

MICHIGAN TRADESMAN

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Volume XV.

GRAND RAPIDS, WEDNESDAY, AUGUST 24, 1898.

Number 779

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.

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. Particular attention paid to shipping trade. Address,

FLEISCHMANN & CO.

Detroit Agency, 118 Bates St.

Grand Rapids Agency, 26 Fountain St.

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



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.

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.



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.

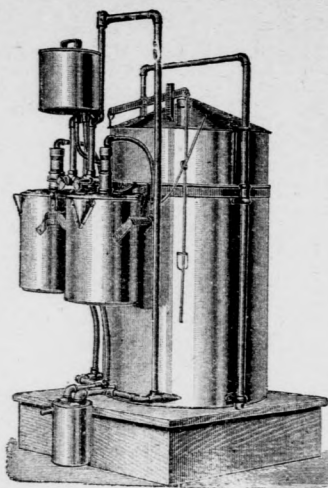
Most Economical

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.

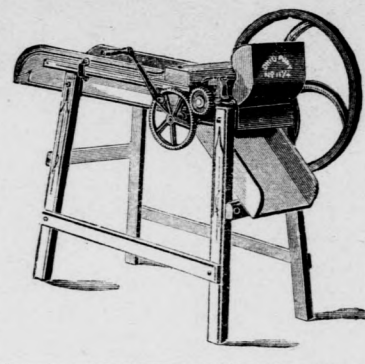
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Grand Rapids, Michigan.

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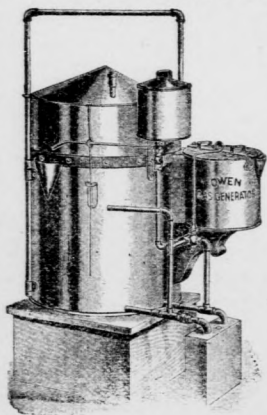


THE "OHIO" PONY CUTTER

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 Ohio
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.



THE OWEN ACETYLENE GAS GENERATOR

Geo. F. Owen & Co.,
Gentlemen—Replying to your letter of recent
date, will say that I am highly pleased with the
gas machine purchased of you for my hotel. It
gives excellent satisfaction, both from the stand-
point of economy and service. The machine is a
twenty-four light and I have attached thirty-nine
lights to it, my hotel containing nineteen guest
rooms, also parlor, office, dining-room and kitchen.
On May 30, I charged the machine with twenty-
three pounds of carbide and it was not touched for
fifteen days, except to ascertain if there was water
in the tank, and it furnished all the light needed
during that time. This light cost me 4 1/2 cents per
pound—\$1.03 1/2. This I consider a very economical
light, as it averaged less than one-tenth of a cent
per hour for each light. JOHN P. DALE.

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

Dead Easy—

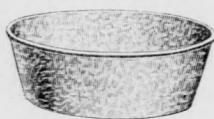
are our FREIGHT ELEVATORS of all capacities,
and they are easy in price. Our 800-lb. SCALE
TRUCK is indispensable as a regular warehouse
truck. We also make Engines, Boilers, Smoke-
stacks, Iron and Brass Castings, Steel Culvert
Pipe and General Machine Work.

Repairs done in any part of the State. Reach
us any hour, day or night, by long distance phone.

Lansing Boiler & Engine Works
Lansing, Michigan.

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.

BOUR'S
COFFEES
MAKE BUSINESS

We Realize—

That in competition more or less strong

Our Coffees and Teas

Must excel in Flavor and Strength and be
constant Trade Winners. All our coffees
roasted on day of shipment.

The J. M. Bour Co., 129 Jefferson Avenue, Detroit, Mich.
113-115-117 Ontario St., Toledo, Ohio.

MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, AUGUST 24, 1898.

Number 779

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.

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.....	32,738.49
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.

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 Commercial
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.

BANK NOTES

Padding Clearing House Transactions—Minor Matters.

The New York Financier is agitating the adoption of a uniform system of bank clearings throughout the country. It is the custom in some clearing houses to include the "in" and "out" checks; that is, checks taken to the clearing house and those returned. This, in effect, doubles the clearings and makes an artificial and deceiving total which gives an exaggerated idea of the volume of business transacted. In other clearing houses, however, the custom is to give the total of the checks that pass through without padding, and a general adoption of this plan is advocated by the Financier as the only means of securing an accurate estimate of the business done. In a recent issue of the paper was given a symposium of all the clearing house managers in the country as to the method followed and as to the advisability of a uniform system. The consensus of opinion was decidedly in favor of a uniform system and against padding. In response to the enquiries sent out, Harvey J. Hollister responded from Grand Rapids, as follows:

Regarding the manner in which we carry forward our clearings in this city, let me say that during the history of the clearing house the word "padded" has not been known. The aggregate of our clearings indicates the exact amount of checks that pass through the clearing house. It would seem absolutely desirable that all clearing houses throughout the country should adopt this plan, and it is a surprise that any clearing house should seek to manipulate its figures so as to show a greater business than is actually done by it. It is to be hoped that a uniform plan, applying to every city, will be speedily adopted.

The Detroit bankers have, by agreement, fixed rates for New York exchange, and hereafter will make a regular charge instead of furnishing the exchange free. In this city the banks, by clearing house agreement, fixed rates for exchange several years ago and have lived up to the agreement with a fair degree of consistency. The rate was 8 cents per \$100, but this has been advanced to 10 cents to cover the revenue stamp which drafts must bear. Each bank, of course, has its favored list, but the favored lists are not long and include only customers who carry heavy balances or who deposit Eastern exchange in large amounts. The free list can not be established nor suspended arbitrarily, however, and in extending exchange favors a nice discretion must be exercised.

The cold, cynical business world does not take much stock in sentiment or morals, but moral character, after all, is a realizable asset in most banks and is recognized as such in banking circles. A local bank cashier thus expressed it the other day: "Some men can borrow money on their simple statement, while others, if they should bring in gold coin to deposit as collateral for a loan, would be looked upon with suspicion until the coin had been weighed."

Three of the State banks at Lansing succumbed, during the business collapse, to hard times and bad management and since then three receivers—one for each institution—have been drawing salaries and accumulating expense accounts. It is now proposed to bunch the three wrecks and have one receiver attend to the business. No formal action has yet been taken to bring this about, but the depositors are agitating it and it is expected will soon make a proper application in court.

The banks at Jackson have entered into an agreement to reduce the interest paid on savings deposits and certificates to 2½ per cent., with six months as the minimum period.

The Alcona County Bank has been opened at Harrisville under the management of John McGregor, President of the village.

A decision has been rendered in the United States Circuit Court for the Eastern District of Missouri that is important to independent telephone companies. The Bell Telephone Co. brought action against the Kellogg Multiple Switch Board Co. to restrain the latter from using the multiple system, on which the Bell company have several fundamental patents yet in force. The patent upon which the action was brought expires next January. The court ruled that the patent lacked novelty and refused to grant the injunction. The Kellogg company makes switch boards for independent telephone companies.

By a decision rendered by the Federal Circuit Court at Pittsburg the Bell Telephone Co. has secured an injunction against an independent telephone company in Pennsylvania. The suit was brought by the Chicago branch of the Bell company and involved an apparatus known as the "Carty bridging bell." An expert in telephony asserts that the decision is of minor importance. "The apparatus," he said, "has been discarded by all modern exchanging systems, modern telephony preferring a system that shuts out the generator and cuts out the generator bells while talking."

John C. King, of John C. King & Co., Chicago, in discussing the value of National Biscuit Co. securities, says: "Information from trustworthy sources leads me to believe that the common stock is earning 4 per cent., and that a regular 4 per cent. dividend will be maintained when commenced, probably early next year. This makes the preferred stock a sure 7 per cent. dividend-payer for all time, and therefore worth much more than par, although it is selling under that figure. The biscuit business has always been a good one. The trade marks of the company are invaluable, and as the product is a necessity, there is a splendid future before the company, especially as it has been in operation since the consolidation, long enough to prove that it is conservatively and profitably managed."

THE VOLUME OF IMMIGRATION.

The steady growth of population in this country, enabling the supply of labor to catch up with the demand, is at last beginning to have a decided influence in reducing the annual volume of the tide of immigration. The hard conditions that have existed in many portions of the United States for several years past have also had their effect in checking the influx of foreigners.

The past fiscal year showed a slightly smaller number of immigrants coming into this country than in the preceding year, but both years counted more than a hundred thousand less per annum than in 1896. The following figures, covering the past six fiscal years, indicate how immigration is decreasing:

1898.....	229,233
1897.....	230,832
1896.....	343,267
1895.....	279,948
1894.....	314,467
1893.....	502,917

The improvement of our regulations covering the admission of immigrants is also improving the character of this annual accession to our population. We are getting more new citizens with a little capital who are able to look about them before going at once to work or choosing a permanent stopping place.

It is well for all parties concerned that this volume of immigration is thus growing smaller. It is worse for the newcomer really than for us that he should find himself in a strange land with the labor market overstocked. We have barely employment for our own people, and it is becoming more and more a risky business for a foreigner without money and without a knowledge of our language to come among us in hope simply of finding something turn up to his advantage.

Possibly this fact is now better understood abroad than ever before and is influencing would-be homeseekers or adventurers to let well enough at home alone. Still there is an abundance of room in America for Europeans who are able to bring a sufficient capital with them to start a new home in the agricultural sections of the United States and know something of farming. The West and South are yet inviting fields to such immigrants.

"Unless the tide of public sentiment turns," recently remarked a local commission merchant, "crabapples are evidently destined to oblivion. Each succeeding season for the past ten years the dwarfish fruit has decreased in popularity. Housewives and professional jelly-makers give crabapples the cold shoulder a little stronger every season, and it is pretty difficult to attribute a reason for it. Old-timers will remember when a table was not complete without crabapple jelly on it, but to-day a large percentage of the rising generation has never tasted the stuff. The fruit is just as worthy to-day of public favor as it ever was before, and if somebody will explain why it is losing its popularity I'll be ever so much obliged."

L. G. Clapp, formerly engaged in the drug business at Mendon, has removed to this city and engaged in the manufacture of his Breath Antiseptics.

Dry Goods

The Dry Goods Market.

Staple Cottons—Heavy-weight sheetings and other heavy lines are somewhat slower in movement, and all demands are easily made; but at the same time, the market is firm, and prices are unchanged at latest quotations. There has been some slight increase in the demand for four-yard sheetings in light weights during the week, and prices remain steady and firm.

Prints and Gingham—The liveliest spot in the market is among printed fabrics for dress goods, and while considerable of this trade is by mail, there has been a fairly good spot business. Fancy calicoes of all descriptions, but particularly dark, are taken with considerable freedom, and there is no doubt that the end of the season will find that branch of the market in an excellent condition.

Dress Goods—The announcement of the auction sale of 75,000 pieces of dress goods by the Arlington Mills today has been followed by the announcement of several special sales by jobbers and the offering of special prices by commission agents upon stock goods. As is the case with the large proportion of the goods to be sold at auction by the mill named, the fabrics that are sacrificed are either suited particularly for early fall wear or are of a slow-moving character. The goods must be moved quickly or carried until next spring. Mohair, sicilians, light-weight serges and crepons are not suitable for mid-winter wear, and the dumping of these goods upon the market at this date does not materially affect the primary market. It would affect it still less if there were not considerable stocks of similar goods in other manufacturers' hands. Certain lines of wool fancies that are to be offered at auction do not appear to be wanted by the trade at any price. It will be noticed that few if any lines of the best selling goods or goods adapted for winter wear are being offered at cut prices. These sacrifice sales are a feature of every season, and would occasion little comment had not those at present under way been instituted earlier than usual. These sales do, however, injure the jobbing and retail trade in an irretrievable manner. Every yard of goods upon their shelves will be depreciated in value by the sale. No manufacturer can accumulate stocks and then dump them upon the market at a price after his regular business has been done without injuring his trade. If jobbers were allowed a reasonable time to dispose of initial purchases or were protected in some manner the result might be different.

Hosiery—The importers of hosiery have their fall lines completed and have made arrangements for an exceptionally large business. The spring season was a good one with them, and they expect to continue through the fall in the same way. Many of the merchants and jobbers who have in former years gone abroad for their lines are expected to place orders in this country this year. Retailers will probably begin their fall purchases rather earlier than usual this year, and it is wise that they should do so. In fancies they have been disappointed frequently in the past, because they were too late to secure especially good stock. Many buyers are in New York now looking over the lines, and they say that much of the uncertainty in regard to fancies for the coming season

is due to the fact that so many of them were obliged to take more or less undesirable goods. Had they all been able to secure the right things, their sales would undoubtedly have been satisfactory. If they have the right things this fall, they will probably do a large fancy hosiery business. It may not be, they say, however, in the bright green and red plaids, etc., as they did the business in a year ago. It will be for neater, softer effects, such as embroidered stripes, soft Roman stripes, and a great many blacks and whites.

Men's Underwear—The young man finds an outlet for his desire for color in his underclothes. Black lisle thread underclothes, stripes and virginal blues and Nile greens have entirely supplanted plain white and buff. A great many union suits are worn now by men who, a year or two ago, would never have dreamed of such a thing. There seemed at first to be something repugnant to the masculine mind in the idea of a suit of underclothes made all in one piece, and in fact, it is hard for a man to get comfortable in his first few suits, but those who have adopted these garments and stuck to them, swear by them.

Neckwear—This summer's neckwear is interesting to one who watches the trend of fashionable development. There are many excellent and tasteful dressers who cling to the fashions of last year, however, and it can not be said for that reason that any one thing is the cut and dried fashion for this summer season. The very latest agony in string ties is as wide as were the narrow four-in-hands of last year, and they are tied squarely and somewhat loosely to avoid any compression of the knot in the middle. A great many men will not appreciate this very much, as it will put entirely out of the question the correction of a collar a shade too large by tightening the cravat. The once-over ascot is not as furiously popular as it promised to be. Ascot ties are very little worn this summer by men. Four-in-hands are of the graduated type and are as simple as possible. China silks in blue and white patterns are popular and handsome. Ties of any pattern made of shirting materials or any wash goods have somewhat disappointed those who expected for them a lively vogue. In like manner, the pique flat ascots have become obsolete. In spite of the extensive preparations made for a season of brilliant coloring in neckties, the greatest simplicity characterizes fashionable cravatings.

The Man Who Cooks the Grub.

We have read in song and story
Of "the man behind the gun,"
He is given all the glory
Of the battles that are won;
They are filling up the papers
With his apotheosis,
And they tell about his capers
While the shells above him hiss,
But behind the grimy gunner,
Steadfast through the wild hubbub,
Stands a greater god of battles—
'Tis the man who cooks the grub.

When the sky is rent with thunder
And the shell screams through the air,
When some fort is rent asunder
And Destruction rears there,
When the men in line go rushing
On to glory or to woe
With the maddened charges crushing
Heroes who are lying low,
There is one but for whose labors
There could be no wild hubbub,
And the greatest god of battles
Is the man who cooks the grub.

What of ships with armor plating?
What of castles on the heights?
What of anxious captains waiting
While the careful gunner sights?
What of all the long-range rifles?
What of men with valiant hearts?
These were but impotent trifles,
But inconsequential parts
Of the whole, without the fellow
Who must scour, scrape and scrub—
For the greatest god of battles
Is the man who cooks the grub.

IT'S EASY TO SELL NECKWEAR

when you have the newest out. See our Fall line. It is immense.

We also have some extra values in MEN'S UNDERWEAR, bought before the advance in woolen goods. Our advice to you is to buy enough to last the season through.

VOIGT, HERPOLSHEIMER & CO.

WHOLESALE DRY GOODS
AND FURNISHINGS
GRAND RAPIDS, MICHIGAN.

COTTON BLANKETS

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

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

Electric Light Plants

Lamps and Supplies

Telephones

Grand Rapids Electric Co.

9 SOUTH DIVISION STREET.

GRAND RAPIDS, MICH.

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.

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.

BILLY THE TRAMP.

How He Held His Customers By Hypnotic Power.
Stroller in Grocery World.

Every reader of this column has probably heard of the mysterious force called hypnotism—the influence that enables its possessor to control the will of other people.

There are persons who scout at the idea of such a thing. I don't, for I believe that every good salesman has it in a measure. I know one who must have it in a very large measure, for that is the only way you can explain his success.

In every trade paper you see lots about the necessity of a neat appearance in business, especially for a salesman, whose manner and address are largely an asset. It is said, you know, that a good salesman needs to make a good impression at the very start, and to do this must present a good appearance—not be a dude, but be clean and neat and look altogether like a gentleman. The salesman I referred to a little while back—and in some respects he's the most successful I know—is without exception the sloppiest white man I ever saw. He is absolutely careless and neglectful about his appearance; doesn't care a rap whether his collar is clean or not; always looks like a tramp, even with a fat month's commissions in his pocket, and yet he can sell goods right over the heads of other salesmen whose clothes are brushed and their linen spotless.

I have just come in from the street, and the fact that I saw this fellow started me off on this tack. I'll try to make you understand just how he looked. Probably some of you will recognize him.

He had on a straw hat that had evidently been worn at least two years without being cleaned once. Wear a straw hat on the railroad trains one week, and it'll look dingy; how do you think this one looked after wearing it two years?

He had on a shirt that soup and other things had been spilled on. It was actually nasty, and instead of a stud was a frayed-out hole. His collar was yellow and absolutely black where his neck had rubbed against it, I suppose for at least a week.

His clothes were dirty and wrinkled; his shoulders dandruff strewn; his trousers baggy and fringed around the bottom; his vest half undone, and with two buttons off, and his shoes dirty and unpolished.

This picture is as true to life as I can make it. Add to it the presence of a set of frightfully dirty teeth, the result alike of neglect and excessive tobacco chewing, and you have a tout ensemble which isn't prepossessing to say the least. The fellow looks like a tramp, to say the least, and is the sort of a man you'd expect to turn you away from buying something, even if you had expected to buy it before he showed up.

Now, we'll take a look at this salesman's other side. Last week I was standing down on Front street talking with another salesman in the same line with the hero of this tale, and the latter passed as we stood there, unkempt as usual.

"Did you ever see a sloppier man in your life?" I asked.

"Never," was the reply; "and yet that fellow is a better salesman than I am, and my house told me when they renewed my contract last year I was the best they ever had."

"How do you account for it?" I asked.

"I don't know; hypnotizes 'em, I guess," was the reply. "Why, one day I was up in Lancaster, taking an order from a retail grocer up there. This fellow passed the door, and I spoke to him. The grocer asked me 'whether I had many tramp friends.' The 'tramp' had been touching Lancaster only a little while then. When I got there next trip I found that 'Billy' (the tramp) had been there and sold that grocer, who had been my customer for eighteen months. And the worst of it is I haven't

ever been able to get him back. Sticks to 'Billy' like a brother."

There it is. This salesman made such a bad impression on that Lancaster grocer that he called him a tramp. Yet he afterward gave him his order, taking it away from the salesman who had had it for a year and a half, and he's generally known everywhere as a rattler who can send in orders when other salesmen can't.

Now, unless this fellow, when he stands face to face with a customer, hypnotizes him into forgetting his nasty teeth, his yellow collar and his general sloppiness, how can he sell him?

Lost Opportunities That Haunt Us.

When one sits down quietly to take account of one's life—to balance its sunshine and shadows, its laughter and its tears, its good and its evil, there is nothing that brings with it a keener pang of regret than the vision of our lost opportunities. Not alone when the tide of our fortune was at its flood and we failed to take advantage of the opportunity it offered, but the many little things we mourn—the happiness we might have had, the kindness we might have done, the joy that might have been ours had we only been wise enough to seize it.

It is one of life's strange paradoxes that if we have an unpleasant duty to perform, an angry or unkind thing to say, we rush upon it, but if it is some happiness, or some little kindly deed or word, not even the Cubans with their perpetual "manana" could be more deliberate about it. It is as if we were so sure of happiness that we felt it could be put off to be enjoyed at any future time. "I haven't the time to enjoy the sunshine now," we say in effect, "but to-morrow I will invite my soul to rest and bask in it. I can't stop to breathe the perfume of the flowers now, but by and by, I shall revel in their fragrance and beauty."

Alas! what folly is this. When we are ready to enjoy it it is too late, and we sadly realize that the winter has come for us, when there is never a gleam of gold in the skies, and the rose is withered and dead in the garden, and for all our prayers and all our tears we can never more bring back the lost opportunities of our vanished summer.

The pathos of putting off enjoyment is never so forcibly illustrated as it is in the domestic relations. How often we see a man so immersed in trying to make money, and a woman so absorbed in trying to keep up a good appearance, and dress her children as well as the neighbors, that they miss all the sweetness of home life. Sometime they intend to enjoy the babble of childish voices, sometimes they are going to sit, hand in hand, and tell each other, how they have understood and appreciated all the loyalty and love, all the fineness and the delicacy—they are going to say the word that the other hungers and thirsts to hear, but not now. But the days go by, and the inevitable happens. The children grow up and leave the home nest, or death comes, and they pour into deaf ears and lavish on cold lips the caresses that come too late to win one answering smile.

Who has not had it in mind to say a cheering word to some struggler, or to write a letter to some absent friend, or to pay a visit to some lonely soul, and then suddenly had it put forever out of their power? The struggler had ceased to struggle and gone down in the flood, the lonely and the wretched had gone to that bourne where love never faileth as it so often does on earth, and mingled with your regrets is some accusing voice

of conscience that will not be stilled and that cries out: "Oh, if I had not missed my opportunities I might at least have brightened an hour of the dreary journey for them."

It would be well for us all if we could remember that we are travelers that pass this way but once, and that what we miss now we can never make up. If we are estranged from a friend and let the hour of softening and yielding go by there will be no more opportunities to weld together the broken links of affection. The kindly word we might have said, the pleasure our praise might have given another, the child we sent grieving and weeping away when we might just as well have made it happy, the pleasures we might have had for ourselves and the sunny memories we might have laid up for the gray days of life, these are some of the lost opportunities that haunt us with unavailing regrets.

JANE CRAGIN.

Ornamental As Well As Useful.

Mrs. Suddenrich—What awful nice spoons them are!

Dealer—Yes, madam; they are our very latest designs.

Mrs. S.—Are they to eat fruit with?

Dealer—They are souvenir spoons, madam.

Mrs. S.—Gimme a dozen. Our new French cook makes elegant souvenir.

Every man should carry a big lot of life insurance; after he dies it will help his wife to marry again.

Only Incidentally.

Crusty party (turning his head)—Did you wish to see me, sir?

Man with bill (inspecting him critically)—No, sir; I can't say I do. I merely wish to see if I can collect this little account.



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.

REED CITY SANITARIUM
REED CITY, MICHIGAN.

A. E. 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.



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.

DON'T GET WET

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

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

Around the State

Movements of Merchants.

Oxford—B. M. Lenhoff & Co., clothiers, have removed to Pontiac.

Montague—Joseph Pino has opened a bakery and confectionery store.

Stockbridge—W. Hicks succeeds G. W. Nichols in the meat business.

Caro—J. A. White, of F. E. White & Co., boot and shoe dealers, is dead.

Quincy—Clare Wise, of Kalamazoo, will shortly open a bazaar store here.

Port Huron—Albert Hume has opened his Pine Grove avenue grocery store.

Albion—A. L. Young & Co. succeed Henry Young in the hardware business.

Central Lake—Dr. G. F. Snyder has sold his drug stock to Henry Ogletree.

Marine City—Springborn & Tart have opened a grocery store and meat market.

