures, from which a customer is to get the 25 per cent. reduction, are a lie and a cheat; the misfit clothing in which the only thing misfit is the name and which has never been any nearer to a custom tailor store than the ordinary politician comes to telling the truth; the bankrupt sale in which the only bankruptcy that has occurred is in the truth-telling capacity of the so-called agent or trustee.

Do we as a body live up to this standard—low as it is? When this subject was first assigned to me I asked our worthy and well-posted Secretary if any of our members had ever been in jail or the house of correction, to which he replied on his honor as a gentleman that he had never heard of a hardwareman in his life who had ever been detained a single minute as an inmate of such a place. This question, therefore, it is needless to argue. Seriously, however, if you will look around you in whatever city or town you chance to be in, you will see far less of this deceitful style of business among the hardware stores than in any other line of business.

There is, second, the man who is honest because that is the best policy. Of this class Bishop Whately said: "Honesty is the best policy, but he who acts on that principle is not an honest man." I once heard the Rev. Dr. Reid, of the Southern Methodist church, say with an emphasis I shall never forget: "Policy—that catch word of the devil to lure his victims to their destruction."

The merchant who will not misrepresent his goods to a wealthy or influential customer because of his influence, but who will tell a poor man anything to make a sale, belongs to this class, and I shall leave it to you without arguments as to whether he is an honest man.

Do we as a body live up to this standard of honesty? Candidly, I believe that there is less misrepresentation—or over

representation—in our line than in almost any other; that there are more instructions given to clerks by hardware merchants to tell a customer exactly what a thing is than in most of the other lines. Is not that your experience?

Passing over various other definitions or grades of honesty, we come to good, sturdy honesty—that kind that is honest for honesty's sake; that kind that does not feel like going out of the back door when some deceived customer comes in at the front door; that kind that meets a customer and looks him squarely in the face; that kind that goes home pleasant and cheerful at night knowing that if business has gone wrong there are at least no sins of deceit at his door; that Mr. Jones has not been told that the pocket knife he has bought from the 25-cent case is a genuine Wostenholm; that Mr. Brown has not been assured that the 50-cent square he bought is correct and accurate, or that the coffee-pot which Mrs. Thomas insisted on buying as cheap from you as from your curbstone neighbor has not been deceived in thinking that she got a first and not a half-dipped cull.

Are we, as a body, sturdily honest? I take my answer from some of the foreign letters which it has been the pleasure of our firm to receive, in which our correspondents say that they know when they get an engine, a machine, an agricultural implement, an electrical invention or a tool of American make, they know that it is honestly made and will do the work for which it is intended; they also know that if there should be a defect it will be remedied without a growl or a kick. They, therefore, pay more for tools and implements of American manufacture than for those of other makes, feeling sure that after all they are not paying too dearly for what they actually get. I might also take my answer from the honorable roster of hardwaremen—the Ducharmes, the Buhls, the Fosters, the Standarts, the Morleys, the Blacks, the Bocks—but I might keep this up indefinitely and not name one the history of whose success was not epitomized in that one word "Honesty."

#### He Wanted the Slippers Made to Hurt.

A young man entered a shoe store hastily, after having glanced cautiously around to see that no one was about. He hurried past the assistant to the farther end of the shop, where he produced a small brown paper parcel from under his coat.

"See these slippers?" he asked. "I want a good pair of heels put on."

"But—er—these are very old slippers, very much worn," objected the man. "They will hardly stand heeling."

"I only want them for one occasion," replied the young man. "Only for a minute or two. But I want a good solid pair of heels, hard leather."

"They will hardly be a creditable pair," continued the assistant, "even if you only wear them for a few minutes. Certainly a cheap new pair would be—"

"I'm not going to spend money on a new pair for that," said the owner, doggedly. "I want some good, thick, big, hard heels on these—you can make them of iron, or stone, or anything you like, so long as they are hard."

The man stared at him, in doubt whether his customer was in full possession of his senses.

