

## BUY YOUR GAS BY THE POUND

"THE LIGHT IS ALMOST PURE SUNLIGHT."

—Prof. Eihmer, Society of Chemical Industry, New York.

We can light your Store, Residence, Factory, Church or Village with the most economical and finest Artificial Light in the world. Give us a chance to demonstrate this. We will light it better than the electric arc can do, and it will cost you less than Oil.



### MAKE IT A POINT

TO know more about Acetylene Gas and the celebrated "Kopf" Double Generator to-day.

WRITE US and we will send you our illustrated catalogue. Tell us the number of lights (25 candle power) you require and we will quote you price of plant. You are losing money if you are not using a "KOPF" GENERATOR. A surprise awaits you.

### TO-DAY

IS THE DAY TO WRITE US.

If you USE ACETYLENE GAS

You will reduce your lighting bills forty per cent. and control your own plant.

FROM THE ELECTRICAL WORLD

"The Acetylene Flame has a high intrinsic brilliancy and its general use will bring into contempt the Red Gas Flame and Incandescent Electric Light of low brilliancy."

IT HAS FIFTEEN TIMES THE ILLUMINATING POWER OF ORDINARY GAS.  
FOUR TIMES THE ILLUMINATING POWER OF ELECTRICITY.  
IT COSTS 40 PER CENT. LESS THAN ORDINARY GAS.  
50 PER CENT. LESS THAN ELECTRICITY.

Let us tell you about the stores and houses all around you that are using THE NEW LIGHT.

SIZES, 5 LIGHT TO 250 LIGHT. PRICE, FROM \$15 UP.

Note.—When in the city don't fail to visit our Display Rooms.

M. B. WHEELER ELECTRIC COMPANY,

MANUFACTURERS OF

The "Kopf" Acetylene Gas Generator.

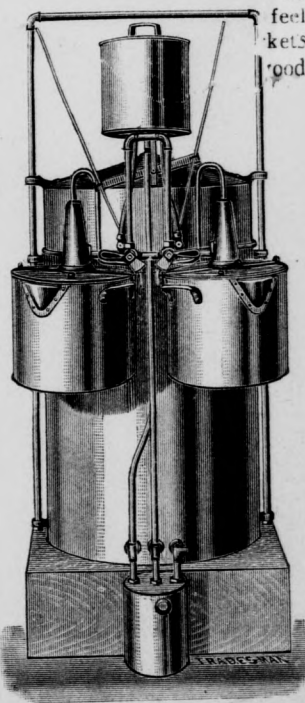
99 Ottawa Street,  
Grand Rapids, Mich.

AGENTS WANTED IN  
UNOCCUPIED TERRITORY

THE KOPF DOUBLE ACETYLENE GENERATOR

"THE KOPF"

Approved by the National Board of Fire Underwriters.



## The Grand Rapids Veterinary College

(INCORPORATED)

Session 1898-'99 begins in October.

Free Catalogue Gives Full Information.

Address **L. L. CONKEY, D. V. S., Dean**  
GRAND RAPIDS.

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.

J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel.

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

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

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

Electric Light Plants

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## Grand Rapids Electric Co.

9 SOUTH DIVISION STREET.

GRAND RAPIDS, MICH.

## Dead Easy

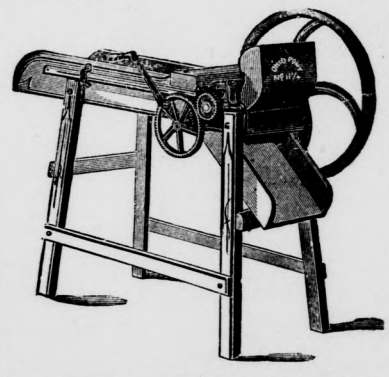
are our **FREIGHT ELEVATORS** of all capacities, and they are easy in price. Our 800-lb. **SCALE TRUCK** is indispensable as a regular warehouse truck. We also make **Engines, Boilers, Smokestacks, Iron and Brass Castings, Steel Culvert Pipe** and General Machine Work.

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.

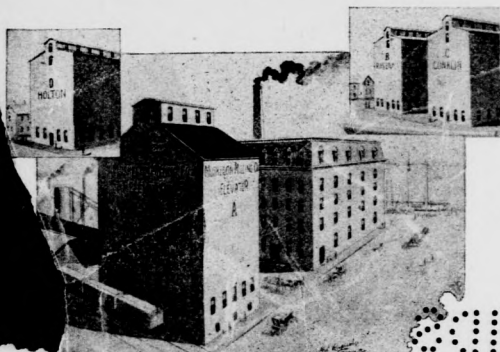
## THE "OHIO" PONY CUTTER

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



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

## MUSKEGON MILLING CO., MUSKEGON, MICH.



Manufacturers of

**FLOUR,  
FEED AND  
MILL  
STUFFS**

Receivers and  
Shippers of

**GRAIN**

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

Mills and Office:

Water Street, Foot of Pine.

**MIXED CARLOADS  
A SPECIALTY.**

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

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

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

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

## JESS

## TOBACCO

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

## JESS TOBACCO

FOR SALE ONLY BY

**MUSSELMAN GROCER CO.**  
GRAND RAPIDS, MICH.

## OUR

## LEADER

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.



# MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 7, 1898.

Number 781

**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 Thursday and Friday, Sept. 15 and 16. Expenses allowed. No harm done if you don't buy.

## 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.....                             | \$2,740,000.00 |
| Net Increase during 1897.....                       | 104,000.00     |
| Net Assets.....                                     | 324,735.49     |
| Losses Adjusted and Unpaid.....                     | None           |
| Other Liabilities.....                              | None           |
| Total Death Losses Paid to Date.....                | 40,001.00      |
| Total Guarantee Deposits Paid to Beneficiaries..... | \$12.00        |
| Death Losses Paid During 1897.....                  | 17,000.00      |
| Death Rate for 1897.....                            | 6.31           |
| Cost per 1,000 at age 30 during 1897.....           | \$8.25         |

**FRANK E. ROBSON, PRES.**  
**TRUMAN B. GOODSPEED, SEC'Y.**

## 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 Advice  
Collections and Commercial Litigation  
GRAND RAPIDS, MICH.  
**L. J. STEVENSON, Manager and Notary.**  
**R. J. CLELAND, Attorney.**

## THE FORGOTTEN PAST

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

**TRADESMAN COMPANY,**  
GRAND RAPIDS.

## THE DAILY PRESS.

### Changes Which Fifteen Years Has Wrought.

Time has wrought many changes in the newspapers of Grand Rapids, and not only in the newspapers but in the ranks of the newspaper workers and in the newspaper methods.

Fifteen years ago the city had five daily papers; to-day we have three. Then the composition was by hand and the presswork slow; now machines set the type and the presses are modern and rapid. Then one man constituted an editorial staff; now a dozen or more are employed in the "brainery," and the business staff is as large. Telegraph was mostly grapevined fifteen years ago or received in skeleton form and elaborated in the office; now it comes over the wire and special leased wires deliver it hot on the telegraph editor's desk. The weekly expenses of a daily paper fifteen years ago ranged from \$400 to \$600; now they run from \$800 to \$1,500 a week. These are a few of the changes that time has brought around.

Fifteen years ago the Eagle was this city's best paper. It was founded almost with the town and it was still under the management of the Hon. Aaron B. Turner, who started it and directed its editorial policy and personally wrote many of the editorials that appeared in its columns. Strictly a family paper, respectable, dignified and reliable, the Eagle was praiseworthy and Mr. Turner was happy. E. B. Fisher was city editor of the paper, E. A. Stowe was news editor and Alfred Baxter was editorial writer and proof reader. Half a dozen years ago Mr. Turner sold his interest in the paper. The new management gave it a tinge of yellow journalism, and a few months later it calmly gave up the ghost. The disappearance of the Eagle is, perhaps, the most notable change that time has brought, for with its disappearance passed from the field a paper which for half a century had been making its regular visits to the homes of the people.

In point of seniority the Democrat came next to the Eagle. It was a morning paper then as now and its political faith now is the same as it was then. Col. Isaac E. Messmore was at the head of the Democrat, and his name recalls a man above the medium height, with an iron gray moustache and a fog born voice, a man of big and frequent profanity and a fervid thirst. W. M. Hathaway was editorial writer and also juggled the telegraph, and W. S. Hull was the entire reportorial staff and city, sporting, society, religious and horse editor combined. He also did the municipal beat, looked after the police happenings, the county building and general skirmish. The reporter required to do all this in these modern days would not consider himself in possession of a sinecure, but what Hull did on the Democrat Hobbes did on the Times, Fisher did on the Eagle and Lewis G. Stuart did on the Leader. Newspapers are not run on the one-man plan any more, and what one man did fifteen years ago half a dozen or more now look

after on the division-of-labor plan. Messmore subsequently sold his newspaper property to Frank W. Ball, and later Ball sold to I. M. Weston and Weston delivered the property on an option to Detroit parties, who succeeded in staving off what it was on the verge of doing when Weston let go, and then it went into the hands of a receiver and the present management acquired it at the foreclosure sale.

The Times was still on earth fifteen years ago, and Nathan Church was its controlling spirit, with Joseph H. Hobbes as city editor, T. M. Carpenter as editorial writer and telegraph editor and A. B. Tozer in the business office. Brilliant, eccentric, unscrupulous, talented and handsome, Church was all there was to the Times, and when he passed from the scene the Times went down. Church is still living, or was at last accounts, in California, totally changed from the trim figure he presented when here.

The Evening Leader was next on the list. It was started in '79 to fill a long-felt want in the old Greenback party. It had a precarious existence for a time, but in 1883 was fairly on its feet with W. B. Weston as manager at both the business and editorial ends. D. R. Waters was the editorial writer and L. G. Stuart was the remainder of the staff, with an occasional transient reporter put on to help in an emergency. The Leader had a "boiler plate" telegraph service and supplemented it with grapevine dispatches from the Detroit and Chicago papers and from the State exchanges. It continued in the field until about eight years ago, when W. B. Weston sold it to George G. Booth, of Detroit, and became identified with the Democrat under the management of I. M. Weston. Many have been the times W. B. Weston has rued the change; but this story is not for the purpose of giving expression to vain regrets.

It was in 1883 that the Telegram was established as a morning paper of the Republican faith. Henry M. Rose, now private secretary to Senator Burrows, was one of its chief promoters, and Hugh McDowell was on the editorial staff. About the same time Lloyd Brezee started the Saturday Herald as a weekly society and dramatic paper, with the late Will Innes as his associate. The Telegram suffered from financial stringency and was on the point of going to the wall, when Brezee organized a stock company, with Fred Berger, J. P. Andrews and others as financial backers, and acquired it. The name was changed to the Telegram-Herald and it so continued until a year or so ago, when the Telegram was dropped and the paper became the Herald of to-day. When the consolidation was effected E. D. Conger was in the business office of the paper as a clerk, and when Brezee reached the end of his financial rope, which was not until his monied friends became weary of putting up, Conger assumed control and it has been his ability and hard work that have placed the paper on a basis of prosperity.

The Morning Press was started about nine years ago by Will J. Sproat. It had

a precarious existence, with the street car strike as its chief subsistence, and was then sold to George G. Booth, who consolidated it with the Leader and changed it to the evening field, as a penny paper. The paper has had a wonderful success and, when the Eagle dropped out, it had the evening field to itself, and has kept it to this day, with the hard times, perhaps, as an ally against rivalry.

Although we have not so many papers as we had then, the papers that are published are better as newspapers and, in a general way, are more ably conducted than fifteen years ago. Two, at least, are making money and, with the balance on the right side of the ledger, they are making betterments to keep pace with the great improvements that have marked all the larger papers of the country. They are publishing more telegraph news of the State, Nation and world than the papers in Grand Rapids ever published before and the local news field is more thoroughly covered. The newspapers have made a very distinct and positive progress, and the next fifteen years will see still greater changes for the better.

## Hides, Pelts, Tallow and Wool.

It is a sorry figure which hides cut in the market. Prices do not weaken, as tanners desired, nor do accumulations show up. Packers obtain old prices and are sold up. The country kill is in small stock and few in number. Veal skins are scarce, but prices on all grades are as high as the leather market warrants. Shoes are offered at old prices, which causes manufacturers to quarrel with tanners on leather.

Pelts are quarreled for at better prices than the market indicates, but there is not enough volume to cut any figure.

Tallow is slow, except for prime stock. Wool feels the depression of the goods sale at the New York auctions, which were disappointing to sellers, although as calculated by purchasers. Prices do not change, however, and holders feel firm, as they believe our wool markets should respond to the influence of good markets in other commodities and the scattering of so much money by war purchases, while free wool and goods are gradually being consumed. Purchases are being held in country warehouses at a cost fully equal to Eastern markets.

WM. T. HESS.

## If Only Jim Marched, Too.

I hear the drum roll, rub-a-dub, dub,  
And the piccolo's shrill refrain;  
The boys in blue with hearts so true  
Are marching home again.  
I hear the drum, but it beats for me  
Despair and grief's tattoo;  
I'd be so glad if our only lad  
Our Jim—poor Jim—marched, too!

I hear the tramp, the tramp, tramp, tramp,  
Of the army marching by;  
"Brave soldiers all, at their country's call  
They went to fight and die.  
Their task is done, with heads erect  
They pass there in review;  
Instead of tears I'd give them cheers  
If Jim—poor Jim—marched, too!

I hear the clank, the clank, clank, clank,  
Of the swords of captains gay;  
But my worn eyes rest on the blood-stained crest  
Of a hill far, far away.  
They left him there where the weeping winds  
Sing dirges faint and few—  
They're home—God's light! How grand the sight  
If Jim—poor Jim—marched, too!

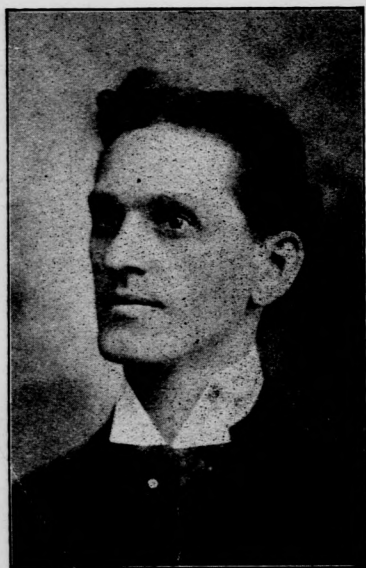
GEORGE HOBART.



### Changes Which Time Has Brought in the Millinery Trade.

Fifteen years ago there were not more than twenty millinery stores in Grand Rapids. The only firms doing business in the city at this time that were in trade then are Miss R. H. Brennen, Mrs. Nellie Buckley and Mrs. Theo. Schultze.

The changes that have followed in those fifteen years have been very many. The progress of the millinery trade has been as great proportionately as that of any line that might be cited. While the population of the city fifteen years ago was considerably less than now, yet the milliner at that time had good opportunity to make money. Millinery business was at that time an exclusive business. Of late years it has become a most important factor with dry goods



stores. To-day millinery is sold from every dry goods house on Monroe and Canal streets except two.

If the old adage that competition is the life of trade holds true, Grand Rapids should be very lively in a millinery way. There are now forty-five millinery stores in the city. Not all that number handle millinery exclusively, yet fully that number sell it. There have been few failures in the business in five years past, and the annual retail millinery sales may conservatively be estimated to reach \$250,000. The trade has fully kept the pace set in other lines.

Through the efforts of the Board of Trade and some individuals the Royston Straw Works, formerly of Adrian, Mich., were induced in 1893 to locate in this city. A stock company was formed and a new factory was built and put in operation for the manufacture of ladies', misses' and children's straw hats. In 1895 the plant passed into the hands of the Sherwood-Swortfiguer Co. This firm employs, when running at full capacity, over 300 people, a greater portion of which are girls. It sells its output to many of the leading millinery jobbers of the country and its business has been marked by steady improvement. The sales this year promise to be the largest in its history. The factory capacity is about 6,000 hats daily.

Grand Rapids' wholesale millinery business, strictly speaking, began with the advent of Corl, Knott & Co. in 1890. Previous to that time some jobbing was done in the millinery line, but only on a small scale. Since then it has assumed immense proportions.

Corl, Knott & Co. began business at 75 Monroe street, in cramped quarters and on a limited scale. At the present time they occupy the entire seven-story building at 20 and 22 North Division street, each floor of which is used for the display of millinery goods. The house employs seven traveling salesmen, thoroughly covers the States of Michigan, Indiana and Ohio and sells goods as far west as the Coast. The ever-increasing volume of business has called for many improvements in building and equipment and each call has been met upon demand. In size and completeness it has no equals in the State.

The firm was originally composed of Samuel S. Corl, Heber A. Knott and J. Ward Goulding. On January 1 last, two of the oldest employes of the house were associated with the firm and the company is now composed of the organizers named and R. E. Tyroler and W. N. Corl. The present year has been a banner one with the house and the outlook for fall and winter trade is reported as most encouraging.

An interesting evolution in the business locally might be traced in the changed location of millinery houses. Up to ten years ago more than one-half the entire business of the city was done on Canal street. As other lines moved up town, the milliners followed.

HEBER A. KNOTT.

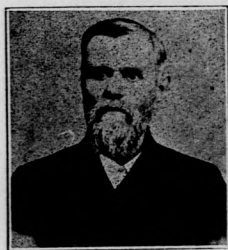
### Of Interest to the Traveler.

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.

It is said that Germany is suffering from a scarcity of beef and that rates are threatening to advance to almost prohibitive prices. The effect of this has been to considerably stimulate the demand for horseflesh. This state of affairs has been principally brought about by the prevalence of foot-and-mouth disease, and rigid closure of the frontier against the introduction of foreign cattle.

The bonds of matrimony would be more popular if they paid cash dividends.

When a man meets his wife down town he wonders how much it will cost him.



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.

## 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.

## 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.**



## Price Has a Loud Voice

**QUALITY** also, but a duet between Quality and Price brings down the house. The

**SILVER BRAND CIDER VINEGAR**

has no competitor.

**Genesee Fruit Company, Lansing, Mich.**

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

Every Grocer should sell it.



### How the Traveling Man Has Changed in Fifteen Years.

The young traveler, setting out "grip" in hand, a list of towns before him and inexperience for his greater portion, has never found himself marching along the royal highway to success. As in many pursuits his beat has been upon ordinary soil, and it has been to the tune of late trains, irregular meals and already well-supplied customers that he has kept step. Yet I take pride in stating that he usually does succeed in the end, and the question arises, How?

Looking back over the last fifteen years, what has changed the young "bummer," with a worried expression and a shiny black plug hat and valise, into the comfortable, well-dressed representative of the present Knight of the Grip? Has it been his proverbial affability, "gift of gab," or extreme stick-to-itiveness that has sold his goods, filled his order books and made friends of his customers?

I would say he must be abreast of the times, his goods up to date, and withal, and I was about to add above all, must possess that heaven-sent quality, tact, without which any business man is little better than a blank.

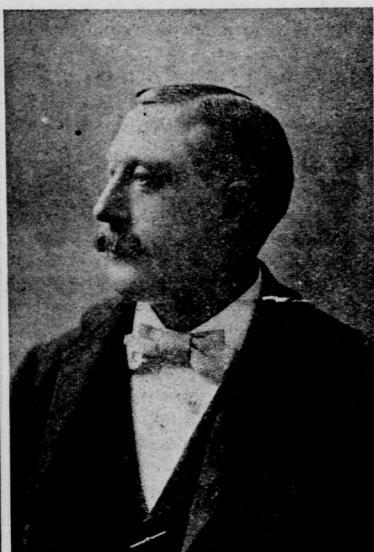
Has the traveling salesman helped to change the times or has the times changed him? In a measure it has worked both ways. Hotels, eating houses and railroads have depended for their custom largely on him, and they can afford to do it, for they have not found him a dead-beat; and they have improved under his patronage. The manufacturers have also been dependent upon him. It will not do for them to send out that which is as good this year as it was last. It must be different as well as better, must represent more for the money than ever before, and it remains for the traveling man to convince the public of the new worth and improvement, and, in short, to make their goods sell. That has been his business, and that he has done.

This traveling salesman is a very opinionated person and yet you never hear of his being engaged in strikes, plots or conspiracies against the commercial industries of the country. Without his diligent efforts the gigantic enterprises that now supply the countries of the world with the various products of industry would not exist. Every kind of interest is dependent on him. The manufacturer employing thousands of men could not long continue to furnish employment if unable to sell the product of his labor. The artisan, mechanic, machinist and the laborer realize how dependent they are upon him. How patiently he labors on through summer's heat and winter's cold, doing his share of the great whole for their support.

In fifteen years the character of the traveling salesman has greatly changed, as a natural process of evolution. In the days following the civil war, when matters were speculative and prices inflated, the traveling salesman was looked upon by many as a dude, a rowdy, profligate; and, while I am not prepared to admit that the rank and file of the fraternity have ever been of this stripe, I will say that they were in previous years more frequently met with than at present. The gradual changing of the times from inflation to real values, together with increased competition, has reduced business to a science. The salesman knows as well as the employer himself exactly what his services are worth, and he knows that he will be paid according to the business he does. We have no

walking delegates for unions seeking to force employers to pay one salesman the same wages as another regardless of the amount of business performed so long as the time is put in.

Fifteen years has seen this transformation. The travelers are as genial as ever, as full of fun, but they are mostly men of families, many of them well-to-do, standing high in the communities where they reside; also many are of high standing in religious organizations. The spendthrift of earlier times fifteen years has changed to the careful and economical man, while some have accumulated comfortable fortunes, so that the personnel of the rank and file of traveling salesmen will compare favorably, if it does not outshine, any profession, trade or occupation, and their slips from grace are as few and



far between as in any class of human beings.

Many of the leading wholesale merchants and manufacturers of to-day were traveling salesmen a decade and a half ago, and while by education we are led to claim the earth, we do not in this article assume the credit for all advancement that has been made; yet we may, with pardonable pride, attribute the remarkable advancement in commercial prosperity to no other source than the indefatigable efforts and indomitable perseverance of the traveling salesman, and, as a member of the fraternity for twenty-six years, I congratulate you upon your fifteen years of continued success and tender you my best wishes for the years to come.

CHARLES L. STEVENS.

### 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.

### The Weber Piano Is Still Manufactured



Although its founder, like the originators of the other leading houses, is no longer living, the great factory which he established still goes on, and the Weber warerooms contain to-day more exquisite examples of the pianomaker's art than were ever before shown by this renowned concern. The elder Weber was a genius in the realm of tone production, and it has been often said that the quality that Stradivarius bestowed upon the violin Weber imparted to his pianoforte. His successors have strictly maintained the high standard of excellence established in the early days of the concern

and have perpetuated that wonderful tone quality for which the Weber piano has so long been distinguished. The artistic productions of the house this season merit especial comment. New and chaste designs in grand and upright casings in all varieties of beautiful woods are shown; also the Crown, Schubert and Gibson Pianos and Western Cottage Organs, at the new warerooms of

**THE GRAND RAPIDS PIANO CO.**

MRS. M. D. WEEDEN, Prop.

Telephone 1779 - No 1. S. Division St., Grand Rapids, Mich.



WORLD'S BEST

# S.C.W.

50. CIGAR. ALL JOBBERS AND  
**G. J. JOHNSON CIGAR CO.**  
GRAND RAPIDS, MICH.

### Ruberoid Ready Roofing

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

**H. M. REYNOLDS & SON,**

Detroit Office, foot of 1st Street.

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.



## Around the State

### Movements of Merchants.

Sanilac Center—Mrs. C. W. Fox has opened a millinery store.

