

MICHIGAN TRADESMAN

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Volume XV.

GRAND RAPIDS, WEDNESDAY, AUGUST 31, 1898.

Number 780

WORLD'S BEST

S.C.W.

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GRAND RAPIDS, MICH.

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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.

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The Most Popular Nickel Cigar on Earth

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

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DEALERS IN

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NAPHTHA AND GASOLINES

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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.

THE "HOME RULE" OIL AND GASOLINE CAN



Has a Strong Hinged Cover over Entire Top, and may be carried in the rain without getting water into the can. No Dirt in the Top to be washed into can with the oil, and No Screw Top to get lost or damaged.

Absolutely Rain, Dirt and Evaporation Tight. Has a Steady Stream Pump, which is Removable from the Can in case of Obstruction or for Repairs, and is in every way Strong, Durable and Practical. Needed in every family where Oil is used.

Sold by jobbers everywhere.

Manufactured by

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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.

Cylinder Press For Sale

On account of changing to direct connected motors on our presses, we wish to sell our No. 4 BABCOCK STANDARD CYLINDER, size, 26 x 31, with steam fixtures complete. Press has new and improved feed board attachments for securing accurate register. Is in good condition and is now doing the larger part of our medium sized work. Press will be sold at a bargain and on terms to suit purchaser.

Tradesman Company,
Grand Rapids.

JESS

TOBACCO

Is the Biggest and Best plug of Tobacco on the market to-day. Your competitor has it for sale.

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FOR SALE ONLY BY

MUSSELMAN GROCER CO.

GRAND RAPIDS, MICH.

OUR

LEADER

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, Smokestacks, Iron and Brass Castings, Steel Culvert Pipe and General Machine Work.

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

Lansing Boiler & Engine Works
Lansing, Michigan.

MICHIGAN TRADESMAN

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Number 780

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.....	\$2.25

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 be comes 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.

BOGUS GOODS.

Vile Mixture Sold by Hoyt as Pure Cream of Tartar.

The Tradesman has quoted cream of tartar for several months at 30@35c per pound. This quotation is for pure goods, which is the only kind of cream of tartar which it is permissible to sell in this State under provisions of the present law.

The Wm. M. Hoyt Co. quotes its "Pure" brand cream of tartar at 14 cents, accompanying the quotations with the statement that the articles included under the heading of "Pure" brand are "good, honest goods" and "warranted to give entire satisfaction."

Yet the State Chemist asserts that the "Pure" brand cream of tartar produced by the Fort Dearborn Mills, which is only another name for the Wm. M. Hoyt Co., is not cream of tartar at all, but a vile compound of acids and gypsum, mixed in the following proportions:

	Per Cent.
Cream of tartar.....	None
Water.....	75.93
Acid phosphate of lime.....	18.60
Phosphate of lime.....	3.23
Gypsum.....	52.13
Corn starch.....	7.81

Unless the Tradesman is wrongly informed—and it has sought information from some of the best chemists of the city—100 pounds of the mixture described in the above analysis would cost exactly \$1.98—a little less than 2 cents a pound.

Is it any wonder that Hoyt's Criterion can quote what purports to be cream of tartar at 14 cents, while the Tradesman quotes the genuine article at 30@35 cents? Is it any wonder that dealers should enquire why Hoyt's Criterion can quote goods generally lower than the Tradesman can quote them? Is it at all surprising that merchants who are not thoroughly posted should be led astray by the apparent discrepancy in the quotations of the two publications and summarily conclude that the Hoyt house is a low-priced establishment and that Hoyt's Criterion is a good thing to have around to hammer down the quotations of the salesman whose house handles genuine goods and does not palm off as cream of tartar a mixture of cheap acids and land plaster? These things are not surprising; in fact, the only strange thing about it is that a legitimate house and a legitimate publication can live and thrive in the face of competition so disreputable as that presented by the cream of tartar department of the Wm. M. Hoyt Co. and the quotation department of Hoyt's Criterion.

Serious as this matter is from the standpoint of the legitimate jobber and trade journal, it is more serious in the case of the retail dealer who is led into handling bogus goods sent out by the Hoyt house. Where illegal goods are sold in the store of the dealer, it has been the custom of the Food Commissioner to prosecute the traveling salesman or jobbing house, but no such custom can be pursued in the case of goods purchased of the Hoyt house, for the reason that the dealer sends in his or-

ders by mail and the goods are sold in Chicago, which is beyond the jurisdiction of a Michigan official. There is only one course open to the Food Commissioner, and that is to prosecute the retail dealer who is found with the impure and adulterated goods in his possession. The present Food Commissioner has always been loath to prosecute retail dealers, if he could avoid it, but in the present emergency he will probably feel impelled to cause the arrest of those dealers who persist in handling the Hoyt goods, now that they have been duly warned as to their true character.

GENERAL TRADE SITUATION.

The story of steadily improving conditions almost everywhere is still continued. The few exceptions to satisfactory prices and an apparently less favorable export and import situation are owing to causes which have little effect in the general outlook. The textile trade, in cotton goods especially, has long been struggling with the problem of overproduction at a cost which eliminates profits, and the unsatisfactory showing of the recent auctions in such goods only emphasizes the fact that there must be an adjustment to new conditions of production and demand. That this adjustment seems likely to work havoc with the Eastern manufacturers only indicates that greater enterprise in methods cheapens labor and less transportation is removing the production elsewhere. That there should be a less favorable showing in exports and imports is owing to the unprecedentedly favorable showing of the past year which could not always be maintained. There is no real reaction but the lessening in wheat transactions and the improvement in American demand for foreign products owing to the increasing consuming capacity have made a manifest difference in the proportion.

The most noticeable improvement in industrial activity continues in the West and Middle West. It would seem that the work of development arrested by the panic was being resumed in full force everywhere. This is the natural result of the unprecedented agricultural prosperity in those regions. A most pronounced indication is the increase in railway passenger traffic, indicating that the people have an abundance of money to spend. Instead of the few half empty cars of a year or two ago trains are long and heavily laden. The number of trains is being increased in every direction. That there is not so great an amount of new mileage being built is owing to the fact that the building had been so greatly overdone when the panic came upon us.

Perhaps the most favorable indications are found in the iron and steel situation. Continual improving demand seems to have strengthened prices almost all along the line. The Mahoning and Shenango furnace men, with but a few days of stoppage in a few works, have brought prices up to their mark and all are resuming again. Minor metals are also reported more favorable than for a long time past; copper is

strong at \$12.15 and tinplate has shown an advance decidedly encouraging to the producers.

Variations in wheat and other grain prices have been less than during preceding weeks, but the general tendency is toward a lower level. That the decline is not likely to continue very far is indicated by the fact that the world's visible supply is reported the smallest since modern reports began. Export movement is large for the season, but seems small by contrast with the tremendous outgo of the past season.

A favorable feature of reports from many of the boom sections of the West is that there seems to be a revival of the old activity. For instance, the northwestern Pacific coast cities are showing a most encouraging activity, owing, no doubt, to the prospects of increasing foreign trade from those localities.

The volume of business as indicated by clearing house reports for last week exceeded that of the reviving business of last year by over 20 per cent. and was 37 per cent. above the business of the corresponding week of 1892.

The United States Attorney General having decided that a stamp must be affixed to express receipts for money, bonds, securities and other commercial papers, the same as to receipts for ordinary merchandise, one of the companies has instructed its agents to comply with this interpretation of the law, but at the same time to quote rates "plus the Government tax." This means that the shippers must settle for the stamps. The framers of the law intended that the companies should pay the tax, but they might have foreseen that eventually the dear public would have to stand it.

The largest proportion of the immigration to the United States last year was Italian. No country is getting such a large Italian immigration, however, as Argentina. It is said that Italians are now in a majority down there, making the Argentine republic a new Italy. Heavy burdens and industrial depression at home are driving the sons of Sunny Italy westward in increasing numbers.

The ordinary expenses of the Government upon a peace footing appear to be practically covered by the old internal revenue law and the Dingley law. Assistant Secretary Howell of the Treasury Department calculates the surplus under the Dingley law for the five months ending with June last at \$9,652,719, and at the rate of about \$22,000,000 per year.

A man who wants to be Governor of Nebraska makes the statement that he is a friend of labor. He would be a very poor politician if he did not say that. Every office seeker is a friend of labor; but he wants others to do the laboring. The standing candidate is a friend of labor, but his friendship is confined solely to working his mouth.

Blanco's reports are not so eloquent as they were when he could not be contradicted.

Dry Goods

Effects of Unwise Competition on the Retail Trade.

Written for the TRADESMAN.

Competition is endeavoring to gain what another is endeavoring to gain; mutual strife for the same object.—WEBSTER.

If Mr. Webster were on earth to-day and could note the mistaken idea of competition, as we have it in vogue at this present time, he would, doubtless, open his unabridged and add: "Competition is legitimate strife for the same object (not trickery)." The writer knows no more threatening aspect confronting the present-day retailer than the mode of competition now employed and which is steadily undermining healthy traffic. A leading furniture manufacturer hit the nail on the head when he recently remarked: "Dealers seem to be afraid of each other. Each is endeavoring to 'do up' the other man at the expense of himself, instead of waging a mutual strife for the same object." Thus trade is being demoralized, confidence—the basis of all business—destroyed, consumers educated to depreciate real values, regular lines ignored and job lots made the coveted prize. Well may we raise the question, Whence are we drifting? Shall our factories be expected to maintain their well-earned reputation for honest products and pay honest wages for labor, only to be confronted by the abnormal demand for an article of no merit for the sake of meeting unscrupulous competition? Will not business men soon take an honest stand for honest goods and cease to indulge the caprices of a deluded class of consumers, that cheapness is the panacea for all evils? Why not strive to raise the standard of values? Strive for an honest profit that pays for honest labor and rewards an honest consumer in the purchase? There can be no other good reason given for the present "cut rate" system than the one above named—that business men are afraid of each other.

Why encourage a poor man to buy cheap shoes for his children or a shoddy coat for his own back or a worthless piece of furniture for his house? He is not the gainer in the end, neither is the merchant making for himself an enviable reputation. Rather have him understand the real meaning of Solomon's wisdom: "The destruction of the poor is their poverty." Have him know, also, that every so-called "cheap article" means cheaper labor for his fellowman; and just in proportion as this character of manufacture is encouraged so long will labor be sold in a cheap market. The purchaser of a 33½ cent shirt made of "good cotton with linen bosom" or a shirt waist of washable material for 37½ cents is giving his or her consent to a system of cheap labor that is holding men and women in a condition akin to abject slavery and sending their children to the almshouse, if not to moral ruin. It is not only the poor man and his wife who are seeking out these so-called bargains, but those who are abundantly able to pay a better price for better goods.

Who is responsible for this condition of things? Not the manufacturer, for so long as the demands are made upon him for a certain class of goods he will produce them. Not wholly the purchaser, for he will buy the "big drives" just as long as they are offered—hence the middleman is largely responsible and should consciously aim to change the current into another direction. Happily,

some branches of business are coming to a better understanding, no longer hedging themselves in by a bigoted selfishness, but have stepped out on the broad platform of real protection to their own interest. When all dealers and manufacturers lay down the sharpened machete of selfish rivalry and come to one common understanding of values and prices, there will be a new era dawn upon us which will have a beneficial effect upon business, as "oil upon troubled waters." Then there will be no incentive to produce commodities at starvation prices. Then the middleman will make a uniformly legitimate profit. Then the consumer will get honest goods at honest prices. Let us join hands over the chasm of distrust, get a better understanding of each other, stop the warfare, harmonize the discord and "saw wood" the old-fashioned way.

RETAILER.

The Dry Goods Market.

Staple Cottons—Business can not be described as active by any means. The aggregate results of spot and mail order business are very fair, particularly the former. Pressure to sell is pretty well eliminated from the situation, sellers in some instances having assumed a more reserved attitude, and showing less readiness to supply demands at previous prices. The heavier lines of brown sheetings of well-known brands are noticeably firm, as are also 4-yard goods and heavier for early delivery. Bleached cottons are unchanged in price, with demand moderate.

Prints and Gingham—Taking things as a whole, the situation is encouraging. Stocks in second hands are reputed small and a good steady trade is anticipated. Indigo blues, percales, shirting prints, printed napped goods, etc., are moving fairly well. Staple gingham are in good request at previous prices, no accumulations being reported. Dress gingham are also moving steadily.

Knit Goods—Some houses that have had their men on the road for a couple of weeks or so have expressed themselves as wishing they had delayed their departure for a time, owing to the fact that buyers are not ready to take hold yet with freedom. This state of affairs, it is anticipated, will be only of temporary duration, as indications, as read by the knit goods trade without exception, point to a good brisk season. It will not be long now before all the salesmen are on the road putting their best foot forward in an endeavor to get their lines into buyers' hands, and then the market will present a much more active and interesting exterior.

Carpets—The carpet manufacturers are only moderately employed on any line of goods. The cheap grades of ingrain have received the most attention. It will take the remainder of this season, if not a part of the next, to recover from the effects of the unnatural condition in which the auction sales have placed the manufacturers. To be sure, some have made the effort recently to advance the price on new orders taken, but this is only a portion of what it should be, as the last sale forced prices down over 10c per yard on some grades of tapestry and velvets. The advance asked is from 2½@5c per yard. It is a much more difficult matter to advance prices than to lower them, especially when a very large share of the retail and large cut-orders stores have placed orders for all they will need this season. It will mean that it is a step in the direction of recovery of natural prices, and place the trade in better shape for the commencement of next season, provided the manufacturers are not again confronted by another auction just before opening.

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.

A Line of Fleece-Backed Flannels

Twilled and Pique effects.

Our line of Underwear for Fall is now complete. Samples ready to show.

P. STEKETEE & SONS, Jobbers

GRAND RAPIDS, MICH.



To Merchants:

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

Work Bros. & Co.,

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

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.

How Zach Cured a Sampling Customer.

Written for the TRADESMAN.

The Weighson Brothers have a grocery store down on Santa Fe avenue. For some reason or other they couldn't get a clerk to stay with them. This had been going on for something like a year and a half until life had come to be almost a burden to them. Zach McIntyre, a stout young fellow of some nineteen winters, heard of the vacancy and applied for it. The brothers looked him over, asked him some questions and concluded he'd do. He might go right to work if he wanted to.

"All right, I want to, but before I begin, I'd just like to have an inkling of what the trouble has been all along with the other fellows who have been working here. They all seemed to like both of you, but somehow they didn't stay. Now that's what I don't want to do. It isn't going to be any credit to me to come here, work for a week and then quit, whether you fire me or I do it myself. So just tell me what I've got to buck against, and if I think I can stand it, all right. If I can't, that's all right; but I don't want to go into a thing just for the sake of backing out. Now what's the matter?"

"Suppose we arrange the thing this way: You go to work. Try it a week. We'll give you \$1.25 a day. When the week is over, if you want to stay, you can. In the meantime, go ahead. You don't look like a fellow that gives up at nothing and we honestly don't believe you are going to find anything which will be too much for you. Just hang up your coat and hat and go to work. There is your list of orders. Fill 'em, and take care of what customers you can."

With a "What in thunder!" in his mind Zach went to work. The store was as neat as a pin. There was everything handy to work with. The proprietors were good nature itself. The wages were all right; and, so far as he could guess, it didn't look like a place where there was any systematic overwork. "Well," he thought, "there is no use in worrying over what may never happen; so I'll keep my own counsel and 'saw wood.'"

He had filled about half of his orders when a big woman with a big market basket sidled through the door. "Lordy, suz! ef we hain't got another new clerk this morning! When did you come, sonny?"

"An hour ago. Been on the jump ever since. Here! let's have your basket. What's first on the list?"

"Say, young feller, don't hurry me. I hain't built that way. Alluz hev ter look erround and see what I want. In the first place, hev ter fill up; and pickles are good ter begin on. This old pickle bar'l has stood it off and on fur nigh onto a couple o' years now. Here's a good fat one.—My gracious! but that vinegar's strong enough ter—um—strangle anybody—specially when it goes down the wrong way—thanks. I might uv ben a dead corpse before any the rest of 'em would know enough ter hand me some water.—Them are likely look-in' apples. Guess I shall hev ter sink my teeth inter that there top one. How's that fer a bite! These fellers gits their stuff all paraded out with the best on top and I comes along and samples 'em fer 'em! I'd like ter bet with ye that them peaches ain't freestone.—It's good and meller, I'll say that for it. Gracious Peter! 'twas a freestone, sure enough! Glad I didn't wait fer you ter take up

my bet—Well, say! ain't ye got 'bout ready ter wait on me? I can't stand around here all day long doing nothing. Bartlett's? Well, I don't care if I do. I believe, my soul, ef I was full as a tick, and anybody should put a tray of pears up under my nose, I'd eat one ef I knew I was going ter split the minute I'd swallowed my last swaller!—Waal, now, let's see. I've got ter hev a pound o' tea; a couple pounds o' coffee—I'll tell you right here and now, you gimme any such stuff as I got here the last time and I'll bring it back and throw it on yer old floor!—a dozen eggs, and I'll break a bone fur every rotten one I find, and don't you fergit it!"

The list was a long one, and the comments varied as each item of the order was filled and placed in the basket. Then, to everybody's astonishment, the new clerk "hefted" the basket, got his bat and, with a "You can't carry it. I'm not going to let you, anyway—you don't look well this morning!" he started for the door. "How far is it, ma'am?" he asked, pausing on the sidewalk.

"It ain't so very fur; but land sake! you needn't take all that trouble.—I guess I'll let you, though, fur ter tell the plain truth, I don't feel out and out scrumptious this morning. Nobody else ever seemed to notice it. It's my stomach. Hain't et nothing fer months 'ithout its 'most killing me!"

All the way back to the store Zach McIntyre walked with his head down. "I guess that's what it is; and I don't know anything that would wear a fellow out quicker than that, day in and day out. I rather hit 'er on the health dodge. That kind is always complaining. What bothers me, though, is the way she sails into the best of things from the time she comes in until she gets filled up to her neck!"

"Is that the daily program?" he asked on reaching the store. "Does she always begin with the pickles?"

"Always."

"Is she good pay?"

"First class."

"The other fellows couldn't stop it?"

"Not one of them has dared to try!"

"I'll be kicked!"

All that day Zach went around with his hat tipped up on one side. He was watched with considerable interest by both his employers, for, take him all in all, they had found no one, so far, who came so near to what they wanted; and they watched him with some misgivings as he left the store for the night with his hat still tilted and his eyes resting on the ground.

He was there the first one in the morning, with his head up and his bat on straight—he even whistled as he went about his work. The first thing he did was to hunt up one of these wire screens and fasten it on the pickle barrel, so that it could not be easily taken off, an act that would have called forth a rebuke from the younger Weighson if the elder had not shaken his head behind Zach's back; the clerk was to have a fair field. If the pickle barrel was to be the point of attack, well and good—matters couldn't begin too soon.

A few minutes later the dreaded customer came in and the fun began.

"Good morning!" cheerily called Zach from behind the counter.

"Good morning, youngster," was the stout customer's response, as she steered straight for the pickle barrel. "Waal! what's here! Gitting stingy with your pickles, Weighson?"

"No, that's my work," put in Zach.

"To tell you the plain truth, Mrs. Von Blatter," Zach lowered his voice as he came nearer, "I've been thinking that pickles, and especially such strong pickles as these are, are the worst thing in the world you can take into a stomach so weak as yours, and I just put the screen over so that I could have a chance to tell you before you got hold of one. If you say so, though, I'll take it right off; but I tried one of those pickles myself this morning and it made me sick. Don't you think you'd better let 'em alone?"

"You take that screen off ez quick's the Lord'll let ye! There! I've et them there pickles fur over a year, and it's the only thing that I can find to brace me up and take away that goneness that—good Lord!" and without finishing the sentence she rushed to the door, closely followed by Zach, whose face was the picture of solicitude.

"I was afraid there'd be trouble, Mrs. Von Blatter," he said, as they turned back to the store. "A person with a stomach as weak as yours can't eat such things forever. There always has to be a first time, and I guess yours has come."

"Let me have something ter take this awful taste out o' m' mouth! It's dreadful! Gimme that there big Bartlett pear!"

"I will—if you say so; but I don't believe you'd better try it. Let me put one into your basket for you to eat by and by when you feel better."

"What do you take me for?"

Seizing the pear as she spoke, she took what was a big bite even for Mrs. Von Blatter, and was just about to give an exultant, "There!" when both hands again frantically flew to the head and

the woman, now thoroughly alarmed, again rushed to the door.

She did not immediately return. Zach again followed and relieved her as much as he could. He saw her safely home, returned with her order, which he filled and promptly delivered; and for days after that, he went over for the order, filled it and returned it. Afterwards Mrs. Von Blatter did her own marketing; but she never eats pickles now. Time was when she "et everything;" but now even a Bartlett pear or a peach will just set her "into a conniption!"

When Zach was paid at the end of the week they gave him \$8 00, with the promise of a raise when the times grow better.

RICHARD MALCOLM STRONG.

When a husband runs across an old love-letter he wrote to his wife, he always laughs, but his wife cries



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.

The Keeping Qualities of Seymour Crackers

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.

Can you afford to be without it?

Made only by

National Biscuit Company

Grand Rapids, Mich.

Around the State

Movements of Merchants.

Athens—L. B. Thompson has opened a new jewelry store.

Saranac—C. A. Brown has opened a harness shop at this place.

Augusta—Fred Black succeeds Ridley & Black in the meat business.

Belding—Mrs. S. Unger will shortly embark in the millinery business.

Kalkaska—Wm. Knowles succeeds Knowles & Hurley in the meat business.

Port Huron—Jenkinson & Samberg, coal and wood dealers, have dissolved.

Croswell—Allen & Dafoe, hay dealers, are erecting a warehouse 190 feet long.

Concord—N. McKenzie & Son succeed Nathan McKenzie in the grocery business.

Jonesville—Scott Lane has opened a bicycle repair shop and salesroom at this place.

Gagetown—O. V. Rogers has purchased the general stock of H. G. Graves & Bro.

Harbor Springs—Mrs. A. D. Rice succeeds Mrs. Dr. Runyan in the millinery business.

Otsego—W. S. Eddy and J. A. McCauley, of Eagle, have engaged in the grocery business.

Lake Odessa—Frank C. Stevens, notion dealer and confectioner, has removed to Pine Lake.

Saranac—Mrs. J. E. Brown has sold her millinery stock to her daughter, Mrs. A. E. Wilkinson.

Owosso—S. F. Henderson has purchased the grocery stock of W. E. Miller in West Owosso.

Belding—Mrs. Susan Mabbett has leased the Gooding store and will occupy it with a millinery stock.

Holland—Ender & Young, of Benton Harbor, have opened a clothing and shoe stock in the Beach block.

Belding—W. D. & I. J. Booth, of Newaygo, have embarked in the general merchandise business at this place.

Charlotte—A. M. Lockard has re-engaged in the harness and men's shoe business in his new building on Main street.

Lapeer—Bellaire & Marsh have sold their grocery stock to S. A. Lockwood, who will add same to his stock of general merchandise.

Portland—Allen & Gamble have secured larger quarters and will add a line of dry goods to their clothing and furnishing goods stock.

Saginaw—S. H. Knox & Co., owners of fourteen retail stores in different parts of the country, have opened a bazaar store at this place.

Homer—The Saxton Sisters have sold their bakery business to Sam Hannah, who will continue same in connection with his grocery business.

Onaway—Wm. McMullen has begun the erection of a store building, 20x32 feet, two stories high, which he will occupy with his furniture and grocery stock.

Lansing—Leo Ehrlich, formerly proprietor of the Boston clothing store, has purchased the grocery stock of R. C. Peez and will hereafter conduct the business.