Millington—Storms & Kelsev succeed J. D. Storms & Co. in general trade.

Smith's Creek—W. H. Sears has purchased the general stock of Christian Nelson.

Imlay City—Swan & Bohm succeed Will Swan in the grocery and notion business.

Thompsonville—Wm. Hogg, of Nessen City, has purchased the grocery stock of L. B. Putney.

Standish—H. H. Jacques & Co. have purchased the hardware and tinware stock of H. J. Randall.

Chesaning—A. B. Clough, dealer in groceries, drugs and implements, has removed his stock to Oakley.

Paw Paw—H. W. & W. E. Showerman succeed Thos. C. Tyner in the boot and shoe and clothing business.

Port Huron—E. L. Johns has retired from his copartnership with F. E. Flewelling in the clothing business.

Port Huron—Peter Irvine, whose feed store was recently destroyed by fire, has again engaged in the same line of trade.

Manistique—Julius Peterson and Martin Johnson have formed a copartnership and engaged in the tailoring business.

Maple Rapids—The dry goods and grocery firm of Redfern & Howe has been dissolved, Mr. Howe succeeding.

Delray—Vandecar & Son, formerly of New Baltimore, have opened a butter, egg and produce commission house here.

Owosso—Geo. Graham is making arrangements to put in a cigar factory in connection with his retail cigar business.

Ithaca—Sam Kirchheimer, of Coleman, has purchased the clothing, men's furnishing goods and shoe stock of Wile Bros.

Holland—A. C. Wells, of the former shoe firm of Peck & Wells, of Benton Harbor, has opened a shoe and clothing store here.

Yale—R. M. Lothian has retired from the general merchandise firm of Lothian & Fuller. E. B. Fuller will continue the business.

Port Huron—The wholesale fish firm of Kaesemeyer Bros. & Co. has been dissolved. Kaesemeyer Bros. will continue the business.

Belding—Mrs. S. Unger has leased a store building and early in September will open a millinery store and dress-making establishment.

Trufant—C. E. Van Every has purchased the Dr. J. Black drug stock and will continue the business at the same location. Mr. Van Every was formerly manager of H. M. Gibbs' branch drug store at Coral.

Ann Arbor—G. H. Wild, merchant tailor, has taken his brother, David Wild, into partnership, the firm name being the G. W. Wild Co.

Onaway—J. M. Clark has purchased the hardware stock of Chris. Miller and will also handle farming implements, road machinery and bicycles.

Oscoda—Herbert J. Markham has purchased the drug stock of W. D. Hammond. Mr. Hammond will take a course in the Rush Medical College of Chicago.

Port Huron—Fred Demorest, for twenty-six years with the Grand Turnk Railroad, has, in company with Mr. Laird, purchased the drug stock of S. B. Shaw.

Lansing—Frank B. Johnson has purchased the interest of L. A. Briggs, of the firm of Johnson & Briggs, grocers, and will conduct the business alone hereafter.

Wayland—J. M. Burpee, of Orangeville, has purchased the stock of merchandise formerly owned by the defunct Temple of Economy, of A. B. Bosman, of Holland.

Holland—The bakery and confectionery business of John Pessink has been purchased by Gerrit Steketee. Mr. Pessink retires from business on account of ill health.

Carson City—Medler Bros., of Sumner, will embark in the general merchandise business here Sept. 1, occupying the store building vacated by M. Lightstone.

Lansing—Alfred M. Birney, for several years with the grocery firm of R. B. Shank & Co., has taken the position of manager of the grocery business of Roswell Mott.

Cheboygan—D. W. Willets, of Mackinaw City, has purchased the James Lee stock of dry goods and ladies' furnishings and will continue the business at the same stand.

Traverse City—H. Kline, of St. Ignace, a representative of Benda & Co., who will shortly embark in the clothing business here, is making arrangements for the opening of the new store.

Alma—Louis N. Baker, of Midland, has purchased the D. W. Adams stock of groceries which Bert Hayes has owned for the past few months. He will continue the business at the same location.

Mason—J. G. Snook, C. J. McBride, F. J. Lewis and F. S. Squiers, all of this city, have purchased the plant and stock of the Mason Carriage Co., and will continue the business under the same style.

Lansing—Reynold C. Peez has sold his stock of groceries at 314 Washington avenue, south, to Leo Ehrlich, who will give the business his personal attention. Mr. Peez will be retained as clerk for four months.

Hillsdale—C. H. Sayles, proprietor of the bazaar store on College street, has retired, and John Garlough, son of a former proprietor, and F. M. Johnson, who has been assistant in the store for some time, assume the management of the business.

Ypsilanti—Lockwood & Edwards, dealers in flour and feed and agricultural implements and sewing machines, have dissolved. Mr. Edwards will continue the business and Mr. Lockwood will devote his entire attention to his Lockwood fence.

Elk Rapids—M. B. Lang has purchased 105 feet frontage on the north side of River street, at the corner of River and Bridge, and will at once begin the erection of a fine brick block 30x82 feet in size, two stories and a basement, fronting on River street.

Slights—John Gillis, of Traverse City, who has had the business management of the J. C. Lewis estate at this place for several months past, has resigned. Frank Dean, who has had control of the store department since last spring, will succeed to the management of the logging and lumbering departments.

Shelby—Van Wickle & Lewis have established a branch fruit and produce house at Boston under the personal supervision of C. D. Lewis. The firm maintained a branch distributing depot at Boston during the peach and potato season last year and has concluded to make the arrangement a permanent one.

Detroit—Chas. H. Werner has merged his wholesale and retail crockery, glassware and toy business into a corporation, with a capital stock of \$25,000, all paid in. The stockholders are as follows: Charles H. Werner, 750 shares; Charles Werner, 250; Charles H. Werner, Jr., 500; Herman B. Werner, 500; Gertrude Werner, 500.

Maple Rapids—E. G. Bement, who has been engaged in the mercantile business here for forty-two years, twenty-seven of which has been in his present store building, expects to retire from the field during the coming fall, and for some time thereafter his attention will be taken up by visiting points of interest throughout the United States.

Morrice—M. J. Ryan, clerk in a local drug store, was cleaning some clothing with gasoline Sunday, when a customer entered and called for some ammonia, which is kept in a dark place. Ryan, without thinking, struck a match to find it, and the fumes of the gasoline ignited and burned him badly before he could tear off his blazing garments. He will recover, but his hands may be permanently crippled.

Manufacturing Matters.

Twining—John McReady has erected a sawmill and is now erecting a planing mill.

Central Lake—Liken, Brown & Co. have established a barrel manufacturing business at this place.

Wallace—G. M. Smith & Co.'s sawmill will suspend operations in about three weeks. Hemlock has been manufactured principally this season.

Bellevue—Arthur Goodman has purchased the interest of his partner, Mr. Batty, in the creamery at this place and will continue the business in his own name.

Cheboygan—Pelton & Reid have started camps on Carp River, where they will put in 8,000,000 feet of logs, which will be manufactured at their mill next season.

Bay City—The Green & Braman sawmill will not be rebuilt, in all probability, as the firm has sold its logs to Eddy Bros. & Co. The day of building sawmills on this river is past.

Fisher—George Arnold has resigned his position as manager for the Northern Supply Co., and has gone to Munising to assume charge of the mill of the Kirby-Dennis Co., at that point.

Charlotte—J. W. Hallander & Sons, of Webster, N. Y., have purchased the lot and evaporator plant of C. E. Williams. The purchasers operate four plants in New York and two in Missouri.

Cheboygan—The Inverness & Benton cheese factory resumed operations last Monday, after many months of idleness. Mr. H. E. Taylor, of Flenwood, the new cheesemaker, comes highly recommended by Supt. Gordon H. True, of the Agricultural College Dairy Department, Lansing.

Mt. Clemens—The Mount Clemens creamery outfit has been sold to Theo. Matthews for a consideration of \$1,200 and the mortgage debt of about \$800. The concern will pay about 70 per cent. of its debts.

Traverse City—L. K. Gibbs has formed a copartnership with his son, Harry, and purchased several large tracts of hardwood timber near Summit City, and will erect a plant a few miles from that place.

Kalamazoo—James Arnold, formerly connected with the Empire casket factory, at Constantine, in partnership with W. J. Wade, of Fergus Falls, Minn., will establish a casket factory at this place early in September.

Gagetown—C. H. Weaver & Co., commission merchants of Chicago, have commenced the erection of an evaporating factory. The ground was purchased by the citizens. The plant will cost \$3,000, and will employ thirty girls.

Newberry—D. N. McLeod will start logging operations in the vicinity of Newberry this week. He will run two camps of fifty men each. Nearly all of the camps are likely to run short-handed, owing to the scarcity of men.

Lamont—Danner & Hogue, of Allegan, have rented the Lamont evaporator. They will double the capacity, making it capable of caring for 500 bushels every twenty four hours and will employ fifteen men and twenty-five women.

Beaverton—Ross Bros. are running two shingle mills and are also cutting four carloads of cedar railway ties every day. This firm controls about all of the cedar and other timber on the Tobacco River and branches and the Cedar and branches.

Munising—Cody & Addis have loaded the last log on the cars for Comstock Bros. They have been operating in this vicinity for twenty-six months and in that time have lumbered 32,000,000 feet of pine. They will move their entire camp equipment to Duluth in five or six weeks and will lumber in the vicinity of that city.

Bay City—The box factories have had splendid work thus far this season, this being one branch of the lumber business not affected by the war. Handy Bros. are handling several carloads of box stuff daily, and will work up 25,000,000 feet of lumber the present year. They buy lumber here and have also purchased several million feet at Lake Superior points, which will be brought here by water, two or three cargoes having arrived.

Saginaw—The fears of Michigan lumbermen who obtain log supplies from Canada that the supply would be shut off by reason of the act passed at the last session of the Ontario Legislature are dissipated. The writer has it from the most authentic sources that the operation of the act in question will be suspended for one year at least, and in the meantime the matter will be presented pro and con to the joint commission appointed to adjust matters between the Dominion and the United States. The suspension of this act will enable Michigan lumbermen to operate as usual in Canada the coming winter, and also permit Canadians to secure a big harvest of logs for the American market next season. Canada logs have brought \$10 and \$12 all this season, and there are lumber manufacturers here who assert that at these prices not a dollar can be made in buying Canada logs, paying the rafting bill across the lake and manufacturing them into lumber.

Grand Rapids Gossip

The Grocery Market.

Sugar—Prices are unchanged. Some grades are still oversold, although on the average shipments are delayed less than they were last week. It is said that two or three days of good business would again put the market on an oversold basis. The new refinery of Arbuckle Brothers is turning out a little sugar from day to day and it is taken up as fast as offered.

Tea—Cables received during the week from Japan tell of very firm markets and possible advances. All grades of teas are on a steady basis at present, and if there is any fluctuation it is much more likely to be an advance than a decline. The second crop of Japan teas is bringing more money than the first crop—an almost unprecedented condition. The second pickings have not yet arrived, nor will this market get many of these this season, for the reason that the price is too high to warrant the usual purchases for this market. The fact that we shall not be able to get any new teas from Japan that can be sold at less than 30 to 35 cents, will have much to do with depressing the business, and cutting down the total volume of the tea trade.

Coffee—The stocks of coffees are large the world over, especially in Brazil, which are the bulk of the coffees handled in this country, and especially in Michigan. It is possible that there are to be some interesting developments in the coffee market after the completion of the Sugar Trust's coffee roasting plant, with which it proposes to fight the Arbuckle sugar-coffee plant. The bulk of the coffee to be roasted by the Trust will be from Brazil.

Canned Goods—New tomatoes have advanced 2½c, but old stock is unchanged. The old stock has the preference. The demand for tomatoes generally is only moderate. Corn is very dull and the market is unchanged. The demand is small. Nothing is doing in peas, which rule at unchanged prices. Seconds peaches are cleaning up very well at an advance over a month ago of 10@15c per dozen. No prices are quoted on Eastern packed peaches as yet, but the probability is that they will open very high. All the Eastern peaches are at present being shipped green.

Dried Fruits—Nothing on the coast but raisins promise to be plentiful this season. The reports of the pooling of raisins by growers are conflicting, but the reports that the scheme has failed seem to prevail, and if no pool is formed there will be a low market in raisins. This much is sure. New evaporated black raspberries and new evaporated sliced New York apples are on this market. Prunes are higher on the coast by ½c, but not advanced here, although strong. Small sizes are out of the market. Currants are lower by ½ to ¾c, with prospects of a very good average crop this season, of better quality than that of last year.

Fish—Mackerel is scarce, the domestic catch being still far from satisfactory. Prices show no advance for the week, and will hardly advance soon. Cod is dull and will be until the early fall, when the demand begins. Prices are unchanged. Lake fish is dead. Domestic sardines are very weak, and the price is lower than for some time. The demand is slow. Salmon has advanced about 10c per dozen, on account of the very short pack, which is only about 60

per cent. of normal. Second-grade salmon has advanced about 5c. There is a good consumptive demand and some speculative demand.

The Produce Market.

Apples—Maiden Blush, Strawberry and Wine varieties are in large supply at \$1.75@2 per bbl. The quality is fine and the yield of all the above varieties is reported large.

Beets—25c per bu.

Butter—The market has advanced 1c during the past week, fancy dairy touching 17c and separator creamery going to 19c, with a dearth of stock in both lines. The recent rains are expected to rejuvenate the pastures, but it will be several weeks before this will have an effect on the butter market.

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

Carrots—25c per bu.

Cauliflower—\$1@1.25 per doz. for home grown.

Cocoanuts—4@5c.

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

Cucumbers—50c per bu.

Eggs—Dealers pay 10@10½c and hold candled stock at 11@12c. The receipts are coming from scattered points, and the quality is better than it was in hot weather, although not as good as it will be in two weeks. The demand is good.

Grapes—Moore's Early are in plentiful supply on the basis of 12½c per 6-lb. basket. A few Wordens are coming in, but receipts so far have been inferior; in fact, choice stock of the Worden variety will not be ready for market for ten days or two weeks. All varieties of grapes are in good bunch and good berry and growers and dealers look forward to a season of large supply and moderate margins.

Green Onions—8c per doz.

Honey—Fine new comb commands 12@13c.

Lemons—Values rule firm and unchanged from last week. Demand is active. California stock is much in favor with the trade.

Muskmelons—Cantaloups are handled sparingly, because they are so badly cracked. Little Gems command 50c per basket of about 20. Osage fetch 75c per crate.

Onions—Home grown command \$1.75 per bbl. for yellow or red.

Oranges—This staple fruit still has a share in the general demand. Market holds steady.

Peaches—Early Michigan, 75@85c; Crane's Early, \$1@1.25; Early Crawford, \$1.25@1.50. Receipts are large and the quality is generally fine.

Pears—Little sugar fetch 50c; Clapp's Favorite command about 75c; Bartlett, \$1. The latter variety is beginning to come in freely and growers assert that the crop is large in size and fine in quality.

Plums—Bradshaws, \$1; Guyos, 60c; Green Gages, 75@85c; Moore's Arctics, 60c; Lombards, 70@75c. The receipts were never so liberal or the quality so fine as this year.

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 40@50c, with offerings fully equal to the demand.

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

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

Conference of Retail Druggists.

The Chicago Retail Druggists' Association has issued a call to retailers throughout the country for a conference at St. Louis, Oct. 17, to take action against the manufacturers who have forced the retailers to pay the stamp taxes on proprietary articles.

Chas. Nash will shortly open a new grocery store at Clarksville. The Olney & Judson Grocer Co. has the order for the stock.

A man never has real trouble until he has a son big enough to wear his clothes.

UNDER THE HAMMER.

Martin L. Sweet in Reduced Circumstances and Ill Health.

One of the largest foreclosure sales on record, where a private individual is concerned, will be made September 3, and it will be a sale of more than usual interest, because of the long residence in the city of the defendant and the prominent part he has played in the growth and development of the city and its early history. The sale will be the property of Martin L. Sweet, which about three years ago was placed in the hands of the Michigan Trust Company as trustee for creditors. The property to be sold includes the Sweet's Hotel property at the corner of Pearl and Canal streets, subject to mortgages aggregating \$83,000, and the 99 year lease of the Old National Bank, of which lease about 63 years yet remains; also the Sweet farm in the northern part of the city, comprising about 180 acres, together with the buildings and equipments, subject to various mortgages; also \$11,000 Antrim Iron Company stock, subject to a claim of \$12,333; \$15,000 Old National Bank stock, subject to a \$15,000 claim; a third interest in 632 shares of stock and \$300,000 bonds of the Lowell & Hastings Railroad, subject to a claim of \$3,430.77; and various descriptions of real estate situated in Kent and Newaygo counties. The total amount of the claims to be satisfied from the proceeds of the sale is about \$150,000, and if anything above this amount be realized it will be fortunate. It is understood that a syndicate has an eye on the hotel property, which as a piece of real estate is one of the most valuable in the city, and another syndicate is said to be figuring on the farm property, which, in time, with the electric railroad running to it will be valuable for platting and residence purposes. Who compose the syndicates and how much money they have back of them is not stated.

Mr. Sweet has been a resident of this city since 1846 and has always been numbered among the most enterprising of the early settlers. He engaged in the milling business and embarked extensively in the grain trade, and in this he accumulated a handsome fortune. In 1861, upon the suspension of the Daniel Ball banking house, he purchased the establishment and engaged in banking, with Harvey J. Hollister as cashier. The bank was afterward organized as the First National Bank and in it he held half the capital and was its President. Mr. Sweet remained as President of the First National during the twenty years of its corporate existence, and continued as the head of the institution when it became the Old National until his failure three or four years ago, when he was succeeded by James M. Barnett. At one time he held stock in the bank to the amount of something over \$100,000, but his present holdings are reduced to \$15,000, and even this amount is deposited as collateral to its full face value. Mr. Sweet built the Sweet's Hotel block in 1868. He has been mayor of the city and in the earlier days was foremost in all the public enterprises, and the farmers of Western Michigan are indebted to him for what he did for the improvement of stock by the importation of Holstein cattle from Holland. At one time Mr. Sweet was credited with having a clear title to anywhere from \$250,000 to \$500,000, but recent years have brought many financial disasters to him and now, at the age of

79 years, the mortgage sale will leave him in reduced circumstances and broken in health. He lost some in grain, his investments in furniture manufacturing were disastrous, his railroad venture was a great mistake, some of his real estate investments did not pan out right, and, in addition to all these drains upon his resources, his endorsements for others turned out ruinous. In his old age and misfortunes he will have the sympathy of a wide circle of friends; but sympathy does not repair broken fortunes.

The Morning Market.

The increase of traffic on the island this season has been so rapid that the question of accommodation for the height of the season is becoming a pertinent one. Already it has been found necessary to add two more streets at the south, and yet much of the space beyond is filled with wagons. Several days the crowds have been uncomfortably dense, and it may be anticipated that two or three weeks hence the overflow will be considerable.

Grand Rapids as a fruit and vegetable market center is yet in an early stage of development. The work of extending passable roads into new localities is constantly progressing, thus adding rapidly to the tributary territory not only by the extension of its radius, but by bringing many nearer neighborhoods into practicable communication. On the other hand, there is a still more rapid extension in the distributing market. The constantly increasing number of buyers, with their force of handlers and shippers, makes it necessary to reach more, and more distant, points with their shipments.

A significant factor in the situation is the increased attention given to the quick transportation service by the railway companies. With the best of organized care on the part of the roads, shipment of perishable products by regular freight lines has always been a matter of anxiety to the shippers. There was no assurance as to time of reaching destination and risks of delay in changing to different lines were serious. Thus it is frequently necessary to keep men in charge of such shipments, at considerable expense, and even then the freight time schedules are too slow to reach the best markets. Finally the companies have taken hold of the matter in a way which promises to greatly extend the possibilities of reaching such markets and insure the quickest transit of perishable products. This is by the use of special trains. Already several roads have put such trains at work and whole train loads of fruit are taken to such distributing points as Buffalo and Pittsburgh as quickly as though run on a passenger schedule. Of course, this method is only possible where the quantities to be transported will warrant it, but the magnitude of shipments of potatoes, as well as fruits, promises to make this feature a permanent method of distribution in such lines.

So far each succeeding Tuesday has proved to be the big day on the market. Yesterday the business was far in excess of any day this season, the market being crowded with teams. Offerings of fruits are yet in early varieties only, but with all their abundance everything was sold and at fair prices.

Louis Hildebrand has opened a grocery store at North Dorr. The Worden Grocer Co. furnished the stock.

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

Clerks' Corner.

How Clerks are Made.

Written for the TRADESMAN.

It is often said of poets, painters and other artists that those who may hope to excel must depend upon natural endowments—that "poets are born, not made." There is undoubtedly much of pertinence in this observation, for there must be a natural inclination toward refinement and a capacity for mental development in the desired direction which will afford a foundation for the superstructure to be erected by the effort of the individual, or any amount of such effort proves vain. In the commoner walks of life the same observations hold true in varying degree as to those who content themselves with the low average of their profession, and in greater degree as to those who are only content with excelling.

There are those who are ambitious for position in the world of trade who are handicapped by the lack of essential natural endowments. This lack may manifest itself in deficiency of moral character—the successful merchant must be honest. It may manifest itself in deficiency in persistency of purpose—the vacillating man cannot hope to succeed in trade. It may manifest itself in a lack of sufficient thrift and prudence to assure financial stability, or there may be the general inaptitude of a morose disposition and a natural taste for other and coarser pursuits. In the degree in which these are dominant is the candidate for mercantile success hindered or arrested in his ambitions.

These general observations as to the profession of trade have their application in an eminent degree in the career of the salesman. Clerks are born not made. It is unfortunate both for the profession and for the candidate for mercantile success when circumstances place those without the essential natural qualifications in this part of the commercial field. It is a pity to spoil a good plowman or a good carpenter to make a poor clerk, and if there is a lack of capacity for success in those careers, the deficiency will be even more pronounced in this.

But it should not be assumed that apparently natural deficiencies or characteristics, presuming a sufficient mental endowment, are to be taken as final and the candidate rejected. For while nature has her part, education and surroundings may do so much as to completely obscure what nature has done. There may be the existence of the kindlier qualities and of ambition and persistency, and by proper education these may be brought out and made the dominant factors. But a failure to recognize these, both in the candidate and his instructors, may leave him with a soured disposition and blunted moral development which will prove fatal to any aspirations for success.

For while clerks are born and not made, there is yet an infinite part of the production of the ideal clerk which lies in the making. As already hinted, the lack of proper education and adverse surroundings may do much to obscure, or even destroy, what nature has done. It does not necessarily follow that this is only the effect of poverty and its consequent lack of educational facilities; indeed, those who are spoiled by educational deficiencies are oftener found among the pampered sons of indulgent wealth. Poverty is often the best educator in the bringing out of the quali-

ties in the naturally strong character which are most essential to success.

The wise thing, then, for the aspiring clerk to do is to take inventory of his endowments and to consider his deficiencies. If the latter are too great for him to hope for success, let him accept the situation and seek the work to which he is better adapted. If, on the other hand, he finds enough in the outlook to warrant continued effort in his present career, he should systematically set about the development of his better faculties and the correction of his deficiencies. Unreserved, honest determination in this work is the essential to success.

It is scarcely necessary to refer to the proposition that honest integrity of purpose is the invariable pre-requisite to final success. Dishonesty may sometimes seem to aid in achieving a temporary purpose, but the end thereof is failure.