New Lothrop—C. E. Stewart has sold his stock to Judd Bros., of Chesaning.

Vassar—Gage & Co. have purchased the grocery stock of Mrs. Geo. McOmber.

Hastings—Gottlieb Bessmer will shortly engage in the furniture business here.

Fife Lake—Dent. Blue has sold his meat market to Eric Wells and Bert Curtis.

Port Huron—Frank Tuttle has purchased the grocery stock of J. W. French.

Trout Lake—Cline Bros. have engaged in the grocery, meat and produce business.

Hanover—Murray & Heath, meat dealers, have dissolved, Fred Murray succeeding.

Cheboygan—Mrs. H. Harrison has sold her millinery stock to Miss Elizabeth C. Walton.

Henrietta—Fuller & Coulson succeed John N. Fuller in the notion, grocery and shoe business.

Bay City—D. B. Martin & Co. succeed Martin & Cheever in the hardware and paint business.

Belding—E. L. Carpenter has purchased the confectionery and fruit stand owned by C. Condos.

Lake City—L. Sable will shortly add a line of groceries to his stock of dry goods and boots and shoes.

Fremont—I. Cohn, of Muskegon, has opened a branch of the Boston store of that place in the Hilton block.

Dryden—Misses Randolph & Briggs have sold their millinery stock to Miss Allie Haines, of Rochester, Mich.

Otsego—Olds & Stout, grocers, have dissolved, Jas. Stout retiring from the firm and W. J. Olds becoming sole proprietor.

West Branch—F. G. Cooper & Co. will continue the grocery and feed business formerly conducted by R. H. Cooper & Co.

Big Rapids—Wm. Hangstorfer has again engaged in the meat business, having purchased the market of his brother, Jacob.

Sutton's Bay—The meat markets of Jacob Rufli and B. F. Steimel have been consolidated, the firm name being Rufli & Steimel.

Allegan—Geo. H. West, proprietor of the City drug store, has sold his stock to Wm. L. Baldwin, of Vassar, who will shortly take possession of same.

Breckenridge—J. L. Waggoner, dealer in dry goods and groceries, has sold his stock to a gentleman from Akron, Ohio, who will continue the business.

Marine City—R. A. Garrison has discontinued the Marine City Dry Goods Co. store and shipped his stock to Adrian, where he will engage in business.

West Bay City—The dry goods, boot and shoe and tinware business of Sam'l M. Lampke will hereafter be conducted under the style of B. (Mrs. S. M.) Lampke.

Owosso—Mrs. Elmer E. Forshee has purchased the millinery stock of Mrs. M. J. Harrington, who has been engaged in the business here for the past thirty years.

Blissfield—H. J. Warren has sold his interest in the Michigan Hat Co. to his partner, G. R. Carpenter, and organized a new concern to be known as the Tri-State Hat Co.

Detroit—W. G. Perkins & Co., grocers at 532 and 536 Greenwood avenue, have executed a chattel mortgage on their stock and fixtures for \$1,265.02 to Ward L. Andrus as trustee for their creditors.

Cadillac—Leslie & Company have leased the new Turner building and will remove their North Mitchell street stock to the new location. The new stock will consist of groceries, dry goods and men's furnishing goods.

Calumet—The new three-story Kinsman block is nearing completion. The first floor will be occupied by the general stock of Harry Lean. It is understood that the second and third floors will be used for hotel purposes.

Coldwater—The grocery firms of Eligh & Smith and Sherwood & Co. have been consolidated under the style of Sherwood, Smith & Co. The members composing the firm are Sol. Sherwood, Starr Corless, J. M. Smith and R. V. Eligh.

### Manufacturing Matters.

Dexter—The Dexter Creamery Co. has begun operations under the management of Chas. D. Coffin.

Nashville—Frank Mallet, of Grand Rapids, and C. W. Rossman have leased the Kellogg planing and woodworking mill plant.

Corinne—A. B. McArthur has purchased the cedar business of S Logan at Carruther's Spur, and will push the business on a larger scale than before.

Benton Harbor—N. J. Eldred, who recently converted his greenhouse into a canning factory, has begun to put up tomatoes and peaches, in company with W. Seely.

Menominee—The DeWitt Brown Cedar Co. is making preparations to ship the 2,000 pieces of piling to be used in the Government work on the Sturgeon Bay Canal, at Sturgeon Bay, Wis.

Bellevue—The copartnership existing between Jas. T. Batty and Arthur Goodman, under the style of the Bellevue creamery, has been dissolved. Mr. Goodman will continue the business alone.

Marion—The Alfred planing mill has again changed ownership. Last week it reverted to its original owner, Fred Alfred, who has just disposed of the property to Will Dickerson and John Lonsberry, of Bannister.

Sault Ste. Marie—Martin Kelley and Joseph A. Meyer, of Muskegon, have purchased a shingle mill and stock of logs at this place and are about beginning operations. The mill will daily turn out 100,000 shingles. Logs enough to stock the mill for seven months have been purchased. They mostly are on the Canada side, and are all cedar. Until lately Mr. Kelley was Vice-President of the McGraft Lumber Co., of Muskegon. Mr. Meyer for fourteen years was foreman of the McGraft mill.

### Six Out of Eleven.

Ann Arbor, Sept. 6—The Michigan Board of Pharmacy held a meeting at Hotel Superior, Marquette, Aug. 30 and 31. Eleven candidates appeared for examination, nine for registered pharmacist and two for assistant. Four applicants for registered pharmacist and two for assistant passed, as follows: Registered—A. G. Bailey, Sault Ste. Marie; F. C. Cahow, Big Rapids; J. A. Nynes, Big Rapids; A. H. Sherman, Sault Ste. Marie. Assistants—T. J. Furlong, Big Rapids; Fred Sauer, Calumet.

All members of the Board were present at the meeting.

The next meeting of the Board will be held at Lansing Nov. 1 and 2.

A. C. SCHUMACHER, Sec'y.

### The Grocery Market.

Business is in excellent shape, all the local houses being rushed with orders and no fault being found with collections. The only disturbing element is the fruit blockade on the railroads, which prevents goods reaching their destination as promptly as the shippers would like to have them. Retailers would do well to anticipate their wants, so far as possible, for the next three or four weeks.

Sugar—The market is very strong and the refiners are oversold on some grades. Jobbers report the heaviest demand of any period for a year. Advances are of almost daily occurrence and a higher range of values is evidently at hand.

Tea—Cables from Japan indicate that the growers there are turning down many American orders. The movement of teas this year will probably be light. Some talk is heard of the Government taking the duty off tea, as the war is now over and it is said the revenue is not needed. When the war taxes shall be reduced or recalled, doubtless tea will be one of the first items to be relieved of duty.

Coffee—There is some encouragement for a firm market in coffee in the lighter receipts of Brazil coffees, but although the crop of the present year appears to be less than that of last year, it might be considerably less and still be larger than the market would need. There is no warrant against another coffee roasters' war the coming crop year, and, in fact, that is a thing that is extremely possible in connection with an expected sugar war, as the greatest coffee roasting house is now possessed of a sugar refinery and the Sugar Trust is possessed of a coffee roasting house of large dimensions.

Canned Goods—The market for tomatoes is unquestionably a shade lower than it was the week before, and if the present hot weather continues prices will likely go even lower. Opinions as to the probability of lower prices seem about evenly divided. Corn is very dull at unchanged prices, and so are peas. Peaches are in small demand. Some Eastern packers have named prices which show from 25@30c advance over last year's, but the announcement is not general. There is very little demand for peaches at present, buyers being inclined to wait for lower prices.

Dried Fruits—Some new apricots and nectarines are on the market. These are the only items of new Western fruits in the market yet. Evaporated apples are on sale, but the market is too high, and there is too much of other fruit at hand to permit of a large movement of this fruit. Reports from the coast still place the coming crop of California prunes at about 60,000,000 to 75,000,000 pounds, as against 100,000,000 pounds last year. The sizes will run to medium and small. The crop of Oregon and Washington prunes will be good, but these have not yet gained the popular place that has been gained by the California fruit. The raisin situation seems to be about as last reported. The association of growers is not yet complete, but near enough that the promoters seem confident of success this season. Their great concern will be to take care of the second crop of raisins, a factor of weakness every year in the market. The largest raisin seeding plant on the coast was recently destroyed by fire, together with about seventy carloads of raisins, but this has had no effect on the market, except that it will be difficult to get seeded raisins for the

first part of the new crop season. It takes considerable time to get such a plant into operation. The crop of Smyrna figs for the coming year is reported to be about half that of last season.

Cheese—State makers have reduced their quotations  $\frac{1}{2}$ @1c, in order to equalize the difference between their quotations and those of New York factorymen.

Fish—The New England mackerel catch is no less a failure than it has been all along and there is no spot stock to speak of. Higher prices are not unlikely, although available stocks are so light that the market may be maintained on the present basis. New Irish mackerel will come forward about the middle of September, but the prospects from that quarter are not encouraging.

Syrups and Molasses—Notwithstanding the very hot weather of the past week, there has been a fair trade in syrups and molasses, much better, indeed, than could be expected. Mixed syrup is selling along in a quiet way at unchanged prices, no fluctuation being likely as long as straight sugar syrup continues so high. Molasses is selling along fairly well at unchanged prices.

Provisions—The lard market is unchanged and the demand is increasing. Prices are pretty firm, although local jobbers have not advanced their quotations as yet. The opening of the oyster season will increase the consumption of lard very much.

Baskets—There is a genuine famine in the basket market, due to the unexpectedly large demand growing out of the enormous fruit crop, bushels having advanced from 75@80c to \$1@1.10. Jobbers are unable to fill one-quarter of their orders, although all manufacturers who have stock are running overtime and, in some cases, double time.

### Personnel of the Tradesman's Force.

For the sake of having a record of all who are actively connected with the paper on this anniversary, a census of the office has been taken, with the following results:

Editor and Manager—E. A. Stowe.  
Proof Reader—H. E. Stowe.  
Stenographer—Franc Smith.  
Book-keeper—Lizzie E. Rowley.  
Advertising Department—E. W. Langley, Lake H. Smith.

Engraving Department—W. N. Fuller, superintendent; Cora J. Cady, Emil Wetzel, Geo. M. Hurst, Philip Petersen, Edna S. Wood, Wm. Eardley.

Composing Room—Adrian Nagelkirk, superintendent; Roy Randall, Josie Mosher, Henry Jones, Paul Noacre, Edward A. Bouma, Martin Tietema, John Nicholson, Charlie Rouse.

Press Room—Henry Patterson, superintendent; John DeBoer, Arthur Kibben, John Coade, John Zuiderhoek, Case Mervin.

Bindery—M. Kibben, superintendent; Dee Mills, Lillie Feltzer, Minnie Burg, Ray Plank.

Bismarck was one day in a company where among other things the subject of how much it cost to gain experience in life cropped up. He kept silent for a time, but presently joined in the conversation and said: "Fools pretend that you can only gain experience at your own expense, but I have always managed to learn at the expense of others."

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



## Grand Rapids Gossip

### Death of a Veteran Canal Street Grocer.

Alois Rasch, the Canal street grocer, died Monday as the result of an operation for cancer of the stomach. The funeral will be held at the family residence on Scribner street Thursday afternoon at 2 o'clock.

Mr. Rasch was born in 1840 in the Province of Silesia, in the then Kingdom of Prussia, but which has since become a part of the great German Empire. During the fourteen years following his birth he lived the life of the average German boy, getting what schooling the limited facilities of the day and place afforded. In 1854 he came to this country, and for seven years resided in Macomb county, in this State. On the breaking out of the war, he enlisted in the 2nd Michigan Cavalry, and was with that famous regiment in all the important battles in which it was engaged. It was while colonel of the "Fighting Second" that General Sheridan earned much of the reputation that made him famous and afterwards gave him the rank of Major-General. Mr. Rasch served from 1861 to 1865 with this regiment, receiving two promotions, and was mustered out at the close of the war. He then came to Grand Rapids, and, after a rest of several months, engaged as clerk with his brother, J. F. Rasch, who was then in the grocery business. Six years later, in 1872, he was taken in as a partner and for eight years the business was conducted by Rasch Brothers. The death of J. F. Rasch, in February, 1880, dissolved the partnership, and from that time until the present the business has been owned and controlled by A. Rasch.

Mr. Rasch's first visit to Grand Rapids was made in 1861, when he came as a recruit to the 2nd Cavalry, which was organized here. That visit, brief as it was, determined his choice of this city as a place of residence when the close of the war left him at liberty to settle down. It is needless to say that he never had occasion to regret his choice. Grand Rapids was to him, what it is to thousands of others, the best city in the best State in the Union.

Mr. Rasch was essentially a plodder, his success being due wholly to untiring industry and systematic economy. He was an American citizen in every sense of the word, believing in America first, last and all the time. Five years of his young manhood was devoted to battling for her existence as a nation, and, although the lapse of years somewhat subdued his ardor, he was ever ready to protect her rights and preserve her autonomy.

Mr. Rasch was married in 1870 and had a family of seven children, five boys and two girls. He was an honored member of the German Workingmen's Aid Association and the Retail Grocers' Association, and enjoyed the respect and confidence of all who had his acquaintance.

### The Produce Market.

Apples—Pippins, Culverts, Wines and Maiden Blushes fetch \$1.50@1.75 per bbl., while cooking varieties command \$1@1.25.

Beets—25c per bu.

Butter—Dairy is very scarce, strictly fancy easily commanding 17c, while fair stock readily fetches 15c. Separator creamery is strongly held at 19@20c.

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

Carrots—25c per bu.

Cauliflower—\$1.25 per doz and very scarce on account of the drought.

Celery—White Plume, 12½c per bunch.

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 candled and fresh at 12c. The receipts of fresh eggs are not equal to the consumptive demand of the market.

Grapes—Wardens are now the leading variety, commanding 8@10c for 5 lb. baskets and 10@12c for 8 lb. baskets and 60@75c per bu. The crop is large in size and fine in quality and is being marketed in excellent condition.

Green Onions—10c per doz.

Honey—Fine new comb commands 12@13c.

Lemons—The market has eased up a trifle in the East and a corresponding reduction has taken place here on fancy. Demand is active.

Muskmelons—Musk, Cantaloups and Osage are in ample supply and demand at 50@75c per bu.

Onions—Home grown command 40c per bu. for yellow or red.

Oranges—Values show no change. The movement is steady.

Peaches—Receipts have been ahead of anything ever before experienced at this or any other market, the hot weather of last week having ripened the fruit so fast that growers and dealers found it next to impossible to market the fruit as fast as the condition of the fruit demanded. Early Crawfords command 75c@\$1; Wagars and Barnards, 50@75c and Chilis, 40@80c. The cooler weather this week will tend to delay the ripening process and prolong the season very materially.

Pears—Barletts are in ample supply at 75c@\$1. Duchess and Keefers fetch 40@60c.

Plums—Green Gages, Blue Damsons and German Prime command 75c. Other varieties fetch 40@50c.

Pop Corn—50c per bu.

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

Sweet Potatoes—Genuine Jerseys command \$3.75 per bbl.

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

Watermelons—15c for Indiana Sweethearts.

Jas. A. Morrison, formerly with the Olney & Judson Grocer Co., but now a director and officer in the Shields-Morley Grocer Co., at Colorado Springs, Colo., is expected to reach Grand Rapids this week on his annual visit to his former friends and associates.

Arthur Manley has sold his grocery stock at the corner of Hall and South Lafayette streets to Fred H. Hosford, who will continue the business at the same location.

Frank S. Armstrong and Allen B. Leet have retired from the Armstrong-Wolcott Regalia Co., which will be managed solely by John A. Wolcott hereafter.

Wellington Lawton has sold his grocery stock at 95 Broadway to Mrs. Mary A. Willard, who will continue the business at the same location.

Wm. Logie is spending a couple of weeks in and around Boston, making selections of spring goods for Rindge-Kalmbach-Logie & Co.

A. Davis has engaged in the grocery business at East Jordan. The Musselman Grocer Co. furnished the stock.

Geo. Towers has purchased the grocery stock of Edward C. Judd at 73 Fourth street.

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

### The Morning Market.

The market business during the latter part of last week came nearly up to the unprecedented rush of Tuesday morning, although it was not quite equalled. The fear that the heavy offerings would lead to a demoralization of prices has, so far, proved groundless. That there should be some decline was to be expected, but the figures have been kept up to what will give reasonably profitable returns to the grower and make it worth while for the attention of the buyers and shippers. The excellent shipping service given by the railroads, opening up new and more distant markets, is the great factor in preventing the demoralizing congestion of former years. There is no reason why the continuance of this development may not be expected to meet any increase in fruit production, for the territory to be supplied from this market is practically unlimited. The shipments from lake ports to Chicago and other lake cities supply only a local demand and leave the great extent of the country, which can only be reached by fast rail service, tributary to this market. The other localities which can attempt competition in peach production are far away or their product is consumed by large cities in their vicinity, so that there is no question but that the development of all of Michigan's peach capacity may find a market as long as the supply is furnished with reasonable regularity.

The other fruits are subject to much wider competition, so that it is not strange that prices should be unreliable. The most favored in this regard are Michigan apples, whose prestige is based on both quality and abundance. These have much more general competition than peaches, but prices have been well maintained for good shipping qualities. Pears and plums, while possessing a prestige on account of quality, are not as independent as the others.

Grape offerings are becoming abundant and the most careful growers and shippers have no trouble in realizing good prices. Some of the largest growers express themselves very confident as to demand and returns for strictly fancy product, not only for the early offerings but for the season.

### Flour and Feed.

At the very opening of what promises now to be an active fall trade in all lines, it may be well to consider the conditions which are likely to have a potent influence in affecting values of flour and feed stuffs.

To begin with, visible stocks of wheat and flour are abnormally low. Old wheat stocks are practically exhausted and market conditions have been such during the past four months that buyers have been more anxious to close out old flour stocks than to buy new. As a consequence, therefore, when the trade begins to have confidence that prices have reached bottom, there will be active trading all along the line to replenish stocks for fall and winter trade. We have, no doubt, harvested a large crop of wheat, but it has already gone rapidly into consumption, and particularly at interior points where the mills were bare of old wheat. Since the price declined below 70c, farmers have been very slow sellers and will not sell at prevailing prices unless obliged to. On the other hand, storage elevators at country points and central storage points are practically bare of wheat and will very soon be strong bidders for large quantities for storage purposes. The

price of wheat is already so low as to leave the farmers no margin of profit in the winter wheat belt and many claim it is below the cost of production. The indications, therefore, seem to point to the present range of values as being too low to prevail for any great length of time. Moderate purchases made now for fall and winter trade would, no doubt, prove to be a safe and profitable investment.

Feed and mill stuffs are in good demand and at much better prices than were current one year ago.

The corn and oat crops of the country have been very disappointing in many sections, and for the most part on account of prolonged drouths and, without doubt, we may confidently expect a strong and high range of values during the fall and winter on feed, meal and mill stuffs. Wm. N. ROWE.

### Grand Rapids Retail Grocers' Association.

The regular meeting of the Grand Rapids Retail Grocers' Association was held at the Tradesman office Tuesday evening, Sept. 6, President Dyk presiding.

On account of the death of A. Rasch, who had been a member of the Association since its organization, it was decided to postpone the regular order of business, including the election of officers, until the next meeting.

J. Geo. Lehman presented the following resolutions, expressing the sense of the Association over the loss sustained by the death, which were unanimously adopted:

Whereas—The hand of death has removed from our midst our honored fellow-member, Mr. Alois Rasch; and

Whereas—The duty which attaches to occasions like the present, of paying a proper tribute of respect to the memory of a deceased friend, is rendered especially appropriate now by the fact that Mr. Rasch was interested in the welfare of this Association from its organization, and because of the admirable traits of character that made, in many ways, his long and well spent life an example; therefore be it

Resolved—As an expression of the sense of the Retail Grocers' Association, that, by the death of Mr. Rasch, there has passed away one who acted well his part in every relation of life—one who was useful as a citizen, fearless as a soldier, upright as a merchant, sincere as a friend, loyal as a husband and devoted as a father

Resolved—That we tender our sympathy to the family of our departed friend in the loss that they have sustained.

Fred W. Fuller moved that the members of the Association attend the funeral in a body. The motion was adopted and all who can do so are requested to meet at the store of J. Geo. Lehman at 1:30 p. m.

Treasurer Lehman presented a final report, showing the status of the treasury as the result of the annual picnic, which was adopted.

The meeting then adjourned.

### Mexican Oranges Coming Forward.

The oranges now coming from Mexico are the summer crop, and not over twenty-five cars of these will come to the United States, because of a home demand which has sprung up in some of the Mexican cities. The crop of winter oranges, which will begin to move about October 1, will consist of about 400 cars for American cities. It is hard to get at exactly what the crop will be, as last year not over one-quarter of the crop came to the United States, and owing to the aforesaid local demand not more than one-fifth will come this year. It is estimated, however, that about 400 cars will come into the United States.

There is but one spectacle sadder than a neglected wife, and that is a neglected husband.



## THE RETAIL GROCER.

## Some Innovations Which Fifteen Years Have Brought.

To look at the progress of the grocery trade one has the growth of one of the foremost industries of this the greatest country on earth to consider. Statistics tell us of its magnitude. To live in this age one must progress, or, if not, we are not living in this age that is being propelled by electricity and steam. They are here and we must be here with them or we are not "in it."

Fifteen years ago, at the birthing of the Michigan Tradesman, the telephone was in its infancy and small was the business done with it. It has grown, even as your paper has grown, until, to-day, each station is a hub diverging to all points of the world. Is this progression? Are we in this race? Yes, why not? We can now do the business from our respective offices in a few minutes that it used to take hours to transact; and if we are compelled to be at any given point, we have the bicycle, which is here as another implement of progression. Most surely these are great advantages to the grocery trade. When we look back over the last decade and a half we can but wonder at the progress made, and feel with much pride that we are identified with this vast business whose progress it is a pleasure to rehearse.

My first knowledge of the grocery trade was when I was a farm boy of good-sized proportions and visited the country stores and gazed on the stocks composed of groceries, dry goods, boots and shoes, etc., which made me envious of their proprietor, thinking what a pleasant life it must be, compared with that of the grub-hook and hoe. Little did I imagine I would ever be identified with any part of this wonderful business world. Figuratively, these were department stores, which kept everything like unto the literal department stores of to-day. But the early store was legitimate in its way, not content with fire stocks and the cheapest goods obtainable, but laying the foundations of progress on stable principles and good goods.

To draw near to the progress of the grocery trade in Grand Rapids, we might say that it is not known to all that twenty-five years ago the grocery business was done wholly on Monroe, Canal and West Bridge streets. To-day there are only two firms doing business which were in trade at that time, namely, A. Rasch and P. Kusterer. There have been no less than thirty changes within a radius of one mile from Campau Square since the Tradesman was established; and there are as many changes in the way of doing business and new ways to keep up with the pace of progress.

My first and greatest desire in Grand Rapids was to be employed by the then leading store of Voorhis & Co., but I was thrown aside because I was too old, according to the general manager's idea.

Let us look at the growth of the little shop established in some outlying district. Often started, stocked and presided over by the wife, while the husband still works in the shop, some have outgrown the small proportions and to-day the owners are heavy dealers, taking decided stands for the best and being as impregnable against the shoddy as it is possible to be. There is progress in this. The larger stores that are mingled with the heavy trades of down-

town in our large cities are builded up of mammoth proportions, with such elegance that descriptions could only be drawn by the writer of a fairy tale, and stocked until their very sides bulge with every good thing from every quarter of the globe. The retail trade has grown to such proportions that the producer's and the retailer's interests are identical, the producer courting the retailer as his spouse. These facts can but teach us of advancement and the importance of the retail grocer, who need not fear inundation from the department or cut-rate store if he be established with the idea of progress. To-day there are those in the retail grocery business with immense capital, doing trades of millions of dollars a year, which is conclusive evidence of the importance of our trade, as compared with the advancement of other industries of the country.