Carson City—Geo. W. Cadwell has sold the drug and grocery stock conducted under the style of Kelley & Cadwell to W. A. Crabb, who will continue the business at the same location. Mr. Cadwell has earned a rest and will recuperate his health before resuming active business.

Portland—M. J. Dehn, merchant tailor and dealer in dry goods and boots and shoes, has leased a building adjoining his store on the south and an archway will be put in connecting the two.

Lansing—A. M. McNeal has sold his stock of groceries on Franklin street to Norris & Co., of North Lansing. He has purchased a bakery in Albion and will go there with his family in a few weeks to reside.

Portland—H. F. Caswell will close out his general stock here and remove to Detroit for the purpose of forming a copartnership with J. B. Roe, under the firm name of Roe & Caswell, to engage in the produce and commission business.

Ionia—Alfred Broad, who has been engaged in business at this place almost continuously for the past thirty years, has sold his meat market to H. G. Coney, and will take a well-earned rest. He has made no definite plans for the future.

Flint—Chas. Crawford and Geo. M. Bieck have formed a copartnership and will conduct a merchant tailoring establishment on South Saginaw street, where Mr. Crawford has been engaged in the same line of business for the past eighteen years.

Kalkaska—Wheeler Wooden has purchased the lunch counter and bath room business of B. O. Brown and removed it to his own building. He will enlarge the business by the addition of a line of groceries, fruits and produce and tobaccos and cigars.

Petoskey—G. J. Robinson has retired from the cashiership of the First State Bank, and sold his stock to his sister, Miss Mary A. Robinson, Geo. S. Rice and B. H. Cook. Vice-President Leon Chichester has been elected Cashier to succeed Mr. Robinson.

Manton—Mrs. Wm. Northrup has sold her millinery stock to Mrs. Monroe and will remove with her husband to Grand Rapids, where she will engage in the millinery trade and Mr. Northrup in the boot and shoe business. Mrs. Monroe will continue the millinery business at its present location.

South Lyon—The patrons of the late J. E. Just & Co.'s bank were recipients last week of one-fifth of their deposit, the aggregate amount being about \$15,000 distributed. A sort of commingled joy and disgust illuminated the countenances of the patrons when the result was made known to them. There is yet considerable property to dispose of, and a great majority think a more rapid disposition of the assets was reasonable to expect.

Manufacturing Matters.

Benton Harbor—C. H. Godfrey has decided to reopen his canning factory here, placing Wm. Bush in charge.

Bronson—Ed. Morris has purchased the cigar manufacturing stock of M. Dorn and will continue the business in the same building.

Traverse City—The directors of the Hannah & Lay Mercantile Co. have declared a dividend of 5 per cent. from the profits of the past year.

Eaton Rapids—H. P. Webster is making extensive improvements in the Island City flouring mill, including the introduction of new machinery.

Cheboygan—D. Quay & Sons have closed a contract to manufacture 7,000,000 shingles for the John Spry Lumber Co., of Chicago. The mill will be run day and night two months to fill the contract.

Tawas City—C. H. Prescott & Sons have begun building a railroad to their timber at Styles Lake, in that district, and will take the logs to Tawas for sawing. The firm has about three years' cut.

Ionia—The Ionia Evaporating Co. has refitted the old Globe house for the purpose of doing an extensive business in evaporating fruit. It will be able to consume 1,000 bushels per day and expects to employ from twenty to thirty hands.

Bay City—Green & Braman, of this city, are negotiating for the purchase of the John Welch sawmill plant in West Bay City. They have decided not to rebuild on the site of their Stone island mill, recently burned, but if they can secure the Welch mill they will continue business.

Big Rapids—The headquarters of the Gale-Bundy Lumber Co. have been removed from Big Rapids to Saginaw. Mr. Gale removing also to Saginaw. He has resided in Big Rapids twenty years. This company operates a sawmill at West Branch, on the Mackinaw division of the Michigan Central.

Saginaw—Parties from this city have taken the contract to manufacture the soft and hardwood timber on several thousand acres of land owned by Mrs. James Hay, of this city, located in Midland and Gladwin counties, have purchased a site and will erect a saw and shingle mill. There is timber on the land sufficient to keep the plant employed several years.

Manistee—The East Shore Manufacturing Co., which has been idle for some time, is getting some stock on dock again and will make a start next week on some unfinished box contracts which have been hanging fire for some time. It is rumored that when these are finished some new machinery will be added and a line of paying novelties will be manufactured.

Gladstone—Arrangements have been completed for the construction of a railway north of this place, running up the Whitefish River valley. The necessary funds have been raised and the engineers are already selecting a route. It is expected that the road will be finished early next spring. It will traverse a large body of hardwood and pine timber, which will be converted by the Cleveland Cliffs Iron Co. and the mills at Little Bay de Noque.

Jackson—The Michigan Bag & Paper Co. has been organized for the purpose of engaging in the manufacture of paper and paper bags and other secondary products of paper and for dealing in paper and paper supplies and products. The capital stock is placed at \$10,000, \$8,000 of which is actually paid in. The stockholders are Nathan S. Potter, 200 shares; Wiley R. Reynolds, 200; Lester H. Cheeseman, Detroit, 200; Jacob K. Smalley, 180; Jacob D. Smalley, 20.

Saginaw—Representatives of the Opaque Shade Roller Cloth Co., of Chicago, have purchased the stock of the Keystone Shade Roller Co. held by the gentlemen who commenced suit against the Chicago company July 23. The stock, which was sold at par, amounted to \$25,000. This practically discontinues the lawsuit now pending in the Circuit Court, and is of vital interest to Saginawians, as the Keystone Shade Roller Co. will now continue operations in this city.

If a man doesn't expect anything else for Christmas, he can always depend on his wife's relatives.

UNDER A NEW NAME.

Sulter Resumes Business Under a Corporate Style.

Cleveland, Ohio, Aug. 30—A new corporation has been formed here under the name of the American Butter Co. The place of business is at 68 Woodland avenue, which was Sulter's old stand. R. D. Sulter is President and Geo. Sulter is Secretary and Treasurer; capital stock \$50,000. I enclose you their first card issued to the grocers of this city. I understand they have bought from the assignee all the butter and eggs that were in storage in Cleveland. I presume those are the goods they are offering to the trade as fresh stock. We are getting 13c for fresh eggs, 12c@16c for dairy and 19c@19½c for fresh Elgin. I do not know how much capital is paid in, but understand that about \$35,000 worth of goods was in storage here. In order to buy of the assignee it would be necessary to pay cash. Of course, you can see through this business better than I can use words to express it.

COR.
The Tradesman is also in receipt of a card issued by the American Butter Co., quoting fresh eggs at 11½c, fancy dairy at 14c and fresh Elgin creamery at 18c. These quotations are so manifestly below the market that they naturally suggest the enquiry, Is Sulter up to his old tricks?

The Tradesman has been unable to secure a detailed schedule of Sulter's assets and liabilities, but some of the Michigan creditors have received a report from the assignee, showing the assets to be \$98,000 and the liabilities to be \$110,000. Considering that liabilities do not shrink and that assets invariably suffer shrinkage, the Tradesman will be very much surprised if the creditors receive over 50 cents on the dollar; in fact, several Michigan creditors who are interested in the failure would jump at a chance to realize 50 per cent. of the face of their claims.

If it is a fact that the American Butter Co. paid \$35,000 in cash for the goods of the Sulter house in cold storage at Cleveland, it would be interesting to learn where the cash came from. The columns of the Tradesman are open to Mr. Sulter in case he cares to use them for this purpose.

Grape Growers Form an Association.

Lawton, Aug. 30—An association known as the Southern Michigan Grape Association has been organized here, officered as follows: N. H. Bangs, F. S. Kipp, George Tuttle, C. Dunham, C. L. Balch, D. T. Root, directors; H. E. Durkee, F. E. Bitely, C. D. Townsend, auditing committee. Following the meeting the directors organized by electing C. L. Balch, President, D. T. Root, Secretary, and Juan McKeyes, Treasurer. The object of the Association is to secure a better price for fruit than has been paid in the past. All grapes will be weighed and inspected before being placed on the market. A. D. Benway, of Chicago, has been chosen manager and salesman for the Association. It is estimated that the output of grapes from that section will reach six hundred carloads this year.

The Grocery World describes a shrewd bunco game by means of which numerous Philadelphia grocers were duped by loaded soap. Boxes of soap were bought by a number of grocers because of the great bargain they were reported to be. The boxes were branded "Excelsior Soap Company, New York and Philadelphia." In endeavoring to sell this soap at 5 cents per cake, the retailers found that a second sale was futile. The soap appeared to be composed to a great extent of marble dust and the bars soon shrunk from 14 ounces to less than 6 ounces per cake.

Grand Rapids Gossip

The Grocery Market.

Sugar—The advancing tendency incident to this season of the year has put in an appearance, several minor changes having been made during the past three days. Raw sugars are stronger, both at home and abroad, and the wholesale trade generally look forward to a higher range of values during the season of heaviest consumption. It is not thought that the Arbuckle or Doscher refineries will give the Trust much trouble for a few weeks yet, but along about Christmas their influence may be felt.

Canned Goods—It is said that the Ohio and Indiana tomato pack will be shortened by blight, but in the East the pack will be large. Corn is strong. The Eastern pack will be light unless the late crop shows up better than the first pickings. In the West the pack will be about an average. New California fruit is on the market here. The quotations are not changed this week. Sardines are firm. Although the shortage is being made up on late packing, the total shortage of the season will be about 100,000 cases less than last year. The shortage in the salmon pack is confirmed for the Columbia and Fraser Rivers, but the pack of Alaska is still uncertain.

Dried Fruits—There has been no change in prunes, the new pack of which will shortly come forward. The market is firm and may go a little higher. The demand is small. Some grades of raisins have advanced $\frac{1}{4}$ c, and the demand is good. Higher prices are possible. Currants are dull at unchanged prices. Peaches are dull, mainly because there are none to sell. Prices are unchanged, but if any good-sized block was wanted an advance would have to be paid. The few people who have stocks of peaches are holding onto them, as the new pack will be small and high. Apricots are firm at unchanged prices. They are moving in a small way. Small stocks of new apricots are already offered.

Tea—There is but little tea in the country on which to do business, while the coming crop is shortened by the fact that the duty is high, the leaf in Japan is short, and the standard of excellence for inspection in this country is so high that low price teas are an impossibility. The lowest priced new teas that can be brought into this country this year can not be sold at less than 30c to the dealer. There are some offerings of low price teas now that are lower than that, but they are the sweepings up of old stocks in this country and Canada, some of them three or four years old, and unfit for consumption. Almost the same condition is noted of dusts as of low price leaf. About 21 cents in bulk or 22@23c in one-pound packages is the lowest that can be sold from the new crop teas. This high price of teas will tend to drive the trade toward coffee, as it has the past year, for coffee can not average high this year.

The Produce Market.

Apples—Maiden Blush, Strawberry and Wine varieties are in large supply at \$1.25@1.75 per bbl.
Beets—25c per bu.
Butter—The market is strong, the receipts not being equal to the demand. Fancy dairy is firm at 17c and factory creamery is in eager demand at 19@19 $\frac{1}{2}$ c.
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.

Cucumbers—50c per bu.

Eggs—Dealers pay 10c for case count and 11c for fresh, holding at 12c. The receipts of fresh eggs have not been heavy, and the demand, on account of the exceedingly hot weather, has been very small. During the past week the receipts have been just about sufficient for the demand. With cooler weather the egg market is apt to show a decidedly firmer feeling. Although this means a much larger demand, the trade do not look for much higher prices, as the storage stock will prevent this.

Grapes—Moore's Early are in plentiful supply on the basis of 10c for 5 lb. baskets and 15c for 8 lb. baskets. Wordens are beginning to come in freely.

Green Onions—8c per doz.

Honey—Fine new comb commands 12@13c.

Muskmelons—Musk, Cantaloups and Osage are in ample supply and strong demand at 75c per doz.

Onions—Home grown command \$1.50 per bbl. for yellow or red.

Oranges—The movement is steady, with no change in values.

Peaches—Receipts are in excess of all precedent, there having been upward of a thousand wagons on the market Tuesday morning. Barnards command 50@75c and Early Crawfords fetch 75c@\$1, with extra fancy stock ranging as high as \$1.25.

Pears—Little sugar fetch 40c; Clapp's Favorite command about 50c; Bartlett, 80c. The supply is in excess of anything ever known at this market.

Plums—Bradshaws and Guyos are over for this season. Lombards are in ample supply at 60c and Moore's Arctics are plentiful at 50c.

Pop Corn—50c per bu.

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

Tomatoes—Home grown command 40c, with offerings fully equal to the demand.

Watermelons—10c for Missouri and 15c for Sweethearts.

The Grain Market.

While wheat remains about the same, it seems to have gained a few friends, and the bear element has been kept in check by the small receipts in the Northwest. While the visible was expected to show a decrease of 500,000 bushels, there was an increase of 77,000 bushels, which still left the visible below 6,000,000 bushels, against 15,473,000 in 1897 and 45,600,000 in 1896 and 67,000,000 in 1894.

Exports are rather small, but the reports from Russia are not so rosy as they were some time ago. We are of the opinion that prices have about touched bottom, that is unless the farmers should take a notion to sell all at once, when a slump would occur.

Corn and oats remain about stationary. They vary in price some days from one-eighth of a cent to one-half of a cent, but that goes for naught.

Receipts were: wheat, 48 cars; corn, 19 cars; oats, 16 cars.

Millers are paying 60c at the mills for wheat to-day. C. G. A. VOIGT.

S. M. Lemon, President of the Lemon & Wheeler Company, surprised his friends by taking a two days' respite at a lake shore resort this week.

Tyroler's Emporium, general dealers at St. Louis, has added a line of groceries. The Musselman Grocer Co. furnished the stock.

C. De Witt Valentine has sold his grocery stock at the corner of Hall and South Ionia street to Cornelius J. Brower.

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

The Morning Market.

Each recurring Tuesday during the season has exceeded the preceding until all records of attendance and business are broken by the last. Yesterday the number of teams exceeded those of any former market day in the history of the city. Monday morning the heavy offerings of Early Crawfords sold freely at good prices. This fact led to an increased effort on the part of the growers to rush in all that was possible yesterday. Naturally, such an unprecedented rush caused more or less demoralization, so that the range of prices was considerable, yet the average was sufficiently sustained to make the business easily exceed that of any preceding day in the history of the city.

The feature of the situation which is most apparent is the inadequacy of the grounds for the business offered. The congestion of teams yesterday caused almost entire suspension of trading for a considerable time. Steps are being taken to increase the stall space by grading and adding streets on the south, but this work now only serves to render the space useless for standing room.

It is noticeable and significant that many of the newcomers on the market are from increased distances. This, as noted in preceding comments, is owing to the constantly spreading road improvement. Year by year the radius has been constantly extending, by almost imperceptible degrees, to be sure, but a slight increase in every direction exerts a wonderful influence in the total. It may be noted that local shipping points are comparatively ignored, but this is accounted for in the fact that the first essential in the distribution of delicate fruits is the quickest and surest market.

The wonderful increase in the morning market business is dependent upon conditions which have never obtained in anything like the same degree in other parts of the country, for the era of road building is new in the older parts of the country as well as the new. The development of distributive facilities is also new everywhere. Thus the increase is dependent on new and unprecedented conditions which make it an interesting question as to where it will end.

Decisive Victory in the Vinegar Cases.

The July Bulletin of the Dairy and Food Commissioner contained eight analyses of cider vinegar produced by the Dahinden & Gallasch Manufacturing Co., of Milwaukee, from samples taken at Bay City, West Bay City, Essexville, Petoskey and Detroit. In all cases the samples were below the legal standard in ash or deficient in acid strength. Three arrests were subsequently made as the result of the disclosures, and last Tuesday Mr. Dahinden stood trial on the first case at Bay City. He plead his own case and succeeded in securing a disagreement. The case was tried again on Wednesday, when Mr. Dahinden retained the ablest lawyer in Bay City and succeeded in getting himself convicted. The fine and costs incident to the conviction amounted to over \$100, and he took an appeal to the higher court. Instead of trying the second case on Thursday, he sought a settlement of the matter out of court, which was granted on the basis of his paying the fine and costs imposed the previous day, withdrawing his notice of appeal, pleading guilty in the second case, paying the costs, pleading guilty in the third case at Grand Rapids the next day, paying his costs in this

case, and also in the case of Geo. Lehman, whose case was nolle prossed when service was secured on Dahinden, he agreeing to take his goods out of the State, in consideration of which the Commissioner agreed that sentence should be suspended in the second Bay City case and in the Grand Rapids case. The week's experience with the Food Commissioner cost Mr. Dahinden in the neighborhood of \$500, but he took his loss good naturedly, because he realized that he was in the wrong and that the Food Commissioner was in the right. He insists that whatever goods he sends into the State hereafter will be up to the legal standard. The outcome of the cases is a decided victory for the Food Commissioner and for the cause of better food products generally.

Hides, Pelts, Tallow and Wool.

Hides are of uncertain value at present. Tanners have no surplus and work only from hand to mouth. Heavies are firm, with large sales. Light hides are weaker and quotable at 10c, while sales have been made at 10 $\frac{1}{2}$ c, dealers asking 10 $\frac{1}{4}$ c. Tanners are anxious, as stock is at its best in quality at this time of the year. Leather prices, however, do not warrant the high price of hides. There is no surplus.

Pelts are so few in number that the market is not quotable. Values are made on values of wool, although the demand, from short supply, makes the price.

Tallow is slow of sale at low value and only prime stock is in demand, which shows a slight advance. Soap-maker's stock is in large supply, with demand but fair.

Wool feels a depression from sales of cloth at New York auctions, which show a decline of 20 per cent. on wool goods. It does not break prices on wool, but stops sales to some extent, which had shown some improvement in quantity for the past few weeks. It is a waiting game between clothiers and manufacturers, with wool dealers not inclined to lessen prices. Wools of the 1898 clip have cost fully up to the market and, with cheap money, buyers are inclined to hold for future development, knowing that stocks can not be replaced from abroad except at a loss. The small imports for the last few months remain in bond and will bring more money by sending back to England, but a loss to importers to sell on this side. Old stock on hand at the mills is disappearing, while many are in the market to know what they must pay for a new supply, on which they base their prices for their goods. The slow dragging wool market is a surprise to the oldest, while free wool seems to hang on as the solution. WM. T. HESS.

The G. R. Mayhew Shoe Co. has been organized with a capital stock of \$20,000, of which \$5,530 is paid in. There are four stockholders, all of whom are officers, as follows: President, Lucy A. Mayhew; Vice-President, T. A. McGee; Secretary, C. N. Hudson; Treasurer and Manager, Geo. R. Mayhew. The store will probably be located at 51 or 53 Monroe street, and it is expected that the fixtures and stock can be gotten in place by Oct. 1. Mr. Mayhew enjoyed the confidence and respect of the trade to an unusual degree during the time he was actively identified with his former business and it is believed that his friends will rally to his support and assist him in getting on his feet again.

Woman's World

The Case of Miss Amanda.

If there is one thing I like above all others in Fairmount, and that makes returning to it an ever-recurring delight, it is the deep sense of neighborliness that pervades the community. There no one lives or dies to himself, no one rejoices or grieves alone. A birth or wedding thrills the community with a pleasant excitement scarcely less personal than that felt by the principals themselves. To hire a trained nurse in sickness would be thought to put an affront upon the loving kindness of one's neighbors, and finally, when death comes, the tender hands of those who have known you all your life robe you for your burial and bear you out to the graveyard on the hill, where one is not lonely or forgotten, so close about lie the graves of friends and kindred.

So it seemed to them, and to me, the most natural thing in all the world that, when I went back to Fairmount for my vacation a year or two ago almost the first thing I should be told was about Miss Amanda. Of course, for one thing, she had always been a subject of great interest to all of us, and of no small pride. When strangers came to see us we always took them to call on her in her picturesque, vine-embowered old house, where the rooms always smelled of mignonette and rose geranium, and where the solid old mahogany furniture made strangers' eyes glisten with covetous yearnings that filled us with secret pride and joy.

Afterwards it amused us to watch their tentative advances towards the subject: "You—er—do you suppose Miss Amanda would be willing to sell that old mahogany table in the library?" they would ask in a voice they tried in vain to make sound indifferent and casual, "or that buffet with the claw feet or that old rosewood writing desk?" Then came our hour of triumph. "Miss Amanda sell her furniture?" we would cry. "Goodness, no! Why, they are the things her father had in Washington, or brought home with him from Europe."

You see, Miss Amanda had once belonged to the great world and we were proud of it. Her father had represented our State in the Senate, and had then been sent abroad as Minister to some minor foreign court, where Miss Amanda and her sisters were celebrated as the beautiful Americans.

Of course, that is ancient history now. The Senator has been in his grave these many years and the other girls are married and live in distant cities and only Miss Amanda is left to us. Not that we ever cared for the other girls, and we all bitterly resented the way they treated her in the settlement of her father's estate. They, or their husbands—it is quite the same thing when you come to money matters—took all the best of everything. Miss Amanda never knew how to stand up for her own rights, and she let them have what they would, and in particular when they divided up the fine farm that had been the Senator's choicest possession they took all the rich, broad acres of pasture land and the fertile wheat fields, and left her only the poor land about the house.

The senator had planted some walnut trees on the knoll upon which the house was built and christened the place "The Walnuts," and had been very fond of the place, but as we pointed out to Miss Amanda she couldn't sell reminiscences,

and one acre of good pasture land was worth a hundred acres of sentiment.

"Oh, well," she said excusingly, "the other girls needed the money more than I did. They have families, and their husbands don't get along well and, anyway, I have enough to live on."

Now all of that was changed. An unlucky business venture had swept away all her income; even the house she lived in was hopelessly mortgaged, and at middle age the frail, delicately-nurtured, unworldly little gentlewoman was about to be forced into the army of bread-winners.

"She has just been robbed!" cried Maria Wheat, vindictively, because of the sympathy that was tearing her gentle heart. "Don't tell me that precious nephew of hers ever intended to pay her back. I know better! Coming here with all his smooth ways and his graces and airs and palaverings. Goodness knows, it does look like a woman as old as Miss Amanda might have had enough sense to see through it all, and after the way her family treated her, too!"

"Is it so bad as that," I asked; "will she lose everything?"

"Everything but that old farm, that is all grown up with walnut sprouts until it's a perfect thicket. Now, the question is, what is she to do?"

Well, it was a question that might have puzzled wiser philanthropists than we, for there is nothing else on earth so pathetically helpless as the old gentlewoman, untrained in any business or profession, too proud to accept charity, who must offer her poor little accomplishments in the great market of labor. We can laugh at our effort now—with the tears very near brimming over in the eyes that smile—but it was a serious matter then that we discussed over innumerable cups of tea. Of course, our first idea—it is always the inevitable idea of women who cling to home as to the one ark of refuge—was that Miss Amanda should take boarders.

"You remember her angel food!" cried one excitedly.

"Think of her rolls," chimed in another, and we agreed that in that way ease and fortune lay for Miss Amanda, and we felt it nothing less than a special Providence that just at that particular time some strangers, who were members of the church and distinctly presentable, should move to town. As a matter of fact, we resolved ourselves into hotel runners for her and sounded the praises of her housekeeping as assiduously as if we had been drawing a salary for doing it.

In our inexperience it never occurred to us, and assuredly it never occurred to her, that keeping boarders is a profession that requires definite and accurate technical training. To Miss Amanda, used to dispensing a gracious hospitality, it was nothing short of martyrdom to take money from those she persisted in considering her guests. If they paid, she made it up to them as far as possible by inviting their friends and relatives on indefinite visits. Moreover she helped various impecunious boys and girls by giving them their board. "When you have a big table, one or two more don't count, you know, my dear," she would say in excuse to the rest of us, and anyway, you can't give \$50 meals for \$20 and make money, and so at last the butcher bill and the grocery bill added another lien on the house, where already the newest thing was the third mortgage.