The cultivation of persistence and determination with a well defined ambition is the next essential. It has been observed that to achieve wealth one must want wealth. The moral of this observation is that, unless there is the spur of some worthy ambition, the life becomes a lazy drifting.

Then comes the consideration of the personal qualities which have to do with the ordinary discharge of daily duties. A most common deficiency is the lack of geniality caused by the disposition to dissatisfaction—to criticise one's position and surroundings. It is the common observation of every clerk that there is much grumbling among his associates as to the manner in which he has been treated by the "old man" and it behooves the one ambitious for advancement to enquire whether the same fault is not his hindrance. It is impossible for the clerk or workman in any field to do his best work under the incubus of dissatisfaction. And in his special work there is apt to result the moroseness which is especially fatal to the efficient performance of his duties. To acquire the geniality of manner which is so essential, there must be cultivated a genuine quality of disposition. This is of a quality which can not be affected or put on, for sham geniality is sufficiently manifest to most customers.

Then there must be alacrity and a hearty readiness on the part of the clerk in the service of customers. This again is a quality which can not be put on. The clerk who has the habit of loitering and waiting is never in fit condition to meet a customer. The habit of thorough activity at some work at all times will keep the clerk in tune and in readiness to make the most of every opportunity. Not that one should never rest, but don't loiter. When you rest, rest.

Study your work. Watch for your mistakes and correct them. Study human nature as it is presented by those you meet in business. Learn to be all things to all men, in the sense of studying the tastes and peculiarities of your customers and meeting them wherever you can consistently on common ground. If it is in you to become a successful salesman the cultivation of the disposition described, with sincerity of purpose, and the improvement of every opportunity for advancement in your mental and moral equipment will command success.

ROSENSTEIN.

It is not consistent for a man to tell a girl before marriage that he is willing to die for her, and then refuse to eat the biscuits she makes after becoming his wife.



Stimulated by the success which has attended our efforts in past years to supply the trade with the best grades of Japan teas at conservative values and believing that the experience of a quarter of a century enables us to serve our customers to excellent advantage, we take pleasure in announcing that our lines of



were never so satisfactory as they are this season, both as regards quality and price. We are always pleased to match our grades with those of other houses, because the result is that we usually capture the order.

CLARK-JEWELL-WELLS CO.,
GRAND RAPIDS, MICH.
SOLE OWNERS,

Greater America.

Advanced on the deep and tremendous seas, our flag, imperial, flies
Over far-off lands, where the stars look down from the antipodean skies;
Our colors are up, and the conquering blood of the race is aroused at last;
The nation awakes with quick-answering heart to the sound of the trumpet's blast.

We have broken at last from the fettering past, the sequestered and gold-rimmed years,
From the slothful ease of a soulless peace and the net of our selfish fears;
We are out of the swaddling clouts, thank God, and into the shining mail;
We have taken our place in the van of the race; we have found new seas to sail!

It's Greater America—greater in hope and greater in heart and mind;
America, fronting the threatening world in the cause of oppressed mankind;
America, slow in wrath, but firm in defense of the rights of men;
With her own strong hands she will anchor the lands by the plan of a larger ken.

Let us not be deceived, we shall not be reprieved, the long battle must be sustained;
It's the Eagle, alone, with the crag for throne, it's a fight till the field be gained.
We must arm and be strong for the righting of wrong, we must bring no woe, but weal;
And we want no drones while we buckle the zones of the earth with our own good steel.

On the Eastern sea, on the ocean West, the sheltering wings shall spread,
And the bristling crest will defend the nest, and the growing brood be fed;
The strong beak fierce—the eyes that pierce—they were made for days like these;
When the talons bold let go their hold it will be when the Bird shall please.

By sea and crag, wherever our flag victorious be unfurled,
It shall stay, if we say, till the judgment day, in spite of the snarling world.
And the wheel will roll to the destined goal of the glorious years that wait;
We will never turn back from the shining track of the heralding stars of fate.

Each rich-wrecked age is a warning page, let our wisdom ponder it well,
For strewn with the dust of the thrones unjust is the easy slope of hell.
With the lesson well learned, with tyranny spurned, with the world and the future to face,
Our measure of might is the cause of Right and the blood of the Saxon race.

We have broken at last from the shackling past, we have done with the dawdling years,
With the slothful ease of a selfish peace, the nurse of a weakling's fears;
We are out of the swaddling clouts, and now we are into the woven mail.
In the van of the race and, by God's grace, we have got new seas to sail.

ROBERT BURNS WILSON.

Where the M. C. T. A. Has Helped Salesmen.

The history of the Michigan Commercial Travelers' Association from its inception to the present time has been one of unbroken success and prosperity. It stands nearly if not quite, alone among the mutual benefit associations organized in the early days of such enterprises, in that it has never had to change its plan, or mode of assessment. That it accomplishes its first object—a better acquaintance among persons engaged as commercial travelers—none of its members will deny. The advantages are manifold, such as good fellowship, a certain fraternal feeling that will exist among members of the same organization whether there be obligations taken to that effect or not, the interest that every member takes in the general welfare of every other member, the quiet "tips" where to go to obtain a good order, and assistance to secure a position to one who may be out of employment, besides other features.

Much effective work has been done by the railroad committee. There is no doubt that the commercial traveler and the house he represents are getting better rates and better accommodations in a hundred ways than would have been had but for the effective and untiring efforts of this committee, backed up by the support of our entire membership.

Taken as a class, commercial travelers are conceded on every hand to be a lot of jolly good fellows, great entertainers, none to surpass them in telling a story, of which commodity they are supposed to have an unlimited stock, and always at home wherever they hang

up their bats. But the qualifications of a commercial traveler are more than these. More is required of him to-day than in former years. Employers are continually becoming more particular and exacting as to the character, ability and capacity of their traveling representatives. A thorough knowledge of the line, prices, terms, etc., is absolutely necessary. Good health and a strong constitution are also indispensable to success.

Then, too, he must be able to read human nature, to know just how to make his efforts most effective with his customers. Different lines of goods call for different qualifications in the salesman. All these things have been brought out and enlarged upon in the several publications of the commercial travelers which are devoted exclusively to their interests and their various organizations.

Altogether I feel warranted in making the claim that our organization has been the means of bringing about a great improvement in the class of men composing the great commercial army.

It is a generally accepted fact that, as a class, commercial travelers are ever ready to dive deep into their pockets to relieve distress wherever found, but particularly in case of a worthy brother traveling man, or the family of one. Two hundred and seventy-two thousand dollars paid to beneficiaries of deceased members in twenty-four years in our Association alone is sufficient proof that commercial travelers will discharge their obligations to their brothers.

I am proud to be President of the Michigan Commercial Travelers' Association, and to be associated with the class of men who make up its membership, and I have every confidence to believe that it will continue in the future, as in the past, to discharge its every obligation promptly and to the letter.

C. C. SNEDEKER.

An Unequaled Dining Car Service.

Have you had dinner or supper on one of the Dining Cars running on the Grand Trunk Railway through trains between Chicago and Eastern points? If not, it would be worth your while to make a note of this service, and take the first opportunity you can avail yourself of a treat. Mr. J. Lea, who for years has been with the Windsor Hotel, Montreal, is now connected with this service, and travelers can rely on a refined cuisine, excellent service, and a liberal table.

Why Dewey Is an Appropriate Name.

"So you call your dog Dewey, do you? It seems to me that he's a very homely looking cur to be honored with such a name."

"But Dewey is an especially appropriate name for this dog."

"How so?"

"It doesn't matter what he happens to be doing, he's always ready to suspend operations for breakfast."

Never Know When They Have Enough.

"It's remarkable," commented Mr. Meekton's wife, "how many men are anxious to leave home and engage in war."

"Yes," he answered absently. "Some people never seem to know when they have enough of anything."

The Old Way.

The Soldier's Mother—I got a letter from George to-day, and he is grumbling about the victuals in the army.

The Soldier's Wife—I am glad to hear that he is making himself at home.

Always take the G. T. R. when you can. S. S. S.—scenery, safety and speed.

**LIVINGSTON HOTEL,
GRAND RAPIDS, MICH.**

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THE ONLY HOTEL IN THE CITY WITH
SUITABLE ARRANGEMENTS AND CON-
VENIENCES FOR LADIES.

RATES: \$2, WITH BATH \$2.50.
MEALS 50 CENTS.

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Husband Doing**

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those rooms?

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our stock of Wall Paper
is new, and consists of only
the latest designs and
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Dwight's Liquid Bluing
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**The Keeping Qualities of
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should commend them to the up-to-date grocer. They never become stale, for even the very oldest 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 particular people, and hence brings the most acceptable class of customers to whoever sells it.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - AUGUST 24, 1898.

THE NEED OF THE AGE.

In this, above all else, the age of commerce, the most enlightened nations are constantly occupied with the most strenuous exertions to increase their international trade, while maintaining and protecting that which they already have.

To-day all statesmanship is directed to the end of securing commercial benefits and advantage. The wonderful progress made in the past few decades in scientific discovery and invention as applied to practical uses has vastly multiplied the power and facilities for the production of all articles of necessity and luxury, and the result is that a nation like Great Britain, France, Germany, and, of course, the United States, is able to make greater supplies of such articles than its own people can consume.

The result is that such nations find an urgent need for more consumers, and, therefore, more markets. These are to be secured by pushing their products into every country where there is a prospect of being able to compete with what is already sold there. But, more than this, the great European nations mentioned are seeking, by conquest and colonization, to increase their territorial possessions, so that they may control the markets of the countries so colonized. As there are still vast domains in Asia and Africa which have not yet been brought under the control of modern civilization, it is apparent that the process of creating and opening new markets is likely to go on pretty actively for years to come, even when the work is being conducted by the most rapacious and land-hungry of the modern peoples.

Now that, by the fact of eventualities which were so sudden and peculiar that they may be classed either as accidents or special providences, the Great Republic of the West has, within the span of a very few weeks, become a colonizing power and an acquirer of territory far outside of the continental limits of the Union, the American people are driven into active competition with the other great commercial nations.

It now becomes necessary for Americans of the highest order of talents to devote themselves not only to the study of statesmanship and diplomacy in their relations to international commerce, but it is requisite that such men shall themselves become merchants. The need of the period in our country is a class of competent, well-trained young men,

with good manners, a practical command of French, German and Spanish—one or all—combined with intimate practical knowledge of a certain class of manufactured goods and the commercial methods, currencies, weights, measures and customs of foreign countries. The education of such men requires certain specialized courses of study which the commercial schools of Germany, and, to some extent, of Belgium and England, furnish, but which those of the United States, with, perhaps, some exception, do not.

The all-round education provided by American colleges and high schools turns out young men more or less fairly equipped for successful careers at home; but the competition for export trade has now become so sharp as to require the work of experts, which only specialized education, supplemented by practical experience, can provide. It will henceforth be necessary that a largely increased class of young men shall prepare themselves for, and accept definitely, as so many thousands do in Great Britain and Germany, the career of mercantile employes in foreign lands, in which social sacrifices and the discomforts, and even dangers, of alien climates are balanced by the material advantages which such a career offers to energy, perseverance and trained capacity.

Such are the suggestions put forth by United States Consul General Mason, at Frankfort, Germany. Says Mr. Mason, in a recent report to the State Department at Washington:

Salesmen who frequently come to Germany with no knowledge of any language but English are seriously handicapped, and this disadvantage is still further increased when the traveler puts himself into the attitude of a peddler by attempting to sell goods of wholly different classes and character, as, for instance, shoes, machinery, belting, lumber and bicycles. No man willing to accept the hard life of a commercial traveler is likely to understand fully all these diverse branches of trade, and his efforts to sell something concerning which he is ignorant are generally and deservedly abortive.

Consul General Mason's ideas are eminently intelligent and practical. At the time his report was made, the military and naval triumphs of the United States in the West and East Indies were only in course of preparation; but his suggestions are most timely. Commerce is, above all things, the business of this age. It occupies the attention of the ablest statesmanship and diplomacy that the nations of the Old World can bring into public service. It employs, in the practical operations of competitive commerce, men specially educated for the purpose. The American people will have to meet that competition. In order to do so successfully, they must prepare themselves in every way requisite to insure success in the conflict. Commerce is an evolution, in which only the fittest or the best prepared or the most capable survive and succeed. The American people must meet the commercial competition of Europe and Asia. If they can not do this, their foreign colonies will be a burden instead of a benefit.

Cincinnati people will present Dewey with a loving cup. They mean well; but Dewey is something of a dude, and may not care to drink his beer from the same mug with Cincinnati's representative men.

Soldiers do the fighting and politicians do the shouting.

BISMARCK THE GREAT.

The world's work never waits for the needed workman. It is a provision of Nature which has never failed; and nowhere is this fact more apparent than in statecraft. To handle men, to bring order out of confusion, to harmonize conflicting elements so that peace shall live where strife before prevailed—this is what the world has needed most; and when the work has been done and the workman has gone to his reward, the humanity so blessed have always pronounced the benefactor Great. The men so named are by no means numerous. Like mountain peak answering to mountain peak they rise above the commonplace level of political life, often centuries apart, never of the same altitude, always with characteristics peculiarly their own and always with features strikingly similar, due, this last condition, to the attempt to realize from existing circumstances the same grand ideal—the universal betterment of mankind.

The first great workman after the downfall of the Roman Empire was Charlemagne. The last is Bismarck; and there is no more fitting time than now, when the world stands uncovered in the presence of its illustrious dead, to pay tribute to the genius which has passed away and to crown him The Great, a title justly his and one that the centuries will lovingly bestow.

It is not strange that Rome's behest to the world should attract to her history the mightiest minds and persuade them to realize, or try to realize, in later times her greatness. The task was—a tremendous one; but Charlemagne did not know, as we do, that a single reign is not long enough permanently to subdue the world again to a single power. Never, probably, was the condition of society worse. Never were needed more the active, far-seeing brain and the vigorous hand. This the mighty mind of Charlemagne saw. From existing anarchy he brought order, peace followed in his footsteps and a grateful world has crowned him The Great.

What Charlemagne did for civil society in the ninth century Hildebrand did in the eleventh for the church. Never had the clergy been more ignorant, more sensual, more worldly and never had society become more corrupt. Over this putrid sea the carpenter's son turned his eyes and determined upon its purification. Opposition met him everywhere; but fearless as the power he wielded, he stirred to the lowest depths those stagnant waters, and history has written Hildebrand, as Gregory VII., among the great men of all time.

These same conditions, greatly modified by the progress of the centuries, found the Germany of to-day a disunited, dissatisfied confederation. "Envy, hatred and malice and all uncharitableness" were everywhere prevalent and every loyal German heart was praying for the man the times demanded. A family known to fame for five hundred years produced him and Otto von Bismarck took his place at the head of German statesmanship. Like the great men who preceded him, he dreamed of reviving in modern times the old Roman Empire, or so much of it as could be made available, and he bent every energy of his mighty will to the accomplishment of his purpose, the establishment of the German Empire. In this Austria opposed him and was overcome. Louis Napoleon objected and was silenced, and when, in January of 1871, in the palace of the French kings at

Versailles, King William of Prussia was crowned Emperor of Germany, the world stood uncovered in the presence of the "Iron Chancellor" and, with a heartiness equaled only by the reverence of the earlier hero worshippers, hailed him as "Bismarck the Great."

Whether the work of Bismarck is to meet the same fate as that of the great men before him remains to be seen. Imperialism, the watchword of thrones, is the implacable foe of a republic, and so antagonistic to the latest development of modern civilization. It always has ended, and it always will end, in destruction and ruin, because it produces in itself the egotism, the materialism, the sensuality which tend to its own destruction; and the German Empire to-day is by no means proving itself an exception to the inevitable law. Its fate is the fate of monarchy. The handwriting has already appeared upon its walls. Its downfall is as sure as Spain's; but they who some day read its stirring story will turn from the pages which Bismarck's deeds have brightened and say, as earnestly and as heartily as tongue and pen can say it, The line is not long and the names are not many, but none among them has a brighter halo than that which centers around the name of "Bismarck, the Great."

All have heard of the man who taught his horse to eat sawdust, only to have the animal die about the time the task was completed. It would be interesting to learn the outcome of the Wm. M. Hoyt Co.'s experiment in feeding its customers cream of tartar and mustard mixed with gypsum. Perhaps the result will be quite as disappointing as the experiment undertaken by the man on his horse.

Remember the Maine! Thousands of American soldiers have lost their lives by sickness; but it is stated that the Americans killed in battle in the war before peace was declared number 266, just the number that perished with the Maine.

A meeting of German woolen and worsted manufacturers and wool merchants is to be held about the end of this month to protest against the proposed new German duties on imported wools.

The art of war that is taught by green boys who never saw a battle, and who use their imagination to feed newspapers, is not the art that has made Napoleons, Von Moltkes, Lees and Grants.

Spain is reserving all its disappointment, bigotry, blindness and dilatoriness for unloading on the Peace Commission. She talks as if she were still in the fight.

Don Carlos is only pretending that he is a pretender. He is waiting for the throne to seek the man, and he waits in vain, for royal furniture is not built that way.

The man who keeps on giving you advice after he has said, "A word to the wise is sufficient," makes himself liable.

The flag of the country he discovered floats over the remains of Christopher Columbus, providing the remains are in Cuba.

The United States is expanding so much that the garments it has worn formerly are not fits now.

Children cry for the moon; when they grow up they want the earth.

THE ELEMENTS OF COMMERCE.

Commerce is the exchanging of products between individuals, or between nations that are made up of individuals. One individual or nation possesses something that the other wants or needs. If the other has some product that can be exchanged for what is wanted, well and good; but if there be no exchangeable merchandise on hand, then the purchase must be made with money.

The greatest wealth in commerce is made by exchanging the products of countries in different latitudes. Countries in the same zone commonly produce the same sort of articles; that is, countries in the temperate regions produce breadstuffs, meats, flax and wool. Countries in the warmer latitudes grow cotton, sugar, rice, spices, tea, coffee and many other articles which are in great demand in all Northern nations. The richest trade has always been between the countries of the north and those of the south.

Mineral products are not confined to any latitude. Coal and iron are found in many countries, from the equator to the poles. Coal of good quality is found in Greenland, and so also iron. Gold is found in every latitude, from Alaska and Siberia to tropical Africa. Silver, copper, lead, zinc and other metals are not confined to latitudinal limits. Petroleum abounds in Pennsylvania, Ohio and West Virginia, and in the Caspian region of Russia. Diamonds and other gems are widely distributed over the earth. Timber forests of certain sorts are common in northern regions, while other sort are found only in the south. Thus it is that, while all animal and vegetable products are governed by climatic conditions, minerals alone, of all that comes out of the earth, are independent of climate.

Manufacturing depends on considerations independent of climatic conditions, such as the skill and knowledge of the workers and facilities for procuring material. The old countries of Europe, possessing skilled and experienced laborers, for a long period did all the manufacturing for the new countries of America. In a very recent period the Americans have acquired skill and developed their ingenuity and inventive power, so that they are learning to manufacture for themselves; but they still buy enormous quantities of manufactured articles abroad. The day is not far distant when, by the increase of population and the improvement of machinery, the Americans will become the greatest manufacturing people in the world.

The people of this country are able to sell large quantities of their cotton, breadstuffs, meat, timber and petroleum to foreign countries; but all these products are in a raw or crude form, and, therefore, they bring only the low prices common to raw material. When manufactured, the value of the raw products is increased from ten to a hundred fold. A pound of crude cotton is worth only a few cents; a pound of cotton lace may be worth many dollars.

England, which is at the head of the commercial nations, reached that proud position by working for other nations. England buys their crude products of all sorts and manufactures them into articles of necessity or luxury, and, after vastly multiplying their value, sells them back at correspondingly enhanced prices to the people from whom the raw material was procured. In this way England has nearly monopolized the trade of the world. Vast numbers

of ships were required to carry this trade across the seas and oceans, and England, being able to build and operate such ships most cheaply, has been able to monopolize trade to so great an extent that the United States has practically withdrawn its commercial marine from the sea and has surrendered pretty nearly the whole of its foreign carrying trade to English and other foreign shipowners.

It is estimated that the American people every year pay to English shipowners not less than \$100,000,000 for carrying American freights and passengers. England, in pushing her commerce, has done an immense amount of exploration and discovery, and by taking possession of and settling and developing the colonies so acquired, a vast territory has been added to the range of her commerce.

Colonies are markets for the products of the mother country, and all the old nations have long ago realized the necessity for securing new and more extended markets for their manufactured products, and since colonial markets can be controlled to a large extent, colonies for commercial purposes, as well as to give outlets and opportunities for the active energies of the people of those countries, are in great demand; therefore the reason why every European country is striving to gain colonies or otherwise extend its territorial possessions is plain enough.

These necessarily brief observations on the elements of commerce are at least sufficient to show that the United States, having acquired new and considerable possessions in the tropics, has got not only new markets for its products, but this country is put in a situation which requires a radical change in commercial methods. The American people must rescue their commerce from foreign carriers. They must place their own fast steamers upon the seas, and put in their own pockets the vast sum heretofore paid to European shipowners. There will be other great commercial problems growing out of the changed situation that will require the ablest American statesmanship for their solution.

The wholesale grocery house of the Wm. M. Hoyt Co., of Chicago, must be on good terms with a plaster quarry. The last Bulletin of the State Food Commissioner discloses the fact that Hoyt's mustard is 5 per cent. gypsum, while his "Pure Cream Tartar" contains 52 per cent. of gypsum! The Tradesman is frequently reminded of the fact that Hoyt's quotations in his Criterion are lower than those published in this paper, to which the Tradesman is compelled to plead guilty. Mere quotations, however, cut very little figure, because in one case the quotations represent genuine goods, while Hoyt's quotations represent a combination of groceries and plaster—which is cheaper.

The farmer scatters land plaster over his clover to accelerate its growth. The person who buys the Wm. M. Hoyt Co.'s mustard or cream of tartar takes into his stomach a combination of mustard and cream of tartar with land plaster, producing a compound which is certainly not very wholesome and far from nutritious.

Plaster is sold by the ton and cream of tartar by the pound, but the Wm. M. Hoyt Co. sells a combination of the two at a price just low enough to demoralize legitimate trade.

OUR IMMENSE FOREIGN TRADE.

The figures of the foreign trade of the country during July, recently issued, show that while the exports have fallen off compared with previous months, owing to the fact that July is the period of smallest movement of the leading American crops, they are, nevertheless, larger than during July of the preceding year. Imports continued to show a falling off compared with the previous year, thus indicating that there has been no revival of the import trade.

The phenomenal increase in exports, coupled, as it is, with a steady loss in imports, has created so heavy a trade balance in our favor that it is sure to have a beneficial effect on the prosperity of the country for a considerable time to come. The figures for the first seven months of the calendar year show an excess of exports over imports of \$317,000,000, as compared with an excess of only \$54,000,000 for the first seven months of 1897.

The extent of the trade balance in our favor is made very clear by the large importations of gold. The seven months of 1898 show a net gain of \$87,400,000, as compared with a net loss of \$23,391,000 for the same time last year. As exports are again likely to be very heavy, compared with imports, during the coming fall, there will again be a heavy balance due us from abroad which will be settled in gold, particularly as liberal purchases of our securities are likely to prevent any offset being provided through the investment market.

Speaking on this subject, the New York Journal of Commerce, a leading business authority, says:

On July 1 we estimated that the balance due this country on international trade account was about \$150,000,000. This amount has not been materially reduced, and it is evident that we have allowed these funds to remain abroad in preference to drawing upon them. How far the account will be affected by foreign purchases of our securities it is impossible to estimate, but recent events make it probable that Europe will at no distant date be a more liberal buyer of our investments. It is quite likely, under any circumstances, that our stocks of gold will be largely increased by both importation and home production.