Another idea of progress of the grocery trade is the advent of the lady clerk, whom we believe has much to do with the increase of this line of trade. She raises the standard of the man clerk, brings order out of confusion and makes suggestions and sales a man would not. We claim the originality of the lady grocery clerk to the fact that the Tradesman took up the subject and passed it along to the American Grocer, which generously commented upon such an innovation when our first lady grocery clerk was introduced.

On the whole, you may readily believe that I am not of a pessimistic nature, but, on the contrary, press forward and accept the good things awaiting me and throw out my arms to accept the progress of the grocery trade.

Within this short space of time the great canned goods industry has been built up until to-day every part of this



**Lily White**  
is  
"The Flour the Best Cooks Use"

And the kind you ought to sell.

Made only by

**Valley City Milling Co.**

Grand Rapids, Mich.

# Michigan State Fair

AT GRAND RAPIDS  
SEPT. 26-30, 1898.

Complete Exhibition  
Great Special Attractions  
Half Fare on all Railroads

Make Entries with the Secretary, Grand Rapids, Mich.

WM. BALL, President.

H. S. FRALICK, Secretary

## 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.



vast country is giving us its products in the tin can or glass jar as fine as it could be from the tree or vine on which it grew. The Yarmouth corn was the first of these products brought to our attention, and there were then sanguine believers in the success of this now great industry.

The questions are asked, Is the retail grocer to become an automaton or a slot machine? Will the grocery business require fewer and fewer men of ability and force? These are questions of vital importance to us as retailers.

In regard to package stock, there are many advantages offered in commendation of the goods put up by different compounders or producers. It seems to me that if we adopt the package plan of doing our business all are in the same boat—trying to row a small craft up the rapid stream of competition with the department store. We will not see any Park & Tilford's, S. S. Pierce's, R. & G. McMillan's, C. Jevne's goods and scores of other brands, the proprietors of which have made vast amounts of money doing a retail grocery business when package stores are established universally, unless they are producers of their own goods put up under their own names. Men of ability and force will not be content to fill their shelves with package goods of whatever character, put up by irresponsible producers, having a little advertising, enough to catch the small fly with the department store sting.

Let us look to the laurels we have won, depend upon individuality, depend upon our own progress, which will ensure success against the vast competition we so often complain of. Natural gas, like electricity, has been a hidden force for ages. Now they are harnessed for the progress of us all. Shall we content ourselves to let others use these and other energies while we sit by and have them produced for us in a diluted condition, with half the force spent? We believe that much of progress has been achieved in the life of your valuable paper, the Michigan Tradesman, and with such assistance as it is able to give the retail grocer, he surely may continue the progress we all hope for and kill the dreaded monster, competition.

We hope, Mr. Michigan Tradesman, that fifteen years and even more of success may be yours; that you may be a light on the hill to guide any wavering retail grocers to progress in the grocery business.

E. J. HERRICK.

#### Predecessors and Competitors of the Tradesman.

Various attempts had been made to establish trade journals in Grand Rapids prior to the inauguration of the Tradesman. J. D. Dillenbeck, who was responsible for three or four abortive ventures in the newspaper line, undertook to establish the Grand Rapids Advertiser in 1869. It was a likely looking quarto, and enjoyed a fair degree of patronage, but lived only one year. In 1878 Mr. Dillenbeck and a gentleman named Beagle established the Grand Rapids Price Current. It was published weekly and contained market reports and considerable news of a commercial character, but the publishers were hampered by lack of capital and the paper suspended after a career of three or four months.

Since the Tradesman was established, several unsuccessful attempts have been made to create a competitor in the same field, but the only venture which has

seen the light of day was the Business Reporter, which was started in 1887 by the late W. A. Innes and E. A. Antisdel. It lived two months and its demise was hardly noticed.

In 1884 A. S. White began the publication of the Business Reporter at East Saginaw, with a view to dividing the patronage accorded the Tradesman in that field. It lived nine weeks and suspended without notice to its patrons.

Shortly after the establishment of the Tradesman Richard Wilby, a merchandise broker, began the publication of the Detroit Commercial. It waged a bitter warfare against the Tradesman and continually sneered at the pretensions of Grand Rapids as a jobbing market. The publication subsequently passed into the hands of John H. Brownell, dying a peaceful death soon afterward.

In 1886 Mr. Brownell established the Detroit Grocer and Butcher, a name afterwards exchanged for that of Herald of Commerce, when the publication passed into the hands of L. S. Rogers, under whose management it had a precarious existence for four or five years, when it was purchased by the Evening News Association and consolidated with the Evening News Weekly, which had been previously established by the Scripps newspaper syndicate. The Evening News Association put great energy into the business department of the publication and gave it the benefit of its extensive facilities, but it failed to achieve success because it had no individuality, being merely a reprint from the two daily papers owned by the syndicate. After sinking several thousand dollars in the undertaking, the publication was offered to any one who would take it off the hands of the syndicate and it finally—nine months ago—passed into the hands of Fred H. Cozzens, who changed the name to the Detroit Trade and is using his best endeavors to establish a lucrative business.

June 23, 1894, L. W. Hardwicke established the Michigan Merchant at Saginaw, with the avowed object of "driving the Tradesman out of the field." Malicious statements, dishonest practices and underhanded methods were resorted to from the beginning—including the bribery of an employee of the Tradesman to reveal certain inside office information supposed to be of value to the new aspirant for public favor; but Mr. Hardwicke soon found that he could not build himself up by tearing other people down and retired from the field, leaving behind a trail of dead-beatism, broken promises and disappointed hopes. The paper was continued for a time by Willis A. Brooks and others, but failed to win the approval of the mercantile fraternity and expired.

About the time the Merchant died another feeble attempt was made to establish a weekly paper at Saginaw, under the name of Journal of Commerce, which expired after a few issues.

About eight months ago the Storekeeper was established by the Storekeeper Publishing Co., composed of a number of Saginaw jobbers. This paper comes the nearest to the Tradesman standard of any publication ever issued from the Saginaw Valley and appears to be filling its field in an acceptable manner.



## JERSEY CREAM



6 oz.  
6 doz. in case  
85c

9 oz.  
4 doz. in case  
\$1.25

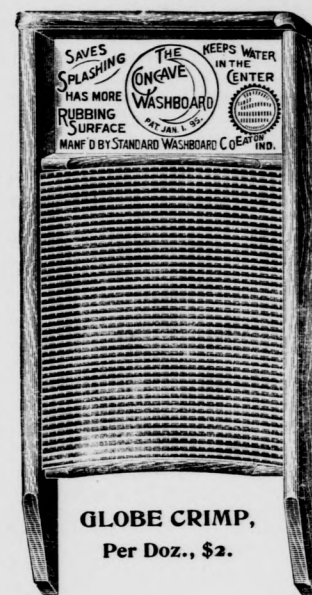
1 lb.  
2 doz. in case  
\$2.00

O. A. TURNEY, Mfr., DETROIT, MICH.

## Muskegon BUSINESS COLLEGE.

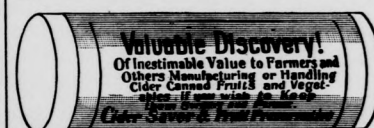
Young men and women admitted any week in the year. Every graduate secures employment. Living expenses low. Write for catalogue.  
E. C. BISSON, Muskegon, Mich.

## The "Concave" Washboard



GLOBE CRIMP,  
Per Doz., \$2.

SAVES THE WASH.  
SAVES THE WASHER.



best tickles your palate and keep it constantly uniform for any length of time. Contains no Salicylic Acid. Affords dealer good profit selling at 25 cents.

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

## To Suit Your Taste

Stop fermentation in cider at just the stage where it

## Allegan City Roller Mills

Guard, Fairfield & Co., Props.  
Allegan, Mich.

Dealers in and manufacturers of Flour, Feed and Grain.

BRANDS: Belle of Allegan, Snow Flake, White Foam.

SPECIALTIES: Whole Wheat Flour, Graham Flour, Wheat Grits, Buckwheat Flour, Bolted Meal.

Our products are equal to any—  
And second to none—

Correspondence Solicited





Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

ONE DOLLAR A YEAR, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - SEPTEMBER 7, 1898.

#### FIFTEEN YEARS OLD.

With the issue of last week the Tradesman completed its fifteenth year of publication. This week's issue, therefore, marks the beginning of the sixteenth year.

In contemplating its own growth and business success, the Tradesman is not unmindful of the fact that its publication in the midst of a particularly wide-awake, progressive and liberal business community has made possible its prosperous development from small beginnings. In other words, the Tradesman simply reflects the rapid growth of its home city and the enterprise and appreciative intelligence of Michigan business men generally. From the inception of the undertaking, the Tradesman was never a purely local institution, nor did it depend to any considerable extent upon its home patronage, preferring to draw its support from the merchants of Michigan at large, thus becoming a State institution. There is not a county in Michigan which it does not enter regularly, nor a town of any size from which it does not receive business.

The Tradesman has always enjoyed a larger paid circulation and a more lucrative advertising patronage than all of its immediate competitors, and this advantage it confidently expects to maintain at all times and under all circumstances, through the most thorough occupation of its field and opportunities.

In the gradual development of the business from humble beginnings, every facility for publishing a thoroughly first class, up-to-date trade journal that would be a credit to Grand Rapids and Michigan has been added to the plant from time to time until there is now no more complete establishment of the kind in the country. And, while the mechanical appliances have carefully been looked after, there has been equal effort made to improve the scope and character of its contents and place the editorial policy in sympathy with the best elements of the retail trade. Personal journalism has never found countenance in the columns of this paper,

nor have special classes or cliques or interests. The management is independent of "entangling alliances" of any description and is always prepared to defend and subserve only the general interests of the trade. It is never possible to please everybody, and criticism may be expected, but the Tradesman stops not in doing what it conceives to be right and proper to listen to either the selfish, the envious or the carping.

What has been accomplished under these policies and conditions the Tradesman believes to be simply an earnest of greater things to come. The lines of trade and manufactures which are presented in such an enviable light in the columns of this week's issue must continue to grow. They are yet only in the infancy of their development, and, as their grand destiny is gradually unfolded, all business enterprises depending upon them for success may confidently be expected to expand with them. The stories of progress, of natural and acquired advantages, of opportunities for business and attractions for the capitalist which will be read in this issue of the Tradesman will go into thousands of stores and offices where the publication is not a regular visitor and, while presenting an attractive panoramic view of the situation as it actually exists, will at the same time bring substantial results.

The Tradesman gladly avails itself of this opportunity to thank its patrons—both subscription and advertising—for the generous manner in which they have supported the publication; its contributors for the effective way in which they have presented their best thoughts; its employees for the loyal service they have rendered the publication at all times and under all circumstances. It especially wishes to thank those contributors who have undertaken to make this issue the largest and most interesting ever put out by a Michigan publication.

Despite the friction with Germany in the Philippines, it is probable that in any decisive lining up of the nations, Germany would be found siding with England and the United States. More than any other continental nation her interests are industrial, like ours. The commercial ties which unite her to the later branches of the Teutonic race are rapidly growing stronger, and will more and more affect the political attitude of her government. The very large and growing German population in America, too, constitutes a bond of union of increasing strength, so that war between the two countries would have many elements of a fratricidal struggle. German offishness in the war just ended was due chiefly to jealousy regarding the future of the Philippines, and not, as in France, to racial and political sympathy with Spain. Conflicting interests may often divide the Teutonic nations, but their fundamental tendency is the same, and they will more and more exercise a united stimulative influence on the progress of civilization.

Men do well when they do the best they can. No one can hope to reach the absolute purity of baking powders.

It is inconsistent for women to bate wickedness and like wicked men.

#### GENERAL TRADE SITUATION.

The records for the month of August show a volume of business exceeding that of any corresponding month in the history of the country. The excess of bank clearings was over 22 per cent. above that of any previous August. The only great division of industry which showed less in cash value of the business transacted was the railway service, which in comparison of same roads was exceeded by over 7 per cent. in July, 1892. This difference is much more than accounted for by the present lower rates, so that the amounts transported are much larger now.

The reports for the current week continue the general record of increase in business activity everywhere, price movements in most lines, especially iron products, being upward, although there is a natural exception in wheat. The basis of the improvement lies in the increased capacity for consumption, on account of the favorable agricultural outlook, general employment of wage earners and exceptionally favorable foreign conditions. That the balance of trade still continues heavily in our favor is indicated by the fact that gold imports, \$5,250,000 for last week, have been again resumed. Another significant feature of the general strength of the situation is found in the fact that business failures for the month of August were smaller than for any previous month in five years.

The closing of the August wheat transactions brought the basis of price a little lower than had been quoted for September deals. The decline for cash was over 60 cents. Other grains followed in less proportion, corn showing a decline of 1 1/4 cents. The export movement of both wheat and corn has been much heavier than the average at the same season, although exceeded by the unprecedented movement of last year.

In textiles the unfavorable feature as to wool manufactures continues to be the relatively high price of the raw material as compared with the prices of products. There seems to have been enough of those who are provided with large stocks of old purchases to make it impossible for those who have to pay current rates to compete. Whether the situation can be helped by combinations remains to be seen. Cotton shows a continued decline on account of the disparity between the crop and the probable consumption. The demand for cotton goods shows some improvement and the price of print cloths has had a slight advance.

The favorable conditions in the iron manufacture continue almost without exception. There is a stronger tone in prices, and demand in many works exceeds the capacity for a long time to come. Bessemer pig is quoted at \$10 50 and grey forge at \$9.35 at Pittsburg.

#### FRANCE'S SENSATIONAL CASE.

Will the Dreyfus case eventually cause a great upheaval in France? And what is it behind the prosecution of this former captain in the French army that has made the government so sensitive and so relentless? Why such persecution instead of a dignified prosecution?

The re-opening of the sensation again causes the world to ask these questions and to seek a more satisfactory answer than that Dreyfus was guilty of selling information to Germany as to French fortifications. Such treachery is generally punished in time of peace by dismissing the culprit from the army and imprisoning him for two or three years

in some fortress. Dreyfus' punishment was so severe that it was cruel. The trial was secret and the government has hesitated to re-open it.

What is back of all this? The Emperor William gave his word that no secrets were purchased by Germany from Dreyfus. When the court said to the contrary, it was reported that the Emperor resented the implied insult and had demanded explanations. Whether that was true or not, the matter blew over. Now, however, it looks as if we might get at the facts presently, or see France in disorder, if not revolution. If the facts come we are told it may mean war between France and Germany, and this statement only complicates the mystery.

The most rational and plausible explanation that has ever been given is that, in the exuberance of good feeling following the understanding or alliance between France and Russia, high French officers in confidence gave plans and varied information to Russia which Russian officers afterward communicated to Germany. When it was ascertained that Germany had these secrets the war office in France became alarmed and sought a scapegoat. The young Hebrew captain was hit upon as the victim and was hounded to ruin by forgeries and perjuries, as charged over his own signature by Zola, the anti-Jewish sentiment being aroused to enlist the people in the prosecution.

This explanation sustains Emperor William's word and at the same time accounts for the government's dread of making public the conspiracy against Dreyfus. Exposure would tarnish the honor of the French staff and of the army and would shock the French public by betraying the infidelity of the Russians.

The way to meet such cases is to throw the whole matter open to the public and take the consequences. A virile nation would do that. To cover up one crime by committing another and attempt systematically to deceive the people is the worst policy possible.

Frank H. Mason, American Consul General at Frankfort-on-the Main, writes a strong letter urging the appointment of expert trade commissions, whose duty it shall be to look for foreign markets. He says: "From a notoriously backward position, the result of long and implicit reliance upon home markets, the United States has now reached a position from which the usefulness of export associations and bureaus of information is generally recognized. Meanwhile some of the leading European nations have advanced one important step further in the science of export and have called into service the expert commission organized for a specific enquiry and sent out under Government authority to gather precise technical information for the education of manufacturers and merchants in special lines of production and trade. The efforts of Germany and France in this direction have established a new record, to which the attention of American manufacturers and exporters can not be too soon nor too seriously directed."

Poor old Sagasta! He is having lots of trouble in finding good strong Spaniards to assist him in turning the "American pig" loose.

The American Hawaii should have a name that is not quite so jawii in its pronunciation.



### BACKWOODS DIPLOMACY.

In view of the fact that this country is about to engage in a combat of diplomacy with the most crafty and experienced statesmen of Spain, it is fitting that something should be said on the importance of establishing a diplomatic service in which men of experience and technical training should be at all times available to conduct our peaceful dealings with other nations.

When a conflict of arms is to be fought with some other nation, the conduct of affairs is commonly put into the hands of trained and tried soldiers. Trained and tried diplomats are just as necessary when treaties of peace are to be made and other friendly negotiations are to be carried on, and unless able and experienced statesmen are given charge of such negotiations, it may easily happen that much of the advantage gained in war may be lost in the process of making peace.

A shrewd and enterprising diplomat will often secure the insertion in treaties and conventions of clauses which were unnoticed, or at least considered mere harmless formalities, at the time they were inscribed in the agreement, but which have turned up many times to vex the nation that submitted to them and to obstruct its progress.

A pregnant example of being placed at a disadvantage by defective diplomacy is seen in the Clayton and Bulwer treaty in 1850, relative to a proposed ship canal through Nicaragua, Costa Rica, or any part of Central America. The first article of that treaty declares that neither the United States nor Great Britain shall ever obtain or exercise exclusive control of any such ship canal.

To-day Great Britain has exclusive control of the Suez Canal and does not need a canal through the Central American isthmus; but the United States, on the contrary, has the very greatest need of such a canal, but has entered into a solemn agreement not to construct or control it. This treaty was made nearly half a century ago, when but little was thought about piercing the narrow part of the Western continent to make a highway of commerce, and an American citizen who was charged with the duty of making a treaty on the subject signed away the rights of the United States in the premises, and his shortsighted diplomacy was ratified by the Senate. This is the reason that the Nicaragua Canal has not been and is not likely soon to become a reality until that unfortunate treaty shall be abrogated.

As a general thing, when the United States had any diplomatic business with

foreign nations, it was simple enough and could be settled in a straightforward way; but there have been exceptions, one of which the Tradesman has mentioned. George L. Rives, formerly Assistant Secretary of State, in the August Forum mentions another, in which trouble with France grew out of a treaty negotiated by John Jay with Great Britain, in 1794. Ordinary backwoods diplomacy is a risky dependence, and even the ablest statesmen who are lacking in diplomatic training are liable to get into trouble when opposed to the foresight and acumen of the trained diplomatists of the Old World.

The Secretary of State is constantly brought in contact and relations of business with the ablest politicians of Europe. He ought to be a man not only of exceptional acquaintance with history and international law, but he should also be thoroughly versed in all social amenities, so that he would be able not only to handle the most momentous questions of international relations, but also to detect all efforts to overcome him by flatteries and cajoleries, and the Secretary should have under him a body of men trained in the service on whom he can rely for efficiency, high character, discretion, loyalty and a thorough knowledge of their business, so that they can furnish complete information and work out the details of any matter of foreign relations committed to them. They should be thoroughly trustworthy in all confidential matters, and they should be able to speak and write with precision the chief modern languages of Europe.

In regard to the future, Ex-Secretary Rives says:

High and steady efficiency in the management of our foreign affairs has become imperative. It is no longer possible for us to trust to luck. Whether we like it or not, it is plain that the country is now entering a period in its history in which it will necessarily be brought into far closer and more complex relations with all the other great powers of the world. The constant growth of our foreign commerce of itself counts for much. The end of the present war will not improbably find us in possession of Cuba, Porto Rico, the Ladrones, the Carolines and the Philippines. If we seek to retain the latter, we shall not be met with the indifference that attended our retention of California. We shall become involved at once in all the jealousies and rivalries which the partition of Asia has awakened. We shall need all the skill we can command to avoid awakening the enmity of one or more of the five great powers that are now maneuvering for the spoils of China. The acquisition of Hawaii creates many new points of contact with foreign countries. The construction of an interoceanic canal will prob-

ably require us to maintain a greatly increased navy, and to take permanent military occupation of the country through which the canal passes; and we shall thus have to face the same sort of serious questions that Great Britain has to deal with in Egypt. More than all else, our demonstration of commanding naval strength and skill makes us henceforward an ally or an enemy with whom every one of the other great powers must reckon. Our friendship will be eagerly sought. We shall now and henceforth be looked upon as having cast aside our traditional attitude of isolation; and we shall be counted as a factor in all the great combinations of the world's politics. We can see already in the ostentatious friendliness of Great Britain the entirely new point of view from which we are regarded.

The Great Republic of the West is going to be largely concerned in the mighty and momentous movements of the Twentieth Century, which will involve the conquest and parceling out of a great part of Asia. This republic has become an Asiatic power from the day that its flag was hoisted over territory in the Chinese and Indian seas. The army and navy are to be reorganized to meet the new responsibilities and contingencies. Backwoods and haphazard diplomacy will no longer serve. Trained statesmen must fight in diplomatic battles of the future, and they must be backed up with an effective and reliable and thoroughly-organized diplomatic service.

The war with Spain has cost the Federal Government more than \$140,000,000 in cash, and no money indemnity has been demanded from Spain. Nevertheless, regarded simply as an advertising outlay, the cost of the war will be the best paying investment for the future gain of American manufacturers that could have been devised. The eyes of the world have been opened to the amazing progress which this country has made in all of the peaceful arts. Orders are now being received by makers of machine tools in this country from entirely new customers in foreign countries which have not hitherto patronized American firms, and there is evidence to show that these orders have been due, indirectly at least, to the advertisement which the war has given to the merits of American machinery.

There are a number of fish hatcheries in the country; but that does not explain the confidence man's remark that in this country there is born at least one sucker a minute.

It takes brains to say something clever. Anybody can grumble and find fault.

An important result of American conquest in Spanish possessions will be a greater vogue for the English language. The news comes from Manila that newspapers printed partly in English and partly in Spanish have already appeared since the American occupation of that city, and similar evidences of a readiness to adapt themselves to changed conditions were previously shown at Santiago. Perhaps hardly more than a generation will be necessary to establish English as a common language in the principal cities and towns of Cuba and Porto Rico. Wherever the American influence prevails English will be the official language, and Spanish translations of public documents and laws will probably be made only long enough to afford the inhabitants a proper opportunity to become acquainted with what is to them now a new tongue. English is such a flexible and copious language that the rising generations in the colonies soon to come under our protection will doubtless endeavor to acquire it as quickly as possible. It is a notable fact that foreigners who have taken up their residence in this country and acquired facilities in the use of English almost invariably prefer it to their native tongue.

Although Holland no longer is "Mistress of the Seas," as it was in the Fifteenth and Sixteenth Centuries, when the Netherlands constituted the wealthiest commercial nation of Europe, it would be difficult to find a more contented and prosperous people than the Hollanders. Upon the 12,648 square miles of Holland there lived at the close of 1896 not less than 4,928,658 people, or 406 people to the square mile, and not less than twenty cities had from 25,628 inhabitants up to the population of Amsterdam, 494,189 souls. But the colonial possessions of the Netherlands in the East and West Indies embrace an area of about 783,000 square miles. The total population of these colonies, according to the last returns, was approximately 35,000,000 or about seven times as large as that of the mother country. The East Indian colonies include such fertile islands as Java and Madura, Sumatra, Borneo, Celebes and the Moluccas, while the West Indian possessions include Surinam and the Curacao Islands, all famous for their almost inexhaustible tropical products.