Then, seeing that the boarders were a



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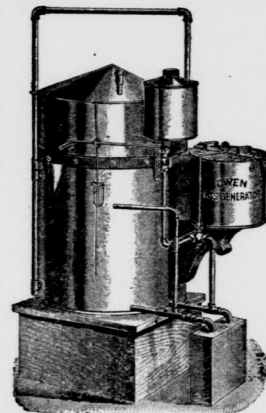
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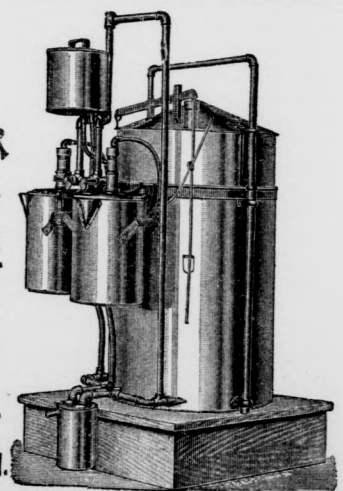
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failure, we bethought ourselves of getting her a place to teach in the public school, and there wasn't a married man in Fairmount who didn't go to bed, and get up to a running accompaniment of Miss Amanda's needs, until he promised to see the school board and use force, if necessary, to get her a position. Maria Wheat herself undertook to see the principal.

"You know him," she said, in detailing the result of her interview to us, "the miserable little prunes-and-prism, dry-as-dust creature, with a soul no bigger than the point of a cambric needle. I told him what we wanted, and he smiled in his supercilious way and said:

"Really, Mrs. Wheat, I would like very much to oblige you, but, you know, it is quite out of the question. Miss Amanda is altogether behind the times. She wouldn't know how to teach by diagrams or any of the modern methods we use nowadays. Now," he said patronizingly, "what do you suppose Miss Amanda understands well enough to teach?"

"Well, it happened just at that minute my Katie came scorching by on her bicycle, chewing gum, with her skirts flying about her knees and her cap on one side of her head, and she saw us and screamed out at the top of her voice:

"Hello, mamma; hello, professor!" and I turned on him.

"What could Miss Amanda teach?" I cried; "she could teach girls to be ladies, and I'd give a thousand dollars right now to anybody who could make one out of my daughter!"

Of course, the teaching project finally fell through. We were sadly convinced, and much against our wills, that some more definite knowledge was required in a school teacher than a casual acquaintance with Scott and Dickens and the ability to quote Byron in appropriate places. Maria Wheat again interviewed the public school principal and brought back word that Miss Amanda would have to stand an examination before she could hope to get a place.

"And that settles it," she said. "Of course, we know Miss Amanda is the most cultivated person in this community, but she couldn't begin to answer the tomfool questions they ask in those examinations, with all their fads and new-fangled ideas. It's my opinion," she added gloomily, "that if Emerson were to come back to earth now, he couldn't stand an examination to teach kindergarten babies how to build a block-house."

After that, in different bursts of inspiration, Miss Amanda tried making preserves and pickles for rich city people whom we had been led to believe were banking and pining for home-made goodies, and were willing to pay fabulous prices for them. If there are any such customers, we failed to reach them, and her jars came back from the various exchanges fly-speckled and unsold.

In the meantime Miss Amanda grew paler and thinner and more worn as time went by. Care and anxiety laid their heavy hands upon her and bowed the shoulders and whitened the brown hair as age had never done, and one had only to notice the tremulous smile about the brave old lips that uttered no complaint and the dimness of the faded old blue eyes to guess how long and bitter were the silent night vigils she kept.

At last there came a day when the interest could be no longer met on the

mortgage and Miss Amanda's house and furniture must be sold to pay the debt, and for a week she shut her eyes, that she might not see the bill of sale as she walked down to the gate, for, indeed, to her the end of all things had come.

It was growing late in the fall, and as she made her round of the little garden, where only a belated chrysanthemum bloomed in faded splendor, it seemed to her it was like the prototype of her own life, where all the flowers had faded and gone, leaving only a desolate and forlorn waste behind. Then she turned and went into the house, going slowly over it and touching every piece of furniture with tender and loving hands. What memories, what hopes, what dreams clustered about them! They were a part of her life and she felt the numb, helpless pain as she imagined one might feel who had a limb suddenly lopped off. At last her aimless wandering brought her to the library and she sank down into a chair and laid her arm across the old mahogany table.

"Dear God," she sobbed brokenly, "I am not strong like many women—I am not fitted to struggle with the world—I am old and broken and the way is dark and lonely before me. Thy promise—remember, Lord—the broken reed thou wilt not break—"

How long she sat there she never knew. Perhaps, worn out with misery, she fell asleep, but the first thing she knew was that Maria Wheat was standing over her, with the tears running down her face and the advertisement of the auction sale crumpled up in her hands, while Mr. Wheat filled up the doorway.

"It's all right, Miss Amanda," Maria was saying. "I didn't tell you because John didn't tell me, but he's been working on it all the time for the last few months, and he's got some furniture manufacturers from Grand Rapids to come here, and they are going to buy the timber, and, oh! Miss Amanda, it seems that that old walnut thicket of yours is worth a fortune, and that you are rich, and there won't have to be any more boarders, or preserves, or anything, and, oh! I'm the happiest woman in Fairmount."

And so it was that the case of Miss Amanda was settled.

"After all," I said to Maria Wheat once, in reviewing it, "it didn't seem to prove anything."

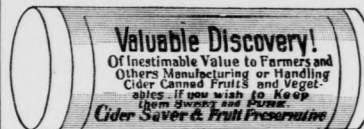
"Except," said that practical woman, "that the only way for an elderly gentlewoman who needs money is to inherit it some way."

And I agreed. DOROTHY DIX.

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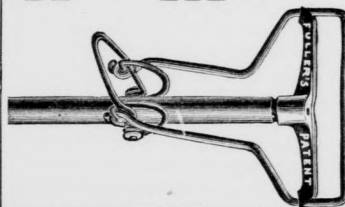
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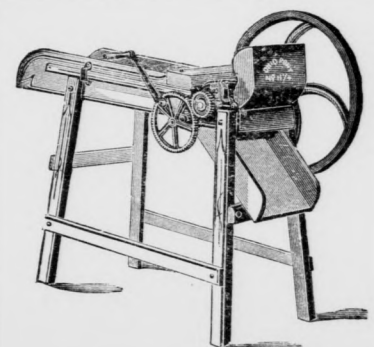
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E. A. STOWE, EDITOR.

WEDNESDAY, - - - AUGUST 31, 1898.

THE TRADE TO CULTIVATE.

While a great many people and a large number of newspapers are manifesting extraordinary interest with reference to the retention of the Philippines as a field for commercial expansion, more profitable fields nearer home are attracting comparatively little popular attention. It seems to be another case of overlooking opportunities within reach and straining after something in the dim distance.

From a commercial point of view the Commission which is sitting at Quebec can be made of more value to us than the Peace Commission which is to convene in Paris next month; but while we bestow a National concern upon the latter, the business world appears to be looking with indifference upon the former. According to a trade summary recently issued from the Treasury Department, the exports from the United States to Canada during the fiscal year immediately preceding the enactment of the Dingley bill amounted to over \$80,000,000, or \$16 per capita of the entire population of Canada. Compared with this volume of exports the total purchases of the people of Porto Rico and the Philippines in a year do not amount to as much as one-half. If, therefore, we would exclude from the Porto Rican and Philippine markets every dollar's worth of goods for sale by others and monopolize and double the purchases of those islands, we should only then send to them the amount of goods that we were selling to the Canadians a year or so ago. The importance of intelligently and industriously cultivating this foreign trade directly across our border can at once be appreciated.

Among the points to be considered by the Joint High Commission at Quebec is this one: "Such readjustments and concessions as may be deemed mutually advantageous, of customs duties, applicable in each country to the products of the soil or industry of the other upon the basis of reciprocal equivalents." In other words, it is within the power of this Commission to frame a reciprocity treaty that will insure us a trade equal to that to be obtained from all the territory we are likely to take from Spain. And there is this additional advantage in this American-Canadian trade, that it can be transacted quickly by rail and without the cost to us of military establishments and naval squadrons for its protection.

What is true in this connection of

commerce with Canada is to a large extent true, also, of commerce with Mexico. We are not selling to our neighbors immediately to the south one-fourth the goods annually that we ought to sell them, or that we would sell them were more attention, governmental and otherwise, paid by the Americans to commercial expansion in that direction. With proper reciprocity treaties and the right effort by our business organizations and commercial bodies, we ought to sell to Canada and Mexico easily \$200,000,000 worth of goods a year—more than we can hope to sell to the Philippines and Porto Rico for a long time to come.

Is it not singular, therefore, that our people should be so aroused, apparently so excited, at prospects across the seas and yet seemingly indifferent to the possibilities right at our doors? It is to be hoped that the business interests of this country will not overlook the great opportunity they now have, through a proper pressure upon our Commissioners at Quebec, to secure a larger trade with Canada than we have ever heretofore enjoyed.

The London Statist predicts a great wave of prosperity for this country, based upon the employment of large amounts of American capital in Cuba, Porto Rico and the Philippines, and Wall Street is encouraged; but it forgets that if capital seeks advantageous opportunities abroad all this money will be taken from our financial centers. If it finds a better outlet elsewhere the tendency will be to sell our securities and put the money in more profitable investments. How will this help Wall Street? The most important result of the war, as far as the maintenance of prices on Wall Street is concerned, is the establishment of our finances on a sounder basis, because of the fact that the new revenue law puts an end to the dread of a deficit. The revenue law and the tariff law conjointly will bring in more money than is required to pay the expenses of the Government, and there is no reason why we should not proceed at once to wipe out our public debt with the surplus.

In a comparatively short time, it is said, one of the oldest of the European coins will cease to become legal tender, and its only use will be as a specimen of obsolete coinage for the numismatist. A few weeks ago the Austrian kreutzer was withdrawn from commercial circulation on account of the convention making the copper currency over all parts of the country of an equal value. About eighteen months has been allowed for the entire circulation to be called in, and with the advent of the twentieth century the coin will no longer be accepted as legal tender. The kreutzer has, however, had a very long life, having been in existence since the Middle Ages, and took its name from the cross which it bore.

There is no protocol with the insurgents at Manila. The only way to treat with them is to lick them, as should have been done with the Spaniards in Spain. Protocols are pretty things to frame and hang up in a diplomat's parlor; but something like the Oregon is best for stopping a fight.

Blanco will allow anybody but a newspaper reporter to land in Havana. Spain's hostility to a free press is largely responsible for her present humiliation and decay.

OUR GOOD OFFICES RECOGNIZED

The new Chilean minister to this country, who has just presented his credentials to Mr. McKinley, speaks with such warmth of the desire of his government to enjoy closer commercial relations with the United States and to foster a better feeling that there must be more in his utterances than the mere formalities of diplomatic intercourse.

There is one remark attributed to him that is significant, if he is correctly reported. He is quoted as saying that the people of South America recognize the importance of America's protecting wing to the maintenance of their freedom from foreign aggressions. It has often been a question whether the Central and South American Republics appreciated the danger they would be placed in were it not for the Monroe doctrine. Frequently it has been a question, indeed, if these weak republics were not rather disposed to suspect our good intentions and resent our self-constituted guardianship.

If Senor Vicuna, Chile's new representative, voices South American feeling, the people to the south of us not only do not fear nor distrust us, but look to us for the continuance of their independent political existence. Whether the late war is the cause of this now open confession of dependence, or whether the conviction has been long held, it is gratifying to note the intelligence back of the opinion, and the probable consequences of its free and general expression.

Undoubtedly it is true that but for the Monroe doctrine South and Central America would to day be largely parcelled out between the European nations. Without our presence on this continent, and with sufficient wealth and power to make good our decrees, England, France, Germany and Italy would not hesitate to partition Venezuela, Argentine, Chile, Peru, Brazil, Colombia and Central America. Let this truth but be fully appreciated to the south and necessarily a kindlier feeling toward the Great Republic must prevail. Friendship means closer relations, commercial and otherwise. It will be recognized as far as the Horn that it is to the interest of all to promote the prosperity and power of the United States.

THE FEAR OF LIABILITY.

The world was startled, if not shocked, a few weeks ago, at the facts which came out in a bankruptcy trial in London, wherein it was shown that prominent members of the English nobility and known capitalists had accepted large sums of money to allow their names to appear as directors of certain questionable commercial concerns.

The corporations which were bolstered up by such apparently respectable names were really unsubstantial in their character and fraudulent in the intention with which they were set afloat. There was little or no capital to start with and there was nothing in the organizations that would commend them to experienced financiers and men of business. On the contrary, the operations they proposed to engage in and the extraordinary profits which they offered to stockholders should have warned all but the wholly inexperienced to beware of them. But they were not designed to attract experienced business people. They were only intended to "take in" plain people who would believe the promises of vast profits on small investments, while the names of noble lords and wealthy gentlemen on

the boards of direction were sufficient to gain the confidence of thousands and tens of thousands of people who put their money in, but never took it out.

It is said that a fool is born into the world every second of time. Certainly there is no lack of people who present themselves every day to be robbed by some smooth swindler. People who are otherwise intelligent persist in believing that it is easy to get something for nothing, and they are ever ready to believe that there are men who will for a trifle assist others to make fortunes. These are the sort of people who are ready to be persuaded that to flood the country with worthless or depreciated money will enable everybody to become immediately rich. It is simply another form of the old game of getting something for nothing.

It is not at all strange that in London, where social rank and title count for vastly more than they do here, the names of noted and notable persons should prove a powerful bait to draw people and their money into vast swindling concerns until the rascally operations absorbed vast amounts of money, the noble lords and gentlemen who act in the capacity of stool-pigeons for swindlers demanding and receiving as much as \$10,000 to \$50,000 for the use of their names.

All this shameful business was brought to light in a bankruptcy court and never got in a criminal court at all, so that the parties to a vast swindling operation escaped all responsibility save the payment of some costs of court. There are in the United States no such gigantic swindles as those conducted by Barnaby, the South African "mining king," and Hooley, the London confidence operator. This is probably because we have here no noble lords whose names attract money on every side and draw it from everybody.

The American capitalist is deterred from indorsing swindling schemes by the fact that he may be made liable for losses. That fear is more potential than is conscience or any moral scruple in many cases. Conscience is sorely in the way of all great financial operations in which the rule of action is: "Every one for himself, and the devil take the hindmost."

MUST CHANGE THE NAME.

For the sake of securing concessions from the railroads for future conventions, the Detroit gentlemen who were interested in the meeting of retail merchants at Detroit last week effected an organization under the name of the Michigan Business Men's Association.

The Michigan Business Men's Association was organized at Grand Rapids, Sept. 21, 1886, and was incorporated Sept. 15, 1887, under Act No. 190, Public Acts of 1887. As the law provides that no two corporations shall bear the same name, it will be necessary for the Detroit gentlemen to change the name of their organization to some other designation than that under which it is now masquerading.

The Klondike pilgrim is glad to return alive. The gold he did not get could never pay for what he has suffered.

The piping times of war have passed and the times when the pipe of peace is being smoked have come.

Don Carlos is a rich man, and may prefer that to being a poor king of a crazy people.

OUR COMMERCIAL CUSTOMERS.

The Tradesman recently quoted custom-house statistics to show that John Bull is the best customer for American exports. Of the \$973,699,289 of products sold in Europe, the United Kingdom took \$540,860,152; Germany taking but \$155,039,972; France, \$95,452,692; Holland, \$64,274,622, and Belgium, \$47,606,311.

If we add to what Great Britain takes the products which are taken also by the British colonies, the figures are very considerably enlarged. British North America bought from us to the value of \$84,911,260; British West Indies, \$8,383,740; British Guiana, \$1,702,912; Australia, \$15,603,763; British Africa, \$12,027,142. The British nation is not only the largest consumer of the products of the United States, but it is so vastly larger than all other nations put together that if, for any reason, it were cut off as a customer, the United States would be swamped by an enormous overproduction of our cotton, grain, meats, petroleum and other articles, the growing and preparation of which engross the labor of a large part of the population of the Union.

Under these conditions we can better afford to quarrel with any and all other nations than with Great Britain. For like reasons, the English can better afford to be at enmity with any other nation than with the United States. For reasons growing out of this strong community of interests, the leading British statesmen have not failed to see the importance of the maintenance of amicable, if not of most intimate, relations between the two countries, and their expressions on the subject have led to the much-discussed possibilities of a close alliance between the two countries whose solid commercial interests are so intimately and mutually connected. Such an arrangement would not be wholly one-sided, particularly in view of the policy of territorial expansion upon which the Great Republic has started.

Returning to the trade statistics of the United States, some instructive information is to be gained. The underlying idea of the celebrated Monroe doctrine is that the United States, while desisting from all interference with European nations, should not only resist interference by them with affairs on this hemisphere, but should bend every energy towards gaining control of the Western continental domain. To this end the most intimate commercial relations should have been cultivated with all our Central and South American neighbors. This, however, has not been done.

Our export trade to those countries is little more than a bare pittance. They buy from the United States only such things as are not to be had elsewhere. Everything else in the way of imported goods consumed in Central and South American countries is bought in Europe. The official statistics of products purchased from the United States for the year ending June 30, 1898, are as follows: Brazil, \$13,317,056; Cuba, \$9,561,656; Argentina, \$6,429,070; Costa Rica, \$1,578,343; Peru, \$1,302,695; Uruguay, \$1,214,248; Ecuador, \$1,151,258; Mexico, \$21,205,234; Colombia, \$3,277,507; Venezuela, \$2,746,261; Chili, \$2,351,727; Porto Rico, \$1,505,946; Guatemala, \$1,205,280; Nicaragua, \$1,086,680.

The fact is demonstrated by the statistics of American commerce that the American people are greatly wanting

in commercial enterprise. They enact no laws and they take no private measures that are calculated to increase their trade. The Americans, by reason of the extraordinary natural resources of their country, are able to produce in excess of their own needs nearly every article of daily consumption. The people of other nations want these things, and come here to get them where they are to be had to the greatest advantage. They come unsolicited. We do not fill Manchester and the other great cotton-spinning cities of Europe with agents displaying and vaunting the quality and superiority of our Southern cotton. We do not send abroad armies of commercial travelers with samples of American pork, bacon, flour, grain and the like. We make no effort to sell our products abroad; but, on the contrary, sit down and wait for buyers to come to us.

When foreigners buy anything grown or made in America, we have ready no ships to freight it away for them; but we simply wait for them to send their own ships. In the same way, when we buy any merchandise in European countries, we have no ships of our own to send for the property; but we simply pay strangers to do the transportation for us. These facts demonstrate that the Americans are destitute of real commercial enterprise. They are a producing people; they dig the ground and they manufacture; but when it comes to selling and transporting their products abroad, they sit down, like the Turks, and wait for customers. Fortunately, they have done very well at this sort of thing; but an enterprising people like the English would have done vastly better with the same advantages.

If the United States is going to become the possessor of colonies in far-off countries, a most radically different policy must be pursued if any commercial benefit is to come of it. Unless the American people shall take measures to occupy and seize on all the commercial advantages and opportunities offered in the newly acquired tropical countries of the East and West Indies, they will soon be monopolized by quick-witted and enterprising foreigners. It will be necessary also to lay telegraph cables and to maintain lines of ships to ply to all the colonial ports. Unless this be done, the American people will get little benefit from the countries it has cost them so much to conquer.

It is just as well for people at home to remember that Porto Rico and most of Cuba are settled, owned and cultivated by people whose rights of property this Government is going to respect and protect, and that, while there will be fine openings for American enterprise there, the land is not open for colonization. It may be timely also to remind ambitious office-seekers that there are no places to be given out in Porto Rico at present, nor will be until some permanent form of administrative service has been established by Congress. Even then it is probable that the openings for carpet-baggers will not be numerous. If we are going to give Cuba to the Cubans, we must allow at least a show for the Porto Ricans in Porto Rico.

Denmark makes a clear distinction between the thriftless and the respectable poor. The former are treated like English paupers. The latter never cross a workhouse threshold. If destitute, they receive a pension ranging from \$14 to \$84 a year; or, if too feeble to look after themselves, they are placed in an old-age home.

MORAL EFFECT OF THE WAR.

The moral effect of the victory of the United States over Spain may, in the course of a few years, be found to have exerted as potent an influence over its internal development, and the determination of its relations with the other great powers of the world, as any or all of the immediate material concessions made to it by the defeated country. It is evident that the triumph of the American fleets and armies in the two hemispheres has produced a profound impression, both at home and abroad. Certainly the people of this country have never been fairly chargeable with a disposition to depreciate their own strength and prowess; but the fact that they have been able with a few well-directed blows to bring an ancient dispute to a sudden conclusion, and at the same time to change the map of the world, has given to what was before only a vague consciousness of power a definite and palpable demonstration. The significance of its complete and easy victory has probably impressed the intelligent statesmen and scientific military men of the Old World more sensibly than it has the Americans themselves. It is true that well-informed Europeans have now for a long time understood that this is a country of prodigious strength, and of all but inexhaustible resources; but they have regarded its strength as for the most part latent, and its resources as only very partially developed. Moreover, they have been inclined to place a low estimate upon the American system of army organization, upon the training and discipline of the line and upon the science of the general staff. Americans go to Europe to complete their education. They study art in Paris and Rome; they spend years in German universities to prepare themselves for professorships in their home colleges. All that seems very proper, and even necessary to European artists and scholars. They do not understand how real maturity of mind and thoroughness in learning can be acquired anywhere outside of their ancient seats of culture. European military critics share this general view of American crudity and of the superiority of European systems of training and instruction. They look upon the recent war between the North and South as a kind of terrific rough-and-tumble encounter between two big, burly, awkward giants, brave enough, but hopelessly unscientific.

Now, notwithstanding some serious mistakes, or, perhaps, it would be better to say some displays of inexcusable negligence on the part of the responsible authorities, the fighting capacity of American soldiers and sailors—the courage and staying power of the men, the perfect coolness and magnificent science of their commanders—has been so signally demonstrated that no intelligent student of the war would think of questioning it. The defeat of Spain was, of course, very generally anticipated; but what was not so commonly expected, perhaps, was the ease and rapidity with which the United States accomplished that defeat without exerting a tithe of its strength. The call for volunteers was so moderate that the men who were sent to the front, or were held in camps of instruction, were scarcely missed on the streets, even of the smaller towns and villages; and of the total number of the enlisted men only a comparatively small part was actually engaged. The same thing may be said of the navy. Some new ships were bought and put in

commission, but they were not needed. As it turned out, one-half of the American navy was more than ample to annihilate two Spanish fleets and to compel a third to remain in distant waters, innocuous and inactive.

It is not at all the purpose of this article to indulge in vainglorious boasting. The moral effect of the American triumph will be great in any event, but whether it will ultimately redound to the benefit or to the injury of this country is still an open question. Everything depends upon the use that is made of that victory and upon its reaction upon American character and aspiration. If, in the first place, there is to be a heated and prolonged controversy between this, that and the other section of the Union as to the part which they severally took in the war, and between high officers in the army and navy as to the relative degree of honor to which each is entitled, the result has been so far disastrous. If, again, the result is not to be treated as a patriotic victory and is made further occasion for partisan greed and bitterness, it may well be asked whether any victory over a foreign foe can compensate the country as a whole for the consequences of a renewed and intensified internal dissension and the loss of a kindly sentiment of fellow-citizenship. Finally, if the pride of victory and the consciousness of superior strength incline the people of the United States to adopt an aggressive or offensive policy and convert the Union into a truculent bully among the nations of the world, every true and wise patriot must feel that his country has forgotten its mission and departed from the way at once of dignity and of safety.