Of course, our imports are not likely to always maintain the same proportion to our exports as at present; but there is no early indication that the imports will rapidly catch up with the exports. The territorial expansion which is sure to follow the war with Spain will undoubtedly increase our foreign trade, and will eventually add largely to our imports; but at first the effect is likely to be a still further augmentation of the excess in exports, as all these new possessions are likely to import more largely of our products at the start than we are to increase our imports from them.

The country is bound to feel the good effects of these large shipments of our products, and now that the war is over, there is certain to be a revival of business in all lines of industry and enterprise.

AN UNERRING SIGN.

For the last three years the leading thought in business circles and the leading articles of the daily press have been given up to the presentation of substantial reasons for the early return of commercial prosperity. Depending upon the often-asserted statement that the financial depression was due to a groundless scare, the optimist predicted that the coming season would show a marked

advance of prices. Capital, always supersensitive, would soon find his fears foundationless and the wains of trade would then be crowding each other on the commercial highway. The prediction, however, was not verified. Mills were shutting down in the East, and they continued to do so. Iron foundries stopped work and discharged the men. Mining was suspended and strikes were common. Capital, alarmed, withdrew his treasure from the channels of traffic, placed it where it would be safe, although idle, and waited for the storm to blow over. In the meantime, those who were sure they knew looked for no change until the world of finance should fix upon a common standard of value. There was the secret of distress and no sign of coming prosperity would show itself until the financial question should be settled once and forever. The war with Spain put an end to the intensity of the discussion; and now, if the Solons of Trade may be believed, the white dove of peace having appeared, the Ark of Commerce has settled upon Mount Ararat, the doors are opened and the humanity shut up there for months are coming out, and the business of the world is going on with such golden returns as this country has never seen.

It is gratifying to note that these airy and high-sounding nothings have at last come to an end. The earth, "the common mother of us all," has taken the matter in hand and, as a result, the simplest as well as the wisest are looking upon an unerring sign not of coming prosperity but of one already here. The report of a single crop contains the whole delightful story; and when from the ripening wheatfields it was found that the spring wheat harvest would reach 300,000,000 bushels and it was remembered that 400,000,000 bushels of winter wheat had been reaped already, the 700,000,000 bushels, which makes the grand total of one of the largest crops ever grown in the United States, settles not only the question of prosperity but those other questions of finance which have so far remained unanswered.

With this for a foundation—700,000,000 bushels of wheat—it is not difficult to forecast results. The farm mortgages will be lessened, if not removed; in every line of trade in every part of the country business is throbbing with renewed energy; the markets are taking on a buoyancy which they have not known for years, and the spirit of prophecy, which has been so long engaged in seeing and interpreting signs, is jubilant with its exultant "I told you so!"

It is always so. Men, the wisest of them, may trace causes to effects and so reach, as they suppose, unerring conclusions, and then Mother Earth, filling the granaries of the world with her bountiful harvests, refutes their arguments and proves with invincible logic that the wide realm of trade, as well as the laws that govern it, depends upon the product of the harvest field and that there, and only there, can be seen the unerring signs of returning prosperity.

Spain will probably go into bankruptcy to avoid paying a trifle of \$600,000,000 war debt. French holders of Spanish bonds will ask the United States to become responsible. There is nothing like war to develop nerve.

Sagasta, who has been calling us pigs, now says the United States is too honorable a nation to keep the Philippine islands. War would be funny, if it were not so sad.

Shoes and Leather

Minor Shoe Notes.

The Boston Rubber Shoe Co. has, it is reported, sold out to the United States Rubber Co. for a consideration of \$10,000,000. We may now look for another advance in the price of rubber footwear in the near future, but it must not be overlooked that the big profits now being made in this line will start new factories up that will in time play an important part in the industry.

War talk is all right in its way, and has its own place in its preferred sphere, but when it comes to selling boots and shoes it is wise in the end for a merchant to confine his remarks to the subject in hand.

Old stock on your shelves is to be compared to an idle horse standing in his stall eating up his value day by day. You can not make money in the shoe business unless you keep the goods on the move.

It has been discovered that rubber is not really waterproof, but absorbs water and moisture like a sponge. It is thus that the illusions of our childhood days are rudely dispelled.

A soft tip with no box is now the correct thing in the new footwear for men. We have had several years of box toes in shoes of all sizes, and the change to the soft toe is to be expected.

A new stock on the market for shoe uppers is a kangaroo kid with a vici kid finish. It is claimed for this stock that it is very durable, and will not chip like kid, and has the appearance of the regular vici kid.

Shoes are not whisky, and, unlike whisky, will not improve in value with age.

The worst freak that has appeared in the shoe business is colored shoe laces, so that dudes can wear a new color every day. It is safe to assume that the man who changes his shoe laces every day on color lines is not of much general use in the community at large.

From all reports at hand, it looks as though green hides would shortly show a still further decline. Large buyers are reported well supplied, and accumulating stocks must be gotten rid of, and the only thing that will move them is price, which has been more or less artificial for the past three months.

We never saw a retail hatter who was so unwise as to place in his window a last year's style in hats. We never saw a dry goods dealer who was so rash as to place in his window last year's patterns in silks and dress goods, and yet we see almost every day retail shoe dealers who claim to be leaders in fashions of men's shoes filling their show windows with styles of footwear that went out of vogue over a year ago. The shoe dealer who is rash enough to do these things is going backward in his business progress.

A man who claims to be an expert in the fitting of footwear has been visiting the retailers of the Pacific coast for some time past, and filling an engagement with each firm, for the purpose of fitting shoes correctly to their customers, and judging from reports he has been quite successful in his special field. The fact that such a thing exists would lead one to believe that the average shoe dealer does not realize that this special feature of the shoe business should be a part of every retailer's education, and the fact that they have to import an outsider to look after this end of their business would go to show that the retailer has still much to learn about the business he professes to follow. Every retailer should in his own interest know how to fit a shoe properly, and should never rest until he acquires this knowledge.

Chinese Shoes.

The thick-soled, white-edged shoes seen upon the feet of the Chinamen are imported from China, most of them from Canton, where they are made by hand. The white edge is of a thick, rigid sole, made of a material resembling plaster, and if it becomes dirty can be cleaned and whitened again.

Some shoes have the wide white edge of this sole finished with a glazed or polished surface, which can be cleaned by rubbing it with a damp cloth, says the New York Sun.

The bottom soles of these shoes are made of a number of layers of rather thin leather placed one upon another, making a built-up sole. This sole is stitched through and through in many places on regular lines, giving the bottom of the sole a sort of quilted effect. This work is neatly and trimly done, even on the cheap shoes. There are some Chinese shoes without the characteristic thick white-edged soles, and provided with soles of leather only.

The top of the Chinese shoe is of cloth or silk or satin, and the lining of the same material. Velvet is often used on the top, cut in patterns that are laid over the body of the shoe, which may be of silk or satin in some bright color, while the velvet may be of black, producing picturesque and striking effects. Costly shoes are made of fine materials, and are often richly embroidered. Chinese shoes of the regular style, with the thick, white edged sole and the leather-bottom sole and cloth top, may be bought for as little as \$1 a pair. Handsome Chinese shoes may be bought for \$2 and upward a pair. Chinese shoes worn by persons of rank may be much more expensive, costing for shoes worn with court dress from \$20 to \$50 and more.

Tough on the Teuton.

An Englishman who is visiting this country for the purpose of securing American-made shoes, and whom I heard talking interestingly the other day, was rather hard on the Teuton in one way and quite complimentary in another, for the fact that a German's foot is rather large, as he alleged, only indicates to me a commendable knowledge of physiology on the German's part, and that he is making proper use of his knowledge in this connection by taking plenty of walking exercise proves my statement to be more than half right.

"I have measured the Princess of Wales and her daughters for shoes," said the Englishman. "I was a mere lad when I first paid a visit to Marlborough House, the town residence of the Prince of Wales, to measure the princess and her daughters, and very kind and affable they were, too."

"What size do they wear?" I queried of the gentleman. "Oh, come now, don't you know; for, really, that's asking me an embarrassing question. Well, let us say that her feet and those of her daughters are about the same size as those of the majority of English ladies, which, by the way, will average from one to two and a half sizes larger than those of American ladies. I have always supposed that the great amount of walking done by our ladies is, in a measure, responsible for this. About what you would call a five is the average thing for an English lady, rather larger than that, if anything."

"And the width?" was the next query. "Well, there you go again at me; a 'C' I should call it, according to your measurement. Bye the bye, I may as well say that in beauty of feet the American ladies altogether surpass those of any other nationality. Perhaps the Spanish ladies take as short a boot, but their feet are, as a rule, not nearly as slender, but more chubby, as it were. The Russian ladies are also the possessors of pretty feet, but hardly as much so as the Americans. As for the Germans—I'd rather not talk about them. Their feet are—well, beyond comparison."

Assets and Liabilities.

Creditor—How long will it take you to prepare a statement?

Mr. De Bust (head of bankrupt firm)—Our liabilities are so scattered that it will take us about three months to collect them.

Creditor—Three months? That's a long time to wait, and besides, you must then have additional time to prepare a statement of assets.

Mr. De Bust—O, I can get that up in five minutes.

HEROLD-BERTSCH SHOE CO.

MANUFACTURERS
AND JOBBERS OF

GOOD SHOES

AGENTS FOR

WALES-GOODYEAR RUBBERS
AND CONNECTICUT

GRAND RAPIDS FELT AND KNIT BOOTS.
BIG LINE OF LUMBERMEN'S SOCKS.

5 AND 7 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.



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.

History of a Peculiar Business Enterprise.

From the Allegan Gazette.

The passing of the store of the Allegan County Co-operative Association, the grange, from the management of Albert Stegeman to that of M. B. V. McAlpine is an event of not a little importance to the members of the Association, besides being of interest to the public generally. The success of the business has been largely due to the efforts of Mr. Stegeman and his wife, who has acted as cashier in the store most of the twenty-four years of Mr. Stegeman's control. They were given hearty support by the Association, and allowed to conduct the affairs of its mercantile establishment about as their judgment dictated.

Mr. and Mrs. Stegeman came to Allegan in 1865 from Grand Haven, and the former engaged at once in the mercantile business, which he continued until 1874, when he was chosen agent of the Co-operative Association and placed in charge of its store in Allegan. In that capacity and as manager he continued until last Wednesday, when Mr. McAlpine succeeded him. The Association was incorporated in 1876. Business was not extensive at the beginning, the privilege of trading at the store being limited to members of the Patrons of Husbandry, to whom goods were sold at 4 per cent. above cost. This limitation was continued a number of years and then the store was opened to any one who cared to trade there, although the 4 per cent. system was maintained until a year or so ago. During the big fire in March, 1884, the store was burned, but business was not checked, and during the first three days succeeding that memorable event over \$1,000 worth of goods were sold. When the burned portion of the town was rebuilt, the grange store occupied the building where Kohlenstein Bros. are now located. At the completion of the present handsome store building on Trowbridge street, which was erected by Mr. Stegeman in 1889 at a cost of \$15,000, the stock was moved into it, with large additions made thereto. The value of the stock now on hand is estimated at \$50,000 to \$60,000, but it is not so large as has been carried. The hard times of a few years ago affected in various ways the volume of business done by the store, which at its most prosperous period before that time of general depression amounted to \$200,000 annually. Last year it was between \$130,000 and \$140,000, and was as low as \$120,000 in a year during the hard times, people who came long distances to trade here finding it necessary to dispose of their products and buy the goods they needed nearer home.

In 1895, Mr. and Mrs. Stegeman went to California to reside, coming to Allegan to remain only a few months at a time since, and Martin Stegeman, the former's brother, was made active manager of the business, holding the position until Mr. McAlpine assumed control. Mr. Stegeman, who is now here, informed the Gazette that he and his wife would remain a couple of weeks to assist the new manager to become familiar with the details of the business, and would return to California, although he would retain his interest in the store.

Wherein the Average Country Hotel Should Improve Its Service.

From the Minneapolis Commercial Bulletin.

We wish to talk for a few minutes on a subject of which traveling men scarce need to be put in mind. In fact it is a matter never out of mind with those men whose forced absence from home makes them appreciate all the agreeable and disagreeable features of a method of living, compared with which the old schoolmaster idea of "boarding round" was a continual pleasure. We expect the reader has already decided what we refer to, and will be willing to give a thought to our suggestions as to better hotel accommodations through the country. That this is a matter of great importance to country merchants is easily proven, while we are ready to believe very few of them have ever so consid-

ered it. The situation over a great part of the territory traversed by railroads through the Northwestern States is such as to demand vigorous attention, especially by the business men of all towns of sufficient importance to claim the constant attention of the ubiquitous traveling man.

The men who take their sample lines and start out to make the territory tributary to their houses are onto their jobs in every particular. They are acknowledged to be among the brightest and keenest men found in business life. They earn good salaries and like good living. Most of them have comfortable city homes, or live, when not on the road, where the good things of life are at hand. They are used, at home, to comfortable, oftentimes luxurious, surroundings, and expect to pay enough to get good living and service while away.

But at what proportion of the country stopping places can they get it?

Every merchant is glad to find his town filling up with transient visitors, for various reasons. No matter how short their stay or how well supplied the visitors may be, they are always buyers. Even their first outlay, the money paid to the landlord for board, becomes, in great part, a direct contribution to the retail trade of the town. A summer resort is but an extreme illustration of the idea, where the accumulated spendings of hundreds are so much better than a single individual's disbursements. To increase local business, it is wise to increase the number of even the most transient residents.

If one of our sharp traveling men finds a good table and inviting sleeping accommodations at any town, he knows it. You can't fool him, even once. If he must stop within a few miles of the place, he will make that town if possible. He tells others, and they come with him. The hotel gets a corresponding name, and the reputation of the town goes with it. But if he finds a grossly insufficient meal, with bed and furniture actually abominable, he will spot that place and go miles out of his way to avoid it. Why is it that at towns whence tons of butter are shipped to this market, only grease is served at some public hostelry? With shipments of fowls made daily, not a bit of chicken on the table? With farms and gardens all around, but few seasonable vegetable productions served up? Within long distance telephone call of city markets, fresh fruits, even when cheap, very rarely gracing the table? Even the beef and mutton poored at some \$2 houses is from cuts the poorest traveling man never carries to his own home when off the road. And yet, he can get board for himself and wife, in modern city flats or at a good family hotel, for what he pays for a chance to sustain life at some country tables and stretch his limbs out at night. Why, the farmers, through all this territory, live like kings compared with this.

Country merchants should wake up in this matter. There are good hotels and they are always well patronized. The towns where they are established share in the benefit of good stopping places. Every merchant is better off for it. Each one should look into the hotel facilities of his own vicinity, talk the matter over with his neighbor merchants, and see that the man who wishes to stay there over night goes away satisfied and comes again.

Faith Brings Success.

To be a success in any calling one must be sincere, must have faith in it. This means interest, for without abundant faith there can be no interest, and without interest there can be no real advancement. The salesman, therefore, who hopes to gain and hold a position well up towards the top will have to be of the opinion that his is one of the best of callings in which to win fame and fortune, for, without this backing, success in any line is not to be found. Go ahead, then, thinking that yours is one of the brightest and best of businesses a person need desire to be in, and you will attain not only success, but also prominence and respect.

Note the Exception.

The small retailer's store is likely to be less tidy than the prosperous retailer's, because whenever a business is not successful, when it is so small as to compel its owner to do his own cleaning and routine work, the retailer is likely to become more careless than if his store were always crowded and prosperous. A prosperous store keeps more interest alive and makes its proprietor as well as his clerks work better. Indeed, it seems that nowadays the most serious problem the modern retailer has to contend with is that of keeping his store looking fresh and clean. Modern is mentioned because business has gotten to such a point that this is essential to success. Time was when it did not make much difference how the store looked. Retailers were too busy waiting on customers and endeavoring to clean up the shoes so that they could start in on Monday morning with bare shelves to take much notice of the appearance of things. But during the past several years this thing has stopped. More men are in business than ever before, and the competition is too great to allow any one to neglect any feature of his business, no matter how minute it may be. So that a well kept and neat-appearing store is now the rule, where it used to be the exception.

Controls the Kangaroo Skins.

From the Philadelphia Record.

Few people are aware that the kangaroo skins secured by the hunters in New Zealand and Australia are controlled by an American firm in Newark, N. J., but this is the fact. It came about only by the fact that an American first established the industry of tanning the hides for leather, and he has since so monopolized the market that no rival concern has attempted to compete with him. The hunters bring the skins of the kangaroo to the coast, and the agents of the Newark concern buy them at once, outbidding all others. The hunters receive about 7 cents a pound for the skins, and some of them are able to make \$5,000 a year. The skins of all the twenty varieties of kangaroos thus come first to America, and are tanned for the market. London and Paris shoe manufacturers have to buy their stock of tanned kangaroo hide direct from Newark, and prominent buyers from Germany, Greece and Austria have to do the same. About 6,000 of these kangaroo skins reach Newark every week, and they are tanned and made up into shoes, trunks, bags, valises and pocketbooks.

When a Man Needs Friends.

"Always do right and your friends will stand by you."
"Yes, but the time a man needs friends to stand by him is when he does wrong."

It is hard enough anyway for a bachelor to hold a baby, but it is simply torture when the baby's mother happens to be the girl who jilted him two years before.

EVERY DEALER

can please customers and guarantee them Perfect Foot Comfort by selling PEDACURA (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. PEDACURA 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.

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 & Hatha way'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.

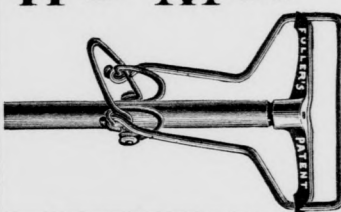
GEO. H. REEDER & CO.,
19 S. Ionia St., Grand Rapids, Mich.

FOLDING TABLE



STERLING FURNITURE CO.
GRAND HAVEN, MICH.

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.

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.

Fruits and Produce.

Loss of Fruit Trade Through Careless Inspection.

From the New York Commercial:

Controversies are always likely to have more far reaching and injurious results than seem possible to those engaged in them, and the present difficulty in the fruit trade of New York is no exception. Without question abuses exist which need correction and those who are honestly endeavoring to bring about improvement deserve the support of all engaged here in this trade.

The most serious menace to New York's prestige as the center of the fruit trade, aside from its internal dissensions, is the activity of other ports to divert a portion of the fruit importations from here. In the past trials have been made which failed because conditions were unfavorable. It is believed by importers elsewhere that the time has come for a determined effort to secure a profitable portion of the trade which has, under normal conditions, come to New York. Dealers from other ports have been here and, in a quiet way, looked over the ground and gauged their chances. Few know what they are doing, but action after returning home proved that they found a state of affairs which satisfied them of a possibility of success.

The first completed arrangement, so far as known, is at Montreal. Up to now a few steamships have taken cargoes to Montreal at the opening of the season, about May 1. Now arrangements are complete for continuing four steamships in service all the season. Heretofore the importations of fruit for Montreal have come through New York, and much of the export business has passed through this port. Montreal's trade is large and increasing, and this city's interests will suffer seriously.

Boston fruit men are at work to make that city a center for importations, distributing to New England, with the exception of Connecticut, the western portion of which will be easier supplied from here.

Philadelphia has inaugurated a movement with the same purpose in view, and the territory which is reached by Philadelphia's trade can, it is believed, be supplied from there. This might cut off much of New York's western trade, for railroad rates could be easily adjusted, if they are not now arranged, to divert our traffic.

Baltimore, which has become a great grain port in recent years, also wants some of New York's fruit trade, and its business men have been considering the subject recently, with apparently satisfactory results. A combination of these four ports would seriously reduce the imports of New York and restrict its trade to virtually the territory immediately surrounding the city.

At bottom the cause lies in what appear to be unreliable inspections. Chicago purchasers have sent back line after line of imported fruit all this season, as well as in other years. Western buyers favor the diversion of trade to other ports in the hope that an inspection system may be established which will prevent part of the unreliability now so costly.

Apple and Potato Crops Increasingly Unfavorable.

The crop report of the Department of Agriculture for August contains the following summary on apples and potatoes:

The reports as to the apple crop are increasingly unfavorable. In New York, Ohio, Indiana, Illinois, Missouri and Kansas the indications are for a crop not exceeding one-third of the normal; in New Jersey, Pennsylvania, Maryland, Virginia, Kentucky, Iowa, and Nebraska the probabilities point to a crop of from one-third to one-half of the normal, while from Maine, Georgia, Michigan, Tennessee and Arkansas the reports indicate from one-half to two-thirds of a crop. From this enumeration of states in which the indications are exceedingly unfavorable, it will readily

be seen that the apple-growing states in which the conditions are at all satisfactory are few in number.

The average condition of Irish potatoes fell during the month of July from 95.5 to 83.9. While this latter condition is 6 points higher than the average condition on August 1, 1897, it is 10.9 points lower than the condition on August 1, 1896, and 3.2 points below the August average of the last ten years. There was a decline during the month of July of 15 points in New York, 18 in Pennsylvania, 17 in Ohio, 19 in Michigan, 13 in Indiana, 11 in Illinois, 9 in Wisconsin, 16 in Minnesota, 19 in Iowa, 10 in Nebraska and 8 in South Dakota—every State that produced five million bushels, or upward, in 1897, thus showing a decline during the past thirty days of from 8 to 19 points.

The following table shows the average condition of these staples on Aug. 1:

	Potatoes	Apples
Maine.....	120	57
New Hampshire.....	98	81
Vermont.....	100	75
Massachusetts.....	96	71
Rhode Island.....	90	51
Connecticut.....	87	70
New York.....	81	33
New Jersey.....	71	39
Pennsylvania.....	72	45
Delaware.....	75	39
Maryland.....	69	37
Virginia.....	81	43
North Carolina.....	90	73
South Carolina.....	91	58
Georgia.....	70	61
Florida.....	75	70
Alabama.....	69	65
Mississippi.....	85	73
Louisiana.....	87	71
Texas.....	87	61
Arkansas.....	86	54
Tennessee.....	75	54
West Virginia.....	87	46
Kentucky.....	80	22
Ohio.....	71	61
Michigan.....	70	25
Indiana.....	77	33
Illinois.....	70	88
Wisconsin.....	88	94
Minnesota.....	84	45
Iowa.....	84	32
Missouri.....	89	34
Kansas.....	86	50
Nebraska.....	92	73
South Dakota.....	92	91
North Dakota.....	91	84
Montana.....	84	98
Wyoming.....	98	75
Colorado.....	91	60
New Mexico.....	97	86
Utah.....	97	110
Nevada.....	86	100
Idaho.....	110	95
Washington.....	100	78
Oregon.....	98	
California.....	78	

A Lucious New Fruit.

If stories told by travelers are to be more believed in than those of the angels, the most luscious of all fruit is to be found in Java. It is called by the musical name of mangosteen. Those of us who are unfortunate enough to be unable to take a trip to Java can never experience the pleasure of tasting the mangosteen, for it is incapable of transportation. It is, outwardly, a hard, round fruit the size of a peach, with a rind the same color and thickness of a green walnut, and in this brown husk is six or eight segments of creamy white pulp. The little segments are easily separated, and, transferred to the mouth, melt away, the pulp being as soft and fine as a custard. The mangosteen's delicate pulp tastes, as all its eulogists say, like strawberries, peaches, bananas and oranges all at once; slight tartness is veiled in these delicious flavors, and it is never cloyingly sweet.