When it comes right down to pleasure and personal comfort, Admiral Cervera would rather be a prisoner in the United States than an officer serving in the Spanish navy.



Work when You Work, Play when You Play, and Smoke

# "MR. THOMAS"

## The Most Popular Nickel Cigar on Earth

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

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

Mail Orders Solicited.



## FIFTEEN YEARS OLD.

How the Tradesman Was Established--  
Incidents of Its Career.

The first issue of the Michigan Tradesman appeared Sept. 26, 1883, being the fruition of an ambition which had been cherished by the founder for three or four years. In pursuance of this ambition the following circular was printed and mailed to the wholesale trade of this State in 1880:

To the Wholesale Trade of Grand Rapids.

Recognizing the fact that for several years the various branches of the Wholesale Trade in this city have felt the need of an authorized representative of their interests, and that the retail tradesmen who look to this market for their supplies have felt the want of a reliable commercial guide, the subscriber is pleased to announce that, in case sufficient encouragement is extended to the undertaking, he will shortly begin the publication of the Michigan Tradesman, a weekly trade journal issued from the Grand Rapids market, paying especial attention to the wants of the patrons of this mercantile center, and yet being of such a general character that it will be of interest to all engaged in wholesale or retail traffic anywhere.

It will be the aim of the publisher to make the contents of the journal as varied and interesting as possible. One entire page will be given to current quotations, furnished by representative wholesale dealers, and a weekly review of home and foreign markets will be carefully prepared by a competent writer on the subject. The movements of retail dealers and the business changes of all who are in any way connected with the various branches of trade will be chronicled. The "Gripsack Brigade" will be given due prominence in a department which will be conducted by a retired traveler. Original and selected articles of interest to the trade and a judicious compilation of the mercantile news of the day will also be an especial feature of the journal.

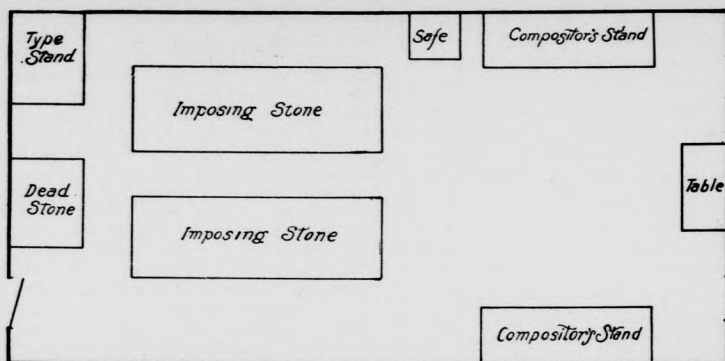
The Michigan Tradesman will not partake of the nature of an advertising sheet, which is dependent entirely upon the generosity of advertisers, but rather will rely for support upon an extensive and good-paying subscription patronage from retail dealers, which will be secured immediately after the publication of the paper is begun. Until that time the paper will be sent gratuitously to all merchants doing business in towns contiguous to Grand Rapids. A limited number of advertisements from reputable houses are solicited and will be given equal prominence. With a view to ascertaining whether the sentiment in favor of a publication as above described is strong enough to ensure it a living support, the prospective subscriber will shortly call upon the leading representatives of the trade.

Bespeaking kind consideration for the project, I am, very truly,

E. A. STOWE.

Similar circulars were issued and mailed in 1881 and 1882, but the responses were so few and feeble that the project was postponed. In the meantime the room for such a publication was demonstrated by correspondence and personal interviews with several hundred retail dealers in all parts of the State, numerous pledges to subscribe for such a journal having been secured in this manner, so that when the first number made its appearance it was welcomed by several hundred merchants who felt that they were identified with the project by reason of the advice and proffered support they had given it in advance of publication. It is a noticeable fact that these merchants have remained steadfast supporters of the Tradesman, nothing short of death causing them to relinquish their patronage.

The first issue was heartily welcomed by the trade, both wholesale and retail, but many shook their heads and regret-



BIRTHPLACE OF THE TRADESMAN



SECOND HOME OF THE TRADESMAN



PRESENT HOME OF THE TRADESMAN

fully predicted that the limitations of the territory were too circumscribed to admit of success. These gentlemen have since acknowledged their mistake and cheerfully wheeled into line as patrons of the publication. The first issue contained the advertisements of Cody, Ball & Co., Spring & Company, H. Leonard & Sons, Hazeltine, Perkins & Co., Putnam & Brooks, Jennings & Smith and Calkins Bros., all of whom are still in business, except Calkins Bros., although the style of the houses has been changed in some cases. From seven advertising patrons the list has increased to over a hundred regular customers, while the subscription list has expanded from a few hundred to the largest paid list of any journal of its class in the United States.

It would be unfair to convey the impression that there has been nothing but smooth sailing all the time for the past fifteen years. On the contrary, there have been dark days, which seem to be inseparable from every business, when patrons appear lukewarm and friends are at a premium. Fortunately, such periods have been few and far between, and they are chiefly valuable to any business by reason of their inculcating the value and necessity of self-reliance.

## HOMES OF THE PAPER.

The Tradesman's first home was in a little room on the third floor of the Eagle building, at 49 Lyon street. The space was as limited as the resources of the business, but in less than a year the cramped quarters were increased by the addition of an adjoining room, which became the mechanical department, while the original office was used as an editorial room and received accessions in the shape of carpet, desks, telephone, etc. As the business of the office increased, two additional rooms were taken, giving the firm the use of an entire floor, with the exception of one small room. In 1888 the business had grown to such proportions that a change of location was imperative and in November of that year the three-story and basement building at 100 Louis street was leased for a term of five years. This lease was renewed for another five years, but before a year of the second term had elapsed, the business of the office increased to that extent that it became absolutely necessary that still another change should be made. After carefully considering several locations it was deemed desirable to execute a ten years' lease of the fifth floor of the Blodgett building, one of the finest office buildings in the city, comprising nearly double the floor space formerly occupied and admirably adapted to the purpose by reason of its central location, unusual amount of light (an important advantage in a printing office), and having everything, except warehouse and storage room, on one floor. The building is fitted with every modern convenience. It is heated by steam and provided with a quick passenger elevator and two freight elevators, one of which is the largest in the city. Especial care was taken in designing and fitting up the establishment, both business and mechanical departments, on the theory that the best work can be accomplished where the surroundings are made as airy, light and pleasant as possible. No reasonable expense was spared to make the quarters as complete and up-to-date as possible.

Every man intends to have his own way in everything when he marries, but sometimes his wife relieves his mind of a false impression.



MERCANTILE AGENCIES.

Their Province in the World of Commerce.

It has been said that money is the greatest power in the land for good or evil, but this statement must be accepted with some modifications. Money, as a medium of exchange, is powerful to the extent of producing that which represents its equivalent, be it in commodities, position or power; but its limitations are reached and its usefulness served when that which represents its equal in intrinsic worth has been given or taken in exchange. Were money the only factor in life, the business man with one thousand dollars at his disposal could command but this amount of stock, the banker's financial strength would be governed by the amount of the cash resting in his vaults and his personal property, while a nation's wealth would be reflected in the amount of its actual material holdings. But governments control millions by the stroke of the pen, banks command sums many times as large as their actual cash and realty holdings, while the merchant with one thousand dollars has often three or four times this value of goods on his shelves.

These conditions are due to the existence at the present time of a power which is greater than that of gold—the power of credit—of which Daniel Webster at one time said, "Credit has done more, a thousand times, to enrich nations than all the mines of the world." Credit has been styled "the power of buying or selling in confidence of future payment," and upon the foundation of this "confidence of future payment" has been built up the strength of the nations and the commercial marts of the world. But upon the same rock of confidence have many a noble house been wrecked and many an institution founded. Confronted by the presence of so mighty a power as is that of credit, constant vigilance is necessary in order that its usefulness may be turned into the right channels and good results gained therefrom. To the furtherance of this end have the mercantile agencies come into existence, and so great has been their growth since their inception, so far-reaching in their scope and so powerful in their influence, that for the aggressive merchant they constitute the secret of his success.

To describe the growth of these institutions within the city of Grand Rapids is practically to review their growth through the country since the date of their birth, which period may be said to date from sixty years ago. A uni-

formity of system obtains throughout the country and, while certain local conditions may at times change minor conditions, the active principle is universally the same, and as applied to the leading industry of the city, which is worldwide in its reach, the same uniformity of system obtains here as exists in New York and San Francisco.

Mercantile reports are for the guidance of the credit maker, and the com-

ply information from any point of the country within a very few hours. Travelers visiting all parts of the country are, by means of letters of introduction, enabled to obtain from local centers information bearing on the reliability of resident merchants, thereby facilitating business transactions, and by the assistance of trade reports a merchant's habit as to the manner of meeting his obligations is readily procured. Con-



piling for and furnishing of the same to business houses is to-day what may be safely styled a science, requiring, as it does, the ability and co-operation of the best brain and talent money can command. Twenty-five years ago the writing and distribution of a report occupied as many weeks as is now represented by days, and with the co-operation of the typewriter, cipher codes and the telegraph, it is possible now to sup-

pliment the keynote which must govern all business transactions, but this in itself, shorn of judgment, can but be productive of disastrous results to the interested party. L. P. WITZLEBEN.

Advice Suitable to the Occasion.

Clara—When I was out on my wheel this morning I cracked my enamel quite badly.

Maud—You must learn not to smile.

Close Shave for Deacon Barton.

In a certain Michigan town there lives a certain Dr. Jekyll and Mr. Hyde sort of a fellow in the person of Deacon Barton. He is a member of the church and gives liberally to the heathen, but nevertheless, unknown to the brethren, he sometimes treads the primrose path, although so stealthily that the Biblical Joseph had no more spotless reputation than this good brother enjoys.

The other Sunday, just before the close of services, Brother Barton walked forward to the pulpit and, as he thought, handed up to the minister an announcement to be read to the congregation before dismissal.

"Brother Barton has handed in the following," said the minister, and in a clear voice he read:

My Own Dear Bart:

I am dying to see you once more. Why don't you come to see me? The "old hen" will never find it out (how can you endure her?) My darling, I want to see you. Your own and only

NELL.

At the close of the reading, the minister, with a horror-struck countenance, looked in the direction of Barton, the congregation stared at him and his good wife arose in her seat with a look—well, some things can't be described—but Barton was equal to the occasion.

"Brothers and sisters," he said calmly, rising to his feet and casting an angelic look at the minister, "it may appear strange to you that I have asked our beloved pastor to read that, but the best way to fight the devil is face to face. The writer of that vile note is unknown to me, but she is evidently some depraved creature of sin who is seeking to destroy my spotless reputation. I have therefore, given this letter to the public, that they may help me to discover her name and hold her up to the contempt of all good Christians."

A murmur of sympathy and approbation went through the room, and his wife beamed upon him angelically.

Said Barton, with a grin, that evening when he told the writer of the note the occurrence, "It was the closest shave I ever had, and I'll change my coat next time."

The Employer Was Kind Hearted.

Clerk—I have been in your employ now going on five years, and I am getting the same salary I started with.

Proprietor—I know it, but every time that I've made up my mind to cut you down or discharge you something has reminded me of your wife and little one at home, and so I just couldn't do it. There, my man, you see I have a heart as well as a head.

The Nurse's Diagnosis.

Young mother—Why, Jane, what do you suppose ails the baby? he's so cross.

Jane—I don't know, mum, unless it's the mortified milk we've been feeding him lately."

It is no wonder that priests do not wed, after women religiously confess their imperfections to them.

# ALL THINGS COME TO HIM WHO HUSTLES WHILE HE WAITS



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

## SODIO THE CHEMICALLY PURE SALERATUS

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

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

MICHIGAN CHEMICAL CO., DETROIT, MICH.



## BRASS BUSINESS.

## Important Industry Where Nothing Existed Fifteen Years Ago.

When you requested me to undertake the work of writing up the development of the brass industries of Grand Rapids you set before me a task that is a difficult and, at the same time, a delicate one. Difficult because of my inexperience in writing for the press, and delicate for the reason that any statements I may make must, of necessity, be of a somewhat personal nature. With the hope that your readers will overlook the use of the personal pronoun in this article, I will, as briefly as possible, relate what I know of the brass industries of this city.

Previous to May, 1882, there had been, so far as known to the writer, no attempt made to introduce in Grand Rapids the manufacture of brass and bronze goods as a distinct line of business. Up to this time about the only brass castings that had been made were turned out by the foundries connected with the shops of Butterworth & Lowe, Adolph Leitelt, Michigan Iron Works and their predecessors. Their product in this line consisted almost entirely of bearings for engines and the various other machines turned out in these establishments. I might state here that bearing metal is an alloy of copper and tin and, correctly speaking, is a bronze and not brass, which is an alloy of copper and zinc. (The trade name of the latter is spelter.) Very little ingot copper was brought to this city in the early days, the few foundries above mentioned depending almost entirely for their supply on the tin peddler, who went about the country buying up all the old copper boilers and teakettle bottoms and such other scrap metal, including the family candle sticks, as the careful housewife could scrape together previous to the yearly rounds of the peddler of the olden days. One of my earliest recollections is the joyful anticipation of a visit from the old dealer in Yankee notions who used to make periodical stops at the gate of the old farmhouse where I spent my early youth. As he bargained with my mother for her accumulation of paper-rags and old metal, I little thought that I would some day be engaged in a business that would consume carloads of the very metal (copper) that was being bartered for the stock in trade of the old and picturesque traveling mercantile establishment that is seen so seldom nowadays. The awe and wonder which consumed me when, as a child, I was privileged to gaze into the mysterious depths of the blue and red wagon, and, perhaps, handle some toy or trinket that I coveted, are again revived whenever I see one of those relics of by-gone days.

It will be seen that thus far about the only work which had been done in this city under the head of brass work was the production of machinery castings in bearing metal.

Connecticut is the original home of the brass industry in America, and there the business has, in the hands of the ingenious and shrewd Yankee, assumed vast proportions, millions of capital being invested and employment given to many thousands of skilled operators. The city of Waterbury stands at the top of the list in the production of brass goods, Meriden and Bridgeport being next in rank. The products of Connecticut factories make a list so long that it would be inexpedient to attempt to enumerate them, but among other prod-

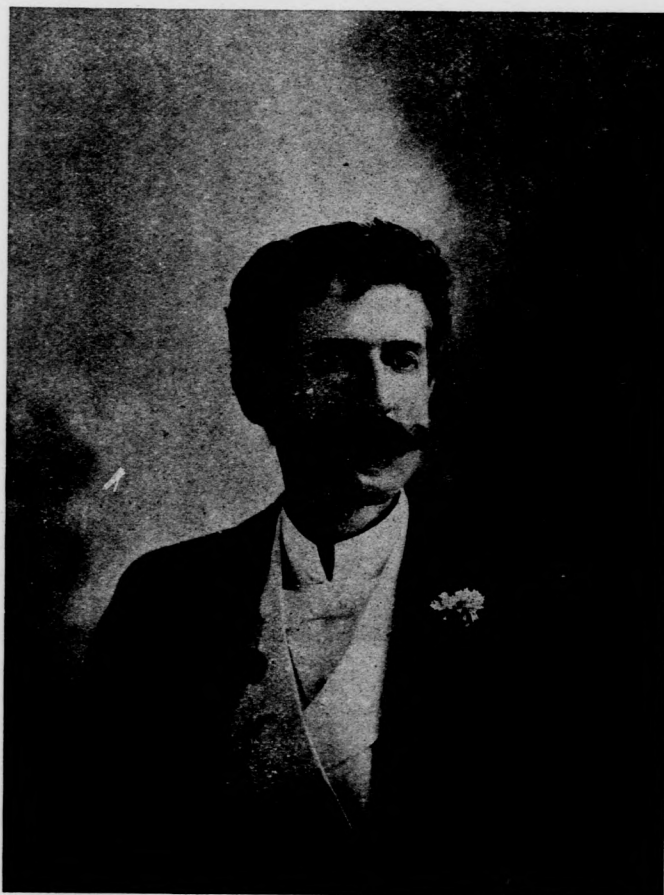
ucts there is one that especially interests those engaged in building up the worldwide reputation of Grand Rapids as a furniture center. I refer to furniture trimmings.

Prior to the Centennial Exposition brass had been very sparingly used for decorative effects in this country, most of the furniture being trimmed with uncouth carved wooden handles and wooden knobs. I presume this allusion to the trimmings of the past will recall to the mind of the reader the old "grape handles" that were eternally coming unglued from the drawer fronts which they were supposed to adorn.

The Centennial Exposition had a wonderful influence in awakening this young and vigorous nation into realizing that in matters of art, design and decoration we were way behind the artistic nations of the Old World. The result

in the East soon found a tremendous market for their product in this city, and it was this fact that led to the writer's engaging in the manufacture of furniture trimmings in May, 1882. At this time I was in the employ of Nelson, Matter & Co., where several years' service had made me familiar with the needs and requirements of the furniture trade.

It was easy to see that large quantities of brass trimmings would be used in this city and, after carefully considering the matter, I joined forces with the Michigan Tool Works, the proprietor of which was Thos. Farmer, Jr. Borrowing \$250, I invested this amount in the first plating dynamo and nickel-plating plant ever brought to the Valley City. at least so far as known to the writer. Beyond this amount I had no interest in the enterprise other than a working in-



was that architects and designers throughout the country saw their opportunity for producing more artistic goods and made concerted efforts to educate the people to higher things, so far as pertained to architecture and household decoration, and readily availed themselves of brass and bronze for decoration. So much in love did the people grow with the use of brass that the period from 1880 to 1890 might well be called the Brass Age in the United States, as every producer was crowded to the utmost with orders. Many new concerns owe their birth to the craze for the yellow alloy which swept over the country. The furniture manufacturers of this city were not slow in improving the artistic merits of their designs, nor in adopting brass trimmings in place of those formerly used.

The manufacturers of metal trimmings

terest in the profits of the business.

It was soon found that it was very difficult to obtain skilled labor for carrying on the work, and we set about importing competent men and educating others in the various lines and trades which are required in carrying on the manufacture of brass goods. We were obliged to bring from the East polishers, buffers, brass moulders, brass finishers and platers. At that time we made our own designs and metal patterns and invented special machinery for the work. After two years of hard work disaster overtook the machine business transacted by the Michigan Tool Works and, although the brass department was paying well, it could not make good the losses of the other branches of the business. Very soon after the suspension of business a conference was held, at which time it was

decided to start the brass business again as a distinct line of work, independent of all other lines of goods. The partnership of Farmer & Tower was duly formed in October, 1886, and, with a capital of \$172 in cash and plenty of determination, the new firm began work. Strict application to business brought the usual reward and, when, in 1887, Mr. Farmer's interest was purchased by the writer, employment was being given to about twenty-four men. The business was carried on alone until 1888, when I became associated with Geo. F. Sinclair in organizing the Grand Rapids Brass Co., with a capital of \$25,000. A spacious three-story brick factory was built at 162 Court street, which was equipped with machinery and tools for carrying on the work of making furniture trimmings on an extensive scale.

The firm's line consisted of drawer pulls, knobs, escutcheons, hat pins and special work made to order. During this period—1888 to 1890—many manufacturers preferred to have their own special designs for trimmings, which were executed for their exclusive use. Quite a large proportion of the output of the Grand Rapids Brass Co. was exclusively high-priced goods, but the final purchaser of the furniture reaped the benefit, for the goods were trimmed with much more elaborate and substantial trimmings than are being used today. True, the designs have been vastly improved, both in furniture and trimmings, but at the cost of durability, caused by furniture makers calling for cheaper and cheaper trimmings.

One of the greatest hits in furniture decoration was the introduction, in 1887, of brass ornaments sawed from sheet brass and finished in antique to match the finish of the oak goods, which were turned out in vast quantities by the furniture makers. As much as 100 tons of sheet brass was consumed in this way in one year, and the spring of 1893 found the Grand Rapids Brass Co. overcrowded with orders and, consequently, very crowded for room to increase its production. In March, 1893, a contract was let for the erection of a second building adjoining the present factory, 80x92 feet in dimensions, three stories and basement.

The panic of July, 1893, utterly paralyzed the manufacturing industries, and instead of filling up the new building with machinery and workmen, the factory was compelled to shut down for nearly two months. From that date until the present time the factory has given employment to from 150 to 200 men.

Besides making an extensive line of furniture trimmings this company manufactures large quantities of refrigerator hardware, consisting mostly of locks, hinges and faucets. It is also an extensive manufacturer of many patented articles used by the furniture makers, such as desk supports, wardrobe hooks, toilet screws, etc. It would be very interesting, indeed, to describe the various processes through which any given article of brass has to go before it is ready for shipment, but this is impossible in a paper of this nature, and I will but briefly enumerate the various departments in their order:

A given article having been decided upon, a design is first made in the designing and pattern department. When a pattern has been made, it is turned over to the foundry, where the castings are made. The latter are then sent to the machine department, where the machine work is attended to. From here



# VOIGT MILLING CO.

SUCCESSORS TO  
CRESCENT MILLS (VOIGT MILLING CO.) AND  
STAR MILLS (C. G. A. VOIGT & CO.)



We take pleasure in informing the trade that we have merged both of our mills into one institution, under one management, and will continue to manufacture all the brands heretofore made under the same names as heretofore. The new arrangement will enable us to curtail expenses to a considerable extent and serve the interests of our patrons even better than we have been able to serve them in the past.

Our Crescent mill has lately resumed operations after being completely overhauled and improved by the introduction and installation of the latest improved machinery; and all that can be done by means of improved machinery, careful attention to details and the employment of ample capital will be utilized in pursuance of our determination to lead the field in the production and distribution of high grade flour of uniform excellence.

Among our leading brands are the following:

**Royal**

**Royal Patent**

**Voigt's Patent**

**Crescent**

**White Rose**

**Vienna**

**White Frost**

**Above All**



**Our Patent**

**Gilt Edge**

**Snow Drift**

**Calla Lily**

**Star**

**Golden Sheaf**

**Pearl**

**Boss**

We are sole manufacturers of Flouvoigt, an improved whole wheat flour, with the bran and all impurities eliminated.

We are large handlers of Bran, Middlings, Screenings and Corn and Oats Feed, which we sell on close margins.

We gladly embrace this opportunity to thank our customers for past patronage and to assure them that we shall undertake to merit a continuance of their confidence and esteem.

**VOIGT MILLING CO., GRAND RAPIDS, MICHIGAN.**



the next step is the polishing department, where the goods receive the brilliant surface so much admired; thence to the buffing, plating and lacquering departments. The goods are now ready for the assembling room, where they are put together and made ready for packing and shipping. A large force of skilled employes are required in the tool department, where they are kept busy in making special dies and tools, as well as the automatic machinery required in carrying on this class of work. Many ingenious and automatic machines have been designed and built and many new features have been contributed by the skillful mechanics who are employed in the tool department.

Having outlined the history of the brass business in the city, I will proceed to enumerate other concerns which are engaged in this line of work:

The firm of Harring & Atwood do quite an extensive jobbing business in plumbers' goods, house and lawn goods and special job work. The proprietors came here from Chicago in 1892 and have built up a profitable business in this particular line of work.

The Peninsular Brass Co., under the management of Henry Hughes, has carried on a jobbing and plating business for about five years. It manufactures a line of brass trimmings and does re-finishing for the trade in general.