The negotiation of a treaty of peace is a task which the constitution imposes upon the executive branch of the General Government. The question of territorial expansion, or of the proper limit of territorial expansion under existing circumstances, must, therefore, be broached, first of all, by the President, or by his immediate representatives, who will, no doubt, be guided by his advice and instruction; but before the treaty can go into effect, it must be ratified by the Senate. There the whole matter will be thoroughly discussed from every point of view, and it is to be hoped that the final decision will be determined by considerations of international justice and liberality. If it should be the judgment of the Senate that an obligation rests upon the United States to undertake the pacification of the Philippines and the establishment of order in those islands, it will be their duty to see that the work is entrusted to men who will labor solely for the accomplishment of those ends and who will not prostitute their office to the pursuit of personal emolument. This country can not afford to set up in that distant quarter of the globe a school for the training of political adventurers and sharpers such as existed in the South in the days of reconstruction. The temptations of political life are already sufficiently great, and no further means are needed for the corruption of public men and the degradation of parties.

Havana cigars that have not been made at Key West will be coming in soon, and Cubans, instead of the Spanish middlemen, will receive money for making them.

The volunteer soldiers are not exactly tired of war; but some of those who have never reached it want to come home.

Shoes and Leather

Proper Profits and How to Maintain Them.

Dixie in Boots and Shoes Weekly.

In the discussion of this subject I consider the question of buying of paramount importance, as "goods bought right are half sold."

A man who is not thoroughly posted as to values and styles, as well as the smaller details, should never undertake to do the buying.

He should confer with his salesmen, and get their ideas as to what styles sell best.

The salesmen have the goods to sell and being in direct touch with the trade are in a position to know what shoes are the most profitable.

Where the salesman is taken into this close relation it makes him feel his responsibility more, and he will devote more of his energies to selling something that he has had a word in buying.

In many instances, if this had been done a lot of "stickers" might not have been bought.

After the goods are bought right they should be marked in plain figures at a fair and reasonable profit, and I consider that twenty-five per cent.

I do not mean to say that all goods should be sold strictly on a 25 per cent. basis, for some goods should bring much more.

Keep it constantly before the people that you have only one price, and that a child can buy just as cheap as the closest trader in the community.

Build up a reputation for truthfulness, and when you set a price stick to it.

I know of one firm who started out several years ago with the "one price to all" rule, and they have made that prominent in all of their advertisements and in their talk, and now they have the largest business in the country, and are known as a one-price store, with the result that people are not deceived.

They believe in the rule of "one price and that the lowest."

The question of help bears a very close relation to this subject, as all of it, I might say, depends on them after the goods are in the house.

Get the very best salesmen to be had, and pay them as much as you can afford.

Keep them interested in the business by taking them into your confidence.

See that they keep posted as to the new styles, etc.

They should read some good trade paper.

They should be able to explain to an inquisitive customer the difference between a McKay, a Goodyear shoe, or a turn.

A customer likes to trade with an intelligent clerk.

Keep enough help to serve customers promptly. You had better have too many than too few salesmen.

I do not consider it a good plan to carry so many styles.

Better carry a few good ones and keep well sized up than to carry a number of styles and not be able to keep all sizes.

If you can get a good line carry it from year to year and the manufacturer can help you do this by keeping it up to its standard.

Partake very sparingly of extreme novelties in small towns.

They are usually hard stock and have to be sold at a discount.

I do not consider it possible to run a specialty shoe store in a small town, as the volume of trade is not large enough.

It is all right to carry one or two specialties, however, say a \$2.50 shoe for men and \$1.50 or \$2 for women.

Smartly Dressed Feet.

From the New Orleans Picayune.

Have you noticed how many smartly dressed feet there are nowadays? I think I have seen fewer indifferently shod feet this summer than ever before. A great deal has been said, you know, about the indifference of women to the appearance of their feet and these "heart to heart" talks are perhaps doing good; or may be it is the shoe manufacturer

who is to be thanked, for it is certain that all the shoes put forth for woman's wearing are of goodly shape and finish.

The merits and demerits of the low shoe have been discussed from all points, and the woman who is careful to preserve a pretty, slim ankle, says that she wears high shoes summer and winter, for the low shoes tend to make the ankle grow larger. But pretty, dressy little low shoes, with fancy tops, abound in spite of this.

The latest news I hear from shoe realms is that colored strings are the proper caper. My lady's low shoes of black are strung with silk laces in gay plaid or of a color to match her frock. Outing shoes are laced with the same. The fashion was first introduced to the lords of creation, but if woman may wear his neckties, why not his shoeties, which are so much more fetching? Thus she argued, and, finding no opposition, has adopted the colored shoestring.

Black and the dark chocolate tans are liked much better for outing than the lighter leathers, that were shown and considerably worn last year. The plaided laces show up nicely in these, and when at tennis, golf or croquet (which, by the by, is enjoying a revival) the maid of the period wears smart shoes made very attractive by this new way of wearing color. A shapely and prettily dressed foot is displayed to charming advantage when its owner is playing croquet. When croquet is in vogue, footgear of an attractive kind usually holds sway. Do you remember the dainty little satin shoe, with big rosettes, of our mother's day?

Pretty Feet From Ugly Ones.

From the Philadelphia Press.

Some of the latest designs in the line of boots and shoes are built expressly for the feminine who is unfortunate in the shape or size of her feet.

Some of our cleverest bootmakers have been at work on this problem. They now offer to make a pretty foot out of a homely one.

"It's merely a matter of the shoe," said a clever bootmaker yesterday. "Of course, there are naturally pretty feet which look pretty in any shoe put on; but even the naturally homely foot can be rendered symmetrical and stylish by a wise choice of boot. Leather, color, sole, vamp and fastening—all of these should be most carefully considered before purchasing."

For example:

"The prettiest brown shoes offered today have darker vamps than uppers. The vamps of these shoes are made of varnished or enameled brown leather, and the uppers of thinner, lustreless skin. This helps to trim down the size of a foot greatly, while the opening over the instep is cut very wide, and underneath the varnished leather tongue a little strip of padding is laid."

This insures height to a low instep, especially when the heel is cut out in what is known as the military form."

The New Rubber Products.

Samples of the new rubber substitute made from corn are being shown on the market. It is made from the oil derived from corn, and by vulcanizing it in connection with an equal quantity of crude India rubber, a substitute is produced which, for certain purposes, is equal to the best gum rubber, at a greatly lessened cost. The new corn rubber is claimed to possess all the essential qualities of Para rubber, including resiliency. The manufacturers claim that the fact that corn oil does not oxidize readily makes this product of great value; since it is not affected by oxidation, the products manufactured from it will always remain pliable and not crack as those made from other substitutes. This substitute for rubber is very dark brown or black and it easily rubs off in light brown rolls.

Why She Could Smile.

"Your wife always wears such a happy expression, Mr. Willikins. She always seems to be smiling."

"Yes, she didn't have to earn the \$47 worth of gold that she wears in her front teeth."

HEROLD-BERTSCH SHOE CO.

MANUFACTURERS
AND JOBBERS OF

GOOD SHOES

AGENTS FOR

WALES-GOODYEAR
AND CONNECTICUT RUBBERS

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

5 AND 7 PEARL ST., GRAND RAPIDS, MICH.

Rubbers

The best is the cheapest, and the BOSTON RUBBER SHOE CO.'S goods are the best always. You need Rubbers without doubt. We have them in all styles, sizes and widths. Order now; we are busy always, but can take better care of you now than when we are rushed later on.

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, KRUSE & 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.

How the Drummer "Called" the Somnambulist.

It was during the fall of 1891. I had had a hard day on the road—worked three towns by doubling back—and wound up by waiting six hours for a midnight train. A slight accident on the way delayed my arrival at my next stop, where I hoped to get a few hours' sleep until 2 a. m. There was but one hotel in the place, and when I came to register, the drowsy individual who performed the dual duties of clerk and porter gave me the cheerful information that there was not a vacant room in the house, but that in one room there were two beds, only one of which was occupied. In response to earnest solicitation, I was shown up at once.

The gentleman in bed appearing not to be aroused by my entrance, I undressed as quietly as possible, blew out the light and slipped into the vacant bed with every feeling of thankfulness. I was hardly comfortably bestowed when a voice from the opposite corner of the room fixed my attention:

"My friend, since you are so unfortunate as to occupy a room with my unhappy self, it is due you that I should acquaint you with a miserable infirmity that assails me. I am the victim of somnambulism, and am often violent when walking in my sleep, to such an extent that it is extremely dangerous to encounter me in that condition. Perhaps you may have seen an account in the papers how, at Detroit, recently, while sleeping in the room with a friend, I arose and in the fury of my slumber nearly murdered him before assistance could arrive. The strange part of it all is that his cries, while arousing every one in the hotel, failed to awaken me. Now, I have given you this warning to relieve my conscience in case any accident should happen to you to night; and if I should be so unfortunate as to walk in my sleep, and evil should befall you, I hope you will hold me guiltless, and only blame your own rashness should you fail to take advantage of the knowledge you now possess and withdraw at once."

Here was a pickle, indeed. I had to think, and think fast, or lose the few hours' rest I needed so much before another day should call me to action. So soon as he had finished I arose and lighted the lamp. This took but a moment, but sufficient time had elapsed to enable me to formulate a plan for action. Going to my grip, I took out a Colt's revolver and delivered the result of my deliberations to my neighbor, who had pulled the bedclothes over his head: "Sir, I thank you for your timely consideration for my welfare, and most deeply commiserate your misfortune; but I am constrained to say that I am tired and that I am determined to sleep undisturbed until morning. I have as good a pistol here as is made in the world, and if you get out of that bed before 7 o'clock I give you a solemn promise that your somnolent peregrinations will hereafter be confined to the stars."

If so much as a mouse stirred in the room that night I never knew it. When I awoke next morning my neighbor still had the bedclothes pulled over his head.

RADIX.

Minor Shoe Notes.

Don't let your business bag at the knees.

It is said by an observer that the Vici kid shoe or chrome tanned kid shoe for men's wear is more popular in smaller towns than in the larger cities.

By this time your "Summer clearing

sale of boots and shoes" should be at an end and your windows should show the latest styles in footwear for the fall.

Barcelona, Spain, is said to have twenty shoe factories fitted with modern machinery, a large portion of the output going to the islands we have just won from her.

It is claimed by those who say they know that there is no truth in the rumor of the selling out of the Boston Rubber Shoe Co. to the Trust, and it is still an open question, with facts impossible to get at, it seems.

Nothing will illustrate the value of asking a reasonable price in return of your commodities more than the abolishing of the free shine habit among retail shoe dealers all over the country. Now here was a case where the cleaning and polishing of shoes was offered free to the public, and if there was anything in it, it would have continued in vogue. Yet after the experience of a couple of years, retailers have found that the American people do not take kindly to the idea of something for nothing, and hereafter when a man wants his shoes polished he can pay for them in the good, old fashioned way.

If you have capital when starting into business, don't start in to buy for cash. This is not establishing a credit, unless you mean to buy everything thereafter for cash; put your capital in a good bank and this will give you the credit. Arrange for thirty to sixty days' time on your goods and make up your mind that you are not going to touch that capital in the bank only under pressure to meet your bills. Start with the determination to make your stock pay your bills as much as possible and consider that cash in bank as something in the way of a life preserver, something to fall back upon when all other methods fail. This is advice for the young merchant who is just starting in business. This method will give him time to get experience and he can then, after he is fully started and in running order, work slowly but surely towards a cash basis, but he should establish a credit first.

She Wanted Comfort.

From the New York Commercial Advertiser.

A woman who always wears dainty little slippers and who always kicks them off when she is not actively engaged, was seated in the hammock on a cottage piazza the other day. Her slippers, as usual, were several yards away from their owner's feet, and stood daintily poised, toes out and high heels near together, as if they had been suddenly arrested in the act of a pirouette. "Why do you do it?" asked the precise woman. "It is such an untidy habit. Are they too small? Do they hurt? Why don't you have comfortable shoes?" "They're perfectly comfortable," said Cinderella, with smiling mendacity. "But they are too warm. I like thin, cool Chinese shoes, made of woven straw, or Turkish slippers, without any heels and scarcely any soles, or gay little moccasins, laced with colored leather and embroidered with beads."

"Well, why don't you wear them?" "What would the world say? Fancy me dancing in a ball room with the footgear of a Pocahontas, or emulating John Chinaman when I go to the golf links? No, my dear, I can trot about the house cool and comfortable, but when I come out among you all I have to be conventional, and consequently uncomfortable. That's why—dear me, there come the boys back from the station; give me those slippers quick!"

Grand Trunk Dining Cars

Everybody who has had the good fortune to enjoy a meal on the Grand Trunk Dining Cars is profuse in his praise of the good service, excellent cuisine and liberal table supplied. Mr. J. Lea, late of Windsor Hotel, Montreal, has been appointed to this part of the service and the public are appreciating the endeavors of the company to have an unequalled service in this department of a great system.

Kissing a fashionable young lady on the cheek is one way to remove paint.

Training School for Shoemakers.

There is a prospect of the introduction of industrial training in a new quarter. The shoe manufacturers of Lynn declare that they can not secure enough competent hands. The unions keep the trade in the families of the members; and if the young men go elsewhere to learn the trade they generally remain away. The manufacturers say that they lose large sums every year through the inefficiency of hands who profess to understand the trade, but do not. It is said that the state of affairs will be brought to the attention of the city council, which will be asked to establish a school. Whether the unions will oppose the scheme is uncertain; but it is presumable that they will not, as unions have seldom tried to prevent the establishment of such institutions.

An Enduring Polish.

The tardy arrival in this country from England of prepared bones from the legs of deer is one of the new additions to the equipment of experienced valets. It is a polish to put the finishing touches on the sheen which muscle and various dressings impart to light-colored leather shoes. This implement consists of a bone taken from the lower leg of a deer. It is rubbed and polished until it is as smooth as glass. The bone is rubbed over the leather after it has been made to shine by means of polish. The London manufacturers of this curiously elaborate device for polishing shoes claim that it not only adds extra lustre, but also makes the polish more enduring.

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'. Lyscoming and Keystone Rubbers are the best. See our Salesmen or send mail orders.

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

EVERY DEALER

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

PEDA-CURA CO., Chicago.

When in need of goods
for Advertising purposes, write

HENRY M. GILLETT

MANUFACTURERS' AGENT

92 MONROE STREET. OPPOSITE MORTON HOUSE GRAND RAPIDS, MICH.

STATE AGENT REGENT MANUFACTURING CO., CHICAGO.

Electric Light Plants

Lamps and Supplies

Telephones

Grand Rapids Electric Co.

9 SOUTH DIVISION STREET.

GRAND RAPIDS, MICH.

FIRE PROOF ASPHALT PAINT AND VARNISH

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

H. M. REYNOLDS & SON, Grand Rapids, Mich.

Detroit Office foot of First Street.

THE ONLY WAY...

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

MICHIGAN TRADESMAN

We are willing to abide by their decision.

Fruits and Produce.

Experience of One Creamery with a Cheap Buttermaker.

From the New York Produce Review.

Hiring cheap buttermakers does not pay. Since many dealers have been returning top price or more for firsts and seconds there has been a disposition on the part of creameries in certain sections of the country to employ cheap help, claiming that a high salaried buttermaker was not necessary, as a \$40 per month man could make butter that would bring top price or more, although the quality of his goods would not be such as to allow them in a grade above a first at best. This shortsightedness or delusion has cost a few creameries that I know several hundred dollars in one month. Last week a dealer told me the following story, which will illustrate the fallacy of hiring cheap and incompetent buttermakers:

"For over eight years we have handled the product of an Iowa creamery which up to about a year ago was noted for its excellent quality. Last spring the creamery company got the impression that they must reduce expenses and believing that a cheaper buttermaker could do the work at the creamery as well as the one they had, they decided to begin retrenching at that end of the business. Well, the goods began to fall off in quality and we kicked. One week they would show improvement and the next run poor again. This summer, while I was in the West I called at this creamery one morning. I had been receiving letters from my partner that the butter manufactured there was running very poor and that he was having difficulty in disposing of it.

"I arrived at the creamery about 11 a. m. and, not finding anyone in, I whistled and soon the buttermaker, who lived up over the creamery, came down. I talked with him a while about his work, but noticed he kept pretty close to his churn, which was a combined one. I thought I smelt a mouse, so I asked him if his churn was sweet. He said he guessed so. 'Well,' said I, 'let me look in and smell it.' With that I jerked the cover off and do you believe it the day's make of butter was in there. Just think of it! 11 a. m. and butter not out of churn nor packed, when it should all have been done by 7 or 8 o'clock.

"I then saw the secretary and manager and told them that I didn't believe the buttermaker knew how to make butter or else was too lazy to do the work properly and I thought the best thing for the creamery would be to let him go. The secretary rather agreed with me and said he would see what could be done. After I returned home we continued to receive the butter from the creamery, but it showed no improvement. I wrote the secretary again about the matter and told him he had better ship the goods to someone else as we could not dispose of them to advantage. I also wrote to the buttermaker and told him I was afraid he was not the right man for the place and that he had better get out before he was discharged. His reply was very nasty. He said that there was a conspiracy between the secretary and myself to get him out of the creamery. The week following this, we received only a part of the make, the balance going to another house here. As luck would have it the butter was very good that week, and we were able to return top price. The other house, so the secretary wrote me, returned $\frac{1}{2}$ c above. Well, the next week the make was split, our share graded seconds. We, however, were able that week to place the goods at the price of firsts and returned that price for them. The other house returned the price of seconds. The secretary wrote me then that the buttermaker was accusing the other house of trying to get him out of the creamery. They then shipped to Philadelphia and fared no better; the house they shipped to there wrote them that the goods were too poor for them to handle. This made the buttermaker furious and he said that all three houses, together with the secretary, were working to get him out of the

creamery. This week I received a letter from the secretary stating that the manager had been endeavoring to get the buttermaker out, but as he lived up over the creamery he declined to get out. The secretary told the manager that if he was running things he would d—d soon get him out. He said the manager went away from his house with blood in his eyes and he believed that there will soon be a new buttermaker at the creamery. I am now anxious to hear whether or not that will be the result of the conference."

Restoration of Butter Call.

From the New York Produce Review.

At a meeting of members of the New York Mercantile Exchange last Thursday it was decided by a large majority to re-establish the public call for butter on August 22. On two previous occasions since the butter call was abolished efforts by a few of the Exchange members to bring about a vote to restore it have signally failed and it is not easy to assign a valid reason for the change of heart which was so clearly manifested last Thursday.

If, in the resolution of the problems which have for some time past perplexed the trade, it shall be decided to retain some method of establishing a trading basis for transactions in butter, there is no question that an open call will tend to aid in the settlement and determination of such a basis from day to day. But it must be remembered that most of the objections to the present system of butter business are directed against the establishment of any such trading basis, the argument being that without it the foundation of a pernicious contract system would be destroyed and a settlement of price terms compelled on all sales by direct negotiation between buyer and seller. It is claimed by some that under this system of natural and uninfluenced trading irregularities of price resulting would tend to secure to the producer of butter a greater certainty of value for quality, and to the receiver a greater opportunity to enjoy the benefits appropriate to the degree of his individual capability.

If this is to be the final system adopted by our merchants it is difficult to see how it is to be furthered by the re-establishment of the public call. The two systems would seem to be conflicting. The call is in line with uniformity of information, uniformity of values and the consequent ability to create a trading basis. It may be introduced without alone producing all of these effects, but if it is desired to bring about conditions which shall entirely prevent the establishment of a trading basis the call can hardly be of any assistance to that end.

Keeping in Style.

Brisket—What can I send you up to-day, Mrs. Style?
Mrs. S.—Send me a leg of mutton, and be sure it is from a black sheep.
Brisket—A black sheep!
Mrs. S.—Yes, we are in mourning, you know.

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.

LARGE, FANCY, YELLOW CRAWFORD PEACHES

MELONS--Yellow Musk, Osage, Sweetheart Watermelons.

Pears, Plums, Apples. Lemons, Oranges and Bananas.

New Potatoes, Celery, Tomatoes, Sweet Potatoes, Cabbage, 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.

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.

HARVEY P. MILLER.

EVERETT P. TEASDALE.

MILLER & TEASDALE CO.

WHOLESALE BROKERAGE AND COMMISSION.

FRUITS, NUTS, PRODUCE

APPLES AND POTATOES WANTED

WRITE US.

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

ST. LOUIS, MO.

ESTABLISHED 1886.

F. CUTLER & SONS

BUTTER, EGGS
AND POULTRY.

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

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

REFERENCES:

State Savings Bank, Ionia, and the Commercial Agencies.

Ship your BUTTER AND EGGS to

N. WOHLFELDER & CO.

WHOLESALE
GROCERS.

399-401-403 High Street, E.,

DETROIT, MICHIGAN.

MICHIGAN APPLES.

Bulletin From the State Horticultural Society.

Allegan, Aug. 27.—Although the crop of Michigan winter apples is not to be a large one, nor in best of condition, it will be in excess of that of any state east of the Rocky mountains, and is already in exceedingly brisk demand in the market. Everything of the apple kind in Michigan this year will command a good price. Buyers are already in the field for cider apples and drying stock, many evaporators having been erected within the State by men who have been engaged in that industry elsewhere. The early fall fruit is selling at what would be very high prices in ordinary years, commanding thirty to fifty cents per bushel.

Enquiries are made of the State Horticultural Society from every section of the United States as to the prospect of the Michigan apple crop, and to answer all enquiries and give needed information to others concerned this bulletin is issued.

Extensive correspondence throughout the southern one-third of the Lower Peninsula, and the region embracing Oceana, Grand Traverse, and neighboring counties, shows that the crop will vary from 10 per cent. of winter fruit in some counties to as high as 75 in others. This percentage holds nearly the same as to autumn fruit.

The reports state that comparatively little damage is noticeable from the codlin moth, but there is an abundance of scab. This is particularly the case with orchards that were not sprayed last year. Orchards that have been attended to properly in respect to both these particulars are showing excellent results of the care given them.

The State affords few large commercial apple orchards. Although the total product is great, it is gathered in comparatively small amounts, nearly every farmer having an orchard of more or less extent. It is therefore not possible to make replies to many of the letters received, and refer men to parties having thousands of barrels. Any person seeing this bulletin and having a large quantity of winter fruit would do well to communicate with the Secretary.

The crop of pears will be full and of most excellent quality.

Plums will be in abundance, and so will peaches, although the percentage of the crop of the latter fruit will on the whole in this State scarcely exceed 50 per cent.

Grapes will be a very full crop.

Detailed reports from the counties have been summarized as follows:

Allegan county (west): 50 per cent. of a crop; a few orchards near the shore will average 75 per cent.

Allegan county (east): 60 per cent.

Barry: One-fourth of a crop.

Van Buren: Half crop of fall apples; 25 per cent. of winter apples.

Genesee: One third of a normal crop.

Lenawee: One-third to one-half a crop of winter apples.

Muskegon: Two-thirds of a crop, except Spv and King, which are about one-fourth to one-third.

Clinton: 50 per cent. of an average crop.

St. Joseph: 10 per cent. of a crop.

Hillsdale (west): Not enough apples for home consumption.

Ionia: Winter apples between 80 and 90 per cent. except Spies; not over 10 per cent. of Spies.

Berrien: Early apples, except Astrachan (which are a total failure), less than one-fourth of a crop; winter crop no higher.

Monroe: Not over one-half of an average crop.

Oceana: About one half of an average crop.