Worried About the Bill.

"The fact is, doctor," said the miserly man, "that I do not recover as rapidly as I should, because I am constantly worrying about your bill."
"Oh, that's all right," returned the doctor, who readily saw through this plea for a small charge. "You can get around that very easily by paying me in advance."

The Modern Method.

"Where are you going?"
"New's Dry Goods Company to order a steak for dinner."
"And you?"
"To the butcher's to get my bike repaired."

The young man who would take life easy should be careful to select a wealthy and influential father.

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.

LARGE, FANCY, YELLOW CRAWFORD PEACHES

MELONS--Yellow Musk, Osage, Sweetheart Watermelons.
Pears, Plums, Apples. Lemons, Oranges and Bananas.
Home Grown New Potatoes, Cabbage, Celery, Tomatoes,
New Dry Onions, Turnips, Carrots, Squash.

BUNTING & CO. - Jobbers - 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.

SEEDS ALL KINDS FIELD SEEDS

ORDERS SOLICITED AT MARKET VALUE PEACHES

MOSELEY BROS.

26-28-30-32 OTTAWA ST. EST. 1876. GRAND RAPIDS, MICH.



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.

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,

POULTRY WANTED

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

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

GOTHAM GOSSIP.

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

New York, Aug. 20.—To-day is a big holiday here and the city is given over to flags and bunting and business is positively postponed until next week. Everybody is perfectly willing to take this day off and it seems as if everybody in the country has gathered here.

During the five business days of the week the jobbing grocers were very busy. The market is full of visitors and everything indicates a rush the like of which we have not seen for a long time. May the good work go on!

The coffee market has been somewhat filled with the ups and downs of life but, upon the whole, no important changes have taken place. Jobbers do not seem to be over anxious to dispose of stocks on hand and profess a good deal of confidence in the future, although there certainly seems to be no likelihood of any higher rates. Rio No 7 in an invoice way is quotable at 6½c. Total stocks here and afloat aggregate 933,353 bags, against 744,059 bags at the same time last year. In mild coffees little business has been done, owing partly to the somewhat limited stocks on hand of really desirable goods. Most of the business has been in medium grades. Good Cucuta, 9¼@9½c.

Raw sugars have been rather quiet, but held at firm figures. The visible supply is 1,490,000 tons, against 1,503,000 tons at the same time last year. Refined grades have sold in rather a moderate manner, there being less activity than last week. Dealers keep moderate stocks and hold the same at firm figures. For granulated 5½c is the rate.

The tea market is about as dull as it can be and yet have anything doing. Both in an invoice and retail way the situation is in much need of improvement. Some lines of Pingsueys were rejected by the appraisers here that the trade generally thought would sure go through all right.

The rice market is firm and holders are confident of the future. They show no anxiety to make sales and would-be buyers must pay full rates. Some grades show a slight advance over last week. Prime to choice, 6½@6¾c.

The spice market has not been specially active, but a good everyday business has been transacted and quotations are firm. Holders are not at all inclined to make concessions, and especially is this true in the pepper market. The outlook is good for a satisfactory fall business and probably the present is as good a time to buy as we shall have this year.

In molasses, there is no improvement in the general situation and the sale is limited to the smallest amounts for everyday uses. The supply of really good grocery grades is not excessive, but still is equal to the demand. Advices from primary points are not especially encouraging, but matters might be worse. Syrups have been in a little better request for really desirable grades and the market closes at about unchanged quotations.

In canned goods, matters have been moving in about the usual channels. The chief interest has centered in salmon, the shortage of which seems likely to be fully 100,000 cases of Columbia River. Tomatoes are very firmly held, as are peas and peaches. New York State corn is worth 67½@75c, as to brand.

Lemons and oranges have been very dull and the demand is of a perfunctory character. There is so large a supply of domestic fruit that it still keeps a front seat and foreign sorts play second fiddle.

Dried fruits attract little attention and yet matters might be worse. Dealers seem to have a good deal of confidence in the future and think they have good reasons for the faith that is within them.

Beans have taken a firmer position and there has been a fairly good trade during the week at full rates.

Trading in butter has been of moderate proportions and, while strictly fancy grades have been in fair request, the range of prices has been hardly steady at 10c for extra Western creamery; firsts, 17½@18½c; seconds, 16@17c; thirds, 14½@15½c; extra imitation creamery, 15½@16c; firsts, 14@14½c; seconds, 13@13½c; extra June factory, 14c; firsts, 13½c.

There is but a moderate enquiry for cheese. Large size, full cream are pretty closely cleaned up. A good share of the arrivals shows the effect of heat and such is not wanted and sells for a song. Fancy, large full cream, 7½c; small fancy, full cream, 8c.

Fancy Michigan eggs are worth 14½@15½c. Dealers have tried to clean up stocks as closely as possible and have pretty well succeeded. Receipts promise to be ample for next week and maybe a decline will come, but at the moment matters are in favorable shape.

Favor the Use of Tarlatan.

Large placards signed "The Fruit Commission Merchants of Chicago" have been distributed through the Michigan fruit belt, addressed to the peach-growers and reading as follows:

Your right to sell tarlatan-covered peaches in Chicago has been conceded.

The authorities permit the use of it pending the test case now in the Supreme Court. A decision is expected in October.

The fruit commission men feel confident the Supreme Court will declare the ordinance unconstitutional, because it directly interferes with the inter-state commerce law.

It has been demonstrated to the satisfaction of the most skeptical that the use of tarlatan is a great advantage to the peach-growers.

It is neat. It protects the peaches from flies and dirt, and for these reasons alone the retail grocers and dealers everywhere demand it.

They will not buy peaches without tarlatan covers when they can get them so covered.

Besides, the peaches sell for 5 cents per basket more with tarlatan covers than without them.

Therefore, it is to the interest of the growers to pack their peaches in the most desirable manner possible, and thereby secure quickest sales and the highest prices obtainable.

Mustard Shortage.

Although the importation of mustard this year has been large, on account of the non production of the seed in California, the supply has fallen considerably short of satisfying the large demand for the article. This is the first time that California has failed to produce its regular crop in a great many years. The latest figures show the imports for a year to amount to approximately \$360,000 in value, of which ground mustard is valued at \$140,000, and preserved mustard at \$220,000.

Mustard seed is now produced in California, England, Holland, Sicily, Italy, India and Austria, and to a limited extent in the northwest portion of the United States, but the finest and largest production comes from California. The total output of the United States for a year amounts to about 3,000,000 pounds.

The reason given for the lack of a California crop is deterioration of the seed. A new supply is to be secured in England, and dealers expect the California article to again be on the market in due time.

\$2 to Detroit and Return.

On Saturday, Aug. 27, the Michigan Central will run another one of those popular week end excursions to Detroit, going on a special train, leaving Union station at 7:30 a. m., returning on regular trains up to and including the morning trains leaving Detroit Monday, Aug. 29. Parlor car will be attached at the usual seat rates. Bicycles carried free.

W. C. BLAKE,
City Ticket Agent.

Sugar Now Made From Milk.

Illinois is now producing sugar from milk. The cream is separated from the milk upon being brought to the factory, the former being churned into butter. The skimmed product is curdled and then dried, after which it is ground as fine as corn meal and shipped away to the East, where it is converted into a liquid and used for glazing purposes. The whey left from the curd is the substance from which sugar is produced. It is boiled down to a syrup and reboiled until sugar of a dark brown color is formed. It is then trucked to the refinery, where it is sent through the secret process, after which it is as fine and light as any of the granulated grades purchased in the stores. Milk sugar is not destined to compete with the product of the beet, because the former is intended only for medicinal purposes, and sells for something like 50 cents a pound. The industry is in its infancy, and it is not known at present what its manufacture will lead to.

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.

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.



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

Made from
Apples Only.

The
Silver Brand
Cider Vinegar

Made by
Genesee Fruit Co.,
Lansing, Mich.

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

Every Grocer should sell it.



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.



To Suit Your Taste

Stop fermentation in cider at just the stage where it best tickles your palate and keep it constantly uniform for any length of time. Contains no Salicylic Acid. Affords dealer good profit selling at 25 cents.

J. L. CONGDON & CO., Pentwater, Mich.

CREAM OF TARTAR.

Amount Produced in the United States Increasing.

Cream of tartar occurs in grape juice, and in a few species of the baobab tree. The baobab or "Cream of tartar tree" is a native of Africa and contains as high as 2 per cent. free tartaric acid and 12 per cent. of cream of tartar. The source of our cream of tartar of commerce is the grape, and in some grape-producing countries this industry has reached enormous proportions. In 1887, Italy exported \$5,000,000 worth of cream of tartar. This industry has proved to be such a source of wealth that the winemakers no longer remain inert, and although every year the production of cream of tartar increases, it does not suffice to satisfy the foreign demand.

The nineteen wine-growing departments of France produce yearly from 240 to 250 gallons of pomace, which is transformed into cream of tartar and tartaric acid.

In 1892 the importation of crude argols into the United States amounted to over 24,000,000 of pounds and valued at over \$2,000,000.

During the eight months ending August, 1897, the importation of this article into the United States amounted to 16,424,583 pounds, and during the ten months ending April, 1898, the importation into the United States amounted to 15,152,194 pounds.

Although the amount of crude tartar produced in this country is small compared with the quantity imported from Europe, yet the amount from American wines is rapidly increasing.

During the fermentation of sour wines a crystalline cake forms on the inside of the casks, and this is termed argols. That deposited from red wine is of a deep reddish color and called red argols or red tartar, while that obtained from white wine is called white argols or white tartar.

The acid tartarate exists naturally in the juice of the grape, held in solution by the saccharine matter. When the juice is submitted to fermentation in the process for converting it into wine, the sugar disappears and is replaced by alcohol, in which the argol is insoluble. It is from this substance that the cream of tartar is obtained by a process of purification. The process of purification is founded upon the greater solubility of acid potassium tartrate in hot than in cold water.

The larger part of the cream of tartar is found dissolved in the sweet liquid of the pulp, whilst a smaller part occurs in the crystalline state of the interior of the cells; the latter dissolves with difficulty and remaining in the skins is precipitated in the insoluble form.

This precipitation in the first place is hastened by the presence of alcohol formed in the fermentation, which prevents the solution of the salt, and finally by the lowering of the temperature which follows after the temperature occasioned by fermentation.

A large part of the precipitated salt goes to form the "lees," whilst a smaller portion is taken up by the pomace. The "lees" are the most important waste product of winemaking, and are generally utilized in the manufacture of tartaric acid; the tartar from the pomace is more suitable for making the best cream of tartar.

The California product contains from 4 to 8 per cent. of cream of tartar,

while the "lees" contain from 4.5 to 5.8 per cent.

As these figures show, the quantity of cream of tartar mentioned in the lees of wine is somewhat variable; this results from several causes. It should be especially noted that the lees from the first racking are less rich in the salt than that obtained in the subsequent rackings off. For the new wine not only deposits tartar, but also abundant quantities of nitrogenous matters, formed principally from dead and living ferments, vegetable debris, from grape stems, coloring matter, pectic, gummy and mucilaginous substances, the necessity of the elimination of which renders the purification of the cream of tartar difficult.

The mass of grape pomace which remains after pressing out the wine is a mixture of stems, skins and seeds in the proportion of about 23 per cent. of stems, 60 of skins and the balance of seeds.

Pomace which has undergone a complete fermentation is richer in alcohol and in cream of tartar than that in which the fermentation has been incomplete.

Pomace which has been pressed for some time gives a larger produce of brandy and facilitates the separation of cream of tartar during the extraction, but the alcohol which it contains may easily change into vinegar, especially if in contact with a surplus of air, also occasioning the growth of mold, which also spoils the cream of tartar; to prevent this it is packed into vats or trenches, where the pomace is kept cool, spread out evenly and tamped down. This work must be done quickly; when all is ready it should be covered with a layer of clay and well beaten down. Pomace well preserved should contain a vinous odor and be without mold or taste of vinegar, otherwise it will produce inferior brandy and be difficult to operate in the manufacture of cream of tartar.

In the distillation of the alcoholic matters and the collecting of the crude argols, or cream of tartar, resort is had to the following steps:

After completing the distillation of the volatile substances the pomace is placed in two or more boilers, with the necessary quantity of water first, afterwards "Mother liquor" and heated for eight hours, after which the liquid passes into two vats in which hang rows of small cords, together with the liquid pressed from the pomace. All this is allowed to cool for four days, when the "Mother liquor" is run into a reservoir, from which it is again pumped into the boiler with fresh pomace.

This process gives three qualities of cream of tartar; the best is taken from the strings, in the form of almost white crystals; the second quality is that deposited on the sides and is formed of large and small crystals; it is redder than the first quality. The third consists of the deposits at the bottom of the vat, from which, by decanting and washing with cold water, the light organic matters are separated. This kind is seen in the market under the name of argol.

To purify the crude cream of tartar or argol, it is redissolved in boiling water, and the solution, having been mixed with 4 or 5 per cent. of pipe clay, is evaporated to a pellicle. The clay precipitates with the coloring matter and the clear solution as it cools deposits white crystals, which are exposed to the sunlight on linen for several days to

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.

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 KLAP; Treasurer, J. GEO. LEHMAN.

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

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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.

further whiten the crystals. These when powdered constitute the "cream of tartar" of commerce.

Cream of tartar when heated in a naked flame chars and emits inflammable vapors having the odor of burnt sugar. At a higher temperature, with free access of air, the carbon of the black residue is oxidized and a white fused mass of potassium carbonate remains, which has an alkaline reaction and effervesces strongly with acids.

With salifiable bases, which form soluble tartrates, it gives rise to double salts consisting of neutral potassium tartrate, and the tartrates of the base added. Cream of tartar, although sparingly soluble in water, becomes freely and abundantly so by the addition of borax.

The cream of tartar of commerce is not pure potassium bi tartate; it usually contains from 2 to 7 per cent. of calcium tartrate, an amount admissible, but it sometimes contains from 8 to 13 per cent, especially from the imported commercial product. It is often purposely mixed with various substances, such as sand, gypsum, clay, flour, chalk, alum and potassium sulphate. Sand, clay and gypsum may be detected by their insolubility in a hot solution of potassa; flour by its characteristic blue color when boiled and treated with a few drops of tincture of iodine; chalk by its effervescing with dilute acids; alum by its astringent effect in the mouth, and any soluble sulphate by precipitation with barium chloride and not entirely soluble in nitric acid.

Cream of tartar is a very mild saline cathartic and an active soothing hydragogue diuretic.

In the so-called cream of tartar baking powders, it forms one of the principal ingredients and should, in order to perform the best results in a mixture of the kind, constitute not less than 50 per cent. of the entire weight of the baking powder, and in combination with the gas holding salt produce not less than 10 per cent. of carbonate acid gas. Such a powder yields as a residue Rochelle salts; by the ordinary prescribed use of a cream of tartar baking powder coming up to the above standard, we would get about one dose of Rochelle salts out of three large loaves of bread. There are a number of substitutes on the market recommended in place of pure cream of tartar; they are poor substitutes, unreliable, and in some cases injurious.

F. H. BORRADAILE,
State Analyst.

The Original "Diamond Jo."

From Fame.

"Diamond Jo" Reynolds, the Western millionaire who died a few years ago, was an illustration of the power of trademark advertising persistently followed. Joseph Reynolds started in as a grain buyer in Northern Iowa with a capital of but a few hundred dollars. That was in the boom days of the wheat market. A buyer could pay Chicago prices for wheat in Northern Iowa, and by the time his shipments reached Chicago the price would have jumped to a point that gave him a liberal margin of profit.

Consequently, Joseph Reynolds prospered and increased the number of towns in which he had purchasing agents, until he had practically covered Northern Iowa and Illinois, Eastern Minnesota and Western Wisconsin. With these big extensions to his business, the future millionaire became the owner of tens upon tens of thousands of wheat sacks, burlaps for oats and cental bags for corn. Bags cost money, and in order to insure their return to the owner and prevent stealing, each bag needed to be branded, and he had them marked with a diamond, in the center

of which were the letters, "Jo," and above which were the words, "Stolen from."

As Reynolds' wealth and business multiplied so did the number of his wheat sacks, until "Diamond Jo" became the best known trade name in the Upper Mississippi Valley.

Then Reynolds, who had become a millionaire, found it advisable to buy steamboats to cheaply transport his grain from Minnesota and Wisconsin to a direct line of railroad to Chicago. The first boat of size and importance that he purchased he named the "Diamond Jo." When he had purchased a half dozen boats he incorporated the "Diamond Jo Line of Steamers."

He had become a multi-millionaire, a power on the Chicago Board of Trade, the owner of Colorado silver mines and the sole builder and owner of the narrow-gauge railroad between Malvern and Hot Springs, Ark., and his fame was National.

But to the multitude his name was simply "Diamond Jo." Thousands of farmers and village folk who could tell you all about his life and his great wealth actually didn't know his last name. The simple symbol that he stamped on the first hundred grain sacks that he purchased stuck to him through life and clings to him and his property after death.

In the villages along the Upper Mississippi River all sorts of tales are told about the origin of his nickname. Village wisecracks will tell you that he was called "Diamond Jo" because he bedecked his person with flashy gems. As a matter of fact, he probably didn't have the price of a big, true fire diamond when he first stamped his trademark on a grain bag.

The simple truth is probably that he selected this particular design by accident. "Diamond this" and "Circle that" are common enough devices in grain sack brands. Once chosen, his particular device became famous because of the great growth of his business.

Anyway, the story of Diamond Jo shows how a man's own personality and individuality may actually be lost sight of in a trade-mark of his own creation.

Defacing the Dollar.

Advertisers who are defacing silver dollars by pasting on them circular labels should know that this is in violation of Section 159 of the Revised Statutes, which reads:

"Every person who fraudulently, by any art, way or means, defaces, mutilates, impairs, diminishes, falsifies, scales or lightens, or causes or procures to be fraudulently defaced, mutilated, impaired, diminished, falsified, scaled or lightened, or willingly aids or assists in fraudulently defacing, mutilating, impairing, diminishing, falsifying, scaling or lightening the gold or silver coins which have been or which may hereafter be coined at the mints of the United States, or any foreign gold or silver coins which are by law made current or are in actual use or circulation as money within the United States, or who passes, utters, publishes or sells or attempts to pass, utter, publish, or sell or bring into the United States from any foreign place knowing the same to be defaced, mutilated, impaired, diminished, falsified, scaled or lightened, with intent to defraud any person whatsoever, or has in his possession any such defaced, mutilated, impaired, diminished, falsified, scaled or lightened coin knowing the same to be defaced, mutilated, impaired, diminished, falsified, scaled or lightened, with intent to defraud any person whatsoever, shall be imprisoned not more than five years and fined not more than two thousand dollars."

Many a man makes his wife get up and light the fire every morning of her life, and shows his appreciation by putting a fine monument over her grave.

Statistics show that 75 per cent. of male criminals are unmarried. This goes to show how many men prefer the penitentiary to matrimony.

Vinegar Rates to Stand.

From the American Cider and Vinegar Maker.

At the semi-annual meeting of the executive committee of the Cider and Vinegar Makers' Association, a decision was reached as to the price of vinegar for the remainder of this season. Last year's crop of apples was very small and only a small quantity of cider and vinegar was made. It was thought at the time that at the regular summer meeting the price would have to be raised. After an inventory of the amount on hand it was decided to keep the price at its present point.

An Expert's Opinion.

Burgin—I see the scientists claim that strawberries are 91 per cent. water.

Raiston—The scientists are away off. Strawberries are 91 per cent. box bottom.

A bad boy seldom gets his badness from his father. The old man usually hangs onto all he has.

ESTABLISHED 1886.

F. CUTLER & SONS

BUTTER, EGGS AND POULTRY.

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

JERSEY CREAM



6 oz.
6 doz. in case
85c

9 oz.
4 doz. in case
\$1.25

1 lb.
2 doz. in case
\$2.00

O. A. TURNEY, Mgr., DETROIT, 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.

Ship your BUTTER AND EGGS to

N. WOHLFELDER & CO.

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

HARVEY P. MILLER.

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WHOLESALE BROKERAGE AND COMMISSION.

FRUITS, NUTS, PRODUCE WATERMELONS

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

ST. LOUIS, MO.

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.

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.

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

Woman's World

Why Woman Is the Unguessable Riddle of the World.

I often think that the greatest disadvantage under which women labor is their almost total lack of the sense of humor. The most casual observer can hardly have failed to notice that the funny side of things seldom strikes the feminine mind. We have an affinity for grief, not laughter, and in our secret soul are always a little suspicious of the women who are given to mirth and jokes. There may not be anything actually wrong about them, of course, but we feel they don't take as serious a view of life as they ought. The books that appeal to women are the "Janes Eyres" and "East Lynnes" that are simply sodden with misery and tears, and a woman's idea of a perfectly delightful play is one where she can sit and weep comfortably for an hour and a half over the woes of a persecuted heroine.

It is bad enough in all conscience to miss so much of the fun of life, but there is a more important side to the subject than that, and the reason we run off with so many idiotic fads and espouse so many senseless causes is because we lack a saving sense of humor to see when we are making ourselves ridiculous. Just take the case of that young woman, for instance, who recently undertook to stop the war by chasing down to Madrid to tell a queen who had a war on her hands she couldn't manage what a dreadful thing it is to fight, and how lovely it would be for everybody to dwell together in unity. Skilled diplomats had exhausted their arts in vain, the powers of Europe dared not interfere, but that didn't stop this female Don Quixote from rushing in and tackling the situation single-handed. One would have thought that only the vagaries of a lunatic could have led any one into the folly of making such a spectacle of themselves for the derision of the world, but we know better. She is simply one of those good, dead-in-earnest women, without a particle of the sense of humor, who "queer" so many good causes by making them ridiculous.

What else, except a lack of appreciation of the absurd and grotesque, makes women so often run to extremes? Just think of all the fads we have had in the last few years and the good things we have done to death by overdoing them. There was the household decoration mania, an excellent thing in itself, but we never rested in our efforts to beautify until we tied every chair leg up in rib-

bon bows and hand-painted the shovel and the tongs, and even then it was a couple of years before it soaked through our minds that a house so cluttered up was nothing but a burlesque of every artistic idea. Then we were smitten with a mad desire to improve ourselves by means of lectures. I remember that I spent a whole winter and \$10 on a course of lectures that were devoted to fixing "Daniel Deronda's Place in Evolution," and that I used to sit with some twenty other women at the feet of a prophetess who told us what she thought Browning meant, and we would look unutterably wise and murmur to our neighbor, "Isn't it wonderful!" and she would say, "Just wonderful, but I don't know what it's about. Do you?" and we would say, "No, but it's wonderful," and that didn't strike us as being funny either until it was all over.

In the same way two of the best ideas of the age are in a fair way of being made so absurd that they will be laughed away. I believe that the woman's club movement is one of incalculable benefit in every way—that it broadens, educates, amalgamates and gives to many women an interest that adds a fresh zest to life; but what could be more absurd than the idea of a club, to which people belong for pleasure, that fines its members for staying away, or where people go and sit solemnly around listening to long-winded essays that were original with the encyclopedia? So it is with child study and the mother club idea. Nothing could be of more real value to the whole human race than that the wisest, the most scientific and loving thought should be expended on the rearing of children, but when you go to a mother's convention and hear women spend a half a day gravely discussing whether you shall ever say "must" to a child and are told that you will brutalize a baby by making it behave and that there is a deep psychological meaning in making mud pies and that every child is a problem only a board of strategy could solve, why, it makes you feel the whole thing is too absurd for any sensible person to bother with and you wish to goodness women could see the joke of taking things too seriously.