The Rempis & Gallmeyer Foundry Co. and the Grand Rapids Foundry Co. turn out finished bronze and brass castings for those who are prepared to do their own machine work.

The Brass & Iron Bed Co. was organized in 1895 to carry on the manufacture of metal beds and cribs. It occupies extensive quarters in the Rood block on Campau street, where it has a large amount of special machinery for this class of work. The line at present is confined largely to iron beds in a variety of enamel finishes, which are trimmed with brass mounts thus producing very tasty decorative effects. The output of the company finds ready sale throughout the country, and the establishing of factories of this nature in our city should meet with the support of all who are interested in developing our industrial resources.

In conclusion, I think it will be of interest to the general public to have some knowledge of the number of employes in this and kindred lines of work, as well as capital invested, and other details. The following list is intended to apply only to those industries which can be classified as metal industries, and does not include the machine shops, iron foundries, bicycle manufacturers, except their plating departments, and similar concerns:

|                                           |           |
|-------------------------------------------|-----------|
| Capital employed, approximated.....       | \$200,000 |
| Annual output, approximated.....          | 325,000   |
| EMPLOYES.                                 |           |
| Ornamental pattern makers.....            | 7         |
| Metal polishers.....                      | 45        |
| Metal buffers.....                        | 60        |
| Brass moulders.....                       | 40        |
| Brass finishers.....                      | 50        |
| Platers.....                              | 20        |
| Lacquers.....                             | 20        |
| Tool makers (not including machinists)... | 30        |
| Other employes, about.....                | 300       |
| Total.....                                | 572       |

When it is remembered that no men were employed and no capital was invested in the brass business in this city prior to 1882, I think the showing is a remarkable one and that Grand Rapids is to be congratulated that an important industry has been practically created within the period covered by the life of the Tradesman. DANIEL TOWER.

When a man gets married, it's about the only time in his life that he has on new clothes all through.

## HAY TRADE.

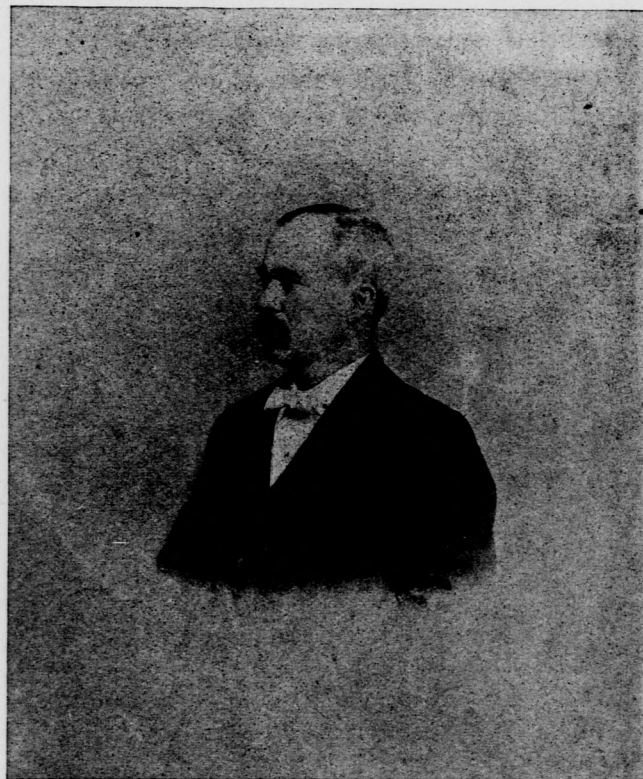
### How Michigan Growers Can Secure Better Prices.

Our hay crop, which is of such vast value, should command more attention, especially in Western Michigan, where it is becoming a very important product and one of the most profitable for the farmer when taken from soil adapted to the growing of timothy.

According to the State and Government reports, we have the largest crop of hay to dispose of this year that the country has ever produced. While the local demand seems greater than the supply in Western Michigan, it is an undeniable fact that we have more hay in store in the country, as well as in Michigan, than ever before, there being a large amount of second grade and mixed hay carried over on account of

No. 1 timothy hay now grades No. 2, in consequence of the farmer cutting his hay when he has time, instead of when it ought to be cut. Since the old-time lumber camp demand for our hay has disappeared, our dealers and farmers should work to improve their grades, that they may secure the market price for high grade hay at the seaboard.

While the supply is increasing, the consumption has decreased, and the trolley street car is largely to blame for this lack of demand, good authority placing the shrinkage in the use of horses in four of our larger cities alone at nearly 200,000 from the street car service, lessening our consumption—figured at fifteen pounds per horse per day—540,000 tons annually. This, mind you, is in only four of our principal cities, saying nothing about the many smaller cities which have discarded



have such an enormous crop, we think it would be greatly to the railroads' interest to consider lower rates, especially on hay to be exported.

The July Government report gives conditions that for timothy hay the New England States, together with New York, Illinois, Wisconsin, Iowa, Kansas and Nebraska, and a number of less important states, are 100 and upwards; and even important states like Ohio, Michigan, Indiana, Minnesota and Missouri, whose reports are somewhat less favorable than the foregoing, have conditions that are above a series of years. This is followed by the August report, which is fully as encouraging for a large crop of hay and low prices, the acreage being eight tenths of 1 per cent. greater than last year. In forty-seven states and territories reported, thirty-two show an increase of from 1 to 10 per cent., the average condition of timothy being 99.3, which has no parallel in the record of the department. In all the New England States, New York, Illinois, Iowa, Missouri, Kansas, Nebraska and Oregon the conditions exceed 100 per cent. of a full normal crop. The product of clover is also very high, being 97 per cent. of a full crop. Even the alfalfa crop is reported at 100 and upwards.

With these conditions, what shall we do with our hay? We note to-day that our farmers are all holding, instead of selling at the market price, the press men not being able to pay over \$5 to \$5.50, while the farmers are exacting from \$6 to \$7. The Indiana farmer is disposing of his hay at the market price, that being nearer the seaboard, and can deliver at a lower rate of freight, from 40 to 80 cents a ton. Ohio is also a hay State and nearer the seaboard. We hear of considerable hay being shipped from Indiana into Northern Michigan already, although the demand is limited, as many of our northern counties have plenty of hay and some to spare. We do not claim to know whether the price will go up or down, but we wish to give a few facts concerning this crop: Should we get a dry fall, the pastures being dried up, thus forcing the farmer to feed his stock, and a long cold winter, it will help to consume this year's crop and stimulate the price. The average quality will run better than last year, on account of the weather being dry during the haying season. O. E. BROWN.

### More Goods Sold.

Evidence multiplies that the fall and winter seasons will see more goods sold than any other half year of American history. The foundations for an enormous trade are of the broadest and firmest character. The crops of last year have been sold, for the most part, at high prices. Debts have been paid and a surplus remains in the hands of the people. The new crops promise to be heavy and are likely to bring good prices. The exports have been for nearly a year heavily in excess of imports, piling up a large balance in our favor. Recently even our exports of manufactures have overtopped the imports, and that is a condition that is likely to become chronic, for our manufacturers are commanding the growing respect of the world. Our warships have demonstrated their excellence at all points, and a leading London paper admits, after careful investigation, that we can build such ships at less cost than any country in Europe. Such being the case, the orders already in hand for war vessels for other nations are likely to be followed by many more.

When a woman throws a stone straight at the devil, she is very apt to hit her husband square in the face.

the extremely low prices of 1897. We are obliged to compete with Eastern hay at the seaboard as well as in New England, and we are to considerable disadvantage on account of the quality and kind of balers now used in this part of the State. Our press men should change their small bale perpetual press for upright large bale press. This change would give the farmer on all Eastern shipments about \$1 more per ton than he is now getting with the small baler.

Another very serious drawback is in the curing of the hay by the producer. It is left in the field, subject to showers and dews, until a majority of our timothy is stained, New England and New York hay often outselling ours by \$1 a ton. Our hay dealers should impress this fact upon the farmers of whom they buy. Two-thirds of our crop of so-called

horses. It shows, however, that this is a very important feature for the hay producer to consider, and when the farmer is obliged to sell his hay for \$5 or \$6 per ton, every effort should be made to improve the quality and conditions for marketing.

While hay is a commodity that is largely consumed where it is produced, the surplus for which we find a market in the East and South is worth looking after. We have already produced, according to the Government reports, \$570,000,000 worth in one year, that being the year 1893; last year's crop, the estimated value was \$401,000,000. This shows a large crop for last year, as the price was very low.

If the railroads would classify hay on an equal basis with grain, it would improve the chances for better disposing of the surplus, and this year, when we



## An Announcement

The manufacturers of Enameline, the Modern Stove Polish, inform the retail grocers of the United States that on and after Sept. 1, 1898, they will manufacture Enameline in paste, cake and liquid.

### Enameline THE MODERN PASTE, CAKE OR LIQUID

We want ALL your Stove Polish trade. In our new "Enameline Cake" and "Enameline Liquid" we give the largest quantities, best quality and lowest prices ever offered. If you are doing business for profit it will pay you to handle our whole line.

J. L. PRESCOTT & CO., New York.



W. W. KIMBALL CO. are the largest manufacturers of  
PIANOS AND ORGANS in the world.  
We can save you money when you buy.  
See us, or write for Catalogue.

C. B. DETRICK,  
25-27 S. Division St., Grand Rapids, Mich. Successor to W. W. Kimball Co.

## BOUR'S COFFEES MAKE BUSINESS

### We Realize

That in competition more or less strong

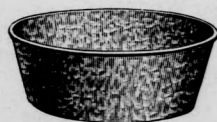
### Our Coffees and Teas

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.



## LIME TRADE.

## How It Thrived in the Early Days of the City.

The building up of a city, as well as of the country, necessitates the handling, distribution and use of a large amount of material. This distribution and consumption of material forms one of the important channels of trade and is far-reaching in its effects. It reaches back to the forest and the deposits of mineral of various kinds, the development of which gives employment to armies of men to produce the various kinds of material, which, after being produced, give employment to a large number of men to distribute and construct the many handsome and expensive structures both public and private which build up and form the wealth of our communities.

Nature, in her great distribution of her material, has deposited beds of lime rock in all sections, apparently knowing it was one of the necessities in the development of a country. From it is produced carbonate of lime, so commonly used in the cementing of our stone and brick and the plastering of our walls. We can think of no material to take its place which can be so easily and cheaply produced and is so easy of access.

The necessity of this material has built up large plants for its manufacture in various parts of the country. In an early day, before the construction and extension of so many railroads, the lime rock in the bed of our river was utilized and the earlier buildings in this section of the country were built up and plastered with Grand Rapids lime.

As early as 1833 a small kiln was built near the present site of the Nelson & Matter Furniture Co. This kiln was used but little, and was succeeded by one erected by Wm. Morman and Simeon Stewart in 1836, on the present site of the Grand Rapids Veneer Works. Mr. Morman bought out his partner the following year and conducted the business alone. As this was the pioneer period of Grand Rapids, with few settlers and moderate growth, the volume of trade was not such as to demand the entire attention of the owner, hence he put in part of his time in clearing up a farm north of the city which he took from the Government.

During the succeeding years kilns were built on both sides of the river by George Congdon, George Mason and others. In 1858 Mr. Morman, together with Mr. L. C. Davidson, purchased the kiln previously erected on the east bank of the river, opposite the Oriel Cabinet Co. Shortly after, Mr. Morman purchased the interest of Mr. Davidson. About the close of the war the city and surrounding country took an active start in their growth. At this time Mr. Morman constructed what they called a patent continuous-burning kiln and the business assumed greater proportions. Hundreds of cords of wood were brought in by the farmers during the winter and piled up for summer use. During the low-water period hundreds of cords of stone were quarried from the bed of the river, giving employment to many men and teams, and the business was something of a factor among the city's enterprises. The river bank was a busy place in those days, presenting a marked contrast to its present appearance where the ruins of an old kiln leave a landmark of the former activity.

In the early years succeeding the war Western Michigan paid tribute to Grand

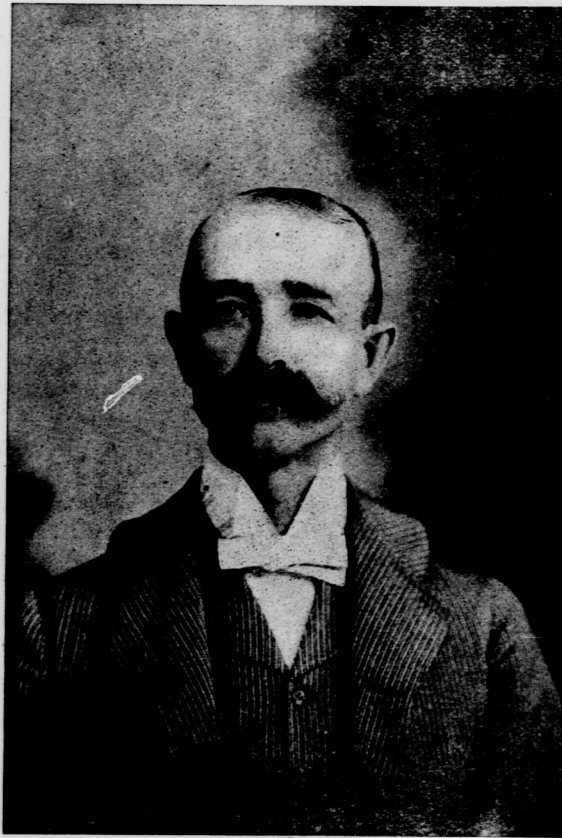
Rapids by purchasing her lime in this city. It was shipped to all the surrounding towns and cities, including Grand Haven, Muskegon, Ionia, Portland, Allegan, Holland, etc., and the foundation of these cities and villages, so to speak, was built up with Grand Rapids lime.

William Morman, practically the father of the lime business in Grand Rapids, retired from the business in 1885, deserving a rest from business cares. At the present time, although it is sixty-two years since he first manufactured lime, he is still living and is enjoying fairly good health for his age. He was succeeded by his son, S. A. Morman, who has since conducted the business, and is now conducting it under the name of S. A. Morman & Co., with Charles E. Meech as a partner. The house is one of the oldest, if not the oldest, in Grand

many cars and necessitates much heavy labor.

The struggle for business, competition, narrow margins, etc., has obliged the dealer to take on other lines of building material, such as sewer pipe, brick, fire brick, stucco, etc., and at present there are several firms competing for trade in the city and surrounding country, and their trade makes one of the leading industries of the city.

Material in small lots and mixed carlots is shipped to the towns and cities of Western Michigan and carload orders are taken and shipped direct from the works in different parts of the country with which the dealer has shipping arrangements. Where formerly the Ohio lime was the main branch used in this section, at present the Petoskey lime is superseding it on account of its strength and reaching qualities. The Louisville



Rapids which has followed one line of business.

With the advent of more railroads, better and cheaper facilities for transportation, and more economical conditions for the manufacture of lime by large companies in Ohio and Northern Michigan, the Grand Rapids lime has been crowded out of the market and Grand Rapids is now a distributor of the necessary article. With the rapid growth of the city in years past, together with the condition of the surrounding country, the business has grown to larger dimensions and thousands of barrels of lime and cement are distributed each year. On account of the cheapness of the article the amount of business in dollars and cents does not equal the amount in other channels, but the bulk and tonnage means the loading and unloading of

cement is the leading brand for building work in this city, the Milwaukee cement for street work, while Akron and Buffalo have strong advocates through the country and smaller towns.

As long as the city and country continue to build up, lime and cement will be leading articles of trade; and may progress and growth continue and prosperity reign.

S. A. MORMAN.

## The Statement Was Confirmed.

Old Fogey—I am pained to hear that you are addicted to poker playing, and that last night you lost \$25.

Young Fogey—The idea! Why, I don't even know how to play the game. "So I am informed by the party who won the money."

Many a man after marriage wishes he had one-tenth of the money he fooled away on other girls, to buy a baby carriage with.

## Vindication of the American Hog.

Washington, Sept 5—Consul Barnes at Cologne, whose recent report on the preparation of American fruits for the German market attracted much attention, has followed it with a report upon trichinae, which is a splendid vindication of the American hog from the villifications of his German accusers. The report says:

"Through the medium of a society of German foreign meat importers, whose object is the protection and promotion of the German trade in meats and fat products, I learn that for the last fifteen years, beginning with the decree of 1883 prohibiting the importation of American meat and ending with the close of last year, there were officially confirmed in the kingdom of Prussia 3,003 reported cases of illness from trichinae, 207 of which resulted in death. Of these there could be traced to the eating of European meat examined in Germany and found to be free from trichinae 1,242 cases of illness and 102 deaths. Thus 41.35 per cent. of all the cases of illness and 49.7 per cent. of all the deaths were caused by the consumption of European pork which was examined in Germany and found to be free from trichinae. The remaining cases could also be traced to importations of European meat, partly examined and partly not examined, and found to contain trichinae, and yet handled by the trade.

"In not one of the above 3,003 cases could it be proved that the illness was caused by the use of American salted, pickled or tinned meat, nor by smoked sausage (imported under imperial decree of Sept. 3, 1891). This statement holds good for all Germany. In confirmation of this fact, the society herein before mentioned has issued posters wherein a reward of 1,000 marks (\$233) is offered to the person who can prove that trichinae has been transferred to human beings by the consumption of American salted or pickled pork or smoked sausage imported under the imperial decree of Sept. 3, 1891, canceling the edict forbidding the importation.

## How One Dealer Does It.

Chas. O. Olson runs an extensive dry goods store in Toledo, Iowa. He is an old traveling salesman, and from his experience and observation has adopted the ideas which he believes best suited to his community.

"I have found," said he, "that the giving of premium goods has come to be a necessity in many towns. Toledo is one of those places, and I am as deep in the premium goods business as any of them. The scheme has met with several changes. It used to be that silverware was all the go, but now almost any kind of an article may be found on the premium list. At present I am giving out chinaware, anything from a whole dinner set to a single piece, according to the number of checks that are saved and presented by the customer. A check is given with every twenty-five cent purchase. The bother with this scheme is that it is overdone.

"I have had some dealings with a trading check concern at Des Moines that distributes Rand-McNally atlases through the check system. All the checks given out by the retailer have to be paid for, and this I consider an objection, because the Des Moines people get all the profit on the unused checks.

"I advertise in two weekly papers, and keep the advertisements alive by frequent changes. I consider this form of advertising indispensable. I am also interested in window dressing, and try to keep up with the times in it. The public is always very appreciative when an extra effort is made in the show windows."

## Beneath Contempt.

Mr. De Broker—I am a defaulter, and I want you to defend me.

Great Lawyer—Certainly, Mr. De Broker; I'll get you off all right. Have no fear. How many millions is it?

Mr. De Broker (with dignity)—Sir, I am short only a few thousand, and I hope to pay that some day.

Great Lawyer (to office boy)—James, show this vile scoundrel the door.



**IMPROVED**

**S.C.W.**

CIGAR WORKS

REGISTERED BY G.J. JOHNSON CIGAR CO.

**STRICTLY HAND MADE**

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

**S.C.W.**

TRADESMAN COMPANY GRAND RAPIDS, MICH.

**SOLD BY ALL JOBBERS** ~

**G. J. JOHNSON CIGAR CO., Grand Rapids, Mich.**



## ELECTRICAL PROGRESS.

## Wonderful Strides Made During the Past Fifteen Years.

Among the many prominent developments of the past fifteen years electricity can safely be termed the leader of all. The advantages offered by the application of electrical energy are many, and of vast importance to the world in general.

Electrical science and the possibilities that may arise are still far from having reached perfection, and we have yet to witness a revolution of manufacturing industries, traveling facilities, and many other important commercial necessities as derived from electrical energy, all of which will be of the greatest importance to the advanced modern methods of conducting our commercial industries. For indications of the modern applications of electricity we need go no farther than our own progressive city, as we can in our daily routine observe our electric lighting plants, isolated lighting plants, decorative signs, electric railroads, enclosed arc lamps and many other electric devices.

Take the telephone as an example of the rapid growth of electricity as applied to commercial uses. We have known of such an instrument for fifteen years, but up to that time not many had the pleasure of using them. Then they were crude in every way, and were expensive, but few being in use and those over very limited distances; but to-day we can look at the past only to wonder and ponder over the possibilities of the coming fifteen years. Telephones are in use in nearly every city and town in the United States. Our long distance telephone has greatly facilitated business. The past three years has brought the larger part of this particular branch into use, this being caused by the entrance in the field of the independent exchanges, our own city being a striking and successful example of this growing public convenience. Although telephones are an absolute necessity to the business world to-day and could not be put aside, still there are other branches of electrical application that are very important. The lighting question has been successfully, practically and economically solved, many cities owning and controlling their own lighting plants. Grand Rapids may, at some future day, be the proud possessor of her own lighting system. However, the question seems to be very warmly contested, and although the people vote for such a plant, it still seems open to debate and long delay.

The new acetylene gas, lately invented and being rapidly brought into prominence as the most brilliant illuminant, as a substitute for oil lamps and even gas and electricity, is entirely dependent on electricity for its manufacture—can not be manufactured without it. This is certainly a very important and modern use of electricity and is sure to be the means of a revolution of lighting in small towns, all due, primarily, to electricity. And so we can trace its uses back of things which, to the ordinary observer, have no connection with this wonderful fluid, as it may be termed, of this enlightened Nineteenth Century.

Consider, too, our great advance in transportation facilities, our local and suburban—to be—electric railroads. Consider, also, our well-lighted stores and streets. What did we use fifteen years ago?

To-day one can visit our immense manufacturing industries and find near-

ly all finely equipped with their own lighting systems, operating separate machines by individual electric motors, thus disposing of long lines of shafting. This method of operating machines is coming into common use, the most modern and finely-appointed factories to-day running all their machines by separate motors, supplying current from large generators in their engine room, and conveying this electrical energy to each machine by electric wiring, in place of old-style, long, expensive and cumbersome line shaftings. This is considered to be a more economical way of distributing energy than our older, direct-connected, rotary motions as conveyed by shafting and pulleys and belts.

The uses to which electricity has been adapted by ingenious thought and in-

telegraph around the world. Our business men can transact important business a thousand miles away. Our navy could not do without the important electrical devices pertaining to their searchlights, signallights, electric torpedoes, etc. The mining industries have been greatly facilitated by certain electrical machinery. The underground rapid-transit problem is solved by the application of electricity. Our medical profession owe a large part of their modern methods of investigation to the X rays, which are a development of electrical application to certain conditions. Thus electricity has become to the world in general an indispensable article, as we may term it—something impossible to do without and still maintain our modern methods, and yet all this impor-

power to the production of our electrical energy, as we must use either of these two powers to operate machinery which produces the electrical energy, so conveniently applicable to uses where steam or water would fail in producing the results as a primary and only power. So, to this great discovery of producing electricity from the heavens or earth (which are generally conceded to be the storehouses of electricity) without the large expense of primary energy we will look forward, and expect it to be the means of producing wonderful advancement in the uses of electricity as a practical and economical unit of power and illumination. When our brighter engineers and scientists, with their combined researches, arrive at the solving of this problem we will have a still more rapid development of the uses of the power which is already the most advanced in such short time.

The day will come, sooner or later, when our foremost power, as applied to all modern manufacturing industries, shall be electrical energy economically used; and the writer hopes the Tradesman may live to see that day, may live under the same successful management, and may continue to advance in the future as in the past, ever keeping pace with the electrical development which is sure to be experienced in the future.