Washtenaw: 50 per cent. of summer apples, 25 per cent. of autumn apples, winter 15 to 20 per cent.

Gratiot: 75 to 85 per cent. of a full crop.

St. Clair: Some report winter apples 25, some 50 per cent.

Ottawa (east): Not more than 50 per cent. of a full crop.

Kent: 25 to 60 per cent. of a full crop.

Eaton: Less than one-half the usual crop.

Ingham: Not more than 25 per cent.

Oakland: About 50 per cent. of full crop.

Branch: Very light; only an occasional orchard bears any fruit worth harvesting.

Traverse: Good apples, 40 per cent. of crop.

Lapeer: Only 12 per cent. of full crop; not more than 25 per cent. of average crop.

Calhoun: Not more than 25 per cent. of a crop of winter apples.

Cass: Not above 50 per cent.

EDWARD C. REID, Sec'y.

The European Apple Crop Far Below the Average.

From the New York Commercial.

Charles Forster, agent for Simons, Jacobs & Co., Glasgow; for Simons, Shuttleworth & Co., Liverpool, and for Garcia, Jacobs & Co., London, receivers of American apples, is well informed on the apple situation. He says that the European crop, as a whole, will be below the average. Many immature apples have dropped and blight and insects have seriously injured what are left. Mr. Simons writes from Glasgow that the prospect for American apples is good. There are very few in Great Britain. Ireland has a lot, but they interfere little with American fruit. France, Belgium and Holland have about half crops, but the quality does not compare with Americans, as a rule, and the latter outsell everything else.

G. H. Shuttleworth, of Liverpool, and other representatives of the firms have completed their annual inspection trips. Summing up the results of their observations, it is found that there are probably twice as many apples as has been supposed, but the quality, except in a few localities, is inferior to very poor. There is a full crop in but few localities, but nearly everywhere there are a few apples, varying from one-fourth to one-half, and in some cases three-fourths of a crop. The great area now devoted to apple growing in America makes a correct crop estimate impossible. The danger this season lies in probable under estimation of supplies and in the lack of care on the part of packers to properly select fruit for barreling purposes. Cannery and evaporators are preparing to utilize large quantities of the low grade fruit, which should simplify matters for packers and enable them to barrel better quality than they might otherwise.

Mr. Forster says he considers the outlook for American apples in Great Britain favorable, provided price is moderate and care is exercised in matters of detail. He says he thinks there are ample supplies for the demand at moderate cost.

Canada's Great Exposition and Industrial Fair at Toronto.

The Grand Trunk Railway System will sell tickets for the Exposition and Industrial Fair to be held at Toronto on August 29th to September 10th, from all stations on their lines west of the Detroit and St. Clair Rivers, at greatly reduced rates. Tickets will be sold from Michigan points from August 29th to September 4th inclusive, valid to return from Toronto on all trains up to and including September 12th.

This will be the greatest fair ever held at Toronto, with new and wonderful attractions from all parts of the world. For particulars call at D. & M. city office, Morton House, or at Depot.

C. A. JUSTIN, C. P. A.

Was Not Named After Dewey.

"Well, Cawker, did you name your new baby George Dewey?"

"No."

"You told me that was your intention."

"Yes."

"Then why didn't you?"

"We decided upon second thought to name it Elizabeth."

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.



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.



POOR BUTTER

is never found in our 1-2-3 and 5-lb. packages. We make a specialty of STRICTLY FANCY CREAMERY.

MAYNARD & REED, 54 SOUTH IONIA ST., GRAND RAPIDS, 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.

Now in Their Prime

CRAWFORD PEACHES and all other choice varieties.

BARTLETT PEARS, GRAPES, SWEETHEART WATERMELONS. Quick shipments.

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

VINKEMULDER COMPANY, GRAND RAPIDS.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, Aug. 27—With the coming of fall all indications continue very favorable for a large volume of business. In fact, some jobbers have about all they can take care of now. Prices are generally firm and, altogether, the outlook is very encouraging.

The coffee trade generally, both local and from out-of-town, seem to be freer purchasers and during the past few days the market has shown quite an improvement. Sellers and buyers are, as yet, not quite agreed, however, and if the latter could have had fractionally lower rates they would have "made things lively." Of course, something always happens, and this time it happened that those who had the coffee to sell would make no concessions. Invoice trading was not extensive, but rates paid were well established, being 67-16@6½c. In store and afloat there are 1,011,678 bags, against 790,165 bags at the same time last year. Mild grades of coffee are firmer, in sympathy with Brazil sorts, and Good Cucuta is worth 9½c.

Arbuckle's wagons are now seen very frequently with their big loads of standard granulated sugar and the competition has begun. Prices show no variation, as yet, from those of the Trust, and it is unlikely that there will be any difference immediately, if at all. The package sugar, it is said, will not be ready for a week or so. Orders have come in in prodigious number for carlots of packages and the refiners will be behind in filling the same. It seems certain that the package is to be the thing in the trade. The market is active and encouraging.

The tea market is absolutely without new feature. The auction takes place on Wednesday, and until then matters seem to be at a standstill. Quotations as given on the street are nominal and the whole situation is unsettled. Since Jan. 1, the appraisers have rejected 1,149,934 pounds of tea and passed about 22,000,000 pounds.

Rice is steady. The volume of trade was not as large as at some other times, but holders seem to be well satisfied with the run of the market and prices remain unchanged. Prime to choice Southern, 5¾@6¾c.

The spice market is in a fairly satisfactory condition, although there is room for still further improvement. There has been more enquiry for pepper than anything. Offers of 9½c for Singapore were not accepted, holders insisting on an eighth more, at least. Cloves are steady at 8½c for Zanzibar.

Molasses stocks are not large, but seem sufficient to meet all demands. Most of the enquiries received during the week have been for low grades. The supply of this sort being rather limited, the quotations have been quite firm at 8½@12c for common. Syrups are firm and some fair sales have been made. Good, 14@15c. Prime to fancy, 16@20c.

The offerings of canned goods are scant. There has been a growing enquiry for salmon and tomatoes, and these two things are going to be very interesting as time goes on. Every one interested, from grower to seller, looks for substantial advance in the near future. And yet, and yet—tomatoes are the most deceptive article ever was. Maryland brands are quoted at 67½@70c there. New Jersey goods are worth 90c@1, as to quality. Salmon, Red Alaska, \$1.07½@1.10. No Columbia River is being offered for future sale.

In a jobbing way evaporated apples are firm and the range is from 9½@10c, as to quality. Small fruits are quiet. Little is doing at the moment in Pacific Coast products.

Beans are hardly steady, as supplies have been larger with no increase in demand; choice marrow, \$1.75; choice kidney, red, \$1.90@1.95.

Butter receipts are somewhat larger and while 10c remains the general quotation for best Western creamery, it is certainly top, and the tendency is to a lower basis. Firsts, 17½@18c; seconds,

16@17c; Western imitation creamery, extras, 15½@16c; firsts, 13½@14c; Western factory, extra June, 14 cts; firsts, 13@13½c.

New York State, large size, full cream cheese, 7¾@7½c; small size, fancy, 8c. The enquiry has not been especially active, but has shown some improvement over the past two or three weeks and that is something.

The egg market is firm. Receipts are light and the stock from Northern Ohio and Michigan that will stand the test is being quickly disposed of at 15½@16c. Near-by stock, 17c. With cooler weather the loss will be much less than during the past ten days, which have been especially destructive to eggs. On Friday the receipts were only about half the average—5,661 cases.

The Chicago Tarlatan Ordinance Clearly Unconstitutional.

Chicago, Aug. 27—An attempt is being made by the authorities of Chicago to prohibit the covering of fruit baskets with red tarlatan. A case is now pending in the Supreme Court testing the constitutionality of the law. It was also understood by both parties that no further prosecutions would be attempted until the Supreme Court had decided the case. All this bluff and bluster at this time is mere nonsense, as there is nothing in it whatever. The idea that the Chicago Common Council can make laws for the Michigan growers is ridiculous. No State can make a law that interferes with commerce between states. That has been decided time and again. Armour & Co. versus State of Minnesota is the latest decision. The State of Minnesota passed a law that no beef could be shipped into the State except on the hoof. It was to prohibit dressed beef from coming into the State from the big packers of Chicago. The butler case is another. State of Texas prohibiting drummers from outside states soliciting orders is one more. The Chicago Common Council can prohibit fruit from coming to Chicago providing it is injurious to health and public morals, but for no other reasons. The law also reads that you can not put on red tarlatan to deceive the public. The commission merchant does not put it on. It is on when he receives the fruit, and is put on not to deceive, but to protect the peaches from flies and dust, and to hold them in place; also from pilfering while in transit. As a matter of fact the general trade demands them to be covered; they will pay from 5 to 10 cents per basket more with the tarlatan cover than without. Consequently it is for your interest to cover, as the customer demands it. If this law is intended for the repacker, the fellow that rents a basement two months in a year and buys two kinds of fruit, rotten and good, and places the rotten fruit down in the bottom and a row of good on top, we have no defense to offer for him, and the quicker he is prohibited the better for the peach trade of Chicago. This same fakir sells that fruit for choice Michigan peaches. When the buyer gets it home and finds it spoiled down in, he rushes to our health department with his complaint. Prohibiting tarlatan from being put on fruit is not going to make those fakirs honest. They will find a way of fastening the covers so they can not be opened very easily.

E. C. REICHWALD & BRO.

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, late 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.

WE GUARANTEE

Our brand of Vinegar to be an ABSOLUTELY PURE APPLE-JUICE VINEGAR. To any person who will analyze it and find any deleterious acids or anything that is not produced from the apple, we will forfeit

ONE HUNDRED DOLLARS

We also guarantee it to be of not less than 40 grains strength. We will prosecute any person found using our packages for cider or vinegar without first removing all traces of our brands therefrom.

Robinson Cider and Vinegar Co., Benton Harbor, Mich.

J. ROBINSON, Manager.

This is the guarantee we give with every barrel of our vinegar. Do you know of any other manufacturer who has sufficient confidence in his output to stand back of his product with a similar guarantee? ROBINSON CIDER AND VINEGAR CO.



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.

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.

"I GO A-FISHING."

This is the time of the year when houses and stores and workshops become distasteful, and when the great world of Nature—of field and wood and sea and sky—beckons with its compelling power. Indoors repels, while outdoors allures; and few there be who fail to yield to the charm, at least for a brief period. While a fish diet is highly agreeable for a change, no doubt, yet there is a very large and constantly increasing sale for high-grade **Butter, Eggs and Poultry**. Thus it is that we are compelled, in order to supply the demand of our customers, to steadily seek for new consignments of the latter articles of food from those who have not hitherto shipped us. We very much desire your consignments, and we offer these three guarantees to you: Highest Market Prices, Full Weights, Prompt Payments. Let us add you to our list on this understanding. Is it not sufficient? We think so.

W. R. BRICE & CO.

Remember the Results of Last Year's August Advance.

From the New York Produce Review.

Some of the egg trade have been quite surprised that, while prices for fresh Western eggs ruled higher this year than last up to the early part of August, they have since been somewhat lower than for even dates in 1897. The reasons for this are interesting and, if generally considered, may result in giving us a safer and more profitable later market. "A burnt child dreads the fire" and likewise an unprofitable speculation leads to wariness the next time. Last year in August there was a general hopefulness as to future business conditions which induced pretty strong speculation in late August and early September fresh eggs. Under its influence Western markets advanced steadily and were able to drag Eastern markets up with them until New York was quoted at 17c by the close of August. Thousands of cases were withdrawn from current sale only to be sold later in the season at heavy and serious losses. These losses were partly occasioned by the relatively poor quality of the goods, but even the finest of them were not thereafter salable at a profit excepting possibly a very few which were carried very late and which were helped to a profitable sale by the fortuitous circumstances of an unusually light December production. On the whole the early fall speculations of '97 were disastrous, and it is most important that the causes which made them so should now be avoided.

It is generally believed that the situation of the egg trade as to reserve spring and summer holdings is now fully as good as last year if not slightly better. Accumulations which, in Eastern markets at least, were greater than last year up to July 1 are believed to have been since reduced to about even figures at most of the storage centers, although where definite figures are obtainable an increase is still reported. But last year's operations were saved from general misfortune only by rather unusual conditions of supply late in the season, and it would be most unfortunate to the trade at large should a rampant early fall speculation again drive prices so high as to result in the disasters which were partially incurred in the fall of '97, and which were averted in part only by weather conditions which are not often realized.

The only safety would seem to lie in keeping every consumptive channel filled as full as possible at prices which will afford a very moderate profit on the early accumulations, and by this means to keep the price of current collections at a safe figure. So far the offerings in this market have been on a conservative basis and so free as to cause a slow response to the indications of unsafe stimulation of values noticeable in some parts of the West. But the benefits of conservatism at this time can only be secured by a general appreciation of its necessity, and operators in all sections, especially those who are interested in the outcome of earlier speculations, should think twice before lending their influence to a premature bull movement.

Your Business Will Not Run Itself.

From the Dry Goods Economist.

Business is business, be the month April or September.

Your store and business will not run itself now any better than it would at the holiday season or any other time. If you think it capable of doing so, don't be surprised if it runs down and comes to a full stop.

Don't get "shiftless;" keep a steady hold on things. It costs no more to keep the clerks well employed than it does to let them weary themselves in doing nothing.

Every energetic, business-bringing effort made now will not only increase your daily sales, but will bring days of satisfaction later.

Every dollar's worth of summer goods closed out means a dollar to reinvest in profitable merchandise.

Every dollar's worth carried over is so much capital tied up indefinitely, and

the longer it is tied up the more it is likely to depreciate.

The "secret of success" is a quick turnover and a clean close out.

The store that has the newest, brightest and freshest goods is the one that has the most satisfied customers.

New Butter Substitute.

From the New York Produce Review.

Not altogether new perhaps, for we have before alluded to it, but few people know to what an extent peanut butter is being used for certain purposes for which the product of the cow was formerly indispensable. We have been reliably informed that a company in Michigan is manufacturing no less than a dozen different food products from peanuts, among which are the peanut butter, made from the pressed oil. It is stated that the sale of these peanut products is extending quite rapidly and that the so-called butter is being used extensively in place of butter made from milk in the manufacture of crackers. No less than twelve carloads of shelled peanuts have been used by this one company during the past season.

Don't Wash Eggs.

From the New York Produce Review.

We have lately seen some lots of eggs which have evidently been dirty when collected, but which the packers have washed as clean as possible with the hope of increasing their value. For the most part they arrive in bad order and largely rotten. When a dirty egg is soaked in water sufficiently to enable one to remove the dirt on it the gelatinous substance which ordinarily fills the pores in the lime of which the shell is mostly composed becomes dissolved, subjecting the inside of the egg to the destructive effect of the air. In warm weather wet eggs soon decay and some of these washed eggs lately received here have been almost worthless, while sound candled dirties are worth a good price.

One Way to Get Rich.

The way to get rich is to trust nobody, befriend none, get all you can, take all you can get, stint yourself and everything that belongs to you, be a friend of no man, let no man be a friend of yours, heap up interest, be mean, miserly and despised for some twenty or thirty years and riches will come to you as sure as disease, disappointment and death, and when pretty nearly enough wealth has been accumulated by a disregard of the charities of the human heart, and at the expense of every enjoyment, death will finish the work, and the body is buried, the heirs dance and fight over what you have left, and the spirit goes—where? By all means get rich. It will pay—the devil says so.

Knows His Business.

A party who has been continuously advertising more than thirty years said to me recently: "I advertise to be known—to keep known. I employ salesmen to sell my goods. I do not want my representatives to enter a factory in California or Illinois, and on presenting their card be met with the query: I never heard of your house; how long have you been in business? We recognize that publicity is capital, and we spend thousands of dollars to keep our house before the public, and our salesmen have a great advantage over rivals who do not see the value in publicity."

Two on the Conductor.

An Irishman riding on a train one day paid his cash fare from station to station as they came along. Finally the conductor in desperation asked him why it was that he did not purchase a through ticket in the start. "Not on your life," said the Irishman; "this company bate me once, and I swore they would not get another cent of my money."

Before marriage every man has a theory about managing a wife; but after marriage it's a condition and not a theory that confronts him.

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 KLAIP; Treasurer, J. GEO. LEHMAN.

Saginaw Mercantile Association

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

Jackson Retail Grocers' Association

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

Lansing Retail Grocers' Association

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

Adrian Retail Grocers' Association

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

Traverse City Business Men's Association

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

Owosso Business Men's Association

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

Alpena Business Men's Association

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

Grand Rapids Retail Meat Dealers' Association

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

St. Johns Business Men's Association.

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

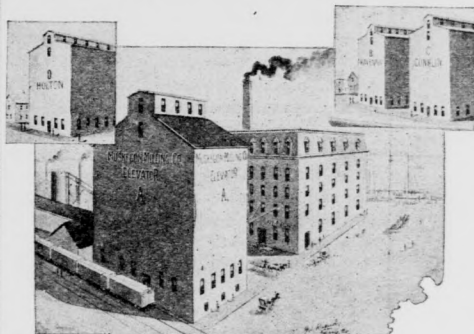
Perry Business Men's Association

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

Grand Haven Retail Merchants' Association

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

MUSKEGON MILLING CO., MUSKEGON, MICH.



Manufacturers of

FLOUR,
FEED AND
MILL
STUFFS

Receivers and
Shippers of

GRAIN

Write or wire us for anything needed
in our line in any quantity.

MIXED CARLOADS
A SPECIALTY.

Mills and Office:
Water Street, Foot of Pine.



J. H. Prout & Co.,

Proprietors of

The City Roller Mills

Howard City, Mich.

Wholesale and Retail Dealers in

Flour, Feed and Grain

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

The Value of First-Class Store Fixtures.

Written for the TRADESMAN.

From the frequent enquiries made, one is led to think the question of modern appliances in store service an unsettled question, as many merchants propound the query, "Are up-to-date store fixtures a paying investment or a useless expense?" Men who have tried both extremes, as well as the happy medium, say that it does pay to use all the best appliances which the business you are engaged in will justify.

It pays to be up to date in five things: Your manners, your help, your business stationery, your advertisements and your store fixtures.

It is well known that, as a class, traveling salesmen know, and put into practice, good table etiquette, getting more enjoyment from their hours at table than any other set of business men; and for what else than because they observe the little niceties of table manners? One day, at a table adjoining that at which were seated half a dozen salesmen, sat an honestly hungry farmer, to whom the finger bowl was unknown, the contents whereof was very unsatisfactory to him as lemonade, and yet the same furnished real enjoyment to others. While his lack of good judgment in the use of things pre-eminently his by right of purchase was to be regretted, one had to admit his privilege to use what his money paid for in manner best pleasing to himself; and yet, when he began to shovel his food into his mouth with fingers, knife and spoon, the traveling men congratulated themselves that they "were not as he was," and yet he ate according to his understanding. But when at last he grasped his wedge of huckleberry pie in both hands and bit off a liberal allowance from the sharp angle, while the exuding juices thereof rolled down his sunburned cheeks and onto his raiment, the feeling of those at the neighboring table were not "akin to pity;" and yet his money paid for that juice and he could honestly use it as best pleased him without reference to others.

So in relation to store fittings. The unplanned plank laid on barrels will hold and display the finest fabrics that hand or brain of Genius can devise for the demand of American women and still be entirely out of keeping with time and place, while the almost numberless variations of this plank-setting will uniformly tend to drive away good trade.

To be sure, it is your money that pays for store, goods, fixtures and displays, nor can others deny your justification in making such use thereof as may be most pleasing to yourself; yet business men will see the lack of judgment, profitable trade will depart and ruin eventually overtake the merchant who adheres strictly to the traditions of past ages as a guide to selecting his store fixtures, instead of being influenced by what the present day and age demand of him.

While eating with a knife never yet made a man less a man, still it does make him less desirable for society, which in its varying degrees is all there is in life worth living for. Neither will the use of old out-of-date fixtures make a store other than a store, but it makes it less desirable as a place wherein to exchange the circulating for the covering or filling medium, and this exchange is all there is of trade worth striving for, and to stop this circulation is as fatal in a business sense as in a case of Nature. Trade and the trading

public will go to the up-to-date store in preference to the reverse.

The farmer had the indisputable right of purchase to eat with fingers, knife or spoon, and in his own way, yet he did not seem to have as full an enjoyment of that meal as he was clearly entitled to, while the amusement at the other table occasioned by the spectacle demonstrated that it is not all of life to eat.

The merchant who owns store fittings that were good enough for last century, and uses them against the approbation of finely-discriminating customers, himself thereby sets the seal of doom on what might have been a profitable business. It is better to have no trade than an unprofitable one, even as it is better to eat no food than to eat that which our systems can not assimilate; either hastens an untimely end, while things about a store that do not indicate hustling, up-to-date activity are unquestioned detriments to success. That merchant but flaunts the red flag in the face of Fate who persists in using store fixtures condemned by his patrons, the public, as much as he who persists in eating pie with his fingers locks against himself the doors of social preferment. Time was when no questions were raised as to how pie should be eaten, the only question being how to get the pie. So was it in time past regarding store findings. Nothing was thought as to the manner of keeping or displaying merchandise, the only question being how to get the merchandise. Then the steel-yard was good enough for all weights, the sandglass or sun dial for measurement of time. Planks laid across barrels answered for counters. Old boxes turned broadside up made satisfactory tables then. But not so now. The finest computing moneyweight scales are none too good for patrons of to-day. Timepieces must be accurate, even to the fraction of a second, while only one table or counter is recognized to-day as being suitable for display purposes, and that table or counter is that which makes possible, with the least amount of annoyance, such practical displays of the particular things intended as not only may but do lead to the sale of the goods so displayed. What the shape, name, color or style of this is matters not so long as the end aimed at is hit—the ready sale of displayed goods. And herein rests a bit of advice: There is always more value in the manner of display than in the display fixture itself, more virtue in the selection of time and place of display than in any particular thing to act as base of the display, more money-earning power in the brain that plans a sales-effecting display than in the purse that indiscriminately furnishes means to buy any of the valuable inventions of the day planned by practical men for a particular purpose, more sense (or cents) in the hand that shapes than in the fixture that holds any display; yet, all things considered, best results are reached from use of the best available accessories.

The conclusion readily reached is that the term "up-to-date store fixtures and furniture" is applicable only to the modernized use of such articles as make practical, sales-making displays, wherein the combination of fixture and display is such as to meet the public favor, proven by the purchase thereof by this same critic. The best is usually the cheapest, returns considered, while the most successful retailers are those who carefully select and use the accessories that stamp them up-to-date merchants, even as he who pays strictest attention to the matter of table manners gets most enjoyment from living in public.

L. A. ELY.



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.,
SOLE OWNERS,
GRAND RAPIDS, 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.

Gripsack Brigade.

A Boston boy is doing a good business selling painted sparrows for canary birds.

If the deadbeat can write fiction as well as he can talk it, the publishers will make him rich.

In steering the ship of trade into the harbor of success don't get scared at every passing cloud.

We can't see anything out of joint in the world when we look through the spectacles of success.

Keep talking about what you think you know and people will soon learn how much you don't know.

Who wants the mill to run with the water that has passed, when there's plenty more water coming!

The merchant who maintains that failure is a crime usually has all his property in his wife's name.

When it comes to building a bank account an ounce of hustling is worth a pound of political theorizing.

Did you ever notice that it gives the merchant who keeps a dirty store the rheumatism to wash his windows?

The salesman who does better work because his salary was advanced proves that he wasn't doing his best before.

By doing good you may lay up treasures in heaven, but it is only by doing business that you can increase your bank account.

In addition to the organizations mentioned last week, the late James N. Bradford was a member of the Michigan Commercial Travelers' Association.