What makes us follow the fashions so slavishly but the inability to see when we are making a figure or fun of ourselves? Does any mother's daughter of us ever consider whether a particular style is suited to her? Not a bit. If shirt waists are worn, doesn't the fat, short woman dike herself out in one, oblivious of the fact that she looks like a meal bag tied in the middle, and doesn't the lean and lanky sister adorn

herself in another, regardless of the way it emphasizes her bones? Everyday we see women wearing clothes that make such guys of them it looks like it would appeal to the most deficient sense of humor, but it doesn't! Nothing short of an absolute inability to perceive the grotesque can explain why a fat, stout woman will wear plaids or a thin one stripes or the emaciated appear in a décollete gown.

As a matter of fact, there are few things more amusing in life than woman's lack of the sense of humor. To it may be ascribed most of those contradictions of character and quirks in mental reasoning that make her the one unguessable riddle of the world. Every husband is well aware that his wife wants to be persuaded to do the thing she has fully made up her mind about beforehand and that a settled principle in feminine financiering is that you economize when you do without one thing and spend the money for another, as if, for instance, you saved on car fare to put money in chocolate creams.

Morally the lack of humor leads us into a fib-telling that is peculiar to the sex. Nobody ever heard of a man who was in the grocery business for his health or kept a saloon because he was of a social turn of mind and liked to have his friends about him. If a man should make such a preposterous statement he would be gayed off the earth by other men, who would laugh at the absurdity, but we know hundreds of women who seriously tell us they take boarders only for company, and we say sympathetically, "Oh, of course. A house is so much more cheerful with people in it." I know women who make preserves (that they sell at the exchange) for a delightful summer pastime; typewriters who pound away seven or eight hours a day for the hilarious amusement of the thing; women who clerk in stores for recreation and to fill up time, because, as they say, they were bored at home, but few, very few who work for money because they need it. Could anything be more ridiculous than such flimsy pretexts, but they never see the absurdity of it.

Then what else but a lack of the sense of humor makes us brag about our children like we do? We can see that Mrs. Blank is making a precious idiot of herself when she goes about exploiting that plain-featured, dull girl of hers as a belle. "Marianne has twice been invited to be queen of the carnival, but I just wouldn't hear to it. I don't believe in a young girl being, etc., you know," and we smile and say under our breath that we wonder if she thinks we are go-

ing to swallow that story, and we marvel at her nerve in bragging about her son as a genius, when we can see perfectly well he is only a commonplace, gawky school boy. But with our Sally and our Tommy the matter is entirely different. They are the real thing, and it never once strikes us as possible that the world isn't hungering and thirsting to hear what they have to say. "I declare," said a fond mother to me, one day, "I'll never go near Maria Wheat again. She spent the whole time I was at her house telling things her Charley had said, as if anybody wanted to hear them, and she didn't give me a chance to say a word about Nelly, although I went just especially to talk about her."

Undoubtedly, our lack of humor runs us into many follies and mistakes. If we had a keener sense of the ridiculous we should not be so easily taken in by pretentious imposters, humbugs wouldn't humbug us so often or solemn airs impose upon us. Many of the things that we think tragedies in life we would discover to be merely comedies. We miss many funny things, but the greatest joke of all is in not being able to see ourselves as others see us.

DOROTHY DIX.

A Sharp Trick.

The New England Grocer relates a sharp trick that a half-witted boy played on a storekeeper that showed he was smart with the half-wit left him. He came to the store one day with a pail in a basket. He ordered a number of things, chiefly on the sweet or dainty order, saying they were for a well-known man in town, who would call for the pail later. He had meantime put the things in the pail as it stood in the basket, and when he left he took the basket with him, leaving the pail in the corner. As Mr. Blank didn't come, after a while the storekeeper looked at the pail and found it had no bottom. Everything had gone through into the basket, and the half-witted boy had departed to enjoy the sweetmeats.

Caught at His Own Game.

A certain counter merchant recently visited the market and bought a cheap but pretty table caster for which he paid a dollar. On reaching home he put on it a tag marked \$14 and made a present of it to a Methodist preacher, whose church his family attended. The minister took the package home, after thanking the donor; but next day he fetched the caster, with the tag attached, back to the merchant, and said to him: "I am too poor in this world's goods to afford to display so valuable a caster on my table, and if you have no objection I should like to return it and take fourteen dollars' worth of groceries in its stead."

The merchant could do nothing but assent to so reasonable a proposition.

ALL THINGS COME TO HIM WHO HUSTLES WHILE HE WAITS



Your Fall Business will be JUST WHAT YOU MAKE IT. Put a little ginger in your business. It will do it good. Don't forget the world moves around each 24 hours—move with it. Be progressive. Buy a few NEW things. They pay a better profit. Besides people will know you as a wide-awake merchant and will choose to trade with one who is up to date. Have you heard of

SODIO THE CHEMICALLY PURE SALERATUS

It's NEW, but it's good and is a winner. We offer beautiful premiums to dealers and consumers and a liberal supply of samples; in fact, we almost sell it for you.

Sodio is Michigan Made for Michigan Trade. Write us and we will make it an inducement to handle Sodio. Address

MICHIGAN CHEMICAL CO., DETROIT, MICH.

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.

GONE BEYOND.

Death of Capt. J. N. Bradford, the Veteran Salesman.

James N. Bradford, traveling representative for the Olney & Judson Grocer Co., died Aug. 20, as the result of an attack of pneumonia, and was buried from the family residence, 102 James street, Aug. 23. The illness was of a week's duration, the premonitory indications having appeared while the deceased was witnessing the ball game, in company with Edward Frick, Saturday, Aug. 13. The symptoms were alarming from the start, but everything that medical science could do to dissipate the disease was undertaken. On the Tuesday night following the attack it was thought that the deceased could not possibly survive the successive attacks of heart failure, but he rallied, and continued to improve until Saturday afternoon, when he dropped off quietly while partaking of nourishment.

BIOGRAPHICAL.

James N. Bradford was born at Stony Creek, Oakland county, this State, Nov. 23, 1844, and shortly afterward removed with his parents to Orion, in the same county. There he remained until 7 years of age, when his parents removed to Grand Rapids, where they lived six years, removing to Ravenna to run a hotel and work a new farm. He worked on the farm summers and attended the district school winters until August 11, 1862, when he enlisted as a private in the twenty-sixth Michigan Volunteers, following the fortunes of his regiment until the close of the war. He then returned to Muskegon and, for the next three years, followed the lakes summers and worked in the lumber woods winters. In 1866, he entered into partnership with his brother, L. C. Bradford, under the firm name of Bradford Bros., and carried on a general mercantile business at Ravenna, buying out his brother's interest in 1870 and removing the stock to Muskegon, where he re-engaged in business on Pine street. In 1872 he formed a copartnership with D. G. Carpenter, which continued until 1873, when they launched out in the lumber business, Mr. Bradford selling out his interest shortly afterward to Thomas and Uriah Culbert. He then entered the employ of Wm. Martin, at that time proprietor of the Muskegon City Mills, where he remained three years, serving as clerk, book-keeper and general hand. He then removed to Fremont Center, where he managed a general store for Mr. Martin two years, under the firm name of J. N. Bradford & Co., Agents, at the expiration of which time the stock was removed to Muskegon. Mr. Bradford then entered into partnership with Peter Neil, en-

gaging in the grocery business, disposing of his interest the following spring and heading toward the silver mines of Colorado, where he arrived in June, 1879, spending several months roaming around among the different mining camps. His next move was to engage in the tobacco and cigar business at Denver, selling our shortly afterward, to travel through Kansas and Missouri. He landed at Grand Rapids Oct. 4, 1879, and immediately entered the employ of Arthur Meigs & Co., then doing business on Pearl street. At that time the firm was buying hay and grain in Indiana and selling them to the Northern trade, and he was dispatched to the Hoosier State to do the buying. His first move involved the firm in a lawsuit, one man refusing to carry out his contract, although afterward compelled to pay \$517 and costs and recognize the fact that the contract was binding. Jan. 1, 1880, he returned to the house and occupied successively the positions of shipping clerk, billing clerk and salesman, taking a trip every two weeks to



Muskegon and the other towns on the Big Rapids branch. The next spring he was given the trade on the G. R. & I. as far north as Tustin, the F. & P. M., and east on the D., G. H. & M. His route was afterward changed so as to include all towns on the C. & W. M. north, but retain the territory on the D. G. H. & M. east. March 1, 1886, he transferred his allegiance to Olney, Shields & Co., his territory comprising the G. R. & I. north, the C. & W. M. north, the F. & P. M. west of Reed City and the Ann Arbor from Cadillac to Frankfort. Ten years ago, on the organization of the Olney & Judson Grocer Co., he became a stockholder and three years ago was elected a director in the corporation.

On the twenty-third anniversary of his birth, Mr. Bradford was married to Miss Rosa Sperry, of Ravenna, who died of consumption seven weeks after their marriage. May 7, 1870, Mr. Bradford married Miss Ella A. Routson, of Ravenna, who has borne him four children—three boys and one girl. The oldest son, Ray, was accidentally shot while hunting, nine years ago, when 15 years of age. Another son, Frank, died of diphtheria at 2½ years of age. The remaining son, James R., now 18 years of age, went to the front with the 32d Michigan Volunteers and was summoned home from Fernandina by the illness of his father, reaching the bed-

side the evening before the death occurred. Ethel, the only daughter, has finished her studies at the high school and has also taken a commercial course at the Grand Rapids Business College. The family reside in their own home at 102 James street.

Mr. Bradford was a member of the Park Congregational church, of which his family are also communicants. He was identified with three branches of Masonry—Valley City Lodge, No. 86, Grand Rapids Chapter, No. 7, and Tyre Council, No. 10. He was a member of Imperial Lodge, Knights of Pythias; Custer Post, G. A. R.; Knights of Honor; Michigan Commercial Travelers' Mutual Accident Association, in which he was also a director; the Michigan Knights of the Grip, in which organization he always took an active interest, having served the local Post in the capacity of Chairman and taken part in nearly every convention ever held by the Association.

Mr. Bradford's chief strength as a salesman lay in his ability to make friends and hold them. He was a thorough groceryman, understanding his line and taking pains to post himself on the changes and other points bearing on the business. He was, moreover, a careful salesman, being a good judge of character, so that he was usually able to determine the responsibility of his trade. He was an exceptionally successful collector, making comparatively few losses and seldom involving himself or his house in misunderstandings of any kind. His uniformly kind and generous disposition, coupled with a most courteous and affable manner under all circumstances, made him a prime favorite with all who knew him.

THE INTERMENT.

The funeral was largely attended by the relatives and friends of the deceased, including traveling men and representatives of the various fraternal organizations of which the deceased was a member. The floral offerings were numerous and beautiful, the emblem sent by the Grand Rapids traveling men being a groceryman's grip, with the initials of the deceased inscribed thereon. Rev. Dan. F. Bradley officiated at the funeral and burial, conducting both services in an impressive manner.

The active pallbearers were George F. Owen, L. M. Mills, George H. Seymour, W. F. Blake, Manley Jones and W. H. Jennings. The honorary pallbearers were: Byron S. Davenport, John Cummins, George McWilliams, Peter Lankester, J. W. Woltman and J. C. Van Heulen.

Call for Meeting of the Traveling Men.

Grand Rapids, Aug. 23.—The Executive Committee which has charge of the management for the Carnival of Fun, which will be held in this city next October, has issued a call to all local traveling men to meet at the Carnival headquarters, 29 and 31 Monroe street, at 2 o'clock Saturday, Aug. 27. The Carnival management realizes what a benefit to the "hot time" last year were the efforts of the traveling men in its behalf and has opened spacious quarters in the Carnival bureau to be used especially by them. The meeting Saturday will be for the purpose of arranging for a demonstration on the part of the traveling men in the coming carnival.

M. A. ALDRICH,
Director General.

An honest traveling man can not possibly travel as fast as the lie of a dishonest competitor, but it is a satisfaction to know that the lie will get tired first.

Frank Tyler's First Impression of New England.

Boston, Mass., Aug. 22.—In conformity with my promise, I take this opportunity to inform you that I have been in New England for the last eighteen days and am enjoying the best of health, and have been ever since I left Grand Rapids.

I have seen Bunker Hill monument, Boston Commons and the golden dome of the State House—the first three things the Boston people will tell you of. Surely a visitor needs a map and compass to find his way in Boston, as the streets are very crooked and make very sharp angles, but of this I presume you already know. As to this country for traveling, I am disgusted with it. The hotels charge from \$2.50 up and I have not found one outside of Boston that is as good as Sweet's or the Livingston of your city. The service is the poorest I ever saw. They do as they did 100 years ago—give you the key to your room and tell you that you will find it on the right, third floor up. You may think this strange, but I met this experience several times last week.

My line of business is very poor here, with no prospects of its being much better this year, as it is too late to build new houses, and they never build in the winter. All other lines of business are improving. The cotton and woolen mills that have only run three days in the week all summer are now running four and five days a week and expect to run full time after September 1.

I have seen more granite since coming here than I have ever seen of all other kinds of stone put together. Granite and spruce saplings are the principal products of the soil of New England.

FRANK M. TYLER.

Gripsack Brigade.

Neil Cary, who has been shipping clerk for the Olney & Judson Grocer Co. since the establishment of the house, ten years ago, will cover the trade heretofore visited by the late Jas. N. Bradford.

Geo. E. Bardeen, the Poo Bah of Otsego, flattered by the large attendance of Grand Rapids traveling men at Otsego on the occasion of the Fourth of July celebration there this year, has kindly consented to attend the annual picnic of the Grand Rapids traveling men on Sept. 10 and bring his caliphothiaphi-cahn along with him.

There will be a special meeting of Post E at Sweet's Hotel Saturday evening for the purpose of listening to the reports of the picnic committees and electing a candidate for member of the Board of Directors of the Michigan Knights of the Grip. The report of the Committee on Resolutions on the death of the late Mr. Bradford will also be received at this time.

The more intimate we become with some self-made men, the more sincerely we wish they had failed in the undertaking.

\$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.

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

The Druggist Who Made a Million.

M. Quad in American Druggist.
"No, I'm not worth \$3,000,000 in cash, as is popularly reported," said the retired druggist, as he stroked his chin-whiskers in a complacent way. "I expect I'd have hard work to scrape up over half that sum, but I shall manage to get along some way. Meanwhile, I'm rich in the thought that I got my start in life in Connecticut."

"But why particularize Connecticut?" was asked.

"Because of its laws, and because of its queer people. In my time the druggist who started in business in a Connecticut town found about forty old laws on the statute books to confront him and render his life miserable, and the stranger who opened business in a small town found all other business men against him. I got a corner store in a big village and began to hustle. The first thing I did was to take a full-page advertisement in the local paper. Can you believe that I was arrested for it?"

"On what grounds?"

"For unduly exciting the public! Yes, sir, the warrant read that I was seeking to stir up anger and excitement against public welfare, and I was fined \$10 and cautioned to go slow. I paid the newspaper \$30 for that advertisement and yet the editor came out in the next issue and said it was evident that a dangerous agitator had settled in the community and ought to be carefully looked after! It was the proprietor of the other drug store who instituted the proceedings against me, and in revenge I marked all my patent dollar remedies down to eighty cents. That left a thumping big profit, as you know, but in less than thirty-six hours I was arrested again. The charge was that I was preparing to defraud my creditors. I proved that I hadn't any, but owned my stock and had \$1,500 in bank, but the court held that there must be some sort of fraud in my knocking down prices and I paid another fine. I realized by this time that they were after me, but I was born of fighting stock and I made up my mind to hang on."

"And the next move?"

"Well, I had a grocer next to me, and a shoe store on the opposite corner. The grocer got four dozen bottles of cough medicine to peddle out, and the shoe man put a lot of sponges and tooth-brushes on sale. I at once bought two barrels of sugar and sold it at a cent a pound less than the grocer, and I got a case of boots worth \$3 a pair and gave every man his choice for \$1.50. I made those fellows tired in about three days, and they had me arrested for false pretenses. I turned about and hauled 'em up for selling goods not covered by their licenses, and they let go of me as if they'd picked up a hot potato. Meanwhile, the other druggist was laying for me again. There was a law that every prescription should be filed with the town clerk, but not knowing of it I had taken no steps. I pleaded guilty when arrested and was fined \$10 and costs. I wanted to get even, of course, and the chance soon occurred. He visited his store on Sunday to see that all was right, and I swore out a warrant and he

had to fork over \$5. The law at that time even kept a man out of his own store on Sunday, unless in case of fire or serious illness."

"Then they must have decided to let you alone?" observed an interested listener.

"On the contrary, the row had just begun," replied the retired druggist. "A dry goods man went into toilet soaps, and I bought and almost gave away calico enough to last that county ten years. When I had settled him, a book-store man took up Seidlitz powders and pills, and I supplied the town with free paper and envelopes. I had got the better of him when I was fined for using obnoxious language. It wasn't anything I said, but a sign in the window, reading: 'You've all got 'em, but I've got the cure.' It was a cold-feet remedy, but the judge decided that the sign might refer to bugs and other things, and was at any rate calculated to shock sensitive people. I paid the usual fine and shouldered my gun to get back at the chap who swore out the warrant. He was a furniture man and a church deacon, and after a bit I had him fined \$5 for obstructing the sidewalk with a bedstead. As to trade and profits I hadn't any, of course, but as my expenses were light and my stock all paid for I could afford to hang on. When they had made a general boycott on me I used to go off fishing or hunting, and queerly enough I was arrested for that. Under an old law, which read that a drug store must be kept open during reasonable hours on week days, I was fined \$10 and costs. My rival was the man who caused it, and the very next day I got even with him. A chimney burned out and he rang the fire bell. The law read that any person ringing the bell unless there was a fire was guilty of a misdemeanor, and as there was no fire it cost him \$8 to square matters."

"But they let you alone at last?" asked the impatient drug clerk who wanted to lock up and go to bed.

"Yes, after a year or two more of it," replied the retired druggist with a grim smile, "but I'm thinking that most young men in my position would have got discouraged and thrown up the sponge. Perhaps you never heard that there used to be a law in Connecticut against the use of ambiguous language? Well, there was, and I was arrested and fined \$3 under it. A man came in with a sore finger and wanted to know if tar would heal it. I told him I doubted it, and that was defined as 'ambiguous.' It was the furniture man who put up this job, and next day I had him up for cruelty to animals in keeping a dog in the store over night. In the last attempt to crush me the furniture man, the shoe-store man, the grocer and the rival druggist were combined. A boy came into the store with a sore heel and I dressed it with a piece of court-plaster. They brought up an old law to prove that I had given 'medical aid and assistance' without having filed my diploma as a physician, and I paid something like \$25 for my charity. The laugh was on me, but not for long. I caught the old deacon out after 10 o'clock without a lantern and had him hauled up. The shoe-store man got into a jaw with a drayman, and I had seven counts of 'harsh and undue language' against him in the warrant. The grocer left a trap-door open 'against public safety' and had to pay \$4 and costs, and the druggist was soaked \$25 under an ancient law which held that all salves sold for the curing of sores must be compounded by 'ye keeper of the drug store himself!'"

"And then you shook hands over the chasm and began to make your million and a half?" was asked as the retired druggist got up to go.

"Why, yes, that was the end of the attempted freeze-out, but I sold my store after a bit. There was no money to be made there."

"But how—how?"

"Oh, I got elected to the Legislature and stood in with the ring for two or three terms. It may not be quite a million and a half, but a few thousand dollars makes no difference one way or the other. I was telling you of my adventures as a druggist simply to point a moral."

"But what is the point?"

"Go into some other business if you want to make a million and a half!"

Denounce Manufacturers Who Have Advanced Prices.

The first organized move in retaliation against manufacturers who have advanced their prices beyond the amount of the war tax has been taken by the Iowa Pharmaceutical Association, which has placed itself on record by the adoption of the following resolutions:

Whereas, Some manufacturers of patent and proprietary articles, from mercenary or other motives, defiantly stand conspicuous in the evasion of a patriotic duty, and not only decline, but refuse to contribute their just and equitable share of the war revenue tax by pre-stamping, as we believe the law directs, without cost to the trade, the articles of their manufacture; not alone this, but they have gone further even, to take advantage of a legal requirement to advance the cost of their articles beyond the regular price, including the stamp, in their prices, to the jobbing and retail druggists, thereby making a profit out of a public necessity; and

Whereas, The undersigned, regarding this action outrageously arbitrary, showing not only a lack of patriotism to the National Government, but unjustly transferring the burdens of taxation to the shoulders of the druggists and their patrons, which the manufacturers as American citizens, should uncomplainingly bear; and

Whereas, Some of these manufacturers did not reduce their prices when the former tax was removed in 1882, although they secured the repeal of the tax law by the co-operation of the retailers; and

Whereas, We believe that the assertion that they, as manufacturers, are compelled to advance prices because of the increased cost of materials used to be a delusion, and our belief is based on the fact that improved methods and modern machinery have materially reduced the cost of production since 1882; therefore, be it

Resolved, That when the provisions of these preamble resolutions shall have been signed by 75 per cent. or more of the druggists of this State, these resolutions shall be considered effective as follows:

Resolved, That we appeal to the fair-mindedness of the manufacturers to reconsider their action in advancing their prices, as a matter of justice to the retail dealers of the United States, believing the manufacturer does not fully realize the many burdens already imposed upon the fraternity; yet we willingly assume our just share of all taxes, but decline to assume those of the manufacturer, and we candidly and firmly agree that to such manufacturers as will not recognize this just claim, we will decline to sell, offer for sale or display any article of their manufacture upon which they have advanced their prices to the retailer because of the stamp tax, and to carry out the purpose of this resolution, the undersigned individually and collectively agree.

Resolved, That we will extend our hearty co-operation to all those manufacturers who have not advanced the price of their preparations.

Resolved, That as we now recognize

the full importance of being in position to raise a hand in self-defense, that we fully perfect county organizations to co-operate with State associations, where practical, that matters of mutual interest may be promptly and intelligently acted upon, to the end that justice to all parties may be secured. It is further

Resolved, That we ask the co-operation of the public to help us in this stand against this great injustice.

The Drug Market.

Opium—Is firm at unchanged prices.

Morphine—Has undergone no change during the week.

Quinine—Is in good demand at unchanged prices.

Cinchonidia—Is again in demand and prices have advanced.

Citric Acid—Is very firm at the advance noted last week.

Antipyrine—Is weak at the decline.

Bulk goods are sold very much under rate for ounce packages.

Cod Liver Oil—The market is firm and higher prices are looked for in the near future.

Glycerine—At this season of the year of small demand stocks are accumulating and prices are lower.

Menthol—Has advanced abroad and is higher in this market.

Essential Oils—There are no changes to note except an increased firmness in sassafras and cloves.

Flowers—Chamomile, both Belgium and German, are firmly held at advanced prices.

Buchu Leaves—Are advancing steadily and there is a reported scarcity.

Golden Seal Root—Has advanced and will be higher.

Seeds—The crop of caraway is small and poor. Foreign markets have advanced and higher prices are asked here. Flax, both whole and ground, is lower. Other seeds are unchanged.

Spices—There are no changes to note.

Linseed Oil—Is very difficult to quote. The National Co. asks 35c in carlots f. o. b. Chicago. Outside crushers are selling at very much less.