M. B. WHEELER.

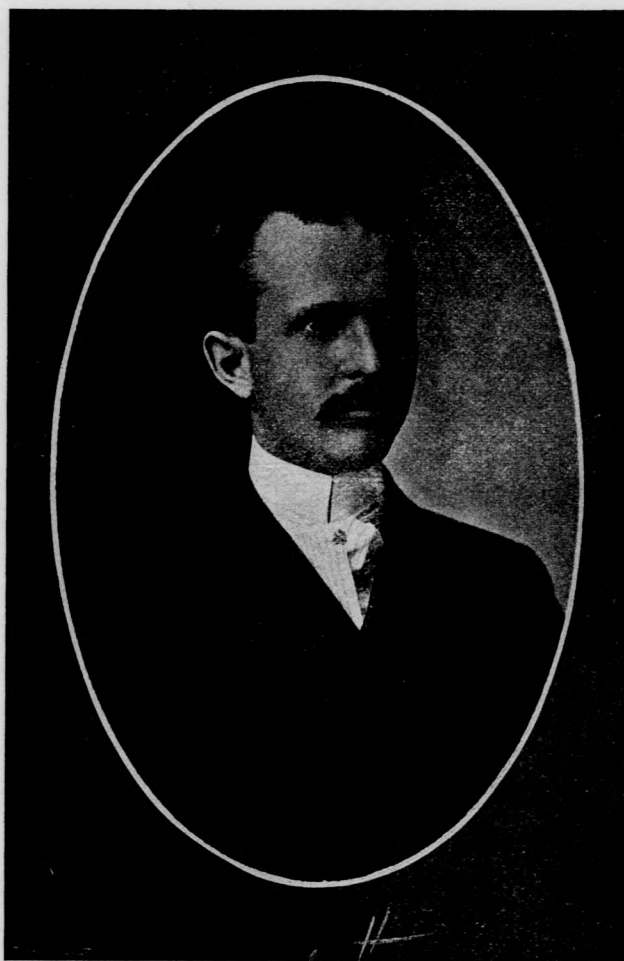
## The Talkative Clerk.

A large department store in Philadelphia employs a certain number of girls about 16 years old and who are imbued in an unusual degree, even for girls of that frivolous age, with an emotional nature that is not at all flattering when it manifests itself to the dignity of the older people who visit the store to purchase goods. For these girls, mind you, are just as hilarious in the presence of customers as at times when customers are not around. Nor do they make any apparent discrimination in their answers to customers and to their own wild set, for they are always more or less flippant and at times really disgustingly so to a person with a refined temperament. So that it is manifestly the part of wisdom for the manager of that department, if he desires to hold the respect of his customers, to dispose of those girls speedily. It should be the policy of every store to limit the conversation of its salespeople within reasonable bounds, so that their remarks may not be heard by customers, for oftentimes the talk of these clerks will bear upon the shoes they are selling, and if it be flippant and overheard by a customer, it will have a greater effect than if it is said to the customer in person. Many customers have the idea that the clerks are honest in their talks with one another, but are paid not to be honest in their talks to the public, and therefore the jesting remarks made on the side are taken as the truth.

## Buying Enthusiasm.

Enthusiasm is good capital to invest in your business. It is worth paying for. Yes, you can buy enthusiasm for money. Try it and see how certainly you can do it. Sometime when you feel only a languid interest in your business, yank something out of stock and cut a great chunk off the selling price—a chunk worth the while, a chunk that will compel people to want the goods at the revised price. Then advertise in your home newspaper and tell the people what you have done. Tell them the truth, and if your selection of a leader has been wise you will soon find things stirring, not only in your store, but in your breast as well.

What if you do lose a few dollars on the goods so advertised? If you have aroused your own interest in your business by arousing the interest of others, you have bought enthusiasm at a very low price. Try it. It is better than spring medicine for that tired business feeling.



vention of complicated mechanisms are many. The new metal, aluminum, is dependent on electricity. Our vast electro-plating establishments, which have revolutionized the manufacture of plated goods, consume an immense amount of current. The art of cooking by electricity has been practically and successfully accomplished. Very few boats of any size are without their own lighting plants. To-day we can sit in our public halls and listen to campaign speeches in faraway places; this is indeed a luxury. We can look into electrical devices and witness in detail exact reproductions of our champion prize-fights. We can hear the cheers of nominating conventions. Owing to the rapid development of line construction and laying of submarine cables we can

tant development has taken but fifteen short years, and many of the appliances have been in use for but four or five years.

The coming years must bring many more important devices and uses of electricity. This is proven by the rapidly-increased demand at the patent offices for patents on various devices operated electrically.

We have yet to look forward to one very important change relative to the production of electricity. We are at present compelled to use other energy to produce electrical energy; that is to say, we can not obtain electricity in quantities to put to practical uses unless we go to enormous expense. The energy which we have used for many years, steam or water power, is an essential



# H. LEONARD & SONS

GRAND RAPIDS, MICH.

THE PLACE to buy Lamps, Crockery, Glass-ware, Dinner Sets, Toilet Sets, Fruit Jars, Stoneware, Silverware, Hardware Sundries, Tin-ware, Granite Ironware, Bazaar Goods, Toys, Dolls, Games, Picture and Miscellaneous Books, Sleds, Skates and every variety of  
**HOLIDAY GOODS.**

BUY YOUR  
CROCKERY RIGHT

**"CHAMPION" ASSORTMENT**

Domestic White Granite Ware at manufacturer's prices and on your own selection of the assortment.

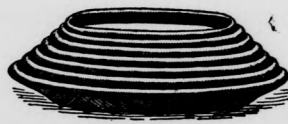
Notice this, the "Champion" Assortment is UNIQUE in that you, yourself make the selection after the first two items which are staple and saleable in every stock. You can make your selections as large or as small as you wish. We have sold this ware for the past five or six years and have yet to hear the first question as to quality. We guarantee it in every respect. At these prices this crockery is shipped very promptly from factory.



TEAS



BOWLS



MEAT DISHES



OYSTER BOWL



ROUND SCALLOPS

## "Champion" Assortment Best Iron Stone White Granite

| QUANTITY | ARTICLES                                                   | COST PER DOZ. | RETAIL      |
|----------|------------------------------------------------------------|---------------|-------------|
| 12 Dozen | Handled Teas and Saucers, 12 of each to doz.               | \$0.50        | \$0.84 doz. |
| 12 Dozen | 7 inch Plates, full measure, 9 inch.                       | .58           | .90 doz.    |
|          | Unhandled Teas and Saucers                                 | .53           | .75 doz.    |
|          | Handled Coffees and Saucers                                | .74           | 1.10 doz.   |
|          | Unhandled Coffees and Saucers                              | .64           | .95 doz.    |
|          | 5 inch Plates, full measure, 7 1/4 inch.                   | .44           | .66 doz.    |
|          | 6 inch Plates, full measure, 8 inch.                       | .52           | .78 doz.    |
|          | 8 inch Plates, full measure, 9 inch.                       | .76           | 1.20 doz.   |
|          | 4 inch Fruits, full measure, 5 inch.                       | .24           | .36 doz.    |
|          | Individual Butters, full measure, 3 inch.                  | .16           | .25 doz.    |
|          | 3 inch Round Scallops, full measure, 4 1/4 inch.           | .56           | .07 each    |
|          | 4 inch Round Scallops, full measure, 5 1/4 inch.           | .56           | .08 each    |
|          | 5 inch Round Scallops, full measure, 6 1/4 inch.           | .64           | .10 each    |
|          | 6 inch Round Scallops, full measure, 7 1/4 inch.           | .80           | .12 each    |
|          | 7 inch Round Scallops, full measure, 8 1/4 inch.           | .96           | .15 each    |
|          | 8 inch Round Scallops, full measure, 9 1/4 inch.           | 1.44          | .20 each    |
|          | 9 inch Round Scallops, full measure, 10 1/4 inch.          | 1.92          | .25 each    |
|          | 10 inch Round Scallops, full measure, 11 inch.             | 2.40          | .35 each    |
|          | 3 inch Meat Dishes, full measure, 6 1/2 inch.              | .48           | .06 each    |
|          | 4 inch Meat Dishes, full measure, 7 1/2 inch.              | .48           | .06 each    |
|          | 5 inch Meat Dishes, full measure, 8 1/4 inch.              | .52           | .07 each    |
|          | 6 inch Meat Dishes, full measure, 9 inch.                  | .56           | .08 each    |
|          | 7 inch Meat Dishes, full measure, 10 1/4 inch.             | .64           | .10 each    |
|          | 8 inch Meat Dishes, full measure, 11 1/4 inch.             | .80           | .12 each    |
|          | 9 inch Meat Dishes, full measure, 12 1/2 inch.             | .96           | .15 each    |
|          | 10 inch Meat Dishes, full measure, 13 1/4 inch.            | 1.44          | .25 each    |
|          | 12 inch Meat Dishes, full measure, 15 1/4 inch.            | 2.40          | .35 each    |
|          | 14 inch Meat Dishes, full measure, 18 inch.                | 3.36          | .50 each    |
|          | 16 inch Meat Dishes, full measure, 19 1/4 inch.            | 5.28          | .75 each    |
|          | 3 inch Bakers, full measure, 5 1/4 inch.                   | .56           | .07 each    |
|          | 4 inch Bakers, full measure, 6 1/4 inch.                   | .56           | .08 each    |
|          | 5 inch Bakers, full measure, 7 1/4 inch.                   | .64           | .10 each    |
|          | 6 inch Bakers, full measure, 8 inch.                       | .80           | .12 each    |
|          | 7 inch Bakers, full measure, 9 inch.                       | .96           | .15 each    |
|          | 8 inch Bakers, full measure, 10 inch.                      | 1.44          | .20 each    |
|          | 9 inch Bakers, full measure, 11 inch.                      | 1.92          | .25 each    |
|          | Sauce Boats                                                | 1.28          | .18 each    |
|          | Pickle Dishes                                              | .96           | .12 each    |
|          | 8 inch Covered Dishes                                      | 3.84          | .50 each    |
|          | 8 inch Covered Casseroles                                  | 4.32          | .60 each    |
|          | Covered Butters and Drainers                               | 2.88          | .40 each    |
|          | No. 42 Pitchers, size 1 1/4 pint.                          | .69           | .10 each    |
|          | No. 36 Pitchers, size 2 pint.                              | .80           | .12 each    |
|          | No. 30 Pitchers, size 3 pint.                              | .96           | .15 each    |
|          | No. 24 Pitchers, size 4 pint.                              | 1.12          | .20 each    |
|          | No. 12 Pitchers, size 6 pint.                              | 1.92          | .25 each    |
|          | Covered Sugars                                             | 2.16          | .30 each    |
|          | No. 36 Bowls, size 1 pint.                                 | .54           | .08 each    |
|          | No. 30 Bowls, size 1 1/2 pint.                             | .64           | .10 each    |
|          | No. 24 Bowls, size 2 1/4 pint.                             | .80           | .12 each    |
|          | No. 30 Oyster Bowls, footed, size 1 pint.                  | .64           | .10 each    |
|          | Chambers, 12s uncovered, measure 7 inches                  | 1.92          | .25 each    |
|          | Chambers, 12s covered, measure 7 inches                    | 2.88          | .42 each    |
|          | Chambers, 9s uncovered, measure 8 1/4 inches               | 2.56          | .35 each    |
|          | Chambers, 9s covered, measure 8 1/4 inches                 | 3.84          | .50 each    |
|          | Chambers, 6s uncovered, measure 9 1/4 inches               | 2.88          | .42 each    |
|          | Chambers, 6s covered, measure 9 1/4 inches                 | 4.32          | .60 each    |
|          | Ewers and Basins, 12s, Basin 13 1/4 in., Ewer 8 3/4 pints. | 5.00          | .72 each    |
|          | Ewers and Basins, 9s, Basin 14 1/2 in., Ewer 12 pints.     | 6.08          | .84 each    |



Drop us a postal for our new **Holiday Catalogue**, ready in a few days, showing the largest variety of goods in this line we have ever shown, at prices on which a good profit may be obtained. Remember we can save you time, money and freight charges.

The Crockery shown on this page is the common every day kind of Ironstone China used by every family, is black stamped on every piece, and **warranted never to craze.**

Keep up your stock by ordering from this list and you will do the greatest Crockery business this fall ever done in your town. You can meet all competition by buying here.

Packages are charged at exact cost in accordance with the Crockery trade everywhere.

## Special Notice

We hope you are arranging to come to the **State Fair**, to be held in this city **Sept. 26-30**, and that you will make it a special point to come and look over our many lines of profit-making merchandise. It will pay you. You can select enough goods from our stock alone to add a very nice profit to your year's business. Our full force of ten salesmen on the floor.

Watch our column of advertised prices elsewhere in this paper for the very lowest prices at which our staple goods are offered.

### Mail Orders

have our prompt personal attention.



**H. LEONARD & SONS,** FULTON & COMMERCE STS.  
GRAND RAPIDS, MICHIGAN.



## TANNING INDUSTRY.

## Some Changes which the Years Have Brought.

"Leather consists, essentially, of the skins of animals, chemically altered by the vegetable principle called tannic acid so as to arrest that proneness to decompose which is characteristic of soft animal substances. Its invention reaches beyond the dawn of history and was probably among the earliest germs of civilization; for, as the skins of animals would naturally be among the first articles of clothing, any means of preserving them would be highly prized. The discovery that bark had this effect was doubtless the result of accident. The principle of its action was unknown up to the present century."

We find in the book of Exodus that Moses asked the people to bring for the construction of the tabernacle, among many other things, "goat's hair and red skins of rams and badger skins," which shows that those articles were well known and valued in those early days. I remember only one instance where the word leather is used in the Bible: In Matthew III., 4, the record is, "And the same John had his raiment of camel's-hair and a leathern girdle about his loins, and his meat was locusts and wild honey." Among my earliest recollections in politics is a paraphrase of this verse as applied to some Whig leader who was a powerful speaker and very hostile to the Democrats, who were called Locofocos, and the popular rendering was, "His meat was Locofocos and wild onions."

The art of tanning remained simply an art. Intelligence and experience kept increasing from father to son and each improved somewhat upon the process of the other; but progress was very slow and depended upon the skill of the workman rather than upon any intelligent knowledge of the elements which contribute to the manufacture of leather.

I was apprenticed at the age of 14 years to a tanner named Uriel Enos, of the village of Buchanan, Berrien county, Michigan. It was in my 19th year my father bought out Mr. Enos, and I have been practically in charge of a tannery ever since, and fully realize that I do not thoroughly understand the business and that there is yet a great deal to learn.

In the early days there were small tanneries scattered through the country in almost every village, and they filled an important place in the industries, the same as did the blacksmith, the wagon-maker or any other local mechanic. In those days they were called "tan yards," instead of tanneries; this was because nearly all of the vats were out of doors, only a rude shelter covering a few of the vats to protect the men while working on hides or leather.

After the preparatory stages leather was laid away with a heavy layer of bark between the sides. Then the vat was filled with water or such liquor as the tanner had. Plank was then placed over the vats and they were buried in tan-bark to await a favorable opportunity for changing. Generally quite a few vats were laid away late in the fall, and if we had a January thaw the stock was taken up and given another layer. I have many a day worked at this when the thermometer was below freezing point, so that literally the establishment was a "tan yard." The bark was ground with a borsemill; and I have spent many weary weeks breaking bark up fine with a mallet into the topper of the

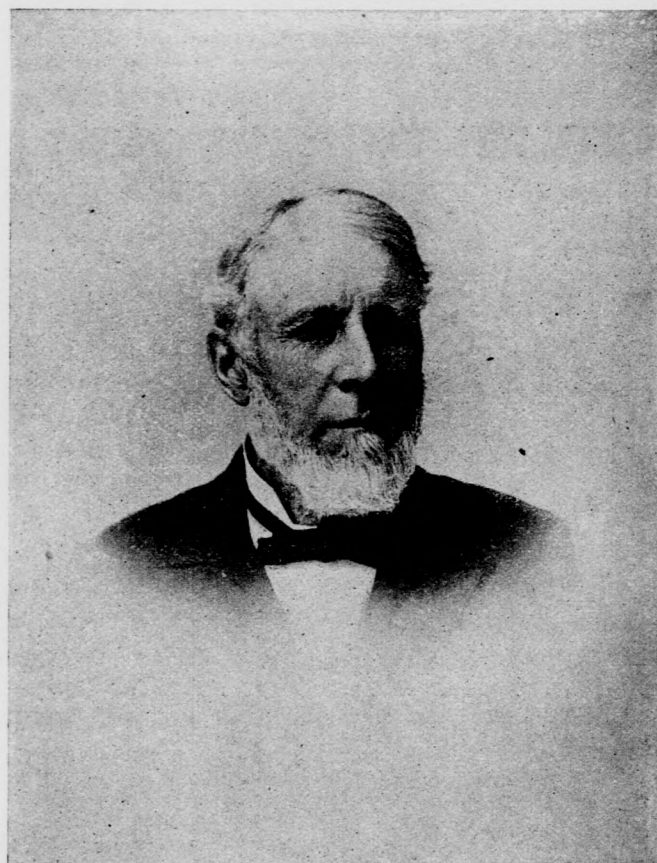
mill, and it was a good day's work to wheel in and grind half a cord of bark a day. All of these things are now in the past.

Tanning is a chemical process and the work is going on largely under cover, and hidden from the view of the tanner in more senses than one. In the first place, he can not see it while it is being tanned, and in the next place, when he does lift it up to look at it, he can not determine either by his sense of taste or touch just what change has taken place. Until very recently he had to rely upon the "feel" of his stock in the vats and "taste" of the liquor, but he had no scientific knowledge whatever.

About fifteen years ago the writer was conversing with Jackson S. Schultz, the acknowledged Nestor of the trade and among the most prominent men of his time. He said that he had expended about a hundred dollars on chemistry during his active career and that ninety-

to be better understood. Then the different natural acids that are found in tanning liquor began to be considered, such as tannic acid, gallic acid, acetic acid, lactic acid, etc. It must be remembered that the chemist was like a man traveling through an unknown country without guide or compass when he began to determine the relative quantity of those different varieties of acids and to devise a test which would indicate the presence of any given element in the liquor. This, of course, was a very slow process, and our authority—namely, the chemist—came to very erroneous conclusions, which were disgusting to us, the lay members. At times we would repudiate the authority altogether and try and go it alone for a while; finally, after a time the thoughtful tanner would come back to the chemist for assistance to solve a problem which always disturbed him.

About fifteen years ago Professor



nine of that was lost; this was from no contempt of science, but simply because of the fact that science had no solution of the problems which confronted him. About fifteen years ago the writer contracted with a scientist, falsely so-called, in New York City. This firm analyzed our liquor and began to advise us in regard to the management of the yard. They did a great deal of patient investigation, and it seemed earned the hundred and fifty dollars which we paid them; but this conclusion was misleading and the result was disastrous to us.

About twenty years ago, more or less, a tanner's branch was started in the School of Technology in Vienna, and this began slowly to determine, with considerable exactness, the nature of the elements which, when combined, go to make up that which we call leather. The constituent parts of hide, such as gluten, gelatine and fiber tissue, began

Sturcke came from the school in Vienna fully equipped with diploma and a certificate of high standing as a tanner's chemist. We all welcomed him with great enthusiasm, and supposed that we had found a man that really knew how it was, but many of us repented our misplaced confidence. We found that Professor Sturcke was all that his credentials indicated, but that his knowledge was only theoretical and I think in spite of his ripe knowledge he was not a financial success.

Anybody engaged in tanning learns by sad experience that the chemist must be his servant and not his master. This experience greatly modifies, and frequently upsets, a conclusion of science. However, in spite of all this difficulty, tanners have been making steady progress in their art; not so much in the quality of the leather, however, as in the increasing economy of the product. In regard to the extracting of tan from

the bark it is safe to say that in the year 1880 one-half of the tannin contained in the bark was thrown away. We found that a higher degree of heat would be required to extract the valuable elements from the bark. This again involved different appliances and methods for both generating and conserving the heat which was necessary, all of which was a very large expense, and with every improvement the more expense, until the poor tanner was utterly dismayed and often disheartened when he saw that all of his profits, and more too, was being absorbed in "improved methods." I presume that the tanner's experience does not differ from that of any other manufacturer who is keeping up with the times in this regard.

The manufacture of leather and leather products has increased greatly since the war. The hemlock forests of Western and Northern New York and Western Pennsylvania were in their virgin condition, and offered a large field for the capital of the Eastern cities. So, with the aid of a railroad, the work of devastation went on with rapidity and now all of that region is almost entirely denuded. The country was largely mountainous and that region now presents nearly the same blackened and desolated appearance as that of our denuded lands in the North, but looks even more forbidding because of the rocky nature of the country.

Already great inroads have been made on the oak bark country lying chiefly south of the Ohio River. This country seems to be destined to the same destruction as the hemlock forests of the North, and it looks as though the next generation would have to rely on other material for tanning.

I am frequently asked the question, "What are you going to do for leather when the bark is all exhausted?" For reply I can only state in general terms that science and evolution can always be relied upon to fill up any gap that occurs from time to time. In other words, God seems to have an infinite store of necessities for his children and it is for them to search out those things. A great deal of progress has been made in that direction within the past few years. Most of our upper leathers are not now tanned with bark; other substances are being discovered which make a tougher and more pliable leather than bark. Some of these are vegetable, such as japonica, sumac and nutgall. Within two or three years canaigre root has been discovered, and is now being cultivated for a tanning agent; it is said to contain a larger percentage of tannin than any other vegetable and great hopes are entertained for its future usefulness. A great deal of our finer leathers are mineral tannage, and are known by various attractive names which practically signify nothing.

Each tanner and currier differs from the others somewhat in his methods and he generally has some secret in connection with his particular kind of leather which makes it different from his neighbor's, so he adopts some particular name as a trade-mark by which to advertise his goods. It is a popular saying that leather is not nearly so good now as it was in the olden time when men and women were more honest and the work was done by hand and when it required from one to three years to tan out a good solid side of sole leather. This popular idea is a great mistake—the fact is that leather was never so well manufactured as now and never were so much skill, intelligence and integrity

ESTABLISHED 1872



# LEMON & WHEELER COMPANY

## Wholesale Grocers

GRAND RAPIDS, MICH.



AGENTS FOR

### WASHBURN, CROSBY CO.'S



**GOLD MEDAL**  
AND  
**PARISIAN FLOUR**



AMERICA'S GREATEST FLOURS



exercised in the art of making leather as at present. But the reader will say, "Why does it not wear longer then?" The answer is simply this: The people will not wear such leather as they did in the olden time. The demand now is for a light, soft, pliable, easy-fitting shoe, a nice style, shapely and comely to look upon.

Formally, our boots were made out of cowhide which was four times as thick as would be worn now, and we depended upon our boots or shoes to keep our feet dry, and a good stout piece of leather frequently treated with a compound of tallow, beeswax, lampblack and various other ingredients, mingled with great care and wisdom, would after a while make the leather so that it would "turn water;" but when the boot had reached this happy state it was generally about as flexible as a piece of sheet lead.

The advent of India rubber for foot covering has done away with all of this necessity. Everybody now relies on rubber to protect the feet from wet, and consequently the demand is for a very much thinner leather, and of course it is not so durable as the stouter leather of former years.

The American people are much more fastidious about their footwear than they are in Europe, where they rely upon a good stout waterproof shoe to protect their feet. The women wear shoes that are so heavy and clumsy that but few men in our country would have them on at all. So in leather, as well as most other things, the Yankee Nation beats the world. The prophecy of old Horace Greeley has come to pass in the leather trade as in many other branches of industry. He said: "The road to cheap goods is through a high tariff." We are now the tanners of the world and none can excel us, either in quantity or quality. The tariff bill known as the Dingley bill imposes a duty of 15 per cent. on hides, which had been on a free list for twenty-five years. This mistaken policy has produced a very serious drawback to both the American tanner and the shoemaker; and I see no present prospects of this duty being taken off. There have been, and now are, a few Senators from the Northwest who insist that they must have protection for their people, and so long as those Senators hold the balance of power in Congress this mistaken policy will remain in force, and very much to the detriment of one of our largest American industries.