"You don't catch on," said the customer, looking round the shop and speaking in a low voice. "I'll tell you what I want 'em for. I was courting a pretty girl, and Black cut me out. They are to be married to-morrow, and I'm going to throw a pair of old slippers at him—for luck, you know—and if I don't give him something to remember his wedding day by you can set me down as a heathen Chinese."

#### An Honest Confession.

"What do you find the most difficult task?" asked the idle friend.

"The hardest thing about my job," the all-round clerk replied, "is going on with my work when I have drawn my pay in advance."

### 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 58
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50& 5
Central Fire.....	25& 5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 50
Corrugated.....	1 25
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$25.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13.....	15 16..... 17
Discount, 75 to 75-10.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&10
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
NAILS	
Advance over base, on both Steel and Wire.....	
Steel nails, base.....	1 55
Wire nails, base.....	1 60
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.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 1/2 advance.....	85
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	80
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages 1/4c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 35
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c lbs.
Blacksmith's Solid Cast Steel Hand 3c lbs.	40&10

### HOUSE FURNISHING GOODS

Stamped Tin Ware.....	new list 75&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&1
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 80&10
State.....	per doz. net 2 50
WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/4 inch and larger.....	10 1/2
Manilla.....	11 1/2
SQUARES	
Steel and Iron.....	70&10
Try and Bevels.....	60
Mitre.....	50
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, '96.....	dis 50
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	60&10
Onida Community, Newhouse's.....	50
Onida Community, Hawley & Norton's.....	70&10
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 00
Barbed Fence, painted.....	1 70
HORSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nickle.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Clifton.....	50
Screws, New List.....	35
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	6 1/2
Per pound.....	6 1/2
SOLDER	
1/2@1/2.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	4 50
14x20 IC, Charcoal.....	4 50
10x14 IX, Charcoal.....	5 50
14x20 IX, Charcoal.....	5 50
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	4 50
14x20 IC, Charcoal, Dean.....	5 50
20x28 IC, Charcoal, Dean.....	9 00
14x20 IC, Charcoal, Allaway Grade.....	4 00
14x20 IX, Charcoal, Allaway Grade.....	5 00
20x28 IC, Charcoal, Allaway Grade.....	8 00
20x28 IX, Charcoal, Allaway Grade.....	10 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, per pound.....	9
14x56 IX, for No. 9 Boilers, per pound.....	9

### Picture Cards for Country Fairs

Nothing takes so well with the visitors at fairs as picture cards, which are carefully preserved, while ordinary cards, circulars and pamphlets are largely destroyed and wasted. We have a fine line of Picture Cards, varying in price from \$3 to \$6 per 1,000, including printing on back. Samples mailed on application.

**TRADESMAN COMPANY**  
GRAND RAPIDS, MICH.

\*Paper read by J. L. Capen of Detroit, at annual convention of the Michigan Hardware Association.



## BELL BOYCOTT.

## Peculiar Tactics of the Michigan Telephone Co.

The long-promised Bell telephone block is being built on the corner of Fountain and Ionia streets.

For five or more years the promise was held out that a six story building would be erected. Soon after the Citizens Co. took the field, the building shrunk to five stories. The Bell Co. finally bought a lot, 40x97½ ft., but before the plans could be completed (over a year's job!) the building shrunk, both horizontally and perpendicularly, so that the present structure is 40x70 feet and only two stories high! The foundation is a brick wall, amply sufficient to carry so large a structure, and inasmuch as the company has decided it will in future need no larger building, it would be a needless expense to put in a stone foundation for a structure similar to what local enterprise has heretofore built, and probably in future will continue to build, in our city.

\* \* \*

The new block—"exclusively for the Bell Co."—is to cost \$16,000. The lot cost \$12,000, so that, while it formerly had over \$60,000 per year profit in this city, it now proposes to invest in this city nearly six months of its former earnings, or, rather, of the \$750,000 recently realized on its blanket mortgage. Inasmuch as all supplies (other than directories) are purchased elsewhere—even to brooms and stationery—it is with feelings of gratitude that our citizens can behold six months' earnings in a permanent structure in the heart of the city! The stockholders of the local company need fear nothing from a company that builds in such a manner, nor one that sends \$1 bills on July 1 to all its former free resident phone users and on August 1 another \$1 bill for August to all who paid the July bill and to those who would not pay, gave free service! The same is true of all offices. When the phone is not paid for, it is left in free.