Sulphur—Refiners have entered into a combination and reduced prices.

Spurious St. Ignatius Bean.

It is reported from Kew that a spurious kind of St. Ignatius bean has appeared on the market. It has been imported as the "Ignatia Amara Bean," from Matto Grosso, Central Brazil, but instead of being the product of *Strychnos Ignatii*, comes from some pod-bearing plant, and, as a matter of fact, are portions of the pod. There appears not to be any cheating in the matter: "St. Ignatius bean" is a name applied to several things in South America, and this happens to be one of them.

Her father was a druggist,
She was cashier in his store;
And the other girls all envied
The complexion that she wore.

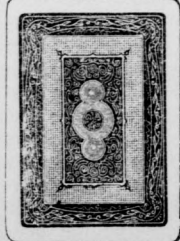
It is folly for a woman to put a special delivery stamp on a letter and then give it to her husband to mail.

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.

[illegible]

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 4 00 Prater's.....75 9 00 IXL Golden, tin boxes 75 9 00 Mica, tin boxes.....75 9 00 Paragon.....55 6 00 BAKING POWDER. Absolute. 1/2 lb cans doz.....45 1 lb cans doz.....55 1 lb can doz.....1 50 Acme. 1/2 lb cans 3 doz.....45 1 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 Bulk. 6 oz. Eng. Tumblers.....85 Arctic. 1 lb cans per doz.....75 1 lb cans per doz.....1 20 1 lb cans per doz.....2 00 Home. 1 lb cans 4 doz case.....35 1 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90 JAXON 1 lb cans, 4 doz case.....45 1 lb cans, 4 doz case.....85 1 lb cans, 2 doz case.....1 60 Jersey Cream. 1 lb cans, per doz.....2 00 9 oz. cans, per doz.....1 25 6 oz. cans, per doz.....85 Our Leader. 1 lb cans.....45 1 lb cans.....75 1 lb cans.....1 50 Peerless. 1 lb cans.....85 Queen Flake. 3 oz., 6 doz. case.....2 70 6 oz., 4 doz. case.....3 20 9 oz., 4 doz. case.....3 80 1 lb., 2 doz. case.....4 00 5 lb., 1 doz. case.....9 00 BATH BRICK. American.....70 English.....80 BLUING. CONDENSED PEARL BLUING Small, 3 doz.....40 Large, 2 doz.....75 BROOKS. 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 White.....70 Fancy White.....80 Warehouse.....2 25 CANDLES. 8s.....7 10s.....8 Paraffine.....8 CANNED GOODS. Lentilwood Peas. Lakeside Marrowfat.....95 Lakeside E. J.....1 15 Lakeside, Cham. of Eng.....1 20 Lakeside, Gem. Ex. Sifted.....1 45 Extra Sifted Early June.....1 75 CATSUP. Columbia, pints.....2 00 Columbia, 1/2 pints.....1 25 CHEESE. Acme.....10 Amboy.....10 Butternut.....10 Carson City.....10 Emblem.....9 1/4 Gem.....10 1/4 Ideal.....9 1/4 Jersey.....10 Lenawee.....8 Riverside.....10 Sparta.....10 Springdale.....10 Brick.....11 Edam.....10 Leiden.....17 Limburger.....12 Pineapple.....50 Sap Sago.....17 Chicory. Bulk.....7 Red.....7 CHOCOLATE. Walter Baker & Co.'s.....23 German Sweet.....34 Premium.....34 Breakfast Cocoa.....45	CLOTHES LINES. Cotton, 40 ft. per doz.....1 00 Cotton, 50 ft. per doz.....1 20 Cotton, 60 ft. per doz.....1 40 Cotton, 70 ft. per doz.....1 60 Cotton, 80 ft. per doz.....1 80 June, 50 ft. per doz.....1 80 June, 72 ft. per doz.....95 COCOA SHELLS. 20 lb bags.....2 1/2 Less quantity.....3 Pound packages.....4 CREAM TARTAR. 5 and 10 lb. wooden boxes.....30-35 COFFEE. Green. Rio. Fair.....9 Good.....10 Prime.....11 Golden.....12 Peaberry.....13 Santos. Fair.....12 Good.....13 Prime.....14 Peaberry.....15 Mexican and Guatemala. Fair.....15 Good.....16 Fancy.....17 Maracabo. Prime.....19 Milled.....20 Java. Interior.....19 Private Growth.....20 Mandehling.....21 Mocha. Imitation.....20 Arabian.....22 Roasted. Clark-Jewell-Well's Co's Brands Fifth Avenue.....29 Jewell's Arabian Mocha.....29 Wells' Mocha and Java.....24 Wells' Perfection Java.....24 Sancelmo.....21 Breakfast Blend.....18 Valley City Maracabo.....18 1/2 Ideal Blend.....14 Leader Blend.....12 Package. Below are given New York prices on package coffee, 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 pound. 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. Extract. Valley City 1/4 gross.....75 Felix 1/4 gross.....1 15 Hummel's foil 1/4 gross.....25 Hummel's tin 1/4 gross.....1 45 CLOTHES PINS. 5 gross boxes.....40 CONDENSED MILK. 4 doz in case. Gail Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....3 35 Dime.....3 35 COUPON BOOKS. Tradesman Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Economic Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Superior Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1000 books.....17 50	 Universal Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Credit Checks. 500, any one denom.....3 00 1000, any one denom.....5 00 2000, any one denom.....8 00 Steel punch.....75 DRIED FRUITS—DOMESTIC. Apples. Sundried.....5 Evaporated 50 lb boxes.....8 California Fruits. Apricots.....8 1/2 Blackberries.....7 1/2 Nectarines.....6 1/2 Peaches.....6 1/2 Pears.....8 Pitted Cherries.....8 1/2 Prunelles.....8 1/2 Raspberries.....8 1/2 California Prunes. 100-120 25 lb boxes.....5 90-100 25 lb boxes.....5 80-90 25 lb boxes.....5 60-70 25 lb boxes.....5 1/2 50-60 25 lb boxes.....5 1/2 40-50 25 lb boxes.....5 30-40 25 lb boxes.....5 1/2 cent less in 50 lb cases Raisins. 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 FOREIGN. Currents. Patras bbls.....7 1/2 Vostzas 50 lb case.....7 1/2 Cleaned, bulk.....8 1/2 Cleaned, packages.....8 1/2 Peel. Citron American 10 lb bx.....13 Lemon American 10 lb bx.....12 Orange American 10 lb bx.....12 Raisins. Ondura 25 lb boxes.....8 1/2 Sultana 1 Crown.....2 Sultana 2 Crown.....2 Sultana 3 Crown.....7 1/2 Sultana 4 Crown.....2 Sultana 5 Crown.....2 Sultana 6 Crown.....12 Sultana package.....14 FARINACEOUS GOODS. Farina. 24 1 lb. packages.....1 50 Bulk, per 100 lbs.....3 50 Grits. Walsh-DeRoo Co.'s Brand.  24 2 lb. packages.....2 00 100 lb. kegs.....3 00 200 lb. barrels.....5 75 Hominy. Barrels.....2 50 Flake, 50 lb. drums.....1 00 Beans. Medium Hand Picked.....3 1/2 Macaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley. Common.....1 90 Chester.....2 25 Empire.....3 00 Peas. Green, bu.....95 Split, per lb.....2 1/2 Rolls. Rolled Oats.....4 25 Monarch, bbl.....3 80 Monarch, 1/2 bbl.....2 05 Monarch, 90 lb sacks.....1 85 Quaker cases.....3 20 Huron cases.....1 75 Sago. German.....4 East India.....3 1/2 Tapoca. Flake.....3 1/2 Pearl.....3 1/2 Anchor, 40 lb. pkgs.....5 Wheat. Cracked, bulk.....3 1/2 24 2 lb packages.....2 50	Salt Fish. Cod. Georges cured.....4 Georges genuine.....5 Georges selected.....5 1/2 Strips or bricks.....6 Herring. Holland white hoops, bbl.....2 75 Holland white hoop 1/2 bbl.....1 30 Holland, 1/4 bbl.....1 30 Holland white hoop, keg.....75 Holland white hoop mch.....75 Norwegian.....2 75 Round 100 lbs.....1 30 Round 40 lbs.....13 Scaled.....13 Flackerel. Mess 100 lbs.....15 00 Mess 40 lbs.....6 30 Mess 10 lbs.....6 30 Mess 8 lbs.....1 35 No. 1 100 lbs.....13 25 No. 1 40 lbs.....5 60 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 09 No. 2 8 lbs.....83 Trout. No. 1 100 lbs.....5 25 No. 1 40 lbs.....2 40 No. 1 10 lbs.....68 No. 1 8 lbs.....57 Whitefish. No. 1 No. 2 Fam 100 lbs.....6 65 2 25 40 lbs.....3 00 1 20 10 lbs.....81 38 8 lbs.....68 33 FLAVORING EXTRACTS.  Jennings'. D. C. Vanilla.....2 00 D. C. Lemon.....2 00 2 oz.....1 50 3 00 4 oz.....2 00 4 00 6 oz.....3 00 6 00 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 D. C. Lemon.....2 00 2 oz.....1 50 3 00 4 oz.....2 00 4 00 6 oz.....3 00 6 00 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 Northrop Brand. Lem. Van. 2 oz. Taper Panel.....75 1 20 3 oz. Oval.....75 1 20 3 oz. Taper Panel.....1 35 2 00 4 oz. Taper Panel.....1 60 2 25 Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. 2 oz.....75 4 oz.....1 50 Regular Vanilla. doz 2 oz.....1 20 4 oz.....2 40 XX Grade Lemon. 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla. 2 oz.....1 75 4 oz.....3 50 HERBS. Sage.....15 Hops.....15 INDIGO. Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50	GUNPOWDER. Rifle—Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb. cans.....30 1/2 lb. cans.....18 Choke Bore—Dupont's. Kegs.....4 25 Half Kegs.....2 40 Quarter Kegs.....1 35 1 lb. cans.....34 Eagle Duck—Dupont's. Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb. cans.....45 JELLY. 15 lb pails.....35 30 lb pails.....65 LYE. Condensed, 2 doz.....1 30 Condensed, 4 doz.....2 25 LICORICE. Pure.....30 Calabria.....25 Sicily.....14 Root.....10 MINCE MEAT. Ideal, 3 doz. in case.....2 25 MATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 MOLASSES. New Orleans. Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 1/2 Half-barrels 2c extra. MUSTARD. Horse Radish, 1 doz.....1 75 Horse Radish, 2 doz.....3 50 Bayle's Celery, 1 doz.....1 75 PIPES. Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....85 POTASH. 48 cans in case. Babbitt's.....4 00 Penna Salt Co.'s.....3 00 PICKLES. Medium. Barrels, 1,200 count.....4 75 Half bbls, 600 count.....2 90 Small. Barrels, 2,400 count.....6 00 Half bbls 1,200 count.....3 10 RICE. Domestic. Carolina head.....6 1/2 Carolina No. 1.....5 Carolina No. 2.....4 Broken.....3 1/2 Imported. Japan, No. 1.....6 1/2 Japan, No. 2.....6 Java, fancy head.....6 Java, No. 1.....5 1/2 Table.....5 SALEKATUS. Packed 60 lbs. in box. Church's.....3 30 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 00 60 lb. case \$3.15 SAL SODA. Granulated, bbls.....75 Granulated, 100 lb cases.....90 Lump, bbls.....75 Lump, 145 lb kegs.....55 SNUFF. Scotch, in bladders.....3 Maccaboy, in jars.....38 French Rappee, in jars.....48 SODA. Boxes.....5 1/2 Kegs, English.....4 1/2	SEEDS. 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.....4 1/2 Cattle Bone.....20 SALT. Diamond Crystal. 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, 20 14 lb bags.....2 50 Butter, sacks, 28 lbs.....25 Butter, sacks, 56 lbs.....55 Common Grades. 100 3 lb sacks.....1 90 60 5-lb sacks.....1 75 28 10-lb sacks.....1 60 Worcester. 50 4 lb cartons.....3 25 115 2 1/2 lb. sacks.....4 00 60 5 lb. sacks.....3 75 22 14 lb. sacks.....3 50 30 10 lb. sacks.....3 50 28 lb. linen sacks.....32 56 lb. linen sacks.....60 Bulk in barrels.....2 50 Warsaw. 56-lb dairy in drill bags.....30 28-lb dairy in drill bags.....15 Ashton. 56-lb dairy in linen sacks.....60 Higgins. 56-lb dairy in linen sacks.....60 Solar Rock. 56-lb sacks.....24 Common. Granulated Fine.....70 Medium Fine.....70 SOAP. Gast & Pulte's Brands. White Rose, 100 bars, 75 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 50 G. & P.'s Leader, 5 box lot.....2 40 G. & P.'s Leader, 10 box lot.....2 30 JAXON Single box.....2 75 5 box lots delivered.....2 70 10 box lots delivered.....2 65 JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd.....2 66 Dome.....2 75 Cabinet.....2 30 Savon.....2 50 White Russian.....2 35 White Cloud, laundry.....3 50 White Cloud, toilet.....3 50 Dusky Diamond, 50 6 oz.....2 10 Dusky Diamond, 50 8 oz.....3 00 Blue India, 100 1/2 lb.....3 00 Kirkoline.....3 50 Eos.....2 50 Schulte Soap Co.'s Brand. GLYDESDALE 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 Scouring. Sapollo, kitchen, 3 doz.....2 40 Sapollo, hand, 3 doz.....2 40 SODA. Boxes.....5 1/2 Kegs, English.....4 1/2
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SPICES.

Whole Sifted.	
Allspice	13
Cassia, China in mats	12
Cassia, Batavia in bund.	25
Cassia, Saigon in rolls	32
Cloves, Amboy	14
Cloves, Zanzibar	12
Mace, Batavia	55
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	30
Cassia, Saigon	40
Cloves, Zanzibar	14
Ginger, African	15
Ginger, Cochina	18
Ginger, Jamaica	23
Mace, Batavia	75
Mustard	12@18
Nutmegs	40@60
Pepper, Sing., black	12
Pepper, Sing., white	20
Pepper, Cayenne	20
Sage	15

SYRUPS.

Corn.	
Barrels	15
Half bbls.	17
Pure Cane.	
Fair	16
Good	20
Choice	25

STARCH.



Kingsford's Corn.

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

Kingsford's Silver Gloss.

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

Diamond.

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

Common Corn.

20 1-lb. packages	5
40 1-lb. packages	4 1/2

Common Gloss.

1-lb packages	4 1/2
3-lb packages	4 1/2
6-lb packages	4 1/2
40 and 50 lb boxes	3 1/2
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 49
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 69
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

TOBACCOS.

Cigars.

Clark-Jewell-Wells 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.....33 00

Ruhe Bros. Co.'s Brands.

Double Eagles, 6 sizes	\$5@70 00
Gen. Maceo, 5 sizes	55@70 00
Mr. Thomas	35 00
Cuban Hand Made	35 00
Crown Five	35 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 Perfects, 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 1/2
Family XXX	5 1/2
Salted XXX	5 1/2
New York XXX	6 1/2
Wolverine	6 1/2
Boston	7 1/2

Soda.

Soda XXX	6 1/2
Soda XXX, 3 lb. carton	6 1/2
Soda, City	8
Long Island Wafers	11
L. I. Wafers, 1 lb carton	12
Zephyrette	10

Oyster.

Saltine Wafer	5 1/2
Saltine Wafer, 1 lb carton	6 1/2
Farina Oyster	5 1/2
Extra Farina Oyster	6 1/2

SWEET GOODS—Boxes.

Animals	10 1/2
Bent's Water	15
Cocoanut Taffy	10
Coffee Cake, Java	10
Coffee Cake, Iced	10
Cracknells	15 1/2
Frosted Cream	11 1/2
Ginger Gems	8
Ginger Snaps, XXX	7 1/2
Graham Crackers	8
Graham Wafers	10
Grand Ma Cakes	9
Imperial	8
Jumbos, 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 1/2
Pretzels, hand made	8
Sears' Lunch	7 1/2
Sugar Cake	8
Sugar Squares	9
Vanilla Wafers	14
Sultanas	12 1/2

Oils.

Barrels.

Eocene	@11 1/2
XXX W.W. Mich. Hdt	@9 1/2
W.W. Michigan	@8 1/2
Diamond White	@7 1/2
S. Gas	@9
Dec. Naptha	@7
Cylind	@24
Engine	@21
Black winter	@8

Candies.

Stick Candy.

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

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

Mixed Candy.

Grocers	@ 6
Competition	@ 6 1/2
Standard	@ 7
Conserve	@ 7 1/2
Royal	@ 7 1/2
Ribbon	@ 8 1/2
Broken	@ 8 1/2
English Rock	@ 8 1/2
Kindergarten	@ 8 1/2
French Cream	@ 10
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
Imperial	@ 9

Fancy—in 5 lb. Boxes.

Lemon Drops	@50
Sour Drops	@50
Peppermint Drops	@60
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
Imperial	@50
Molasses	@55
Cream Bar	@50
Molasses Bar	@50
Hand Made Creams	80 @ 1 00
Plain Creams	60 @ 90
Decorated Creams	@90
String Rock	@90
Burnt Almonds	1 25 @ 60
Wintergreen Berries	@60

Caramels.

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

Fruits.

Oranges.

Medt Sweets	@
Late Valencias	3 25 @ 3 50

Lemons.

Strictly choice 300s.	@25 00
Strictly choice 300s.	@25 00
Fancy 300s or 300s.	@25 50
Ex. Fancy 300s.	@26 0
Ex. Fancy 300s.	@26 00

Bananas.

Medium bunches	1 25 @ 1 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	@ 7
Dates	@ 8
Fards in 10 lb boxes	@ 6
Fards in 60 lb cases	@ 6
Persians, G. M.'s	@ 6
1 lb cases, new	@ 6
Sairs, 60 lb cases	@ 4 1/2

Nuts.

Almonds, Tarragona	@13
Almonds, Ivaca	@13
Almonds, California, soft shelled	@13
Brazils new	@11
Filberts	@11
Walnuts, Grenobles	@13
Walnuts, Calif No. 1	@
Walnuts, soft shelled	@
Table Nuts, fancy	@10
Table Nuts, choice	@9
Pecans, Med.	@8
Pecans, Ex. Large	@10
Pecans, Jumbos	@12
Hickory Nuts per bu.	@1 60
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, H. P., Extras.	@ 4 1/2
Roasted	5 1/2

Grains and Feedstuffs

Wheat.

Wheat.....61

Winter Wheat Flour.

Local Brands.

Patents	4 25
Second Patent	3 75
Straight	3 55
Clear	3 10
Graham	3 50
Buckwheat	4 00
Rye	3 50
Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	
Ball-Barnhart-Putman's Brand	
Diamond, 1/8s	4 00
Diamond, 1/4s	4 00
Diamond, 1/2s	4 00
Worden Grocer Co.'s Brand.	
Quaker, 1/8s	3 65
Quaker, 1/4s	3 65
Quaker, 1/2s	3 65

Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.	
Pillsbury's Best 1/8s	4 80
Pillsbury's Best 1/4s	4 70
Pillsbury's Best 1/2s	4 60
Pillsbury's Best 1/2s paper	4 60
Pillsbury's Best 1/2s paper	4 60
Ball-Barnhart-Putman's Brand.	



Duluth Imperial, 1/8s	5 00
Duluth Imperial, 1/4s	4 90
Duluth Imperial, 1/2s	4 80

Lemon & Wheeler Co.'s Brand.

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

Olney & Judson's Brand.

Ceresota, 1/8s	5 00
Ceresota, 1/4s	4 90
Ceresota, 1/2s	4 80
Worden Grocer Co.'s Brand.	
Laurel, 1/8s	5 00
Laurel, 1/4s	4 90
Laurel, 1/2s	4 80

Meal.

Bolton	1 90
Granulated	2 10

Feed and Millstuffs.

St. Car Feed, screened	16 00
No. 1 Corn and Oats	15 50
Unbolted Corn Meal	14 50
Winter Wheat Bran	13 50
Winter Wheat Middlings	15 50
Screenings	15 00

Corn.

Car lots	34 1/2
Less than car lots	38

Oats.

Car lots	25 1/2
Car lots, clipped	27
Less than car lots	30

Hay.

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

Fish and Oysters

Fresh Fish.

	Per lb.
Whitefish	@ 8
Trout	@ 8
Black Bass	8 @ 10
Halibut	@ 15
Ciscoes or Herring	@ 4
Bluefish	@ 10
Live Lobster	@ 18
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
Oysters, per 100	1 25 @ 1 50
Clams, per 100	1 25 @ 1 50

Shell Goods.

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

Provisions.

Swift & Company quote as follows:

Barreled Pork.

Mess	9 75
Back	11 00
Clear back	10 75 @ 11 25
Short cut	10 50
Pig	14 50
Bean	9 50
Family	10 50

Dry Salt Meats.

Bellies	6 1/2
Briskets	6
Extra shorts	8

Hardware

Clerks in the Hardware Business.
Alabama in Hardware Dealers' Magazine.

I started when quite young, the start being out of the ordinary. I was at work plowing on a farm when I received a note from a staunch hardware house, asking me to come to their establishment; this was without a single word of solicitation upon my part. I congratulated myself upon the good luck which came my way, and since that time I have been enabled to assist many a country lad to a place in our house or with some other concern. Although I am not a partner, I have gained the confidence of my employers by close application to business. When I say "a close application," I mean every day. I can claim the record of being in the good calling for close on to a tenth of a century and have only missed four days from the store in all that time. I would urge the young starters to study their business.

I daily see evidences of the lack of study, not only among clerks, but among traveling men as well. There is no need of any one being utterly ignorant of his chosen occupation when we have chances to cultivate our minds. Some day, when competition becomes even closer than at present, it will require "up-to-date" salesmen to transact the business, and it behooves the younger generation of the present day to be up and doing. The memory can be cultivated, and one possessed of a good memory has a rare gift. If your memory is not as good as it should be, why not assiduously cultivate it?

Nearly every mail brings to my address some weekly or monthly journal, of which I am glad to read nearly every line. I endeavor to keep myself thoroughly posted on the hardware trade. The up-to-date hardware dealer knows the discount, price per dozen, etc., on every item that comes under his eye; the same class also keeps pace with the list changes, and they are not likely to be "picked up." Learn to see and know, by study, the sizes, numbers, grades, etc., at first sight, the difference between an 8d common nail and an 8d fence nail without having to consult "that last rule;" know the difference between a 3-8 iron bar from a 4-8, a 5 16 augur bit from a 6-16, a 16-inch stave from a 17-inch, a 10-inch four-ply belt from a 10-inch three-ply, together with the list and discount on same. This is all essential. Don't forget that such things are allowed as a walking dictionary in a good salesman.

The importance of being able to read human nature is a very desirable qualification. The good salesman knows whereof he speaks and is able to discern, after a few moments' conversation with a customer, what is best suited to his requirements. He will also be able to readily determine whether he or the customer should do the most talking—a vital point. Should the customer be a first-class carpenter wanting such a common article as a hand saw, a high-grade article and of good make should be brought out for his inspection; other grades and sizes can then be shown, if desired, and the matter left to the customer's decision.