Another popular impression is that the tanners are always rich and therefore it is thought to be a very prosperous business. The fact is that it is like any other legitimate industry: competition is very close and profits are generally small. Occasionally, some sudden, unexpected rise occurs which brings in very handsome profits.

The sole leather business especially is a slow business and requires a great deal of time, and therefore a great deal of capital, and if the tanner gets around with an annual average of 5 to 7 per cent, he is doing well, and possesses no particular advantage over his neighbor in other lines of industry except perhaps that sole leather does not go out of fashion and the tanner, if he be embarrassed, can realize at almost any moment on his finished product if he is willing to make a moderate concession in prices. This feature makes it an attractive investment for conservative capitalists who are willing to be satisfied with a minimum of profit, accompanied also by less than the usual risk in manufacturing.

Therefore, the tanners are a conservative class of men who have learned to "patiently wait" and do not expect too much from their business.

FRANKLIN B. WALLIN.

## FISH AND OYSTERS.

### Interesting Facts Peculiar to the Business.

Your letter requesting me to contribute an article for the Tradesman on the subject of oysters and fish, covering a period of fifteen years in Grand Rapids, proves conclusively that editors sometimes make mistakes. To inflict upon your readers a fish story fifteen years long would be quite serious enough, but, coming from the pen of a novice, its awful consequences gain in magnitude with the thought. Just imagine a fish merchant in the editor's chair, or the editor selling fish, and you have it. The merchant of to-day, with his many "irons in the fire," has little time for literary achievements. His experience is limited to the dictation of the briefest letters possible or the send-

Grand Rapids people to-day, while the fish of our native lakes and rivers come to us almost flopping in their struggle for life.

These advantages now enjoyed have educated the people to eat fish more generally than in former years and there are hundreds of families in Grand Rapids who serve a fish course every day in the week, considering it essential to a well-set table.

While in years past salt fish were a strong factor in the fish business, owing to the inability of the merchant to get the fresh here in good condition, there is comparatively very little demand for them now, the fresh being always preferable.

The improved shipping facilities and the increased population, as compared with fifteen years ago, have at least doubled the consumption of fish in

towns. Our local supply comes mostly from Petoskey, Mackinaw City, and also from Lake Huron fisheries, these fish being considered the finest caught. Grand Haven, although in close proximity, sells very little fish in Grand Rapids. Some of the local peddlers are supplied, the principal catch being shipped to Chicago.

Ice and fast express trains are the factors which give to the people an advantage almost equal to living on the seashore. Fishermen know better how to handle them than they did a few years ago, and the retailer has learned that big refrigerators and a generous use of ice are essential in handling products so perishable as fish.

It has been only within the past few years that oysters could be successfully marketed the year around in Grand Rapids. During the spawning season, between the months of April and September, the law forbids the gathering and sale of oysters except in private beds. The public taste, however, has been so cultivated to the use of the succulent bivalve that many have engaged in the oyster industry and they are now as much in evidence in July as in December.

Of the cultivated oysters a small proportion is sold as compared with the native ocean and bay varieties. The best flavored oysters are taken from Chesapeake Bay. From September 1 to the middle of October they are gathered with oyster tongs, and after that time until the close of the season they are harvested with steam dredges. They are then brought to market and sold by the bushel at auction, which accounts for the fluctuating market.

People have a mistaken idea that oysters are canned in their own juice. They are not, but are carefully washed after they have been shucked, and are then sorted and put in pails or canned for shipping.

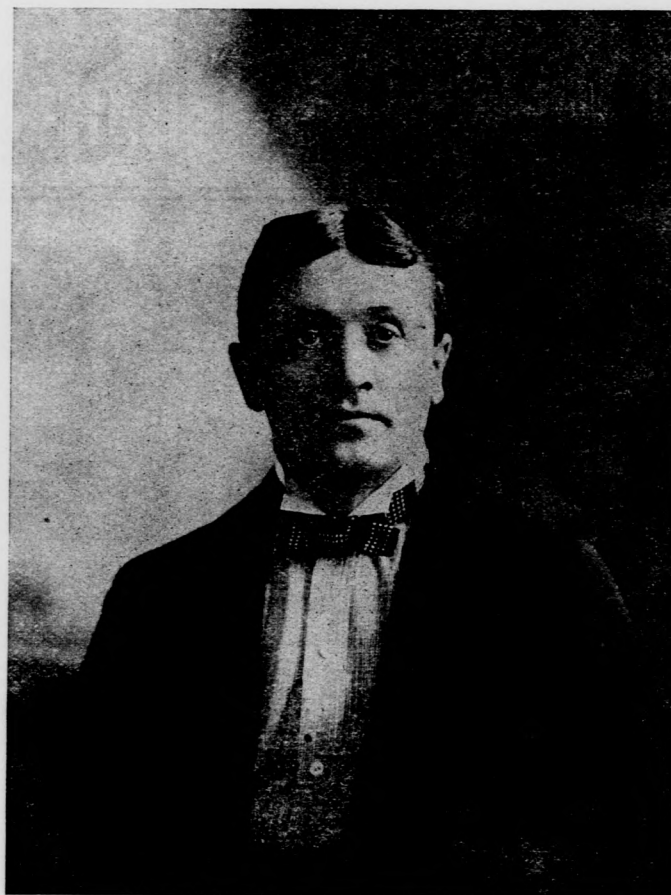
Most of the oysters sold in this market come from Baltimore, and these are considered the finest flavored. Fifteen years ago the consumption was nominal in Grand Rapids, but now, during the season, there are sold on an average 500 gallons per day. This city is an important oyster market for Northern Michigan and it is estimated that during the season at least 1,000 gallons per day are shipped to various points. Owing to their great cheapness, they long ago ceased to be a luxury and may be found as frequently on the tables of our laboring people as on the millionaires'.

There is a theory that a fish diet is conducive to brain growth—having lived on fish for the past seventeen years, since engaging in the fish business, I offer the above as an argument that the theory is a fallacy.

F. J. DETTENTHALER.

The whole of the West Indies has been dependent on Venezuela for a large portion of the cattle consumed by Martinique, Barbadoes, Trinidad, Guiana and even Cuba. An increased production has been the natural consequence of demand. In 1890 Venezuela had only 3,500,000 head of cattle; in 1894, 5,000,000; in 1898, 10,000,000, and in four years more, i. e., in 1902, there is no reason why the figures should not go up to 20,000,000 head of cattle unless the United States now takes the trade.

One of the great griefs that come with a bad cold is the necessity of listening to everybody who has a sure cure for a cold. In the meantime the cold keeps on until it runs its course.



ing of ten-word messages. How, then, can you expect one who follows the prosaic life of a fish merchant to develop, at a moment's notice, into a writer of history, a man of statistics and a literary genius? I appreciate the wide scope the subject affords me and were I possessed of the imagination of some of our local nimrods, in relating their thrilling adventures with the denizens of the deep, my contribution would not be so justly qualified for the waste basket.

But, to be serious, I can truthfully say that the fish and oyster industry has kept pace with the times. Refrigerator facilities for transporting this perishable merchandise have become so perfected, and the time has been so materially shortened between shipping points and destination, that the uncaught fish of the ocean yesterday are served in all their delicious flavor on the tables of

Grand Rapids. Two thousand pounds of fish per day would be a conservative estimate of the local consumption, white-fish being the favorite, with trout a close second. Then come black bass, pike, pickerel and perch, in the order named.

The consumption of sea fish in Grand Rapids is comparatively small, lake fish taking the lead. A very limited quantity of cod, mackerel, flounders, turbot and a few eel are sold the year around. There are more finnan-haddie sold in this city than any other variety of salt water fish. These are no more nor less than haddock, split, salted, sugar cured and smoked. When properly prepared they make a delicious dish.

The principal supply of fresh water fish consumed in Michigan comes from Mackinaw, Petoskey and Detroit. Detroit dealers gather them from all around the lakes and reship them to the interior

## FREE! GIVEN AWAY!

# SOLID NIQUELED CASE CASH REGISTER

### DETAILED SELF-ADDING.



#### TO THE TRADE:

With 1,000 of our best five-cent cigars at \$39.00 per M., we will send free a solid niqueled case, detailed Self-Adder Cash Register, equal to registers heretofore sold for \$175.00 and upwards.

**The cigars are equal to any five-cent cigar on the market.**

Terms: thirty days, less 2 per cent. ten days.

#### Description of Cash Register

Size, 21 inches high, 17 inches deep and 19 inches wide. Weight, 85 pounds. Solid nickel case of handsome design. Tablets display from both front and rear. The money drawer is highly polished inside. Both the exterior and interior of this machine are the best that can be produced. Warranted for five years. All the work is done on wheels, and it sets to zero with a key in a moment's time. The tablets are large and conspicuous--a black figure on a white enameled background. We have two styles of keyboards. When ordering please state if you use penny keys or whether five cents is the lowest denomination you use.

**This is a stupendous offer, and many who read this advertisement will be incredulous.**

Do not be influenced by agents of high-priced registers, but send for one of our registers and 1,000 cigars at \$39.00. Then compare and JUDGE FOR YOURSELF, and if register is not equal to the best in style, finish and utility, return it to us. We assure you that everything is as represented.

Very respectfully,

**DETROIT TOBACCO CO., Detroit, Mich.**

#### ORDER BLANK.

Detroit Tobacco Co., Detroit, Mich.

Ship as soon as possible  
1,000 cigars at \$39.00 per thousand,  
including 1 cash register.

Terms:  
\$19.50, 30 days  
\$19.50, 60 days

\$39.00.

If goods do not suit, I agree to return same to you on or before seven days from date they are received from transportation company.

If goods are retained after above mentioned time, it shall constitute the acceptance of same, and I will remit as per above terms.

Signature of purchaser.....

Town.....

County..... State.....

**OUR GUARANTEE** To any responsible merchant in the United States we will ship both register and cigars on seven days' trial. If the cigars are not satisfactory or you do not consider the register equal to any that the National Cash Register Co. of Dayton, Ohio, sell for \$175.00, you can return both register and cigars to us.

Remember, \$39.00 includes both the cash register and the cigars.

Why pay \$175.00 for a cash register when you can get one FREE?

Sign and return the order blank and the goods will go promptly forward on seven days' trial. If you do not find the cigars equal to any five-cent cigar in the market, and do not consider the register equal to any that the "National" Company sell for \$175.00, send the goods back to us as per above terms.

## Are You Ready to Surrender Your Old Scales and Quit This Fighting Against Such Terrible Odds?

You can't compete with your neighbors if they are using modern methods and you are using poor ones. The world hooted at Uncle Sam using so much powder in developing the "bump" of "location" of his gunners, but we all know the result.

Some have smiled at US for keeping up a continual fire on old pound and ounce scales, but after they have all surrendered to our **MONEY WEIGHT SYSTEM** and the loose methods of doing business are driven out of their stores, they will see the wisdom and strength of our attack.



*First in War, First in Peace, and First in the Hearts of the Merchants.*

*Yours for success,*

*The Computing Scale Co., Dayton, Ohio.*

Dewey and Schley had the advantage in the battles of Manila and Santiago because they used modern methods. Your competitor who is using the **MONEY WEIGHT SYSTEM** has a greater advantage over you.

CUBA was settled over 100 years before Massachusetts and is richer in natural resources, but who could compare them? Cuba is now to take a taste of liberty and methods which are up to the times. **HOW ABOUT YOU?**

We hope to see you coming into our ranks, as it can be a surrender **WITH HONOR.**

*Yours for success,*

**THE COMPUTING SCALE CO., Dayton, Ohio.**



## SEED TRADE.

## Desirability of Dealing With Reputable Houses.

In commenting on the seed trade, I would call particular attention to the fact that the seed business is a very peculiar business. It is unlike other lines of trade in many respects. A man, to be successful in the seed business, must grow up with it. He must give his thought and attention to its every detail. He must take both the ups and downs cheerfully. A large percentage of our trade comes to us from those who have confidence in our ability as seed merchants. This is characteristic throughout the United States. If a customer is going to purchase a cookstove or a set of furniture, he can examine it and tell pretty closely its actual value. It is the same with groceries and other such merchandise. But with seeds it is entirely different. Two samples of seeds may look alike, but their producing qualities may be entirely different. Therefore, when the country merchant buys a bill of seeds of his dealer, he relies largely upon the honesty and integrity of the particular house with which he is dealing.

This particular feature of the seed business has shown itself more plainly during the last five years than I have ever noticed since I have been engaged in the trade. A few years ago there was a tendency upon the part of some wholesale seed dealers to hammer down the price, regardless of the quality of seed they were offering; but it lasted for a short time only, and I am glad to say we find the country customer paying more attention to the quality to-day than he is to the price. The cutting of prices of two or three years ago was mainly due to the fact that there were large surplus stocks, many tons of which was undoubtedly of questionable character. It had a bad effect upon the seed trade throughout the United States and in consequence some of the largest houses went to the wall. Another reason for the demoralization of prices was the large stocks of seed grown by inexperienced growers who had an idea the seed-growing business paid immense profits. I am glad to say this state of affairs does not exist to day; that the seed trade is getting in a healthy condition, and the prospect for next year's business is bright.

Situated as we are in Michigan, we have an advantage over some of our competitors in other states. Michigan is known from the Atlantic to the Pacific as being one of the best seed-producing states in the Union. Northern-grown seeds are most in demand, always having preference. There are very few seeds but can be produced in this State by exercising a little well-directed care. We do not, however, find it profitable to produce in this locality all the seeds that we offer for sale. There are some sections of the country where certain seeds can be grown to better advantage, both as to quality and price. It is the same with some foreign seeds, and we find it necessary to import some varieties of root seeds. But when it comes to the staples, such as peas, beans, sweet corn, onion seed, etc., they can be produced in Michigan to perfection.

I regret I have not the time to go into this matter in detail, and can only give you an outline of the business. As stated above, the seed business is peculiar in many respects. Its success depends entirely upon the energy, honesty and capital employed. There is no limit to the

territory in which we operate. It is as easy to sell our seeds on the Atlantic Coast as it is on the shores of Lake Michigan. Our list of customers string out from Maine to California and from the Northern Peninsula of Michigan to the Gulf of Mexico. The seed-producer and the farmer or gardener's interests are practically one. If we are successful in producing a choice quality of seeds it brings us new customers. This is the way a seed business grows, not by jumps and bounds but steadily. The man who engages in the seed business must give his life to it in order to be successful, and after he has built up a business of twenty or twenty-five years no power on earth can take it away from him. A man engaging in the seed trade will be apt to meet with many disappointments, but if he hangs to it he will invariably come out on top. Fortunes have been accumulated in the seed trade, but they do not come in a year or two—it is a business of a lifetime.

ALFRED J. BROWN.

## The New Woman and Her Checkbook.

Ask the paying-teller of a leading bank how the modern woman transacts business in the institution where he is employed and most likely he will tell you that she causes less trouble than a good many men. As a matter of fact, there is hardly anything which shows the modern woman's ability to take care of herself more than the way she handles a bank account and the number of her sex who are acquiring the proprietorship of one. A person has only to stand for a few minutes in one of the banks to have ocular demonstration of the change that is taking place in the complexion of its depositors.

It is now the commonest thing to see a young woman gowned in the height of fashion, and looking as if the thought of anything more serious than a pink tea or a season of grand opera had never occurred to her, step up to one of the desks provided for the accommodation of customers, draw a checkbook from her reticule, coolly and collectedly gather up one of those ancient pens which have borne the weight of the fists of well-known financiers and write in the most nonchalant and accustomed manner a check for the amount she feels she will need.

One can easily see that it is a complete departure from the old idea. She does not take out a crumpled check, after an infinite deal of fumbling in half a dozen places. She is not bound hand and foot by any unchangeable sum that some almoner of the opposite sex has decided upon. One may easily be quite certain of this, for she frequently gently bites the end of her pencil or pats her forehead with it while she puts the neatest imaginable columns of figures on the reverse side of a blotter.

But being wholly at liberty and upon her own resources does not worry her in the least. She is perfectly self-possessed and peculiarly at ease in her surroundings. The comic paper writer's notion of a woman's actions when she gets in a bank are shown to be thoroughly inaccurate and a complete travesty on the truth. She does not go up to the receiving teller, book-keeper or president to get her checks cashed. She does not indorse negotiable paper across the face or on the back an eighth of an inch from the top. On the contrary, she complies with whatever business forms there are in a manner that would endear her to the heart of the most methodical and finicky business man. And the best of it is that with all this facility she does not lose her femininity a bit.

## Corl, Knott &amp; Co.

IMPORTERS \*  
AND JOBBERS OF

## MILLINERY

Our Fall and Winter stock is now complete, comprising a full and complete assortment of trimmed and untrimmed hats, including a large assortment of \* Walking Hats and Fedoras, Ribbons, Velvets, Velveteens, Ostrich and Fancy Feathers, Ornaments and Novelties. \* During the month of September we will have on display from 500 to 1000 Pattern Hats, including the latest importations. \* Our Hats are strictly practical; we have no others. \* Your orders are solicited. \* \* \*

## Corl, Knott &amp; Co.

20 and 22 NORTH DIVISION ST.  
GRAND RAPIDS, MICH. \* \*

### Drug Business Nowadays and Fifteen Years Ago.

Fifteen years of retail drug business is just within the scope of my memory—that's all, for it was just about that long ago when I was appointed chief bottle washer in a small retail drug store where the proprietor did more of bluing and flavoring extract business than he did in the professional line of a dispensing pharmacist. I did not know a label from a pill tile by name when I "started in," but in less than a year, with the princely salary of \$1.50 per week, I thought I knew more about the business than the boss himself. It took me fully five years to discover that there is always something to learn in a retail drug store. Men who have been in the business for thirty or forty years are the quickest to confess that they do not know it all.

Fifteen years ago, in Grand Rapids, "cut rates" existed among the dealers in patent medicines, but just about that time, by aid of the leading retailers here—Peck Brothers, Wurzburg, Nichols, Wilson and Thum Bros.—the first successful organization was perfected, the Grand Rapids Pharmaceutical Association. This society was for eleven years the most solid and prosperous association in the United States, and many other cities pointed to it as being a model, one of which to take note.

But the whirligig of time brings its changes and the long road found its turn—the solid and friendly club of retail druggists began to waver a couple of years ago, then fell. Now, as regards associations and "cut prices," we are again where we were fifteen years ago.

I do not think a registered pharmacist gets any more salary to-day than a good dispensing clerk received fifteen years ago. A competent man was just as much in demand and his pay was just as good in those days as it seems to be to-day; but certainly the public have received better protection under the pharmacy law than they did before such a thing was in existence. There surely is a good thing in the pharmacy law of this and other states, but it benefits the public only; there's nothing like class legislation about the pharmacy law.

It is doubtful whether there has been any less illegal traffic in the retail liquor part of the druggist's business than heretofore. We hear of it quite as much as ever; but these saloon druggists are rare indeed in number when compared with the number of honorable and legitimate pharmacists engaged in the profession and doing strictly a law-complying, commercial and dignified trade in all its branches.

Commercially, a great many changes have taken place in the retail pharmacist's business during the bygone fifteen years; for instance, fifteen years ago we were obliged to use the war revenue stamp—now we are at it again. Trade has also changed; we used to sell large quantities of logwood, nicwood and other dye stuffs; now, especially in the cities, this has changed and package or aniline dyes have taken their place.

A retail druggist used to do an immense trade in hairoil, cologne, family recipes, etc. This trade is not nearly as heavy now, but you will find this same druggist retaining his former volume of trade by adding to his line stationery, candy and ice cream soda.

The buying of such sundries as syringes, perfumes and face powders is no longer confined exclusively to the drug store; this trade has drifted in all

directions—from the dry goods department store to the barber shop.

Notwithstanding the many changes, the retail druggist to-day is as prosperous as he ever was. He has kept up with the procession, and pretty well to the front at that. To-day the finest stores in the country are drug stores. And the pharmacist has the distinction of being in the only business in which one is at once a professional man and tradesman.

Scientifically, pharmacy has made rapid and wonderful progress and the discoveries by the chemists of this and other countries would make a long list, even if no attempt were made at description. Some of the important ones on the list would be the coal tar products as now used in medicine, antipyrine, acetanilid, etc.; then cocaine, also the various antitoxins, and the manufacture of liquid carbonic acid gas for commercial use. B. SCHROUDER.

### No Progress in Fifteen Years in the Creamery Business.

Nashville, July 28—It is my desire to extend thanks for the favor and compliment you confer upon me by the request you make of me. I also desire to explain to you why I deem it an impossibility to respond.

From our observation we are inclined to believe that there has been no real progress in the butter business in the past fifteen years, at least so far as the creamery and dairy are concerned. It is true that there has been some progress in machinery and appliances for handling the product, but we fail to see how the hundreds of now defunct creameries have in any way aided in the work of progress. Neither do we see how the separator has aided, especially the man most interested, the dairyman or farmer. The quality of the butter may be all right, and is with a good buttermaker, but the calves which are to produce the milk hereafter have been robbed and starved by the process. We claim that the whole system is wrong; that the butter should be made on the farm, where the calves can have the sweet skim milk and the pigs the sour milk and buttermilk. Hence, you see, I am not the one to write an article for publication on this subject.

I have been in the business, one way and another, for twenty-eight years, and with my present opinion, I would hardly care to set forth my views on this subject, except in a discussion. The "theory fellows" of the day would jump on me hard, and the popular majority is with those chaps on nearly all subjects in this age.

We are in the business and have, by hard work, made it a success for ourselves and, so far as possible, for all concerned; but we are forced to observe that oleo, butterine and process butter are keeping a steady march to the front, and, with an increased demand for the above products from the "dear people," why should their progress be retarded?

We were persuaded into the business by "creamery sharks," but by close study of the business and a gradual reduction of expenses we have no cause to regret our venture from a financial view. We added cold storage to our plant the second year and in various ways have made the whole business a fair and profitable one. C. W. SMITH.

### 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.

It takes about four generations of riches to produce a boy without freckles.

Ship us your ~~~~~

Butter, Eggs,  
Poultry, Veal,  
Game, Fur,  
Hides, Beans,  
Potatoes,  
Green and  
Dried Fruit

Or anything you may have. We have a No. 1 location and a large trade and are fully prepared to place all shipments promptly at full market price and make **prompt returns**. If you have any apples do not dispose of them before corresponding with us. The crop is very short this season and there will be no low prices. Please let us hear from you on whatever you may have to ship or sell.

COYNE BROS.,  
COMMISSION MERCHANTS

161 S. WATER ST., CHICAGO.

### REFERENCES:

Wm. M. Hoyt Co., Wholesale Grocers, Chicago.

W. J. Quan & Co., Wholesale Grocers, Chicago.

"Chicago Produce," Chicago.

Bradstreet's and Dun's Agencies.

Hibernian Banking Association, Chicago.

BANKERS: Merchants' National Bank, Chicago.