\* \* \*

In preparing for its new structure, the Bell Co. continued a policy which a free people do not admire and which should react against it. No bids were allowed to be made except by users of Bell telephones, and some were told, "Your bid will be considered if you will put in a Bell telephone, otherwise not." Contractors were required not to sublet any part of the contract except to a user of the Bell telephone. The company dictated from whom material was to be purchased when two or more in the same business used the Bell telephone. In other words, a boycott was placed on all who did not use the Bell telephone and an unfair discrimination was made among users of the Bell instruments. This same policy has been urged by the company upon some of its "free phone" patrons, to the detriment of certain grocers and meat merchants who refused to put in Bell telephones—some Bell patrons refused to permit a Citizens merchants' delivery wagon to call at their houses! The failure of the Citizens Co. to secure the Bridge Street House telephone is owing to the fact that the Bell Co. has its tall line crew stop there frequently and has notified the landlord that if a Citizens telephone goes in the Bell business goes out!

\* \* \*

When one recalls that the Bell Co. is a foreign corporation, doing business in our city without a franchise and with no guarantees; that for over ten years it

did not hesitate to rob our business men by extortionate rates for service; that the Citizens Co. is entirely local; that it has a franchise, limiting rates; that it is giving a better average service than the Bell Co. gave—with these facts in mind, it is a grave question whether the business men should not resort to extreme measures to drive out the Bell Company, or, at least, to inspire those of our citizens who have, unwittingly, taken free Bell telephones, to show loyalty to the community's best interest by refusing to continue to aid the Bell Co. in its futile attempt to crush the local company, even by this subtle proposition of a "free" phone. Fortunately the great majority of our business men understand and have thrown their influence against the uncertain for the certain—against high rates for guaranteed reasonable rates—against the Bell and in favor of the local company.

## The Grocery Market.

**Sugar**—The market is strong, with a firm undertone. There seems to be no doubt that the Doscher Refinery has received several thousand bags of sugar. It is supposed that this refinery will soon begin to melt sugar experimentally. Perhaps the Doscher people will have sugars on the market early in October. If they do, they will be more fortunate than the trade expected, for it has been generally supposed that they would not get in thorough working order much before the end of the year.

**Tea**—The general movement of teas is very small, for there is but little in the market, and exceedingly little that can be sold at a low price. The new second-picking teas are not yet in this market, though the movement on first-pickings is good for this class of high-priced teas.

**Coffee**—The receipts from Rio and Santos have thus far this crop year—that is, since the first of July—been but about two-thirds of those of the corresponding period of last year. The reports are that the drought has damaged the coming crop to a considerable extent. These conditions and reports give a strength to the market that it has not had for some time. There is no reason to believe that prices can be high on Rios and Santos coffee the coming week, because the crop is certain to be large and the supply in sight is also large, but conditions seem to favor rather better prices than those now prevailing.

**Spices**—Mail advices report cloves very strong at primary points and the spot market for cloves is firm, with a rising tendency, although prices are without material change.

**Canned Goods**—Spot tomatoes have declined, both for the old pack and the new Baltimore goods. The quality of the latter does not compare with that of the old. There is nothing doing in corn, which rules at unchanged prices. Peas are also dull and prices are unchanged. But little is doing in peaches. Eastern packers have not named prices yet, but the expectation is that the new pack will command a higher price than the old, because of the scarcity of stock. California peaches are unchanged in price, and very few are offered.