Geo. Morris will hereafter represent Buhl Sons & Co. (Detroit) in the Upper Peninsula, succeeding Alex. Stevenson, who has taken the management of the branch store of the house at Menominee.

The regular quarterly meeting of the Board of Directors of the Michigan Knights of the Grip will be held at Ypsilanti Saturday, preceded by a dinner at the residence of Chas. L. Stevens Friday evening. It is probable that at this meeting the location of the next convention will be decided upon. Detroit and Owosso are both under consideration, although neither has yet extended a formal invitation to the organization.

A young lady traveling on a scalper's mileage book found, when she had presented the same to the conductor, that she could not remember the name she was supposed to assume for the occasion to correspond with the name written on the mileage book, and sat before the conductor in speechless agony. Finally the conductor looked at her, and said: "Young lady, your name is Jennings, and for Heaven's sake don't forget it when you meet the next conductor on this road."

The unanimous selection of L. M. Mills to succeed Frank M. Tyler as a Director of the Michigan Knights of the Grip was a worthy honor worthily bestowed. The first Secretary and the second President of the organization, and subsequently the Secretary of the organization for nearly two years—taking up the work of the office after the demoralization and defalcation of J. L. McCauley—Mr. Mills has been in close touch with the aims and objects of the organization ever since he assisted in the formation of the Association, and a recognition of his ability and experience speaks well for the discrimination of his fraters, as well as betokens the esteem in which he is held by his associates generally.

A Ft. Wayne traveling man took his best girl to a picnic. There she accepted so many attentions from another young man that the first young man became enraged and went home, leaving the girl to get back to her own house as best she might. She hired a hack, for which her father paid 75 cents, and then the old man sent the bill to the sulky young suitor. He refused to pay, and the old man sued him in a justice court, alleging that, having taken the girl to the picnic, it became his duty to see her safely home at his own expense. Both sides have hired lawyers, and the case will be fought to a finish. Traveling men who cover Ft. Wayne will bear in mind that they can not "shell road" the daughter of a Hosier and escape the vengeance of the old man.

Meeting of Post E.

At a special meeting of Post E, Michigan Knights of the Grip, held at Sweet's Hotel last Saturday evening, Chairman Wetzel presided.

Under the head of picnic arrangements Will Pipp was made chairman of the Committee on Athletics, in place of Byron Davenport, who asked to be excused, and Manley Jones was made chairman of the Committee on Commissary, in place of the late Jas. N. Bradford.

Will Richmond moved that the picnics rendezvous at the boat dock in front of the pavilion at 2:30 o'clock sharp, which was adopted.

W. F. Blake, chairman of the committee appointed at a previous meeting to draft resolutions of respect to the memory of the late Jas. N. Bradford, presented the following report, which was unanimously adopted:

Whereas, The hand of death has removed from our midst our esteemed and worthy fellow member, Jas. N. Bradford; and

Whereas, The intimate relation always existing between him and the Grand Rapids traveling men, collectively and individually, makes it fitting that we record our appreciation of his worth and friendship; therefore

Resolved, That in his removal from our midst there has passed away one who acted well his part in every relation of life; one who, as a patriot, honorably served his country in the dark days of the Rebellion as a soldier; one who was useful as a citizen; upright in all his dealings; honest and capable in his duties of life; sincere as a friend; loyal as a husband and devoted as a father.

Resolved, That we tender our deep sympathy to the afflicted family of our departed friend and co-worker in the loss they have sustained.

The nomination of candidate for the position of Director of the Michigan Knights of the Grip, in place of Frank M. Tyler, who has removed to Boston, resulted in the selection of L. M. Mills by an unanimous vote. Mr. Mills was taken completely by surprise, but succeeded in expressing his thanks for the honor in a very feeling manner.

There being no further business the meeting adjourned, with the understanding that a business meeting of the Post would be held on the boat at the picnic.

Was the Meekest Man Aboard the Boat.

Albert Antrim delights to tell a story relative to his friend, Jack Boyd, who covers the river towns in Tennessee and Arkansas for a St. Louis house. On one of his recent trips the tedium of the river ride was relieved by all sorts of practical jokes that a big crowd of good fellows worked on each other. One of the passengers was particularly resourceful in this sort of fun and Boyd was one of his particular marks. He played good and even though before the boat landed. A dago, an organ and a regulation monkey were giving light vaudeville on the boat for the amusement of passengers. After one of the performances, the monkey was passing the hat and Boyd remarked to the practical joker that the monk was the brightest he had ever seen. "Why," he continued, "that monkey will hand back change like a bargain counter saleslady. If you toss him a half and tell him to take five out, he'll give you back 45 cents every time."

"Is that possible!" exclaimed the joker with interested astonishment.

"Fact," replied Jack; "I gave him a quarter a while ago and he gave me back 20."

The joker didn't hesitate any longer, but went down and dug up a bright new half dollar, which he tossed over to the monk, at the same time holding his hand out for the change. But the monk forgot his arithmetic suddenly and, admonished by a jerk from the dago, who feared the joker might regret his sudden burst of generosity, he hopped away even forgetting to raise his cap. The howl that followed shook the boat from stem to stern and for the rest of the voyage that practical joker was the meekest man aboard.

Explosion of a Beucus Generator.

A Beucus acetylene gas generator in the basement of the Hastings House, at Hastings, exploded last week, seriously injuring Fred Parker. The accident is thus described by the Hastings Banner:

It appears that Fred went into the basement of the hotel where the machine is located for the purpose of "charging" it, just as is ordinarily done, being careful not to take anything in the shape of fire with him. The machine is so constructed that it is impossible to take the cover from the generator until the valves leading to the gas jets have been closed. When Fred had everything arranged he proceeded to lift the cover to the generator by means of a rope and pulley which is used on account of the weight of the cover. When he had the cover partially raised the gas was ignited in some way and the explosion followed, knocking Fred several feet away from the machine. When he recovered from the shock he noticed that the rope by which the cover was lifted was afire and he quickly put it out and looked around for other evidences of fire. Finding none he then turned his attention to his own injuries and found them to be quite severe. His hands and face were blistered and badly swollen up, his eyebrows and hair singed and his whole appearance rather dilapidated. He was taken to Dr. Lowry's office, where the burns were dressed and made as comfortable as such injuries can be.

Window Glass Workers to Resume Operations.

The manufacturers and blowers of window glass have agreed on a 5 per cent. advance in wages for the coming year, and the factories will open Oct. 15. This is six weeks later than the normal time, but earlier than the factories have opened for several years, because of the regularly recurring war about wages.

The stocks in the hands of the jobbers and manufacturers are but fair, and prices are unchanged, but the movement in this market is very good, and the same report is heard from other markets. The trade in plate glass is also very good, and stocks are but fair. No changes in prices are reported.

According to Previous Arrangement.

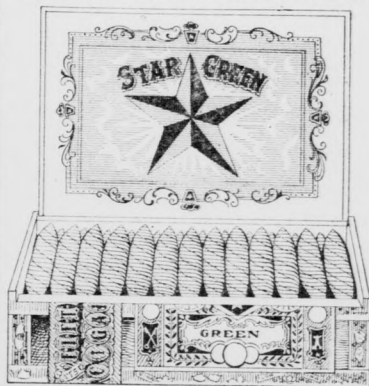
Grand Rapids, Aug. 30—Amos S. Musselman has resigned the Presidency of the Michigan Wholesale Grocers' Association and Wm. Judson, of Grand Rapids, has been elected to fill the vacancy. H. P. SANGER, Sec'y.

Any nation wishing to rent a machine that will throw earthquakes can have the Vesuvius on reasonable terms.

Chicago is to have a peace jubilee. There ought to be money in it at excursion rates.

Ananias died too soon. The fates intended him for a war correspondent.

ALWAYS A WINNER!



\$35.00 per M.

H. VAN TONGEREN, Holland, Mich.



LIVINGSTON HOTEL, GRAND RAPIDS, MICH.

FIRST-CLASS IN EVERY RESPECT. THE ONLY HOTEL IN THE CITY WITH SUITABLE ARRANGEMENTS AND CONVENIENCES FOR LADIES.

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

\$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. afford Fine Fishing and 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.

Lansing—Nov. 1 and 2.

STATE PHARMACEUTICAL ASSOCIATION.

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

Some Ways of Advertising a Retail Drug Store.

In Michigan we have 1,563 retail drug stores, 3,115 registered pharmacists, and 323 assistant registered pharmacists. Deducting from this the number of registered pharmacists who are employed in the various laboratories and wholesale drug stores in our State, and from the remainder trying to strike an average, I would presume to say that the number of registered pharmacists to each drug store would be less than one and six-tenths per cent. From these notes I believe that most proprietors are the men who "run the store" themselves and naturally attend to the advertising of their respective stores. The only reason any pharmacist advertises his store in any way is to increase his trade, not to increase the business of his competitors, nor to increase his own trade and clerk hire without making enough money out of the system to cover the additional expense. Advertising is always an expense. The word "advertising" can be fitted to your method of doing business just as well, and in some cases more properly, than by spending money on dodgers, sending almanacs and samples of pills and headache powders from house to house.

The old sign you sometimes see in stores where they do not spend a cent advertising any other way which reads

A PLEASED CUSTOMER IS OUR
BEST ADVERTISER.

means very much, but often enough the man who runs the store wherein this sign hangs doesn't half realize this important fact. He is the same person who sometimes loses the sale and oftentimes the customer by neglecting to offer to get the desired article, which he happens to be out of, and promptly send it to the customer's house; or, if the prospective customer should happen to remark—unconsciously, of course—"you are dearer here than they are at Jones' drug store," he will at once proceed to get huffy and say, "Well, you had better go to Jones' and get it."

That, I think, is bad business. He loses his sale and hurts his customer's feelings and usually finds that the would-be buyer takes his advice at what it is worth and purchases the desired article at Jones'. Later, although at heart repenting his hasty words, the disappointed salesman endeavors to reconcile himself by repeating the history of the incident to his fellow friends or competitors, who smile with him but don't say much.

Then, if we take a look at the display windows of the leading stores of our largest cities, you will notice that they are very inviting—windows clean and well lighted—signs plain and not too many of them—the vestibules of the front doors dustless. I have known

druggists to have their sidewalks and woodwork in the entrance to their stores swept and dusted morning, noon and night. The druggist in the small town or the neighborhood druggist in a city does not need to have a large stock or is not too poor to have the index (front) look inviting. Sticky fly paper half full of dead flies is no good as an advertisement, neither does a tin plate filled with poison fly-paper look inviting. I have found that I had just as much trouble with flies in my windows with the fly-paper in them as I do now without. One thing is certain, it will take a long while to kill off all the flies, perhaps they will never all die, so is it not just as well to keep the window floors covered with dark cloth and dress them with such goods as are not affected by fly spots, or doesn't it pay to change the trim often enough and make more delicate displays? A dollar a week judiciously spent in window dressing is not extravagance—for even the smallest drug store—if the proprietor does really care to keep his store front tidy and inviting. New and valuable trade is lurking in every locality and there is transient trade in every town or neighborhood. Don't let yourself think that it is only on the main streets in the large places where transient business is found. My store is a neighborhood store. I sell drugs, soda, cigars, stationery and school supplies. I would also handle bicycles and bay rakes and still insist that my store was a drug store and advertise it as such, if I had the room and necessary capital. I have been in the business for myself but a few years and have not by any means an ideal drug store, nor even an ideal store, but as it is now I often shake hands with myself when I visit the store of a grunter. When I visit a strange store I can tell before I talk with the proprietor that he is a grunter (if he is one). His clerks are not quick in getting to the front. He himself is apt to remain in the rear of the store at his desk. His cigar case has empty boxes in it. I never allow my customers to see the bottom of a cigar box in my showcase; when down to the last layer is taken out I replace by a full box. The shelf bottles in the store of a grunter are like his store front—dusty; his soda fountain isn't half dressed. This kind of druggist is not uncommon. They do not observe enough of the world of business to keep them out of the rut. They don't attend a druggists' convention often enough. They don't visit other more prosperous stores often enough. Any retail druggist who will take the time to take just a couple of weeks' vacation every year, recreate himself, meet other druggists from his town and other towns and take in a ball game occasionally will find he is much better pleased with himself and the condition of his trade. He will be able to return to his store and see it as other people see it, and then he will make up his mind he is going to do business.

My most successful method of advertising has been through the newspapers, not very large advertisements, but in first-class positions. I don't write advertisements about my store that I don't believe, and usually my advertisements are so simple—yet pertinent—that people who read them know what I am talking about, and if the goods advertised interest them, they investigate further by coming into the store. I do not believe in having advertisements show an attempt to be funny or quote poetry. The advertisement should be

made to "stick out," which can be done usually by the proper use of borders and bold headlines. I don't believe it is always wise to push only the goods on which you make the most money. It is best to be firmly convinced that your substitute is really as good or better than the article the customer asks for. If you are not positive about it, do not mention it. Sell the goods with a narrow profit and the customer won't be liable to give you the "go by" next time.

Although as advertising mediums church and concert programs and pamphlets issued by local societies are practically worthless, I often allow myself to be "held up," for the sake of demonstrating my good will and sociability. If the enterprise is conducted by fakirs who make a business of it, I promptly tell them that their scheme doesn't interest me and turn them down. Every man in business has to use his own judgment in selecting places where it is worth while to be "a good fellow," but there is no need of any pharmacist being an "easy mark."

House to house distribution of attractive advertising matter is splendid advertising, even although many merchants in the same city do it. Advertising of this kind is invariably given some attention by members of the household, but don't hire boys to attend to it; pay a fair price and have it done well. Don't allow your pamphlets or samples to be laid on the doorstep, the bell rung and then left. If you must ring the bell, wait there until some one comes and hand that someone the advertising matter; then your advertising is given what you expected—attention—and if it is well printed and written in an instructive manner, it will make the desired impression.

Cigars in the showcase should be properly marked. Every box should have its price card on it, for even the most popular and staple brands are not known by some smokers. My cards are all white ones, about the size of a visiting card and plainly printed with a pen—it's the black and white system and pays. The candy case is fixed the same way, and no goods go into my show windows without the price plainly exposed. It shows no fear of competition, even if the price of competitors happens to range a little lower.

BENJ. SCHROUDER.

Medicinal Toilet Soap Taxable.

In answer to a query as to whether tar soap, if manufactured and put on the market and sold as an ordinary toilet soap, it not being recommended as having any medicinal properties, but being simply in the category of ordinary toilet soap, and sold as such, is taxable or not, Internal Revenue Commissioner Scott says: "This office holds tar, carbolic and sulphur soaps to be taxable, if recommended on the label, circular or in any other manner as a specific for any skin affection, but if they are simply marked 'carbolic,' 'tar' or 'sulphur' soap they are not held as taxable under Schedule B unless otherwise advertised."

An Original Druggist.

A New York drug store bears the following sign:

AUL KINDS
OF ACIDS
FOR SALE HERE
CARBOLIC
ACID
DEAD CHEAP

The Drug Market.

There are few changes to note this week. The volume of trade in this line is very large, showing a very handsome increase over previous years. Collections are also improved.

Opium—The market is dull, although prices have not changed.

Morphine—Is unchanged.

Quinine—The demand is light at this season and stocks are large, but prices are well maintained.

Citric Acid—Is firm at the late advance with good demand.

Antipyrine—Dr. Knorr's is unchanged at the last decline, but there are other antipyrines in market that are being sold at much lower prices.

Cocaine—The expected advance has not yet taken place, but the market is very firm, on account of advanced prices for raw material.

Glycerine—Competition has lowered prices to about cost, although the manufacturers are firm in their views.

Menthol—Higher prices are looked for, as our market is below importers' cost.

Nitrate Silver—Has been advanced by manufacturers 10 per oz.

Sulphur—Five refiners have formed a combination and the schedule has been revised, prices being reduced. It is understood that the present prices will be held for at least a month. An advance at that time would not surprise any one.

Essential Oils—Anise is a fraction lower. Cassia is firm at the recent advance. Cloves is firm in sympathy with spice. Growers of peppermint are asking more than jobbers are willing to pay and this oil may be said to be very firm.

Roots—Golden seal is scarce and the market is very firm.

Seeds—Caraway is steadily advancing in primary markets and is higher here. The stock of poppy has been concentrated and prices advanced. Mustard is in good demand at this season at unchanged prices.

Linseed Oil—Is in the same condition as noted last week, no two crushers quoting the same price.

From a Minnesota Standpoint.

Minneapolis, Aug. 20—I do not believe that many of the State associations will go to the length of refusing to handle the goods as the Iowa druggists propose. The druggists will simply discourage the sale of the patent medicines and keep them out of sight unless there is a positive call for them.

For instance, there is sarsaparilla, one of the big items in the drug trade. The tax on that is 35 cents a dozen. Of the two best known houses putting out sarsaparilla, one has raised the price 75 cents and the other \$1 a dozen to the druggist. We wouldn't mind it so much if it were simply covering the tax.

Now there is nothing mysterious or sacred in the manufacture of sarsaparilla. Any druggist can make it just as pure and well mixed as the big factories, and nearly every druggist who has a considerable trade does have his own preparation of sarsaparilla. When the big manufacturers clap on the war tax and twice as much more for good measure and leave the druggist to meet the competition of the department stores besides, the retailer is not going much out of his way to push those brands.

CHAS. T. HELLER,

President Minnesota Pharmaceutical Association.

REED CITY SANITARIUM

REED CITY, MICHIGAN.

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

WHOLESALE PRICE CURRENT.