It happened to be the writer's good fortune to be in close touch with an old "know it all" machinist, under whom he served an apprenticeship in his younger years. Well, this machinist did know a great deal about machinery, tools, etc., of nearly every description, and would on occasions relate many an interesting story bearing on the subject in hand. Occasionally he would come in and spy me, when I was at leisure, pouring over catalogues, trade journals, etc. He would exclaim, "Pull, young man, that's the way to know it." I can now add that that method is to be coupled with the new-fashioned hustle. Always remember that you can not get a profit unless you ask it. Prices should, as my observation teaches, be uniform yet at the same time be as low as practicable. Do not make yourself a "cut throat," see how cheap you can sell, but instead find out how much to ask and

receive it. It is well to remember "Live and let live."

Can we afford to be otherwise than earnest and courteous in our treatment of customers? No clerk should be kept in an establishment that is snappy, insulting, sleepy or indolent. You may hunt, but in vain, for his kind in the first-class and successful hardware stores. He will do you harm; will keep more customers away from the store than a bull dog chained to the front door. It is a good sign that you are not behind the times if your customers stick to your store; that they do not fly away to another competing establishment for various reasons. Avoid letting the old customers slip away for the new; get the new but keep the old. I am a firm believer that it is one's duty to be as polite to the commercial traveler or salesman when buying as when selling.

How To Prevent Rust Accumulating on Wheels.

Rust has accumulated on bicycles in an unprecedented manner this year. Both riders and tradesmen have been troubled with it to an unusual extent. It appears that dealers have had great difficulty in keeping the nickel parts bright. One man declares that a chain which had been well graphited grew rusty standing in the store over night. This prevalence of rust is caused by the great quantity of moisture in the air accumulating from frequent rains. The parts which are first attacked by rust are the spokes, although all the joints suffer from it, as the moisture finds crevices in which to collect. Trouble of this kind may be avoided to a certain extent, if riders take proper care of the wheel after each ride and use judgment in stowing it away. One of the chief drawbacks to bicycle storage is that conditions which are good for the tires may be injurious to the rest of the machine and vice versa. Tires ought to be kept in a cool dark cellar; but this is just the place where moisture abounds. A room that is cool and dark and perfectly dry would be the best of all. It is not always possible to secure a combination of these favorable conditions and riders are sometimes forced to make the best of their circumstances, and take proper precaution in protecting the wheel. In taking care of a wheel it is best first to clean off the wet and dry mud, and then remove all dampness with a dry rag or wool waste. After that a going over of the nickel parts with an oily rag will protect them fairly well. There are some oils considered rust preventives, and the best of these is preferred to any of the ordinary sort. The best cure for rusty spokes is to have them enameled black, the same as the frame. Enameled spokes are used almost universally in England. Some of the American manufacturers formerly enameled the spokes of their wheels, but this practice has been abandoned. A dealer in the East said he hoped to see enameled spokes again on all wheels. Riders who desire it can have their spokes, rims and hubs all enameled at one time by removing the tires and taking the wheels to an enameler.

Novelty in Glass.

A French plate glass factory has placed upon the market a new article of considerable interest, called opaline. It is a vitreous mass, absolutely free from metals, acid proof, of a grayish blue opal color and resembling artificial ice. It is cast and rolled into large plates of from eighty-five to one hundred square feet surface area, and from one-half to one and a half inches thick. Large surfaces can be lined with a single plate without a joint. Besides its incomparable hardness it possesses the immense advantage over marble of being acid proof and remaining perfectly spotless. Like faience and porcelain it can be decorated with indestructible, burned-in colors. It is produced usually from seven-sixteenths to nine-sixteenths of an inch in thickness. The plates have a smooth and rough surface, the latter to render adhesion to mortar sure. For partition walls it is made smooth on both sides.

CLARK-RUTKA-JEWELL Co.,

38 & 40 South Ionia St.

Opposite Union Depot.

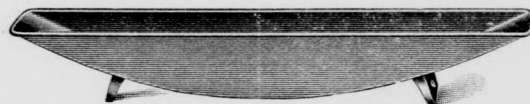
Complete stock of **HARDWARE, TINWARE, CUTLERY** and everything usually kept in a first-class hardware store.

STRICTLY WHOLESALE

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

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

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.

Buckeye Paint & 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

Things to Avoid in Seeking Success.

Thousands of men who have been failures in life have done drudgery enough in half a dozen different occupations to have enabled them to reach great success if their efforts had all been expended in one direction. That mechanic is a failure who starts out to build an engine, but does not quite accomplish it and shifts into some other occupation where, perhaps, he will almost succeed again, but stops just short of the point of proficiency in his acquisition and so fails again. The world is full of people who are "almost a success." They stop just this side of success. Their courage oozes out just before they become expert. How many of us have acquisitions which remain permanently unavailable because not carried quite to the point of skill? How many people "almost know a language or two," which they can neither write nor speak; a science or two whose elements they have not quite acquired; an art or two partially mastered, but which they cannot practice with satisfaction or profit? The habit of desultoriness, which has been acquired by allowing yourself to abandon a half finished work, more than balances any little skill gained in one vocation which might possibly be of use later.

Doctor Mathews says that "to no other cause, perhaps, is failure in life so frequently to be traced as to a mistaken calling." We can often find out what we cannot do, by hard knocks and repeated failures, before we find out what we can do. This negative process of eliminating the doubtful chances is often the only way of attaining to the positive conclusion.

Beware of that fatal gift, versatility. Many a person misses being a great man by splitting into middling ones. Universality is the ignis fatuus which has deluded to ruin man a promising mind. In attempting to gain a knowledge of half a hundred subjects it has mastered none. "The jack-at-all-trades," one of the foremost manufacturers of this country says, "had a chance in my generation. In this he has none."

"The measure of a man's learning will be the amount of his voluntary ignorance," said Thoreau. If we go into a factory where the mariner's compass is made we can see the needles before they are magnetized, and they will point in any direction. But when they have been applied to the magnet and received its peculiar power, from that moment they point to the north, and are true to the pole ever after. So man never points steadily in any direction until he has been polarized by a choice of his ideal career.

Many a man has dwarfed his manhood, cramped his intellect, crushed his aspiration, blunted his finer sensibilities in some mean, narrow occupation just because there was money in it. The man with a vocation he likes, the practical man, the energetic and industrious man, builds a castle in the air, and he lays up a few thousands in the bank while the other revels in imaginary millions. The dreamer's pockets are full while he is asleep, but he awakens only to find an empty purse. It takes a good many dreams of fortune to make an actual dollar.

Give your life, your energy, your enthusiasm all to the highest work of which you are capable. Canon Farrar said, "There is only one real failure in life possible, and that is not to be true to the best one knows." Emerson says, "There is at this moment for you an utterance, brave and grand as that of the colossal chisel of Phidias or trowel of the Egyptians or the pen of Moses or Dante, but different from all these."

Why Small Burners Are Necessary With Acetylene Gas.

From the New York Commercial.

Acetylene gas, unless carefully generated, gives off a pungent smell, an objection that probably may hereafter be largely removed by chemical purification in the same way that the more pungent impurities of coal gas—as sulphuretted hydrogen and ammonia—are

now removed at gas works by means of lime and coke. It is doubtful whether in the interests of the public safety it might be desirable to entirely remove all smell from gases used for illuminating purposes, as in event of leakage of an odorless gas a large volume of gas might be allowed to enter inhabited rooms before its presence might be evident. It does not appear that the burning of acetylene in closed rooms is inimical to health, but it is necessary to use proper burners. For domestic purposes a burner consuming more than one cubic foot of the gas per hour would give too intense a light; probably small burners with ten to twelve small flames, so that each flame has a separate atmosphere, might be used, as if burnt in a large flame there is not only some comparative loss of light, but after long burning carbon is deposited in the narrow orifice of the burner and the flame begins to smoke.

As to the storage of acetylene gas, at present it would appear that in churches, public institutions and country houses it may be desirable to store the gas in a holder, as it is produced by the immersion of the carbide in water; that is, to store so much as may be necessary to meet the day's supply. There are, however, many forms of generators by which the storage of the gas is regulated automatically when a very large quantity of gas is continuously needed; and here the gas is not placed under ordinary pressure at ordinary temperature, but may be placed under a high pressure with a high temperature. As a means for the enriching of coal gas of a poor quality it would not appear that acetylene is likely to replace oil.

How Tacks Are Made.

One of the first processes is that of pickling the Bessemer steel or best quality iron sheets. These sheets are about 16x36 inches or 20x36 inches in size and quite thin. The pickling solution is of blue vitriol, which removes all foreign substances and renders the metal more pliable to work. A bath of hot lime thoroughly dries the sheets. The sheets are next taken to the cutter, where carefully arranged steel knives cut the sheets into any width desired, ranging from one-fourth inch to two inches; each strip retains its original length. The strips now have jagged edges, but after going through a powerful machine, the rough edges are removed, leaving a very smooth surface. The strips are now ready for the tack machine, the knives of which cut the strips into the thickness required. Each little piece of metal as it leaves the knives is forced into a two-sided groove that closes tightly and gives to the tack the point and corrugations which lend to its holding qualities. At the same time a hammer strikes the broad end of the tack, putting a head on it, and then dropping it into a receptacle beneath. The tack is now complete, saving the placing in a revolving barrel or tumbler, which gives a bright finish. Blued tacks are colored by heat and tinned tacks, after being dipped in the metal, having been previously pickled, are riddled and sieved in a circular drum to prevent their "sticking" together.

Of Interest to the Traveler.

The most fastidious epicure could not find fault with the excellent service now furnished the patrons of the Grand Trunk Railway System on the Dining Cars running on the through trains, between Chicago and Eastern points. Nothing but words of praise is heard from those who have had the good fortune to sit down to a dinner or supper on one of these comfortable and handsome cars. Mr. J. Lea, of the Windsor Hotel, Montreal, is now in charge of one of the diners and the passengers are assured of a most liberal table, a good service, and an excellent cuisine.

He Was Considerate.

Anna—Jack, dear, were you ever in love before?

Jack—Sure. You don't think for a minute I'd practice on a nice little girl like you, I hope.

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. 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
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BUTTS, CAST

Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10

BLOCKS

Ordinary Tackle.....	70
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CROW BARS

Cast Steel.....	per lb 4
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CAPS

Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60

CARTRIDGES

Rim Fire.....	50& 5
Central Fire.....	25& 5

CHISELS

Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80

DRILLS

Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5

ELBOWS

Com. 4 piece, 6 in.....	doz. net 50
Corrugated.....	1 25
Adjustable.....	dis 40&10

EXPANSIVE BITS

Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25

FILES—New List

New American.....	70&10
Nicholson's.....	70
Heiler's Horse Rasps.....	60&10

GALVANIZED IRON

Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	

GAUGES

Stanley Rule and Level Co.'s.....	60&10
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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
1 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 3 advance.....	85

MILLS

Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30

MOLASSES GATES

Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30

PLANES

Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60

PANS

Fry, 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 33 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 10&10
Mason's Solid Cast Steel.....	30c lbs 70
Blacksmith's Solid Cast Steel Hand 80c 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 60&10
State.....	per doz. net 2 50

WIRE GOODS

Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80

LEVELS

Stanley Rule and Level Co.'s.....	dis 70
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ROPES

Sisal, 1/4 inch and larger.....	10 1/4
Manilla.....	11 1/4

SQUARES

Steel and Iron.....	70&10
Try and Bevels.....	60
Mitre.....	50

SHEET IRON

	com. smooth.	com.
Nos. 10 to 14.....	\$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 28.....	3 10	2 65
No. 27.....	3 20	2 75
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.		

SAND PAPER

List acct. 19, '96.....	dis 50
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SASH WEIGHTS

Solid Eyes.....	per ton 20 00
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TRAPS

Steel, Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's 70&10	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25

WIRE

Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 60
Barbed Fence, painted.....	1 70

HORSE NAILS

An 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
Screws, Cister.....	85
Pumps, New List.....	85
Castors, Bed and Plate.....	50&10&10
Dampers, American.....	50

METALS—Zinc

600 pound casks.....	6 1/4
Per pound.....	6 1/4

SOLDER

1/2@1/4.....	12 1/4
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 IX, 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 IX, 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.

GENERAL TRADE SITUATION.

The distinction is still well maintained between the present state of universal activity and the boom conditions which are to be dreaded as leading to inevitable reaction. The most reassuring difference is found in the continued low plane of general prices, in which recoveries, where they occur, continue slow and gradual. In the iron and steel trades increases in quotations are more pronounced, but in textiles and other wearing apparel trades the movement has been downward. But the general tide of activity continues to rise, with no signs of abatement anywhere. Transportation earnings for the month of July are found to exceed those of any corresponding month. Industries generally are increasing their output, with orders booked far ahead. Clearing house reports show larger business for the week, and for the month so far, than in any corresponding periods.

The main assurance of the situation is found in the condition of the crops of the country. These are not only above the average in abundance, but there is a certainty of good markets for most products in the increased capacity for buying of our own people. While the white cereal is not likely to be in so great demand on account of famine conditions in foreign countries, it is to be remembered that the world's supply was greatly reduced and its restoration to the normal will take a considerable of the coming crop. So, while prices will doubtless rule lower than in past months, it is scarcely to be expected that they will fall to the unprofitable level of recent years. A factor which operates to secure good returns for farm products, even when they are so abundant, is the increased development of rapid transportation. Such products are hurried to meet local needs and foreign demand at a rate never known in the history of the railway industry.

The great event of the week in the steel industry was the consolidation of the Minnesota Iron Company, the Illinois Steel Company and the Lorain Steel Company with other works at Cleveland and Jamestown. This combination, involving vast mining properties in the Northwest, several railway lines and the great number of steel works, makes the largest concern of the kind in the world. The closing of some Eastern furnaces by agreement, with the continued heavy demand, has advanced prices of Bessemer products from one to two dollars per ton. The works in general continue to report increasing activity, with work assured for months to come.

Wholesale demand for general merchandise continues beyond precedent for the season of the year. As an indication the factories at Gloversville have not been so active for years. Another illustration is found in the conditions obtaining in the furniture factories of our own city. All are busy and many are working over time on orders which will keep the works employed for the rest of the year or longer.

The Grain Market.

Wheat seems to have lost all friends and is like a bankrupt stock being sold out, and any way to dispose of the present crop seems to be the aim of the bears. The visible of only 5,800,000 bushels is unusually small, and never since statistics have been kept has the visible been at so low an ebb, with wheat at only 61c in this market, and white wheat in Detroit but 65c; also,

Chicago September wheat only 63½c and less. Who ever saw the like! To be sure, there seems to be wheat in farmers' hands, and we read about an estimate of 625,000,000 bushels of winter and spring wheat being harvested, but we must also remember that granaries have been swept clean, so there is virtually nothing back in what is termed the invisible of old crop. We will need for home consumption 350,000,000, to say nothing for seeding. Export will probably be around 150,000,000, making 500,000,000, leaving only 125,000,000 as reserve, which certainly does not warrant the present low prices. Should the spring wheat farmers pursue the same course that the winter wheat farmers do in holding on and not selling we will certainly see an advance from present low prices. There seems to be a bear clique in Chicago who want the wheat low to buy and fill the Chicago elevators and then boost the price so that they can get carrying charges and make the elevators earn something, which at present they are not doing. Exports have been fair and foreigners seem to be taking wheat, but in the face of all this wheat at present is too low.

Many predicted 40c for September corn. Where is it? Only 30c to-day. It is like wheat. While conditions favor higher prices, owing to present crop not coming up to usual amount raised, the bears have been in the saddle and pounded prices down.

While in almost all oat-raising districts it is a poor crop, with not much on hand, the prices are still low, and will probably remain so until it is found there is no more to be had. Then, of course, prices will advance.

Receipts of grain were: 48 cars of wheat, 28 cars of corn, 23 cars of oats. Rather an unusually large amount of corn and oats, which goes to show that the oat crop in this State at least is very deficient or there would be no need of shipping in from other territories.

C. G. A. VOIGT.

Hides, Pelts, Tallow and Wool.

The hide market is strong at the packers' at the decline, while country hides are weaker. The supply is a little larger, but leather does not respond to the high cost of hides. The Government contracts are about completed and no new ones are offering. Lower prices are looked for.

Pelts are in good demand from scarcity, while the wool market encourages the puller to keep running.

Tallow remains dormant, with good demand for fresh stock at low value.

Wool remains firm, with increased sales, but no advance. The goods market does not respond, while free trade wool is gradually disappearing. Foreign wool costs too much to import and large lots remain in bond, as prices on this side will not move it except at a loss. Home wools are looked for as they are cheaper, but many spindles stop rather than pay the prices asked for wool on what goods they are likely to bring. Large sales of wool goods at auction this week in New York will tend to determine the future on wools.

WM. T. HESS.

Flour and Feed.

The flour trade in general shows very little change for the past week. Carol buyers and the local trade have taken on the usual amount, but larger trade have been very cautious and bought sparingly, evidently anticipating still further declines.

Flour prices have now settled down to

a new wheat basis. The change has been more noticeable in spring wheat flour, however, as during the past week old spring wheat has lost the 20 cent per bushel premium which it had been commanding over the new grain. Foreign buyers are beginning to send out enquiries more freely again, and the call just at present seems to be more for first patents and fancy straights, while clear and low grades go begging at anything like comparative prices.

Mill stuff continues in good demand, although prices have declined about \$1 per ton. Ground feed, meal, etc., also show a like decline for the week, in sympathy with the corn and oat market.

WM. N. ROWE.

Eddy & McCauley will shortly engage in the grocery business at Otsego. The Ball-Barnhart-Putman Co. has the order for the stock.

WANTS COLUMN.

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

BUSINESS CHANCES.

FOR SALE—NECKWEAR MANUFACTURING establishment, five years old; stock and fixtures, \$21,000; terms reasonable. Address or call room 17, 74 Monroe St., Grand Rapids. 688

FOR SALE—ABOUT \$500 WILL BUY STOCK of drugs and fixtures worth much more; a bargain. Address Hazeltine & Perkins Drug Co., Grand Rapids. 690

FOR SALE—CLEAN GENERAL STOCK AND store building in small town surrounded by excellent farming and fruit country less than fifty miles from Grand Rapids. Good reasons for selling. Inspection solicited. Terms reasonable. Address for particulars No. 691, care Michigan Tradesman. 691

COMPLETE JUNK BUSINESS ESTABLISHED for a term of years. Splendid opportunity for right party: will be sold cheap for cash or part cash and good security. DuBois Hardware Co., Batt e Creek, Mich. 689

I HAVE A FINE YOUNG PEACH ORCHARD on the famous Grand Traverse peninsula and cash to exchange for desirable stock general merchandise. Address No. 693, care Michigan Tradesman. 693

FOR SALE—\$1200 GENERAL STOCK MERCHANDISE; good business in good farming country town; terms favorable. Address No. 692, care Michigan Tradesman, or enquire 95 Broadway, Grand Rapids. 692

I HAVE ABOUT \$4000 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. 688

FOR SALE—NEW GENERAL STOCK. A splendid farming country. No trades. Address No. 690, care Michigan Tradesman. 690

FOR SALE CHEAP—AN OLD ESTABLISHED confectionery business in Jackson, Mich. Write or call on L. C. Townsend, Room 18, Brick Block, Jackson, Mich. 687

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

WANTED—BANK LOCATION, OR WILL act as list 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 1238, 53 West Bridge Street, Grand Rapids. 687

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 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—DRUG, BOOK AND STATIONERY stock, invoicing \$4500, and fixtures invoicing \$300, which includes show cases, shelving and bottles. Daily cash sales in 1891, \$27,592.30; 1892, \$31,189.45; 1893, \$34,651.15; 1894, \$34,651.15; 1895, \$35,189.45; 1896, \$34,651.15; 1897, \$34,651.15. Located in manufacturing town. No cut prices. Rent reasonable, \$20 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—DRUG STORE IN BEST CITY IN Michigan. Average daily sales, \$21; per cent. profits, 50 per cent. Monthly expenses, \$60. These are facts. Investigate. Address No. 659, care Michigan Tradesman. 659

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

FOR SALE—STOCK OF DRY GOODS AND groceries. Will sell cheap for cash. Address Box 1, Montgomery, Mich. 656

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 cold 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 \$4000 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. Medalie, Mancelona, Mich. 553

BROOMS

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

COUNTRY PRODUCE

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

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.

WANTED SITUATION AS MANAGER OF a general store by a competent and experienced man. Best of references. Address J., care Michigan Tradesman. 694

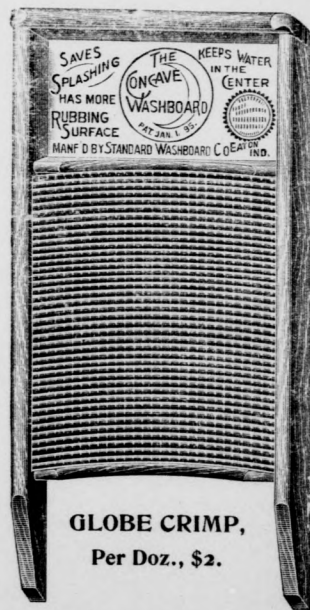
EXPERT BOOK-KEEPER—S. H. SHERMAN will make examinations and adjustments of accounts or do other expert work in or out of the city. Address 382 Lyon st. 683

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. 694, care Michigan Tradesman. 694

The "Concave" Washboard



SAVES THE WASH.
SAVES THE WASHER.

CHICAGO and West Michigan R'y
June 10, 1898.

DETROIT, Grand Rapids & Western.
June 10, 1898.

GRAND Trunk Railway System

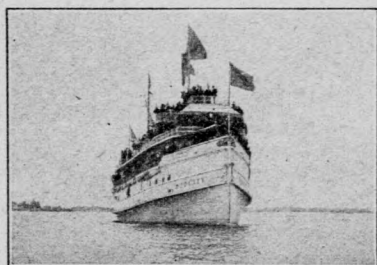
GRAND Rapids & Indiana Railway

DULUTH, South Shore and Atlantic
Railway.

EAST BOUND.		
Lv. Duluth.....		+6:30pm
Ar. Nestoria.....	+11:15am	2:45am
Ar. Marquette.....	1:30pm	4:30am
Lv. Sault Ste. Marie.....	3:30pm	
Ar. Mackinaw City.....	8:40pm	11:00am

G. W. HIBBARD, Gen. Pass. Agt. Marquette.
E. C. ORNSTADT, Trav. Pass. Agt., Grand Rapids

HOLLAND & CHICAGO LINE.



Office, No. 1 State St., **Charles B. Hopper,**
Chicago. Gen'l F. & P. Agt.

TRADESMAN COMPANY
GRAND RAPIDS.

STATE AGENT REGENT MANUFACTURING CO., CHICAGO.

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

Use Tradesman Goupon Books

They all say

Who urges you to keep **Sapolio**? Is it not the public? The manufacturers, by constant and judicious advertising, bring customers to your stores whose very presence creates a demand for other articles.

STANDARD OIL CO.

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

Highest Price Paid for Empty Carbon and Gasoline Barrels.

FOUR REASONS



why grocers should sell a brand of Stove Polish which, above all others, consumers want, and for which grocers can offer no substitute without injury to their trade.

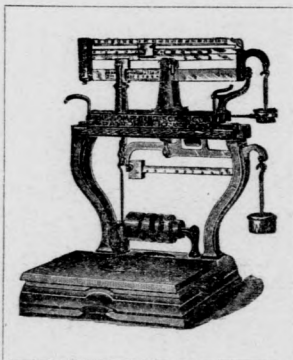
Enameline

The Modern STOVE POLISH

First: It is Superior to all others in Quality. Second: It gives Perfect Satisfaction to consumers. Third: It is Thoroughly Advertised and sells itself. Fourth: No other Stove Polish on earth Has so Large a Sale.

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 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.