**Dried Fruits**—There is a very good supply of prunes and peaches, although the market is very strong on both. The raisin market alone of all is weak, with too much medium grade and inferior fruit on the market for the good of the better grades, which are really not ex-

cessive. The expectations of the growers that a pool might be formed for the handling of the coming crop are likely to be dashed. Though it was reported that 80 per cent. of the production was represented in the subscription to the pool, yet it is feared that the movement will not be a success. With the largest crop of raisin grapes ever raised now in prospect, and sales on the every man for himself plan, there is nothing in sight but a low market for raisins for the coming year. Nearly the entire crop of dried apricots on the coast is reported already sold. Comparatively few new peaches have gone to the driers on the coast this season, the canners paying too high prices to permit the driers to handle them at a profit. The California crop of prunes will be undoubtedly light and run to small sizes. Owing to the scarcity of apricots the peach supply will undoubtedly be drawn on more heavily than usual.

**Syrups and Molasses**—Syrups and molasses show some improvement over that of the preceding week. Usually at this season the market is very dull and listless, but the fall awakening seems to be coming rather earlier than usual. Probably the cause is the universal lightness of the stocks and the fact that buying has been from hand to mouth. There is a little better demand for compound syrup, which rules at unchanged prices, although the market is very firm. Sugar syrup of good flavor has advanced because of scarcity. The export demand has been especially large during the past week; the general line of sugar syrup is well cleaned up in first hands. Molasses is rather dull at unchanged prices.

**Salt Fish**—There has been a good demand for mackerel during the past week, and prices show a gradual hardening tendency. The domestic catch is still very discouraging. Cod and lake fish are moving out fairly at unchanged prices. Salmon is firm and advancing, on account of reports of a short pack of all varieties. The sardine market is quiet and dull.

## WANTS COLUMN.

## BUSINESS CHANCES.

I HAVE ABOUT \$4,000 STOCK OF GENERAL merchandise and a new brick store 2 x 60, two stories, which I will sell or exchange for good real estate. Store building is worth \$2,500. A good chance for some one. Address F. Salisbury, Middleton, Mich. 685

FOR SALE CHEAP—AN OLD ESTABLISHED confectionery business in Jackson, Mich. Write or call on L. C. Townsend, Room 18, Brick Bldg. Jackson, Mich. 689

FOR SALE—A FIRST-CLASS STOCK OF hardware, tinware, stoves, cutlery and builders' hardware; also tin shop and full set of tools, in a town of 100,000, situated in a desirable locality. Low rent for building. Business averages about \$25.00 per annum. Reason for selling, I have other business which demands all my attention. Stock will invoice between \$5,000 and \$6,000. Suitable terms can be made if it's not convenient to pay all cash. Address Other Business, care Michigan Tradesman. 679

FOR SALE—NEW GENERAL STOCK A splendid farming country. No trades. Address No. 6-0, care Michigan Tradesman 680

WANTED—BANK LOCATION, OR WILL act as local parties in organizing. Address No. 682 care Michigan Tradesman. 682

CENTRALLY LOCATED DRUG STORE, doing a good business in the city, for sale. Good reasons for selling. Address I. Frankford, Fire Insurance and Real Estate Agent, Phone 1236, 53 West Bridge Street, Grand Rapids. 667

TO EXCHANGE FOR A STOCK OF GENERAL merchandise or shoe stock—good 80-acre farm all improved, three miles north of Coopersville, Mich. Also a sawmill and edger with 20,000 capacity per day. Address R. D. McNaughton Coopersville, Mich. 671

FOR SALE—PATENTS COVERING TRAVIS Adjustable Blackboard Eraser. Also machines and all stock on hand. A rare opportunity for right party. An article upon which 100 per cent. profit may be realized. Must be sold at once. Address Box 222, Clinton, Mich. 675

FOR RENT OR SALE—FACTORY AND TWO warehouses, belonging to Michigan Fire Ladder and Engine Company, on D. G. R. & W. R. R., near East street crossing. Call upon or address The Michigan Trust Company. 672

FOR SALE A GOOD BUSINESS THAT WILL average \$8,000 to \$10,000 a year. Terms, cash. Address—Lock Box No. 1, Thompsonville, Mich. 677

WANTED—A CHEESE FACTORY. STATE capacity and lowest cash price. Cliff Bros., 68 E. Randolph St., Chicago. 678

FOR SALE—ELEGANT GROCERY STORE. P. y. g. business. Finest locality. Bu-y town. Snap. Address No. 681, care Michigan Tradesman. 681