Advanced—
Declined—

Acidum		Conium Mac.		Scilla Co.	
Aceticum	60 75	Copaiba	1 15 1 25	Tolutan	50
Benzolium, German	70 75	Cubebae	90 1 100	Prunus virg.	50
Boric	15	Exechthos	1 00 1 10	Tinctures	
Carbolicum	20 45	Erigeron	1 00 1 10	Aconitum Napellis R	60
Citricum	4 50	Gaultheria	1 50 1 60	Aconitum Napellis F	60
Hydrochlor	3 50	Geranium, ounce	50 60	Aloes	60
Nitroclum	8 10	Gossypii, Sem gal.	1 00 1 10	Aloes and Myrrh	60
Oxalicum	12 15	Hedera	1 00 1 10	Arnica	60
Phosphoricum, dil.	12 15	Juniper	1 50 2 00	Assafoetida	60
Salicylicum	6 65	Lavendula	90 2 00	Atropa Belladonna	60
Sulphuricum	13 50	Limonis	1 30 1 50	Aurant Cortex	60
Tannic	1 25 1 40	Mentha Piper	1 60 2 20	Benzoin	60
Tartaricum	38 40	Mentha Verid.	1 50 1 60	Benzoin Co.	60
Ammonia		Menthae, gal.	1 10 1 25	Barosma	50
Aqua, 16 deg.	4 6	Myrica	4 00 4 50	Cantharides	75
Aqua, 20 deg.	6 8	Olive	75 300	Cardamom	75
Carbonas.	12 14	Picis Liquida	10 12	Cardamon Co.	75
Chloridum	12 14	Picis Liquida, gal.	4 35	Cassia	1 00
Aniline		Ricina	9 1 10	Cassia, cutifol Co.	50
Black	2 00 2 25	Rosmarini	1 00 1 10	Catechu	50
Brown	8 10 1 00	Rose, ounce	6 50 8 50	Cinchona	50
Red	45 50	Succini	40 45	Cinchona Co.	60
Yellow	2 50 3 00	Sabina	90 1 00	Columba	50
Bacca.		Sassafras	2 50 7 00	Cubeba	50
Cubene, po. 18	13 15	Sinapis, ess., ounce	55 60	Cassia, cutifol	50
Juniperus	6 8	Tigili	1 70 1 80	Cassia, cutifol Co.	50
Xanthoxylum	25 30	Thyme	40 50	Catechu	50
Balsamum		Thyme, opt.	1 60	Gentian	35
Copaiba	52 58	Theobromas	15 20	Gentian Co.	60
Peru	2 75	Potassium		Guaiaca	50
Terabin, Canada	15 50	Bi-Carb.	15 18	Guaiaca ammon.	60
Tolutan	50 55	Bichromate	13 15	Hyoscyamus	75
Cortex		Bromide	50 55	Iodine	75
Abies, Canadian	18	Carb.	12 15	Iodine, colorless	75
Cassia	12	Chlorate, po. 17@19c	16 18	Kino	50
Cinchona Flava	12	Cyanide	35 40	Lobelia	50
Cinchona, Bitart, pure	15	Iodide	2 60 2 65	Myrrh	50
Euonymus atropurp	12	Potassa, Bitart, com	2 30	Nux Vomica	50
Myrica Cerifera, po.	20	Potassa Nitras, opt.	10 12	Opil	75
Prunus Virgin.	12	Potassa Nitras	10 12	Opil, camphorated	50
Quillaja, gr'd	12	Prussiate	2 25	Opil, deodorized	50
Sassafras, po. 18	12	Sulphate po.	15 18	Rhatany	50
Ulmus, po. 15, gr'd	15	Radix		Rhel	50
Extractum		Aconitum	20 25	Sanguinaria	50
Glycyrrhiza Glabra	24 25	Aitha	22 25	Serpentaria	50
Glycyrrhiza, po.	28 30	Anchusa	10 12	Stromonium	60
Hematox, 15 lb box	11 12	Arum po.	10 12	Tolutan	60
Hematox, 1s	13 14	Calamus	20 40	Valerian	50
Hematox, 1/2s	14 15	Gentiana, po. 15	12 15	Veratrum Veride	50
Hematox, 1/4s	16 17	Glycyrrhiza, pv. 15	16 18	Zingiber	30
Ferru		Hydrastis Canaden.	2 60	Miscellaneous	
Carbonate Precip.	15	Hydrastis Can., po.	2 60	Aether, Spts. Nit. 3 F	30 35
Citrate and Quinia	2 25	Hellebore, Alba, po.	18 20	Aether, Spts. Nit. 4 F	30 35
Citrate Soluble	75	India, po.	15 20	Alumen	24 30
Ferrocyanidum Sol.	40	Ipecac, po.	2 80 3 00	Alumen, gro'd, po. 7	30 40
Solut. Chloride	15	Iris plox, po. 35@38	35 40	Annatto	40 50
Sulphate, com'l, by	2	Jalapa, pr.	25 30	Antimoni, po.	40 50
Sulphate, com'l, by	50	Maranta, 1/4s	25 30	Antimoni et Potass	40 50
Sulphate, pure	7	Podophyllum, po.	22 25	Antipyrin	50
Flora		Rhei	75 1 00	Antifebrin	50
Arnica	12 14	Rhei, cut.	75 1 35	Argent Nitras, oz	10 12
Anthemisi	18 25	Rhei, pv	75 1 35	Arsenicum	10 12
Matricaria	30 35	Spigelia	35 38	Balm Gilead Bud	30 40
Folia		Sanguinaria, po. 15	40 45	Bismuth S. N.	1 40 1 50
Barosma	23 28	Serpentaria	30 35	Calcium Chlor., 1s	10 12
Cassia Acutifol, Tin-	18 25	Senega	40 45	Calcium Chlor., 1/4s	10 12
nevelly	25 30	Similax, officinalis H	40 45	Cantharides, Rus. po	15 18
Cassia Acutifol, Alx	18 25	Smilax, M.	10 12	Capsici Fructus, af	15 18
Salvia officinalis, 1/4s	12 20	Scilla, po. 35	10 12	Capsici Fructus, B. po	15 18
and 1/4s	8 10	Symplocarpus, Feti-	25 30	Caryophyllus, po. 15	12 14
Ura Ursi	8 10	us, po.	25 30	Carmin, No. 40	3 00
Gummi		Valeriana, Eng. po. 30	15 20	Cera Alba	50 55
Acacia, 1st picked	45 50	Valeriana, German	15 20	Cera Flava	40 42
Acacia, 2d picked	45 50	Zingiber a	12 16	Coccus	40 42
Acacia, 3d picked	45 50	Zingiber j.	25 27	Cassia Fructus	30 33
Acacia, sifted sorts	45 50	Semen		Centaria	10 12
Acacia, po. 18@20	60 80	Anisum, po. 15	12 15	Cetaceum	45 50
Aloe, Barb. po. 15	12 14	Apium (graveleons)	13 15	Chloroform	60 63
Aloe, Cape, po. 15	12 14	Cardamom	10 12	Chloroform, squibbs	1 15
Aloe, Socotri, po. 15	12 14	Cardamom	1 25 1 75	Chloral Hyd Crst.	1 55 1 90
Ammoniac	55 60	Coriandrum	8 10	Chondrus	20 25
Assafoetida, po. 30	25 28	Cannabis Sativa	4 4 4	Cinchonidine, P. & W	25 30
Benzoinum	50 55	Cydonium	75 1 00	Cinchonidine, Germ	22 30
Catechu, 1s	13	Chenopodium	10 12	Cocaine	3 30 3 50
Catechu, 1/4s	14	Dipterix Odorata	1 80 1 90	Corks, list, dis. pr. ct.	70
Catechu, 1/2s	16	Poniculum	10 12	Cresotum	35
Camphora	38 42	Poenugreek, po.	7 9	Creta	2 2
Euphorbium, po. 35	10	Lini	3 1/2 4 1/2	Creta, prep.	5
Galbanum	1 00	Lini, gr'd, bbl. 3 1/2	4 1/2 4 1/2	Creta, precip.	11
Gamboge po.	65 70	Lobelia	35 40	Creta, Rubra	8
Guaiacum	2 25	Pharlaris Canarian.	4 1/2 4 1/2	Crocus	18 20
Kino	2 30	Rapa	4 1/2 5	Cudbear	24
Mastic	60	Sinapis Albu	9 10	Cupri Sulph.	50 6
Myrrh	40 45	Sinapis Nigra	11 12	Dextrine	10 12
Opil, po. 5. 20@25. 40	3 90 4 00	Spiritus		Ether Sulph.	75 80
Shellac	25 35	Fruentil, W. D. Co.	2 00 2 50	Emery, all numbers	8
Shellac, bleached	40 45	Fruentil, D. F. R.	2 00 2 25	Emery, po.	8
Tragacanth	50 60	Fruentil	1 25 1 50	Ergot, po. 40	30 35
Herba		Juniperis Co. O. T.	1 65 2 00	Flake White	12 15
Absinthium, oz. pkg	25	Juniperis Co.	1 75 3 50	Galla	23
Eupatorium, oz. pkg	20	Saacharum N. E.	1 00 2 10	Gambier	8 9
Lobelia, oz. pkg	25	Spt. Vini Galli	1 75 6 50	Gelatin, Cooper	60
Majorum, oz. pkg	28	Vini Oporto	1 25 2 00	Gelatin, French	60
Mentha Pip. oz. pkg	23	Vini Alba	1 25 2 00	Glassware, flint, box	70
Mentha Vir. oz. pkg	25	Sponges		Less than box	60
Rue, oz. pkg	39	Florida sheeps' wool	2 50 2 75	Glue, brown	9 12
Tanacetum Voz. pkg	22	Nassau sheeps' wool	2 00	Glue, white	13 25
Thymus, V. oz. pkg	25	Velvet extra sheeps' wool, carriage	2 00	Glycerina	15 20
Iagnesia.		Extra yellow sheeps' wool, carriage	1 25	Grana Paradisi	15
Calcined, Pat.	55 60	Grass sheeps' wool, carriage	1 00	Humulus	25 55
Carbonate, K. & M.	30 35	Hard, for slate use	1 00	Hydraag Chlor Mite	75
Carbonate, Jennings	35 38	Yellow Reef, for slate use	1 40	Hydraag Chlor Cor.	75
Oleum		Syrups		Hydraag Ox Rub'm	95
Absinthium	3 50 3 75	Acacia	50	Hydraag Ammoniat	1 10
Amygdale, Dulc.	30 50	Aurant Cortes	50	Hydraag Unguentum	55
Amygdale, Amare	8 00 8 25	Zingiber	50	Hydraag	70
Anisi	2 1 2 20	Ipecac	60	Ichthyobolia, Am.	65 75
Aurant Cortex	2 25 2 40	Ferri Iod	50	Indigo	75 1 00
Bergamit	3 00 3 20	Rhei Arom	50	Iodine, Resubi	3 60 3 70
Cajiputi	8 85	Smilax Officinalis	50 60	Iodoform	4 20
Caryophylli	8 85	Senega	50	Lupulin	2 25
Cedar	35 65	Sella	50	Lycopodium	40 45
Chenopadi	2 75	Paints		Macis	65 75
Cinnamoni	1 60 1 70	Red Venetian	1 1/2 2 00	Liquor Arse. et Hy-	25
Citronelli	45 50	Ochre, yellow Mars	1 1/2 2 00	drang Iod	25
Paints		Ochre, yellow Ber.	1 1/2 2 00	Liquor Potass Arsinat	100 12
Linseed, pure raw	35 38	Putty, commercial	2 1/2 2 50	Magnesia, Sulph.	20 3
Linseed, boiled	36 39	Putty, strictly pure	2 1/2 2 50	Magnesia, Sulph, bbl	1 1/2
Neatsfoot, winterstr	65 70	Vermilion, Prime	13 15	Mannia, S. F.	50 60
Spirits Turpentine	34 40	American	13 15	Menthol	2 75
Varnishes		Vermilion, English	70 75	Oils	
No. 1 Turp Coach	1 10 1 20	Green, Paris	18 1/2 22	Whale, winter	BBL GAL
Extra Turp	1 60 1 70	Green, Peninsular	13 16	Lard, extra	70 70
Coach Body	2 75 3 00	Lead, Red	5 1/2 6 1/2	Lard, No. 1	50 60
No. 1 Turp Furn	1 00 1 10	Lead, white	5 1/2 6 1/2		40 45
Extra Turk Damar	1 55 1 60	Whiting, white Span	7 10	Oils	
Jap. Dryer, No. 1 Turp	70 75	Whiting, gliders	7 10		
		White, Paris Amer.	7 10		
		Whiting, Paris Eng.	7 10		
		Universal Prepared	1 00 1 15		

POCKET BOOKS
AND
PURSESWe shall sample in a few days a large
and well assorted line of

Ladies' Pocket Books

Ladies' Purses

Gentlemen's Pocket Books

Gentlemen's Purses

And invite your inspection and order.

Hazeltine & Perkins
Drug Co.

GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

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

BAKING POWDER.		
Absolute.		
1 lb cans doz.....	45	
1 lb cans doz.....	85	
1 lb can doz.....	1 50	
Acme.		
1 lb cans 3 doz.....	45	
1 lb cans 3 doz.....	75	
1 lb cans 1 doz.....	1 00	
Arctic.		
6 oz. Eng. Tumblers.....	85	
El Parity.		
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.....	4 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	

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

CANDLES.		
88.....	7	
168.....	8	
Paraffine.....	8	
Wicking.....	20	

CANNED GOODS.		
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 1/2	
Gem.....	@ 10 1/2	
Ideal.....	@ 9 1/2	
Jersey.....	@ 10	
Lenawee.....	@ 8	
Riverside.....	@ 10	
Sparta.....	@ 11	
Springdale.....	@ 11	
Edam.....	@ 70	
Leiden.....	@ 17	
Limburger.....	@ 12	
Pineapple.....	@ 85	
Sap Sago.....	@ 17	

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	
1,000 books.....	17 50	

CLOTHES LINES.		
Cotton, 40 ft, per doz.....	1 00	
Cotton, 50 ft, per doz.....	1 20	
Cotton, 60 ft, per doz.....	1 40	
Cotton, 70 ft, per doz.....	1 60	
Cotton, 80 ft, per doz.....	1 80	
Jute, 60 ft, per doz.....	80	
Jute, 72 ft, per doz.....	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 Guatamala.		
Fair.....	15	
Good.....	16	
Fancy.....	17	

Maracalbo.		
Prime.....	19	
Milled.....	20	

Java.		
Interior.....	19	
Private Growth.....	20	
Mandehling.....	21	

Mocha.		
Imitation.....	20	
Arabian.....	22	

Roasted.		
Clark-Jewell-Wells Co.'s Brands		
Fifth Avenue.....	29	
Jewell's Arabian Mocha.....	29	
Wells' Mocha and Java.....	24	
Wells' Perfection Java.....	24	
Sancaibo.....	21	
Breakfast Blend.....	18	
Valley City Maracalbo.....	18 1/2	
Ideal Blend.....	14	
Leader Blend.....	12	

Package.		
Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 1/2 c. 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.		
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.....	85	
Hummel's tin 1/4 gross.....	1 45	

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

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

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	
1,000 books.....	17 50	

ONE CENT COUPON		
Universal Grade.		
50 books, any denom.....	1 50	
100 books, any denom.....	2 50	
500 books, any denom.....	11 50	
1,000 books, any denom.....	20 00	

Credit Checks.		
500, any one denom'n.....	3 00	
1000, any one denom'n.....	5 00	
2000, any one denom'n.....	8 00	
Steel punch.....	75	

DRIED FRUITS—DOMESTIC.		
Apples.		
Sundried.....	2 5	
Evaporated 50 lb boxes.....	2 8	

California Fruits.		
Apricots.....	2 8 1/2	
Blackberries.....	2 7 1/2	
Nectarines.....	6 1/2 2 7 1/2	
Peaches.....	8 2 7 1/2	
Pears.....	8 2 7 1/2	
Pitted Cherries.....		
Prunelles.....		
Raspberries.....		

California Prunes.		
100-120 25 lb boxes.....	2 5	
90-100 25 lb boxes.....	2 5	
80-90 25 lb boxes.....	2 5	
70-80 25 lb boxes.....	2 5 1/2	
60-70 25 lb boxes.....	2 5 1/2	
50-60 25 lb boxes.....	2 6 1/2	
40-50 25 lb boxes.....	2 9	
30-40 25 lb boxes.....	2	
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.....	4 1/2	
Loose Muscatels 3 Crown.....	4 1/2	
Loose Muscatels 4 Crown.....	5 1/2	

FOREIGN.		
Currents.		
Patras bbls.....	2 7 1/2	
Vostizas 50 lb cases.....	2 7 1/2	
Cleaned, bulk.....	2 3 1/2	
Cleaned, packages.....	2 8 1/2	

Peel.		
Citron American 10 lb bx.....	2 13	
Lemon American 10 lb bx.....	2 12	
Orange American 10 lb bx.....	2 12	

Raisins.		
Onduza 25 lb boxes.....	8 2 8 1/2	
Sultana 1 Crown.....	2 8 1/2	
Sultana 2 Crown.....	2 8 1/2	
Sultana 3 Crown.....	2 7 1/2	
Sultana 4 Crown.....	2 7 1/2	
Sultana 5 Crown.....	2 12	
Sultana 6 Crown.....	2 12	
Sultana package.....	2 14	

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

Grits.		
Walsh-DeRoo Co.'s Brand.		
24 1 lb. packages.....	1 80	
100 lb. kegs.....	2 70	
200 lb. barrels.....	5 10	

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

Beans.		
Dried Lima.....	3 1/2	
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	

Rolled Oats.		
Rolled Avena, bbl.....	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.		
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SPICES.
Whole Sifted.

Allspice	13
Cassia, China in balls	12
Cassia, Batavia in bulk	25
Cassia, Saigon in bulk	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, Cochila	18
Ginger, Jamaica	23
Mace, Batavia	75
Mustard	12 1/2
Nutmegs	40 1/2
Pepper, Sing. black	12
Pepper, Sing. white	20
Pepper, Cayenne	20
Sage	15

SYRUPS.

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 1/4
Kingsford's Silver Gloss.	
40 1-lb packages	6 1/4
6-lb boxes	7
Diamond.	
64 10c packages	5 00
128 5c packages	5 00
32 10c and 64 5c packages	5 00
Common Corn.	
0 11b. packages	5
0 11b. packages	4 1/4
Common Gloss.	
1-lb packages	4 1/4
3-lb packages	4 1/4
6-lb packages	4 1/4
40 and 50 lb boxes	3 1/4
Barrels	3

STOVE POLISH.

	
Enameline	
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 89
Powdered	5 75
XXXX Powdered	5 69
Granulated in bbls.	5 44
Granulated in bags	5 44
Fine Granulated	5 44
Extra Fine Granulated	5 56
Extra Coarse Granulated	5 56
Mould A	5 69
Diamond Confection	5 44
Confec. Standard A	5 31
No. 1	5 13
No. 2	5 13
No. 3	5 13
No. 4	5 13
No. 5	5 06
No. 6	5 00
No. 7	4 94
No. 8	4 75
No. 9	4 69
No. 10	4 69
No. 11	4 63
No. 12	4 56
No. 13	4 50
No. 14	4 44
No. 15	4 38
No. 16	4 31

TOBACCO.**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.....\$57.70 00

Gen. Macao, 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

Gens. Grant and Lee.....35 00

Little Peggy.....35 00

Signal Five.....35 00

Knights of Pythias.....35 00

Key West Perfection, 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, Genesee	11
Pure Cider, Robinson	11

WICKING.

No. 0, per gross	20
No. 1, per gross	25
No. 2, per gross	35
No. 3, per gross	55

Crackers.The National Biscuit Co.
quotes as follows:**Butter.**

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

Soda.

Soda XXX	6 1/4
Soda XXX, 3 lb. carton	6 1/4
Soda, City	8
Long Island Wafers	11
L. I. Wafers, 1 lb carton	12
Zephyrette	10

Oyster.

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

SWEET GOODS—Boxes.

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

Oils.**Barrels.**

Eocene	@11 1/4
XXX W. W. Mich. Hdt	@12 1/4
W W Michigan	@13 1/4
Diamond White	@13 1/4
D. S. Gas	@9
Deo. Naptha	@7
Cylinder	@25
Engine	@11
Black winter	@8

Candies.**Stick Candy.**

Standard	bbls. pails
Standard H. H.	6 1/4 @ 7
Standard Twist	6 1/4 @ 7
Cut Loaf	6 @ 8
	@ 8 1/2
Jumbo, 32 lb	@ 6 1/4
Extra H. H.	@ 6 1/4
Boston Cream	@ 8 1/2

Mixed Candy.

Grocers	@ 6
Competition	@ 6 1/4
Standard	@ 7
Conserve	@ 7 1/4
Royal	@ 7 1/2
Ribbon	@ 8 1/2
Broken	@ 8 1/2
Cut Loaf	@ 8 1/2
English Rock	@ 8
Kindergarten	@ 8 1/4
French Cream	@ 8 1/4
Dandy Pan	@ 10
Valley Cream	@ 12

Fancy—in Bulk.

Lozenges, plain	@ 8 1/4
Lozenges, printed	@ 9
Choc. Drops	@ 11 1/4
Choc. Monumentals	@ 11 1/4
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
Mottos	@55
Cream Bar	@50
Molasses Bar	@50
Hand Made Creams	80 @1 00
Plain Creams	60 @90
Decorated Creams	@90
String Rock	@60
Burnt Almonds	1 25 @60
Wintergreen Berries	@60

Caramels.

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

Fruits.**Oranges.**

Medt Sweet	@
Late Valencia	3 25 @3 50

Lemons.

Strictly choice 300s.	@5 00
Strictly choice 300s.	@5 00
Fancy 300s or 300s.	@5 00
Ex. Fancy 300s.	@5 00
Ex. Fancy 300s.	@6 00

Bananas.

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

Foreign Dried Fruits.**Figs.**

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.	
Fards in 10 lb boxes	@ 8
Fards in 60 lb cases	@ 6
Persians, G. M's	@ 6
1b cases, new	@ 8
Sairs, 60 lb cases	@ 4 1/2

Nuts.

Almonds, Tarragona	@13
Almonds, Ivaca	@
Almonds, California, soft shelled	@13
Brazils new	@ 7
Filberts	@11
Walnuts, Greenbolls	@13
Walnuts, Calif No. 1	@
Walnuts, soft shelled	@
Calif.	@
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	@3 50
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, Roasted	5 1/4

Grains and Feedstuffs**Wheat.**

Wheat.....60

Winter Wheat Flour.**Local Brands.**

Patents	4 25
Second Patent	3 75
Straight	3 55
Graham	3 10
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 45
Quaker, 1/4s	3 45
Quaker, 1/2s	3 45

Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.

Pillsbury's Best 1/8s	4 70
Pillsbury's Best 1/4s	4 60
Pillsbury's Best 1/2s	4 50
Pillsbury's Best 1/4s paper	4 50
Pillsbury's Best 1/2s paper	4 50
Ball-Barnhart-Putman's Brand.	

Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.

Pillsbury's Best 1/8s	4 70
Pillsbury's Best 1/4s	4 60
Pillsbury's Best 1/2s	4 50
Pillsbury's Best 1/4s paper	4 50
Pillsbury's Best 1/2s paper	4 50
Ball-Barnhart-Putman's Brand.	
Duluth Imperial, 1/8s	4 75
Duluth Imperial, 1/4s	4 65
Duluth Imperial, 1/2s	4 55
Lemon & Wheeler Co.'s Brand.	
Gold Medal 1/8s	4 70
Gold Medal 1/4s	4 60
Gold Medal 1/2s	4 50
Parisian, 1/8s	4 70
Parisian, 1/4s	4 60
Parisian, 1/2s	4 50
Olney & Judson's Brand.	
Ceresota, 1/8s	4 80
Ceresota, 1/4s	4 70
Ceresota, 1/2s	4 60
Worden Grocer Co.'s Brand.	
Laurel, 1/8s	4 8 1/2
Laurel, 1/4s	4 70
Laurel, 1/2s	4 60

Meal.

Bolted	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	12 00
Winter Wheat Middlings	14 00
Screenings	15 00
Corn.	
Car lots	34 1/2
Less than car lots	36 1/2
Oats.	
Car lots	24 1/2
Carlots, clipped	27
Less than car lots	28
Hay.	
No. 1 Timothy carlots	9 00
No. 1 Timothy, ton lots	10 00

Meal.

Bolted	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	12 00
Winter Wheat Middlings	14 00
Screenings	15 00

Meal.

Car lots	34 1/2
Less than car lots	36 1/2

Oats.

Car lots	24 1/2
Carlots, clipped	27
Less than car lots	28

Hay.

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

Fish and Oysters**Fresh Fish.**

Pike.....	@	7
Perch.....	@	4
Smoked White.....	@	8
Red Snapper.....	@	10
Col River Salmon..	@	12
Mackerel	@	18

Hardware

Evolution of the Axe.

He who has martyred himself in early youth at that most unattractive spot, the woodpile, knows well what an axe may or may not be. It must be admitted, however, that in early youth the superior or inferior qualities or characteristics of an axe are not fully appreciated; it is at the best but a token of martyrdom, an emblem of long-suffering and endurance in keeping the insatiable woodbox filled up. The axe may be said to participate almost as much as the hickory in the discipline of youth. It teaches and inculcates in a highly commendatory manner a conscientious diligence and an habituation to unpleasant tasks which no one is above learning and which may prove of invaluable service in after life. It instructs in a principle which all are ultimately compelled to learn—that is, to do what we do not like with as good grace as possible.

Therefore, it is safe to say that the usefulness of the axe applies to a theory of life as well as to its primary and generally accepted purpose. A career may be carved out by this most prosaic tool as assuredly and certainly as the pure figure is chiseled from marble. Civilization owes its vast extent and wide influence in no small degree to the axe. Who would ever have heard of Daniel Boone if he and his associates had not had axes to cleave their way through the trackless forests, to hew down trees for their homely dwellings and use them mayhap for weapons of offense or defense, as the case might be? In some form or other axes existed from the beginning of time. They made their appearance as almost the first of all tools. People could cook over open fires, out of doors or inside, but axes were indispensable in procuring fuel for them. They have figured prominently in both domestic life and in warfare. Primarily they were used for the latter purpose more than the former. In the Middle Ages they were made of hard stone and after that of bronze and iron and finally of steel, as we see them now in their highly-perfected state.

It has been learned from a reliable authority that axes were first manufactured in the United States in the beginning of the present century. The beginning was upon a small scale, which finally increased to the present annual output of 300,000 dozen. More than three-fourths of these are consumed in this country, the rest being exported to South America, Australia, Europe and other parts of the world. The superior qualities of American axes are gradually becoming known and there is every reason to believe that their exportation will increase continually. This is accounted for by their admirable points, which combine excellence in finish and unusual utility and durability.

Considerably less than half a century ago American manufacturers of axes used steel imported from England, which was considered preferable for the purpose. Gradually, it seems, the Americans showed that they were capable of making a steel which competed favorably with the English, in their markets as well as our own, and thus for some time past American steel has been used for the manufacture of axes. All the good or bad qualities which an axe may possess depend upon the steel put in it. When good steel is united to superior workmanship, which comprises

an intimate knowledge of the nature and treatment of the metal, a good axe will be evolved.

When ordering axes the standard grades should always be included in the list. People should be willing to pay more for superior makes, which finally are cheaper than inferior grades which fail to keep an edge and must soon be cast aside for another. A brand of axes which has been tested and enjoys an enviable reputation after years of constant use by intelligent workmen ought to receive the largest share of patronage. It is said that there is a growing demand for double bit axes, which may be obtained in the popular grades. Their usefulness is doubled and if properly used the double bit will last as long as two single bit axes.—Hardware Reporter.

Hardware Notions.

It would be well for hardware dealers to take a walk sometimes through dry goods stores and observe some of their methods in arranging and displaying goods. Much profit might be obtained from such visits, particularly when the management of their notion department is considered. There are odd lots and the last of certain lines of goods in hardware which could be very appropriately termed notions and disposed of in a more advantageous manner if effectively displayed on a counter located in a conspicuous position. It often happens that these articles are left hidden in boxes or compartments where no one sees them and their existence is almost forgotten. Such articles may be very useful, but people may not always remember what they need or want until they catch sight of the things in the store where they are arranged on a counter with price ticket attached. It would also be a good plan to dispose of certain classes of merchandise systematically in this manner without waiting until the stock is low. In the center of the principal aisle is a good place to locate a counter displaying small tools. People's attention will then be attracted toward it upon first entering and upon taking leave.

The Bowie Knife.

The bowie knife, which became so famous, was of peaceful origin, having been made in the blacksmith's shop of a plantation in Louisiana from an old scythe blade and presented by Rezen Bowie to his brother for use in hunting. It was nine and a quarter inches long by one and a half wide, with a single edge and a straight blade. James Bowie carried it when engaged in one of the bloodiest duels on record and it saved his life. Nearly three-quarters of a century have elapsed since that encounter was fought to a finish on the historic sandbar in the Mississippi River, near Natchez.

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.

**Muskegon
BUSINESS
COLLEGE.**

Young men and women admitted any week in the year. Every graduate secures employment. Living expenses low. Write for catalogue.

E. C. BISSON, Muskegon, Mich.

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

Cast Iron Tire Shrinker



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

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

FOSTER, STEVENS & CO., Grand Rapids.

CLARK-RUTKA-JEWELL Co.,

38 & 40 South Ionia St.

Opposite Union Depot.

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

STRICTLY WHOLESALE

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

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

Could Be Remedied by a National Law.

From the Grocery World.

There are many strong reasons for the passage of a National pure food law, but in our opinion one of the strongest is emphasized by a communication presented at the last meeting of the Grand Rapids Retail Grocers' Association by B. S. Harris. The writer thereof dwells on the rapidly-growing method of selling groceries directly to consumers, through children offered trumpery premiums, the scheme being carried on through magazine advertising. The present discussion is directly in line with a description of these advertising firms and their methods, published several months ago.