FOR SALE—DRUG, BOOK AND STATIONERY stock, invoicing \$4,500, and fixtures invoicing \$300, which include show cases, shelving and bottles. Daily cash sales in 1891, \$2,892, \$30; 1893, \$31; 1894, \$34.65; 1895, \$25, 1896, \$21.20, and 1897, \$24.13. Located in manufacturing town. No cut prices. Rent reasonable, \$29 per month. Living rooms in connection. Address No. 668, care Michigan Tradesman. 668

FOR SALE—FURNITURE AND UNDERTAKING business in the most enterprising town in Southwestern Michigan. Best location in the city. Address No. 673, care Michigan Tradesman, for particulars. 673

FOR SALE CHEAP FOR CASH—WELL IMPROVED farm, good buildings, 80 acres choice land, located in Ionia county. J. H. Putnam, Custer, Mich. 663

FOR SALE—A \$10,000 STOCK OF DRY goods; doing a good business. Will take some unincumbered real estate. Address G. Lansing, Mich. 661

FOR SALE—HARDWARE STOCK INVOICING about \$2,200 and building lot valued at about \$800 in a good live town of 1,500. Country is being rapidly settled with farms. One good factory em. l-y-l-g 100 men. Good reasons for selling. The only hardware store in town. Must be cash. Address No. 655, care Michigan Tradesman. 655

FOR SALE—STOCK OF DRY GOODS AND groceries. Will sell cheap for cash. Address Box I, Montgomery, Mich. 656

FOR SALE DRUG STORE IN BEST CITY IN Michigan. Average daily sales, \$2; per cent. profits, 50 per cent. Monthly expenses, \$60. These are facts. Investigate. Address No. 659, care Michigan Tradesman. 659

FOR RENT OR SALE—A STORE SUITABLE for general merchandise, located in a prosperous village in Berrien county, Mich. Splendid opportunity for a live man to establish a paying business. For particulars address I. W. Allen, St. Joseph, Mich. 649

BEST LOCATION IN MICHIGAN FOR A gold storage and general produce dealer. Write to the Secretary of the Otsego Improvement Association, Otsego, Mich. 631

MERCHANTS—DO YOU WISH CASH QUICK for your stock of merchandise, or any part of it? Address John A. Wade, Cadillac, Mich. 628

FOR SALE—A PROSPEROUS DRUG AND grocery stock, invoicing from \$4,000 to \$5,000, consisting of drugs, groceries, school books, wall paper, crockery, paints and oils and notions, in live town Carson City; best town of its size in State; brick store building in best location in town. Outside business averages inside running expenses. Reasons for selling, loss of partner and poor health. Kelley & Cadwell invite inspection. 625

TO EXCHANGE—FOR CLOTHING, DRY goods or shoes, very nice well rented Grand Rapids property. Address No. 552, care Michigan Tradesman. 552

TO EXCHANGE—FARMS AND OTHER property for dry goods, clothing and shoes. Address P. Medaie, Mancelona, Mich. 553

## BROOMS

FOR SALE—MODERN, WELL-ESTABLISHED and equipped broom factory and good trade. Other business commands our attention. Address No. 5-4, care Michigan Tradesman. 584

## COUNTRY PRODUCE

WANTED—FIRST-CLASS BUTTER FOR retail trade. Cash paid. Correspond with Canikett & Co., Traverse City, Mich. 581

WANTED—1,000 CASES FRESH EGGS, daily. Write for prices. F. W. Brown, Ithaca, Mich. 556

## FIREPROOF SAFES

GEO. M. SMITH, NEW AND SECONDHAND safes, wood and brick building mover, 157 Ottawa street, Grand Rapids. 613

## SHIRTS.

HAVE YOURS MADE TO YOUR MEASURE. Send for measurement blanks. Frank T. Collier, 103 Washtenaw St. E., Lansing, Mich. 635

## MISCELLANEOUS.

EXPERT BOOK-KEEPER—S. H. SHERMAN will make examinations and adjustments of accounts or do other expert work in or out of the city. Address 382 Lyon st. 683

WANTED—SITUATION IN A CLOTHING or general store by an A. No. 1 salesman. Address No. 685, care Michigan Tradesman. 685

POSITION WANTED—BY DRUG, DRY goods and grocery clerk. Address No. 684, care Michigan Tradesman. 684

POSITION WANTED BY A SINGLE MAN. Large experience in general merchandise. Can give good references. Address No. 664, care Michigan Tradesman. 664

## REED CITY SANITARIUM

## REED CITY, MICHIGAN.

A. B. SPINNEY, M. D., Prop'r. E. W. SPINNEY, M. D., Resident Physician, with consulting physicians and surgeons, and professional nurses. The cheapest Sanitarium in the world; a place for the poor and middle class. Are you sick and discouraged? We give one month's treatment FREE by mail. Send for question list, prices and journals.



## Travelers' Time Tables.

### CHICAGO and West Michigan R'y June 19, 1898.

**Chicago.**  
Lv. G. Rapids.....7:30am 3:40pm \* 2:15am  
Ar. Chicago.....7:10pm 2:15pm 7:30am  
Lv. Chicago.....7:20am 4:15pm \* 8:45pm  
Ar. G'd Rapids.....1:25pm 10:30pm \* 2:15am  
**Traverse City, Charlevoix and Petoskey.**  
Lv. G'd Rapids.....2:15am 8:05am 2:10pm  
Parlor and Sleeping Cars on afternoon and night trains to and from Chicago.  
\*Every day. Others week days only.

### DETROIT, Grand Rapids & Western. June 19, 1898.

**Detroit.**  
Lv. Grand Rapids.....7:00am 1:35pm 5:35pm  
Ar. Detroit.....11:40am 5:45pm 10:05pm  
Lv. Detroit.....8:00am 1:10pm 6:10pm  
Ar. Grand Rapids.....12:55pm 5:20pm 10:55pm  
**Saginaw, Alma and Greenville.**  
Lv. G R 7:00am 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 May 15, 1898)  
**Leave. EAST. Arrive.**  
\* 6:45am Sag., Detroit, Buffalo & N Y. + 9:55pm  
+ 10:10am Sag., Detroit and East. + 5:27pm  
+ 3:20pm Sag., Det., N. Y. & Boston. + 12:45pm  
\* 8:00pm Sag., Detroit, East and Canada. + 6:35am  
+ 10:45am Sag., Mixed to Durand. + 3:15pm  
**WEST**  
\* 8:35am Gd. Haven and Int. Pts. + 7:05pm  
+ 12:53pm Gd. Haven and Intermediate. + 3:12pm  
+ 5:32pm Gd. Haven and Intermediate. + 10:05am  
\* 7:40pm Gd. Haven and Chicago. + 8:15am  
+ 10:00pm Gd. Haven and Mil. + 6:40am  
Eastward—No. 16 has Wagner parlor car. No  
22 parlor car. Westward—No. 11 parlor car.  
No. 17 Wagner parlor car.  
\*Daily. +Except Sunday.  
E. H. HUGHES, A. G. P. & T. A.  
BEN. FLETCHER, Trav. Pass. Agt.,  
C. A. JUSTIN, City Pass. Agent.  
97 Monroe St. Morton House.

### GRAND Rapids & Indiana Railway

**Northern Div. Leave Arrive**  
Trav. C'y, Petoskey & Mack. + 7:45am + 5:15pm  
Trav. C'y, Petoskey & Mack. + 2:15pm + 6:35am  
Trav. C'y, Petoskey & Mack. + 10:50pm  
Cadillac. + 5:25pm + 11:15am  
Train leaving at 7:45 a. m. has parlor car, and  
train leaving at 2:15 p. m. has sleeping car to  
Mackinaw.  
**Southern Div. Leave Arrive**  
Cincinnati. + 7:10am + 5:25pm  
Ft. Wayne. + 2:10pm + 2:00pm  
Cincinnati. + 7:00pm + 7:25pm  
7:10 a. m. train has parlor car to Cincinnati.  
2:10 p. m. train has parlor car to Fort Wayne.  
7:00 p. m. train has sleeping car to Cincinnati.