There are two phases to the nuisance which these children represent to the retail grocer: One is that by virtue of circumstances they divert considerable trade from the legitimate grocer. Every child thus engaged has sisters and cousins and aunts, not to speak of friends, who can all be counted on as victims, and the aggregate is considerable.

The other phase is the fact that most of these firms handle adulterated goods, and so long as they are shipped to points outside of their own State no local pure food law can reach them, especially since they are selling direct to consumers. This places the grocer at a grave disadvantage. Prevented by his State pure food law from selling adulterated goods, and thus meeting competition from that source, he sees outside concerns sending the most grievously adulterated articles to his very customers, for the most part at gilt edged prices.

With a National pure food law the hold of these advertising concerns would be gone. The law in one state would be the law in another. Mail-order concerns could not then sell adulterated goods, no matter where they were to be shipped.

Can Peddle Goods of His Own Manufacture.

Petoskey, Aug. 20—I wish to get some information in regard to peddlers and canvassers and their rights, and knowing you have had much to do along that line in the past in helping frame laws governing the same, I thought it best to write you, as I am one of those unfortunates who have been driven to doing that kind of work.

I am selling two articles of my own manufacture and I claim I have a right, under the laws of this State, and nearly all of the states, to sell from house to house without first taking the orders. Do you know if I am right in that point?

I don't wish to defy the officers and take chances on arrest unless I am sure. What I sell is hardly ever found in a store. It is a pie and basin lifter and a lamp cleaner.

The annulment of the law of 1897 by the Supreme Court places in force the law of 1865, as amended in 1887. Section 22 of the amendment is as follows: Nothing contained in this chapter shall be construed to prevent any manufacturer, farmer, mechanic or nurseryman from selling his work or production, by sample or otherwise, without license, nor shall any wholesale merchant be prevented by anything herein contained from selling to dealers, by sample, without license, but no merchant shall be allowed to peddle, or to employ others to peddle, goods not his own manufacture, without the license in this chapter provided.

There can be no doubt that the exception noted expressly covers the feature enquired about and that you have the right to peddle your goods from house to house in all places where the State law is not superseded by local ordinances governing peddling.

English Foreign Trade Killed by Trades Unionism.

From the London Times.

Trade unionism has dealt a death-blow to the foreign trade of Great Brit-

ain. British control of foreign markets has been diminishing for several years, but it was not until last winter that American and German manufacturers discovered the golden opportunities which British inertia and labor union dictation had placed at their command. It had long been a notorious fact that the British mechanic received a wage amounting to only 50 or 60 per cent of the pay of the American skilled workman in the same line of employment. It seemed hopeless, therefore, for the American manufacturer to compete successfully in the general market with British goods, in the production of which labor was the chief item of expense. But it was revealed last winter during the strike agitation that British manufacturers had been the slaves of their employees, or, rather, of the trades unions. Workmen were permitted by their unions to render only a very limited service in return for their limited wages. This limitation was so severe that the proportion of work done to wages paid was very much smaller than in American workshops. In other words, it was the fact in many cases that the actual product of one American mechanic was equal to that of four or five of his English brethren. The cost of production figured by results was therefore much greater in England than in the United States.

Missouri To Look to Michigan for Apples and Potatoes.

St. Louis, Mo., Aug. 29—No doubt your readers have been informed through the columns of your paper, that the crop of apples and potatoes is very short in our State this season. We will look to your State this year for both apples and potatoes, and on account of the good crops in the East no doubt your growers will find this the best market for their products.

St. Louis uses several thousand barrels of apples and fifteen to twenty cars of potatoes per day, besides supplying a great portion of the Southern and Southwestern States with produce from Aug. 1 to the latter part of April. Under the existing conditions it is only fair to say that the shippers in the Northern States should expect a prosperous trade on these commodities in our district.

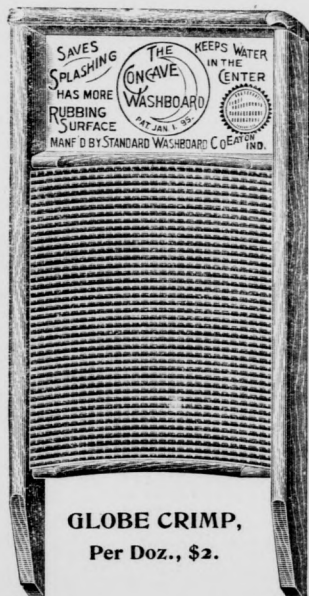
MILLER & TEASDALE CO.

Under Salary.

Hewitt—I sat at the table next to yours at the restaurant yesterday, and I don't see how you could laugh at the stale stories Cruet was telling.

Jewitt—He was paying for the dinner.

The "Concave" Washboard



SAVES THE WASH.
SAVES THE WASHER.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50& 5
Central Fire.....	25& 5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 50
Corrugated.....	1 25
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&10
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
NAILS	
Advance over base, on both Steel and Wire.....	1 55
Steel nails, base.....	1 00
Wire nails, base.....	Base
20 to 60 advance.....	05
10 to 16 advance.....	10
8 advance.....	20
6 advance.....	30
4 advance.....	40
3 advance.....	50
2 advance.....	60
Fine 3 advance.....	70
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 1/2 advance.....	85
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	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 35 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 10&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c 1/2.....	40&19

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
ROPES	
Sisal, 1/2 inch and larger.....	10 1/4
Manilla.....	11 1/4
SQUARES	
Steel and Iron.....	70&10
Try and Bevels.....	60
Mitre.....	50
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	\$2 70 \$2 40
Nos. 18 to 21.....	2 70 2 40
Nos. 22 to 24.....	2 80 2 45
Nos. 25 to 26.....	3 00 2 55
Nos. 27.....	3 10 2 65
No. 27.....	3 20 2 75
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SAND PAPER	
List acct. 19, '86.....	dis 50
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's 70&10	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/4
Coppered Spring Steel.....	60
Barbed Fence, galvanized.....	2 00
Barbed Fence, painted.....	1 70
HORSE NAILS	
An Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Cistern.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	6 1/4
Per pound.....	6 1/4
SOLDER	
1/2 @ 1/2.....	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 IC, Charcoal.....	4 50
10x14 IX, Charcoal.....	5 50
14x20 IX, Charcoal.....	5 50
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	4 50
14x20 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.

OLD AND NEW.

Primitive and Modern Methods of Producing Cider.

The cider mills are starting up for the fall campaign, and to whom, raised on the farm or in the country town, does this not bring back fond recollections of youthful days? The old cider mill has been embalmed in song, sung by poets and dealt with by great writers, and it holds a place all its own in the memory of those who were once young and who then tasted the delights which the old cider mill afforded.

The old cider mill was not a scrumptious affair. It was set up in a barn or wood shed and sometimes a simple rough cover was built in the orchard to protect it from the storm and shine. The old cider mill, such as our pioneer fathers used, was often a homemade affair. The grinding apparatus was primitive but effective. A round hardwood stick was carefully smoothed off and nails were driven into it just far enough to leave a good sized head projecting. Then the stick was set into a sort of hopper and it was so arranged with belting and shafts that motor power generated by a horse in a treadmill would be applied as it ought. The apples would be shoveled in by hand, the horse would be kept on a trot in the treadmill and in the course of time the box under the grinding machine would be filled with pomace.

Thus far the only delight in cider-making was in anticipation, but the next stage brought better results. Near the grinding machine was a platform of plank, usually raised a foot or more from the ground. Around the edge of the platform was a shallow gutter cut into the wood, and the platform tipped a little toward one corner. With the small boy the lower corner had the strongest attractions.

Upon this platform were laid four sticks in log cabin shape, with notches cut near the ends of the sticks to hold them together. Then a layer of clean straw was strewn on the bottom, with the ends of the long straws projecting over the edges. The pomace was shoveled into this "nest" until it was full, and then the projecting straws were bent inward, another row of log cabin sticks were adjusted, more straw was thrown in, and a second layer of pomace was in order. Thus the press was built up with alternate layers of straw and pomace until it could be built no higher, and then the top pieces were adjusted and the screws applied. The screws were like modern jackscrews working upside down at each corner, and slowly the pressure was put on by force of muscle, first at one corner and then at another, a half hitch at a time, and at each turn of the screws the cider gushed forth, through the straw, down the sides, into the gutter and with a gurgle into the tub placed to catch it. As the cider was pressed out slower the more laborious became the work at the screws, and at last the last drop was extracted. Then the carefully built up "log cabin" was taken down, the dry pomace and straw were thrown out and the process was repeated.

The mechanical operations of cider-making were, of course, always interesting to the small boy, but the most interesting, inspiring, exhilarating part of the whole cidermaking process was to sit near enough to the tub to reach the rich amber contents with a long straw, and with eyes half closed and scarce breathing, draw upon that straw.

The way the cider came up through that straw may have afforded a philosopher a lesson in hydrostatics, but that was a science that did not concern the small boy. What he wanted was not science but cider, and it was cider that he got. Sometimes for variety the straw would be poked down the open bung of a filled barrel, but the tub was liked best, because you could see the cider and knew it was fresh. In every well-regulated cider mill a tin cup hung near the tub, but that was for grown folks to use. The boy preferred the straw and one reason for his preference was because then nobody knew exactly how much of the apple juice he absorbed.

The modern cider mill is not built on the same specifications as the old mill of blessed memory, although its results and accomplishments are the same. The modern mill shows the progress of invention and improvement and how genius has come to the aid of labor. In the modern mill, the grinding apparatus is designed on something the same plan as a coffee mill, only larger. It is set into the floor of the second story and the apples to be ground are dropped into it from little buckets attached to an endless belt which runs through the apple bin below. As the machine grinds, the pomace drops upon the press beneath, and when a modern mill is running in full blast a press can be filled and the squeeze started in a very short time. The modern mill has its platform and gutter, but instead of straw large cloths are used and the layers are separated by wooden racks. The pressure to force out the apple juice is not muscular but mechanical, some mills being operated by steam and others by water power. As soon as the press is filled and ready for the application of the power, the power is put on, and it is put on hard. The juice does not gush out—it spurts—and it pours in a little torrent, not into a tub but into a cistern built in the basement. From the cistern the cider is pumped out by means of an ordinary well pump into the barrel.

The modern cider mill is a great improvement over the old-fashioned homemade horse and man-power mill, but it lacks the romance which makes the old mill so dear to memory. The long clean straw seems to be missing, the tub into which the straw was inserted is not there and the work is done with a businesslike rush and hurry that makes the average small boy feel not quite at home. The new mill will extract more cider from a given quantity of apples, and the cider, perhaps, is of better quality, but the old mill had attractions which the new mill never can have.

The apple crop this year, while not full, is sufficiently large to warrant the making of a good deal of cider, and although the real cider apples are not yet available, a great deal of cider is already being made for immediate consumption or for vinegar purposes. The cider for winter consumption will not be made for two or three months yet, not until the autumn winds have begun blowing sharp and strong and evenings by the fireside are preferred. Then the barrel will be rolled into the cellar and, as the winter advances, the cider, once as sweet as any dream, will gradually grow stronger and stronger until in a few months it will raise a riot in almost any well-ordered neighborhood and be more prolific of headache than any other beverage ever invented.

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

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—A BAZAAR STOCK WHICH WILL inventory between \$1,500 and \$2,000 in one of the best towns in Michigan with population of from 3,000 to 4,000. Address No. 696, care Michigan Tradesman. 696

MEAT MARKET FOR SALE—ON ACCOUNT of poor health. Doing a good business; have big resort trade. Investigate, as you can buy cheap. Joh. G. Furman, Coloma, Mich. 697

WANTED—CASH PAID FOR STOCKS OF shoes, clothing or dry goods. Correspondence confidential. Address R. B., Box 351, Montague, Mich. 699

FOR SALE—NECKWEAR MANUFACTURING establishment, five years old; stock and fixtures, \$2,000; terms reasonable. Address or call room 17, 74 Monroe St., Grand Rapids. 688

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

FOR SALE—\$1,200 GENERAL STOCK MER- chandise; good business in good farming country town; terms favorable. Address No. 692, care Michigan Tradesman, or enquire 9, Broadway, Grand Rapids. 692

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, Brink Blo. k. Jackson, Mich. 687

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

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

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

FOR SALE—DRUG, BOOK AND STATION- ery stock invoicing \$4501, and fixtures invoicing \$300, which includes show cases, shelving and bottles. Daily cash sales in 1891, \$2; 1892, \$30; 1893, \$31; 1894, \$34.65; 1895, \$35; 1896, \$21.20, and 1897, \$24.13. Located in manufacturing town. No cut prices. Rent reasonable, \$29 per month. Living rooms in connection. Address No. 668, care Michigan Tradesman. 668

FOR SALE—FURNITURE AND UNDERTAK- ing 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, \$2; per cent. profits, 50 per cent. Monthly expenses, \$60. These are facts. Investigate. Address No. 659, care Michigan Tradesman. 659

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

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

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

NOW OPEN

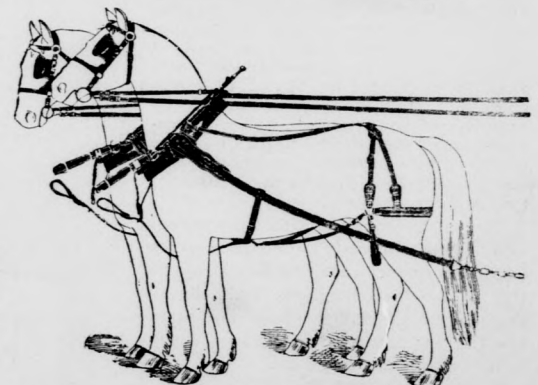
Carnival
Horse
Furnishings

In the Wholesale
Showrooms of

BROWN & SEHLER, W. Bridge St., Grand Rapids.

Prices right.

We manufacture only "HAND MADE" Harness.



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

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

BROOMS

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

EXPERIENCED GROCERY CLERK WILL be open for engagement about Sept. 15. Good references. Willing to take other work. Address Grocer, care Michigan Tradesman. 700

POSITION WANTED BY YOUNG MARRIED man with hardware and implement house. Ten years' experience, three as manager. Good references. Address Hardware, care Michigan Tradesman. 695

PHARMACIST WISHES A SITUATION IN drug or general store. Address No. 698, care Michigan Tradesman. 698

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

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

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

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

You should always buy

PERRIGO'S
FLAVORING
EXTRACTS

because they are
the best.

Manufactured by

L. Perrigo Company
Allegan, Mich.

Travelers' Time Tables.

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

Chicago.	
Lv. G. Rapids.....	7:30am 3:40pm * 2:15am
Ar. Chicago.....	2:10pm 9:05pm 7:30am
Lv. Chicago.....	7:20am 4:15pm * 8:45pm
Ar. G'd Rapids.....	1:25pm 10:30pm * 2:15am
Traverse City, Charlevoix and Petoskey.	
Lv. G'd Rapids.....	2:15am 8:05am 2:10pm
Parlor and Sleeping Cars on afternoon and night trains to and from Chicago.	
*Every day. Others week days only.	

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

Detroit.	
Lv. Grand Rapids.....	7:00am 1:35pm 5:35pm
Ar. Detroit.....	11:40am 5:45pm 10:05pm
Lv. Detroit.....	8:00am 1:10pm 6:10pm
Ar. Grand Rapids.....	12:55pm 5:20pm 10:55pm
Saginaw, Alma and Greenville.	
Lv. G R 7:00am 4:20pm Ar. G R 12:20pm 9:30pm	
Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only.	
Geo. DeHaven, General Pass. Agent.	

GRAND Trunk Railway System Detroit and Milwaukee Div

(In effect May 15, 1898)	
Leave.	Arrive.
EAST.	
+ 6:45am Sag., Detroit, Buffalo & N. Y.	+ 9:55pm
+ 10:10am " " " " " "	+ 5:27pm
+ 3:20pm " " " " " "	+ 12:45pm
+ 8:00pm " " " " " "	+ 6:35am
+ 10:45am " " " " " "	+ 3:15pm
WEST	
* 8:35am " " " " " "	* 7:05pm
+ 12:53pm Gd. Haven and Intermediate.	+ 3:12pm
+ 5:32pm Gd. Haven and Intermediate.	+ 10:06am
* 7:40pm " " " " " "	* 8:15am
+ 10:00pm " " " " " "	+ 6:40am
Eastward—No. 16 has Wagner parlor car. No. 22 parlor car. Westward—No. 11 parlor car. No. 17 Wagner parlor car.	
*Daily. +Except Sunday.	
E. H. HUGHES, A. G. P. & T. A.	
BEN. FLETCHER, Trav. Pass. Agt.,	
C. A. JUSTIN, City Pass. Agent.	
97 Monroe St. Morton House.	

GRAND Rapids & Indiana Railway

Northern Div. Leave Arrive	
Trav. C'y, Petoskey & Mack... *	7:45am + 5:15pm
Trav. C'y, Petoskey & Mack... +	2:15pm + 6:35am
Trav. C'y, Petoskey & Mack... +	10:50pm
Cadillac.....	+ 5:25pm + 11:15am
Train leaving at 7:45 a. m. has parlor car, and train leaving at 2:15 p. m. has sleeping car to Mackinaw.	
Southern Div. Leave Arrive	
Cincinnati.....	+ 7:10am + 8:25pm
Fl. Wayne.....	+ 2:10pm + 2:00pm
Cincinnati.....	+ 7:00pm + 7:25am
7:10 a. m. train has parlor car to Cincinnati.	
2:10 p. m. train has parlor car to Fort Wayne.	
7:00 p. m. train has sleeping car to Cincinnati.	
Chicago Trains.	
TO CHICAGO.	
Lv. Grand Rapids.....	+ 7:10am + 12:10pm + 11:35pm
Ar. Chicago.....	2:00pm 9:10pm 6:30am
FROM CHICAGO.	
Lv. Chicago.....	+ 3:02pm + 11:45pm
Ar. Grand Rapids.....	9:30pm 7:25am
Train leaving Grand Rapids 7:10 a. m. has buffet parlor car to Chicago. Train leaving Grand Rapids 11:35 p. m. has coach and Pullman sleeping car to Chicago.	
Train leaving Chicago 3:02 p. m. has buffet parlor car to Grand Rapids. Train leaving Chicago 11:45 p. m. has coach and Pullman sleeping car to Grand Rapids.	
Muskegon Trains.	
GOING WEST.	
Lv. G'd Rapids.....	+ 7:35am + 1:00pm + 5:40pm
Ar. Muskegon.....	9:00am 2:10pm 7:05pm
GOING EAST.	
Lv. Muskegon.....	+ 8:10am + 11:45am + 4:00pm
Ar. G'd Rapids.....	9:30am 12:55pm 5:20pm
Sunday trains leave Grand Rapids 9:00 a. m. and 7:00 p. m. Leave Muskegon 8:35 a. m. and 6:35 p. m.	
+Except Sunday. *Daily. +Saturday only.	
C. L. LOCKWOOD,	
Gen'l Passr. and Ticket Agent.	
W. C. BLAKE,	
Ticket Agent Union Station.	

DULUTH, South Shore and Atlantic Railway.

WEST BOUND.	
Lv. Grand Rapids (G. R. & L.)	+ 11:10pm + 7:45am
Lv. Mackinaw City.....	7:35am 4:20pm
Ar. St. Ignace.....	9:00am 5:20pm
Ar. Sault Ste. Marie.....	12:20pm 9:50pm
Ar. Marquette.....	2:50pm 10:40pm
Ar. Nestoria.....	5:20pm 12:45am
Ar. Duluth.....	8:30am
EAST BOUND.	
Lv. Duluth.....	+ 6:30pm
Ar. Nestoria.....	+ 11:15am 2:45am
Ar. Marquette.....	1:30pm 4:30am
Lv. Sault Ste. Marie.....	3:30pm
Ar. Mackinaw City.....	8:40pm 11:00am
G. W. HIBBARD, Gen. Pass. Agt. Marquette.	
E. C. Oviatt, Trav. Pass. Agt., Grand Rapids	

MANISTEE & Northeastern Ry. Best route to Manistee.

Via C. & W. M. Railway.	
Lv. Grand Rapids.....	7:00am
Ar. Manistee.....	12:05pm
Lv. Manistee.....	8:30am 4:10pm
Ar. Grand Rapids.....	1:00pm 9:55pm

TRAVEL VIA F. & P. M. R. R. AND STEAMSHIP LINES TO ALL POINTS IN MICHIGAN H. F. MOELLER, A. G. P. A.

Fall Weddings.

Are now on tap. We make a specialty of wedding invitations, both printed and engraved on copper, and cheerfully submit samples and quote prices on application.

TRADESMAN COMPANY GRAND RAPIDS.

HOLLAND & CHICAGO LINE



Operating the elegant and fast steamers "Soo City" and "City of Holland" between Holland and Chicago, connecting at Holland with the C. & W. M. Railway for Grand Rapids and all points east and north. **SUMMER SCHEDULE.** In effect June 25th.

Lv. Holland, daily (except Sunday).....	8:00 p.m.
Lv. Holland, Sunday.....	3:00 p.m.
Lv. Holland, Saturday (special).....	6:30 a.m.
Lv. Chicago, daily (except Fri. and Sat.).....	7:00 p.m.
Lv. Chicago, Friday.....	4:00 p.m.
Lv. Chicago, Saturday.....	9:00 a.m. and 4:00 p.m.
FARE.	
Between Holland and Chicago.....	\$2.25 Single \$3.50 Round
Between Grand Rapids and Chicago.....	3.15 5.00
Berth included.	
SPECIAL RATES.	
Chicago to Holland and Resorts, Friday and Saturday, leaving Chicago at 4 p. m. one way, \$1.75; round trip, \$2.50. Saturday morning, leaving Chicago and Holland, \$1.00 each way. Above special rates for transportation only.	
Office, No. 1 State St., Chicago.	Charles B. Hopper, Gen'l F. & P. Agt.

Established 1780.

Walter Baker & Co. LTD.



Dorchester, Mass.
The Oldest and Largest Manufacturers of
PURE, HIGH GRADE COCOAS AND CHOCOLATES
on this Continent.
No Chemicals are used in their manufactures.
Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.
Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.
Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.
Buyers should ask for and be sure that they get the genuine goods. The above trade-mark is on every package.
Walter Baker & Co. Ltd.
Dorchester, Mass.

The President of the United States of America,

To

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

GREETING:

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

ENOCH MORGAN'S SONS COMPANY,

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

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

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

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

Witness,

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

[SEAL]

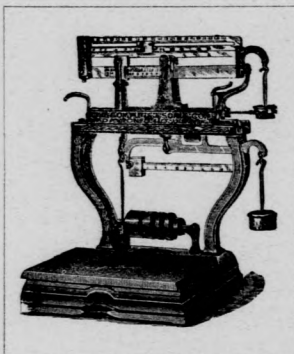
[SIGNED]

S. D. OLIPHANT,
Clerk

ROWLAND COX,
Complainant's Solicitor

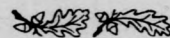
As Treacherous as a Spaniard

Those old scales of yours can't be trusted any more than we Americans can trust Don't take your eyes your mind on them. feeling to have? Who ness and feel that he robbed of his profits? System is the only



a sneaking "Greaser." off of them. Keep Now isn't that a nice wants to run a busi- is constantly being The Money Weight honest method of get-

ting every penny of profit from your merchandise.



The Computing Scale Co., Dayton, Ohio.

**BOUR'S
COFFEES
MAKE BUSINESS**

We Realize

That in competition more or less strong

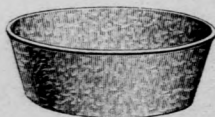
Our Coffees and Teas

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.

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.