**Chicago Trains.**  
**TO CHICAGO.**  
Lv. Grand Rapids. + 7:10am + 2:10pm \* 11:35pm  
Ar. Chicago. + 2:0pm 9:10pm 6:30am  
**FROM CHICAGO.**  
Lv. Chicago. + 13:02pm \* 11:45pm  
Ar. Grand Rapids. + 9:30pm 7:25am  
Train leaving Grand Rapids 7:10 a. m. has  
buffet parlor car to Chicago. Train leaving  
Grand Rapids 11:35 p. m. has coach and Pullman  
sleeping car to Chicago.  
Train leaving Chicago 3:02 p. m. has buffet  
parlor car to Grand Rapids. Train leaving  
Chicago 11:45 p. m. has coach and Pullman  
sleeping car to Grand Rapids.

**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. + 13:10am + 11:45am + 4:00pm  
Ar. G'd Rapids. + 9:30am 12:55pm 5:30pm  
Sunday trains leave Grand Rapids 9:00 a. m.  
and 7:00 p. m. Leave Muskegon 8:35 a. m. and  
6:35 p. m.  
+Except Sunday. \*Daily. +Saturday only.  
C. L. LOCKWOOD,  
Gen'l Pass. and Ticket Agent.  
W. C. BLAKE,  
Ticket Agent Union Station.

### DULUTH, South Shore and Atlantic Railway.

**WEST BOUND.**  
Lv. Grand Rapids (G. R. & I.) + 11:10pm + 7:45am  
Lv. Mackinaw City. + 7:35am 4:20pm  
Ar. St. Ignace. + 9:00am 5:20pm  
Ar. Sault Ste. Marie. + 12:30pm 9:50pm  
Ar. Marquette. + 2:50pm 10:40pm  
Ar. Nestora. + 5:20pm 12:45am  
Ar. Duluth. + 8:30am  
**EAST BOUND.**  
Lv. Duluth. + 16:30pm  
Ar. Nestora. + 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

## MANISTEE & Northeastern Ry.

Best route to Manistee.

Via C. & W. M. Railway.

Lv. Grand Rapids.....7:00am  
Ar. Manistee.....12:05pm  
Lv. Manistee.....8:30am 4:10pm  
Ar. Grand Rapids.....1:00pm 9:55pm

### TRAVEL

VIA

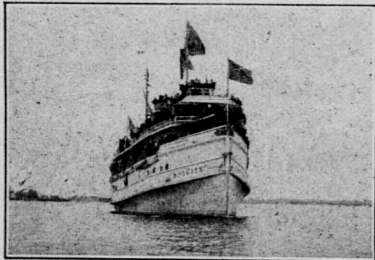
## F. & P. M. R. R.

AND STEAMSHIP LINES

TO ALL POINTS IN MICHIGAN

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

## HOLLAND & CHICAGO LINE



Operating the elegant and fast steamers "Soo City" and "City of Holland" between Holland and Chicago, connecting at Holland with the C. & W. M. Railway for Grand Rapids and all points east and north. **SUMMER SCHEDULE.**

In effect June 25th.  
Lv. Holland, daily (except Sunday).....8:00 p.m.  
Lv. Holland, Sunday.....3:00 p.m.  
Lv. Holland, Saturday (special).....6:30 a.m.  
Lv. Chicago, daily (except Fri. and Sat.).....7:00 p.m.  
Lv. Chicago, Friday.....4:00 p.m.  
Lv. Chicago, Saturday.....9:00 a.m. and 4:00 p.m.  
**FARE.** Single Round  
Between Holland and Chicago \$2.25 \$3.50  
Between Grand Rapids and Chicago 3.15 5.00  
Berth included.

**SPECIAL RATES.**  
Chicago to Holland and Resorts, Friday and Saturday, leaving Chicago at 4 p. m. one way, \$1.75; round trip, \$2.50. Saturday morning, leaving Chicago and Holland, \$1.00 each way. Above special rates for transportation only.  
Office, No. 1 State St., Charles B. Hopper,  
Chicago. Gen'l F. & P. Agt.



## Spain Is Settling

Dwight's Liquid Bluing  
never will.

Manufactured by

The Wolverine Spice Co.,  
Grand Rapids, Mich.

## TRADESMAN ITEMIZED LEDGERS

SIZE—8 1/2 x 14.  
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

So double pages, registers 2,880  
invoices.....\$2 00

Tradesman Company  
Grand Rapids, Mich.

## DEAD EASY



ELEVATING

are our **FREIGHT ELEVATORS** of all capacities, and they are easy in price. Our 800-lb **SCALE TRUCK** is indispensable as a regular warehouse truck. We also make Engines, Boilers, Smokestacks, Iron and Brass Castings, Steel Culvert Pipe and General Machine Work. Repairs done in any part of the State. Reach us any hour, day or night, by long distance phone.

### LANSING BOILER & ENGINE WORKS

LANSING, MICH.

## JESS

## TOBACCO

Is the Biggest and Best plug of Tobacco on the market to-day. Your competitor has it for sale.

## JESS TOBACCO

FOR SALE ONLY BY

MUSSELMAN GROCER CO.  
GRAND RAPIDS, MICH.

## OUR

## LEADER

## Everything in the Plumbing Line

## Everything in the Heating Line

Be it Steam, Hot Water or Hot Air. Mantels, Grates and Tiling. Galvanized Work of Every Description. Largest Concern in the State.

WEATHERLY & PULTE, 99 Pearl St., Grand Rapids

WORLD'S BEST

# S.C.W.

50. CIGAR. ALL JOBBERS AND  
G. J. JOHNSON CIGAR CO.  
GRAND RAPIDS, MICH.

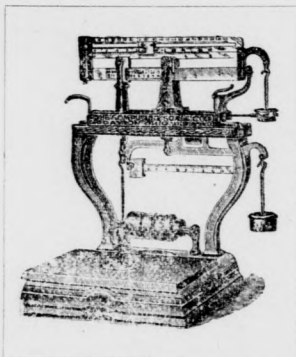


**PORT HURON**, at the foot of Lake Huron, 55 miles northeast of Detroit, is one of the most prosperous cities in Michigan. Population 20,000.

The elegant building shown in this cut has been fitted up for a Department Store, sections of which will be rented separately, or the first floor and basement, with such space on upper floors as may be desired, will be rented as a whole. Fixed rental or commission to those occupying departments to suit. Splendid opening for Dry Goods in all branches, Clothing, Hats and Caps, Boots and Shoes, Carpets and House Furnishings, Millinery, Groceries, etc. Departments can be operated and locked up separately. Best opening for parties seeking location for any line of mercantile business. Address or call upon L. A. SHERMAN, Port Huron, Mich.

# As Treacherous as a Spaniard

Those old scales of yours can't be trusted any more than we Americans can trust a sneaking "Greaser." Don't take your eyes off of them. Keep your mind on them. Now isn't that a nice feeling to have? Who wants to run a business and feel that he is constantly being robbed of his profits? The Money Weight System is the only honest method of getting every penny of profit from your merchandise.



The Computing Scale Co., Dayton, Ohio.

**BOUR'S  
COFFEES  
MAKE BUSINESS**

## We Realize

That to keep our coffees upon your shelves in spite of competition more or less strong

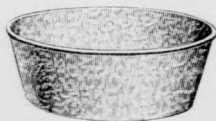
## Our Coffees and Teas

Must excel in Flavor and Strength and be constant Trade Winners.

The J. M. Bour Co., 129 Jefferson Avenue, Detroit, Mich.  
113-115-117 Ontario St., Toledo, Ohio.

## REMEMBER THE NAME

BLUE AND GRAY ENAMELED WARE



Manufactured expressly for us. We carry a full line at right prices. Every piece guaranteed to be perfect.

Wm. Brummeler & Sons, 260 South Ionia Street, Grand Rapids, Mich.