## RAILWAY DEVELOPMENT.

## How Facilities Have Increased and Rates Decreased.

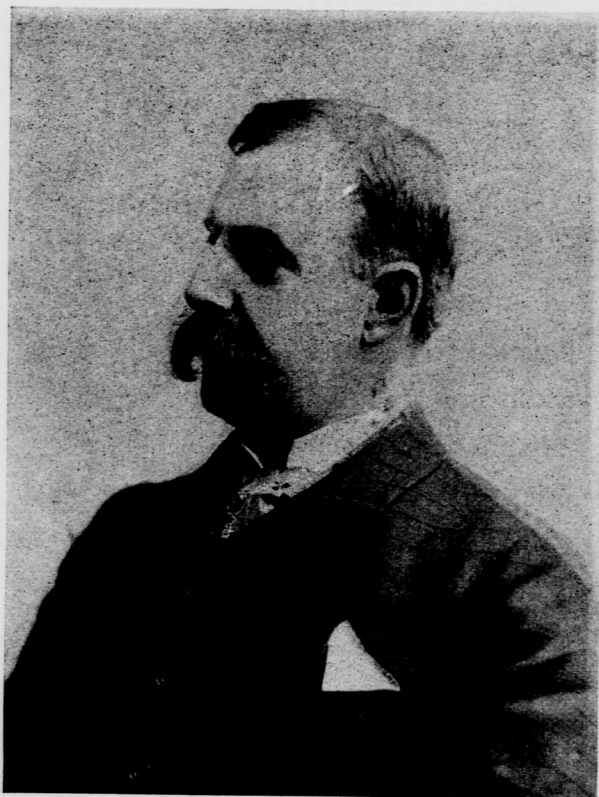
Compliance with your request for an article on railroads presents greater difficulties than would be at first imagined.

In the first place, the subject is a vast one and the field broad, and the difficulty will be to localize the subject and not say too much, and make interesting an article without trying the patience of your readers with a bewildering array of statistics and figures not easily comprehended by the average reader.

On the other hand, the subject confined to the railroads of Grand Rapids, or even to Michigan, during the past fifteen years would give but a poor idea of the great value railroads bear to every branch of trade and would fail to make known the complete revolution in business methods the introduction and use of railroads has brought about in a marvelously short period of time.

ably corn and other grain enough to supply the world's markets, instead of using it for fuel, as formerly.

It was in 1869, less than thirty years ago, that the first railroad was completed from the Missouri River at Omaha to the Pacific Coast. Think of the Kansas City and Omaha of to-day, flourishing cities of nearly 200,000 population each, with the latter city's Trans Mississippi Exposition, in comparison with the mere hamlets or places for steamboats to land, as they were then! Since that time four or five other lines of railroads have been built to the Pacific Coast, with branches radiating in all directions north and south, making it possible for a steady stream of settlers to travel from the Eastern to the Western States, which flowed first across the Mississippi and then across the Missouri Rivers until the fertile prairies have been occupied up to the margin of the sage bush deserts (for there are real deserts in the West, but not where our



There are yet in our city and State numerous readers of your paper who could recount their experiences of a day's journey in the clumsy stage coach, bumping over the corduroy and plank road between Grand Rapids and Kalamazoo, now less than an hour's ride, or who could tell you of the three or four days' time it took to bring goods from Detroit to Grand Rapids at a cost of \$1 to \$1.50 per 100 pounds, which can now be done in three or four hours at a cost as low as 9 cents per 100 pounds, varying according to classification.

The product of Grand Rapids factories is being daily shipped to points beyond the Missouri River, which the geography of some of your readers not many years ago described as "The Great American Desert," and the few straggling settlements then in that unknown section fortunate enough to evade the tomahawk and scalping knife of the savage Indian are now, by the aid of railroads, producing and shipping profit-

first geographies located them) and the seemingly impenetrable barriers to railroad building, the Rocky Mountains, have been pierced and girded by trunk lines of railroad, making great commercial highways from the Atlantic to the Pacific oceans, with through passenger trains equipped in luxurious style, scheduled at high rate of speed, covering the distance in from four to six days, which formerly took from four to six months in the covered wagon or "prairie schooner."

Our fellow townsman, the late General W. P. Innes, who was Railroad Commissioner for Michigan in 1883, when your paper started, in his report for that year, gives a table showing the yearly progress of railroad construction in Michigan from 1838 to 1882, showing the number of miles in operation to be as follows:

|           |       |
|-----------|-------|
| 1838..... | .063  |
| 1850..... | .350  |
| 1860..... | .770  |
| 1870..... | 1,739 |
| 1882..... | 4,609 |

The Leading Music House of Western Michigan.

**Julius A. J. Friedrich**

30 and 32 Canal Street,  
Grand Rapids, Mich.



DEALER IN

A. B. Chase, Hazelton, Fischer, Franklin, Ludwig, Kingsbury and other

**PIANOS**

A. B. Chase and Ann Arbor Organs

A full assortment of Sheet Music and Musical Merchandise. Everything in the music line at lowest prices. Catalogues sent free on application.



**Give Us  
a Slice**

of your orders  
and see how  
quick we bite.

Prices Cut To Fine Margins.

**S. A. MORMAN & CO.**

25 CANAL STREET,

GRAND RAPIDS, MICH.

The Oldest Lime and Cement House in the State.

MARBLEHEAD

OHIO WHITE

PETOSKEY

**LIME**

We handle all the best brands:

PORTLAND CEMENTS, STUCCO, HAIR, FIRE BRICK  
AND CLAY, LOUISVILLE, MILWAUKEE AND AKRON  
CEMENT, PATENT PLASTER, AND SEWER PIPE.

**COAL**  
S.A.MORMAN & CO.

ALL KINDS

Reports since show the mileage to have increased as follows:

1890.....6,957  
1895.....7,609

From the foregoing it will be noticed that the mileage of railroads in Michigan has nearly doubled since the Tradesman commenced its career, fifteen years ago.

Grand Rapids, sharing in the increased volume of business due to the addition of new territory tributary, by reason of this increased mileage of railroads, can point to her many new and substantial business blocks and manufacturing as one result.

Few persons realize what a mighty distributing agency for money railroads are. It is true they collect large sums, but they also pay out or distribute in the community vast sums for wages to the laboring man and for supplies from the merchants.

It may surprise some of your readers to know that one railroad in Grand Rapids purchases from local dealers in the neighborhood of \$100,000 worth of supplies per year, or \$1,500,000 for the period covered by the Tradesman's existence, and this is but a trifle when compared with the money this one road has distributed among the laboring men of your city—\$600,000 per year or \$9,000,000 for fifteen years. Adding to these sums the money distributed yearly by all of the railroads centering in Grand Rapids will increase the sum to an amount few of our citizens realize.

The railroads are, indeed, the great disbursing agencies of the country, expending in a year a sum more than \$100,000,000 in excess of the total expenditures of the United States Government, and this computation does not include what is paid for interest on bonds or dividends on stock.

Railroads, as a rule, do not keep large bank balances, disbursing nearly all they receive, doing practically a cash business, turning money rapidly.

It was estimated by a scientific paper recently that the average annual expense of railroads of the United States in maintaining the condition of their road beds is \$75,000,000; not including the purchase of rails and ties, \$35,000,000; construction of new bridges, \$15,000,000; fences, sign boards, signals and watch towers, \$3,500,000; printing and advertising, \$8,500,000; legal expenses and settlement for injuries, \$15,000,000, and, last but not least, taxes, \$40,000,000. This division of expenses does not include the much larger sums paid for wages of employes, for engines, for cars and for terminals.

About 800,000 men are directly employed in railroad work in the United States, classified as 100,000 station men, 35,000 engineers, 40,000 foremen and helpers, 25,000 conductors and dispatchers, 65,000 trainmen, 45,000 switchmen, flagmen and watchers, 20,000 telegraph operators and helpers, 30,000 machinists, 100,000 shopmen other than machinists and 200,000 trackmen, with a daily pay roll of about two million of dollars!

The railroads of Michigan employ between forty and fifty thousand men and pay to the State Treasurer in taxes about eight or nine hundred thousand dollars yearly.

Railroad construction in this country, as elsewhere, began with short local lines and numerous separate companies, requiring long delays, with frequent change of cars and with higher rates, both for passengers and freight, which are now avoided by the era of consolidation which has been steadily going on and will continue until most of the railroads are combined into great systems. This may alarm the average state legislator and afford the political demagogue an opportunity to make an outcry against monopolies, trusts and combines, but the average traveler knows how cheap and at the same time how comfortable passenger travel has become, and every shipper of freight knows by experience that the prices at which it is carried now are but a small fraction of what he once paid, and would not like to see a return to the numerous little lines of a few years ago. It is un-

deniable that no further reductions could be made by returning to former conditions.

It would be instructive, did space permit, to show in detail the many economies effected in the administration and operation of railroads, which have greatly increased the efficiency of railroad service.

When most of the roads were built, current rates of interest on their bonds were 7 and 8 per cent. and the bonds often sold at a discount, making a much higher rate. Now railroads in good credit can borrow at 3 and 4 per cent.

Among the more important causes which enable railroads to give enhanced profits to patrons, if not to the owners of railroad securities, are increased traffic, although at reduced rates, the substitution of steel rails for iron, heavier rails, larger locomotives and larger cars.

A valuable pamphlet or bulletin just issued from the United States Department of Agriculture, entitled "Changes in the Rates of Charge for Railway and other Transportation Services," which I commend to those who continually oppose fair legislation for railroads, gives tables to show that when the Tradesman started in 1883 the average number of tons carried one mile per mile run by freight trains was 137.55 tons. This was increased in 1890 to 175.12 tons and in 1896 to 198.81 tons; and reducing the average charge per ton in 1867 from \$1.69 to \$1.03 in 1896; and per ton mile from .1925 cents to .0806 cents. In other words, from two cents to eight mills per ton mile. Passenger business curiously shows a contrary result. The number of passengers carried one mile per mile operated in 1867 was 135,744, which decreased in 1896 to 71,705, while the average revenue from each passenger per mile increased from .01994 cents in 1867 to .02019 cents in 1896. The tables also show that the decline in freight rates for the period named has been 23 per cent. greater than the decline in the price of wheat and 12 per cent. greater than in the price of hay. To bring this reduction in rates nearer home to your readers, I give some comparisons to show results to Grand Rapids shippers and receivers of freight.

The methods of making rates and classification of freights are in much better condition than they were fifteen years ago. In 1883 class and lumber rates from Grand Rapids to New York were \$1.85, .70, .60, .50, .45 cents for the six classes and lumber 40 cents per cwt. Now they are .72, .62½, .48, .33½, .29, .24 and .22 cents, with corresponding rates from New York to Grand Rapids. In 1884 class rates from Grand Rapids to Chicago were .40, .30, .20, .15, .12, .09 cents. Now they are by rail .31½, .27, .21½, .14, .11½, .09 cents; rail and lake, 26½, .23, .18, .13, .09½, .08 cents. In 1884 to East St. Louis .60, .50, .40, .25, .20, .18 cents. Now they are .43, .36½, .27½, .19, .16, .13 cents. In 1884 to Pittsburgh .55, .47½, .37½, .32½, .27½, .25 cents. Now they are .44½, .38½, .29, .20½, .17½, .14½ cents. Rates on coal from Pennsylvania, Virginia, Ohio and Indiana mines to Grand Rapids have been reduced during the period named about 30 per cent. Lumber rates from Grand Rapids and Northern Michigan points have been reduced about 20 per cent. Plaster rates from Grand Rapids have been reduced about 27 per cent.; to New Orleans and Southern points about 30 per cent.; to the Pacific Coast terminal points from 5 to 40 per cent., and in the territory bounded west by the Mississippi River, south by the Ohio River and east by a line through Buffalo, Pittsburgh and Wheeling the reduction has been 25 per cent. in freight rates.

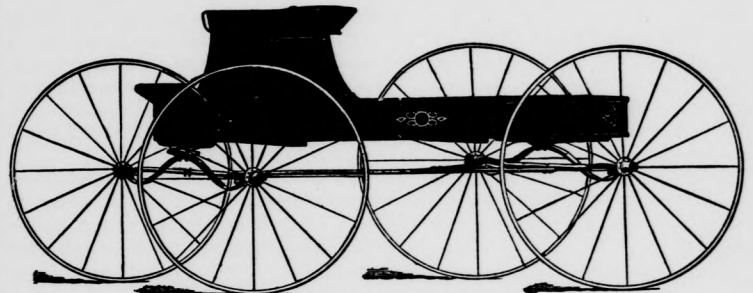
While I do not want to be considered as opposing deep water navigation for Grand Rapids—on the contrary, I favor it, for, if it brings increase of business, the railroads of Grand Rapids will get their share of such increase—yet the above comparisons, showing the many advantages which Grand Rapids enjoys and the progress achieved through her railroads alone, should be borne in mind.

W. R. SHELBY.

# Wheels! Wheels!

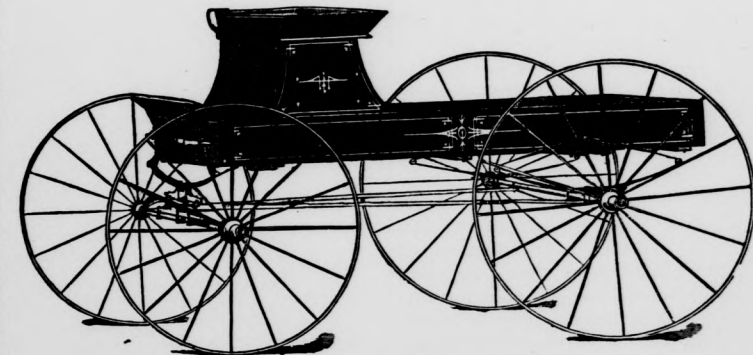
While you are buying wheels, do not neglect the

## GROCERS' SAFETY



No. 1 Cross Spring Delivery Wagon

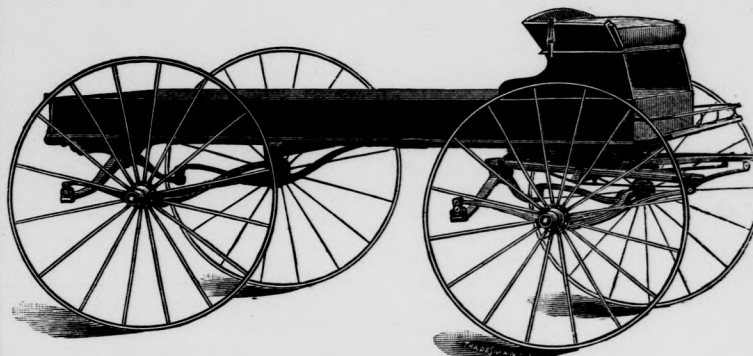
Body, 6 ft. 6 in. Width, 2 ft. 7 in. Depth, 7 in. Capacity, 1,000 pounds. Patent wheels, double collar, steel axles. Price, \$28.



Three Spring Delivery Wagon

Made in Two Sizes.

No. 1. Body, 6 ft. 6 in. Width, 31 in. Capacity, 600 to 800 pounds. Drop end gate. Price, \$34.  
No. 2. Body, 7 ft. Width, 3 ft. Depth, 8 in. Capacity, 1,200 to 1,500 pounds. Body, hardwood. Price, \$36.



Full Platform Spring Delivery Wagon

No. 1. 1½ Concord Steel Axles. 1½ tread Sarven patent wheels. Oil tempered spring, 1½-4 and 5 leaf. Body, 9 ft. Capacity, 1,500 to 1,800 pounds. Hand made and fully warranted drop tail gate. Price, \$50.

No. 2. 1¼ Concord steel axles. 1¼ tread Sarven patent wheels. Oil tempered springs, 1½-5 and 6 leaf. Body, 9 ft. Capacity, 1,800 to 2,500 pounds. Drop tail gate. Price, \$55.

Here's the wagons and here's your prices! Take your choice!  
Full value in each wagon for the money!

## SHERWOOD HALL

Successor to Brown, Hall & Co.

Manufacturer of

BUGGIES, WAGONS AND HARNESS  
GRAND RAPIDS.



## TRUST COMPANIES.

## Their Growth Sufficient Testimony to Their Usefulness.

There is not a very accurate understanding, among people generally, concerning the nature of trust companies and the character of the business done by them. This is true, not because they have not advertised their business, but principally for the reason that trust companies in Michigan have been in operation for but a short time, less than a decade.

The Michigan Trust Company of Grand Rapids is the pioneer in the business, having been incorporated in July, 1889. The Union Trust Company of Detroit was organized in October, 1891, and the Peninsular Trust Company of Grand Rapids commenced doing a trust business in July, 1894. These are the only trust companies in the State of Michigan.

In the preparation of a paper to be read before the trust company section of the American Bankers' Association at Detroit last August, the writer had occasion to apply to the secretaries of state of all of the states for copies of the laws relating to trust companies. From several of the states copies of the statutes regulating pools, trusts and unlawful combinations in restraint of trade were received. The secretaries of those states seemed to have but a slight conception of the nature of a trust company. When the error was called to the attention of the proper officer in one of the states, the matter was referred to the attorney general, who wrote that a thorough search of the laws had been made and no statutes relating to trust companies could be found, and, in fact, the only trust company doing business in his state was the Standard Oil Company. This is, of course, an extreme instance of ignorance of the nature of trust companies.

There are, however, even in Michigan, people who confuse trust companies with monopolies and trusts, but the most casual acquaintance with the business of trust companies corrects such an impression. The word "trust," with the odium of "coal barons," oil magnates and "sugar kings" which attaches to it, is, perhaps, an unfortunate part of the designation of trust companies. It is, however, a more correct description of the business of trust companies than of pools, unlawful combinations and monopolies. It is a misnomer when used to designate the latter.

The title "trust company" has also been misused and abused by corporations which have not been entitled to employ it—misused when assumed by companies doing nothing but a banking business, and abused by corporations, chiefly in the Western States, which have transacted a business entirely in farm mortgages, have failed and involved hundreds of people in ruin. None of these is a trust company, strictly speaking, but they have all contributed to mislead people as to the character of the business of the real trust company.

A trust company is a corporation which transacts a trust business; that is, which acts in a fiduciary capacity. It is entrusted with the property or other interests of individuals and corporations and is selected because of the confidence which is reposed in it. It is absolutely impossible for it to commit the acts of fraud and dishonesty which are commonly attributed, whether justly or not, to "trusts," in the monopolistic sense in which that word is used, and

it is improbable that it will attempt to execute its trusts with anything but honesty and faithfulness.

If it should do otherwise, it would be forced to discontinue business in a day. The basis of success in the management of a trust company rests upon the confidence of the public in its efficiency and integrity; when once that confidence is shaken, the company may as well go out of business. Therefore, stories or rumors reflecting upon the honesty or integrity of the officers and directors of real trust companies may be stamped as untrue, because from the standpoint of business success alone (even although the officers and directors are unreliable) the management of a trust company can not afford to do any act which might savor of irregularity.

All of these things are emphasized because the writer desires the reader to have a correct conception of the nature of a trust company as constituted not

6. As receiver of property or the business of corporations and individuals.

7. As assignee of insolvent estates.

8. As guardian of minors, incompetent and intemperate persons, and spendthrifts.

9. As trustee under wills.

The trust company in Michigan may also:

10. Loan money upon real estate and collateral security.

11. Invest moneys for others in all kinds of lawful securities.

12. Receive all kinds of valuable property on safe deposit, maintain safety deposit vaults and rent safes and boxes therein.

13. Hold securities, agreements, etc., in escrow.

14. Act as surety on bonds.

15. Guarantee and insure titles.

Trust companies are business concerns organized to do, in a thorough and businesslike manner, the work



only in Michigan, but in a number of other states also.

Under the Michigan law, the trust company is limited to the transaction of a trust business, and it is expressly prohibited from exercising the functions of a bank. It can act in the following capacities:

1. As trustee under private agreement with individuals or corporations for any lawful purpose.

2. As agent or attorney for the transaction of business, the management of estates, the collection of rents, interest, dividends, mortgages, bonds, bills, notes and securities generally.

3. As registrar and transfer agent for the purpose of issuing, negotiating, registering, transferring or countersigning the certificates of stock, bonds, or other obligations of any corporation, association or municipality, and to manage any sinking fund.

4. As executor of wills.

5. As administrator of estates,

which has heretofore been imposed upon individuals, usually friends and relatives. It is not a competitor of anyone. The transaction of trust business by a company incorporated for that purpose began only a few years ago. Individuals have hitherto performed the duties of trustee, as an accommodation to their friends and relatives. They have necessarily given to the execution of their trusts only such time and thought as they could spare from their own business. This has resulted in mistakes, bad investments, in loss occasioned by neglect, and, as a consequence, has given rise to a vast amount of law relating to the powers, duties and responsibilities of trustees. It has also especially made it necessary for courts and legislatures to make rules of law and statutes limiting and regulating the character of investments made with trust funds.

The organization of business concerns for the sole purpose of doing a trust

business is, therefore, a natural result of the demand for better business methods in the management of trusts of every character. The multiplicity of securities nowadays; the number of investments which are placed upon the market to delude investors; the rapid fluctuations in the values of securities; the difficulty of discriminating between investments of a speculative and of a stable character—these have all contributed to make the investment of money and the management of estates a business in itself, one requiring a special training, knowledge and equipment. For these reasons, "trust companies," as they are known in Michigan, were called into existence.

Experience has demonstrated that individuals acting in trust capacities are likely to mingle their own funds with trust funds, not always, of course, with intent to defraud; that they often neglect the trust because they are absorbed in their own business; that they make poor investments because not familiar with the science of investing; that they fail to make necessary accounting to the courts and to those entitled to reports; that they themselves and the sureties on their bonds may, by rapid and unexpected changes of fortune, become financially irresponsible; that they may die, making the appointment of a successor necessary, thereby causing confusion; that they may not be accessible when wanted or needed; that they are likely to permit their feelings or near relationship to render them partial in the management of the trust.

The trust company, on the other hand, always keeps the investments belonging to its trusts separate from its own property, all titles being taken in the name of the trust; it never neglects the management of its trusts because it has no other business than that of caring for them; it is able to choose the best investments, for its officers are skilled in the selection of securities, therefore the chance of loss from bad investments is reduced to a minimum; long experience makes it familiar with all the laws regulating the character of investments that can legally be made with trust funds; the company accounts regularly to the courts appointing it and to those entitled to statements; its accounts are prepared by experts and may be easily understood; it is always financially responsible, its capital stock, surplus, deposit of moneys or securities with the State Treasurer, the personal liability of stockholders, its frequent examination by the State Banking Commissioner, its bonded officers and employees—all afford ample protection for the property and interests of those who deal with it. It is a corporation and therefore never dies; it has but one policy, which always controls the management of the estate or trust; its office is always accessible; it is impartial because it has no personal bias or motive to do anything except that which is for the best interest of the trust and all concerned in it.

It is a trite saying that "Experience is the best teacher." It will be readily observed that the trusts which are managed by a trust company receive not only the advantage of experienced supervision, but the added benefit of the thought and attention of several minds.

Finally, trust companies are not expensive; that is, their charges for services are no more than those made by individuals. On the contrary, it is true economy to utilize the services of a trust company in the management of a trust or estate. In the case of trusts by ap-

# *The Old National Bank*

## *Grand Rapids, Mich.*

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|                          |   |   |   |               |
|--------------------------|---|---|---|---------------|
| <i>Capital Stock</i>     | - | - | - | \$ 800,000.00 |
| <i>Surplus</i>           | - | - | - | 160,000.00    |
| <i>Undivided Profits</i> | - | - | - | 35,000.00     |
| <i>Deposits</i>          | - | - | - | 2,186,000.00  |

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### *Officers:*

*James M. Barnett, President.*

*Willard Barnhart, Vice-President.*

*Harvey J. Hollister, Cashier.*

*Clay H. Hollister, Asst. Cashier.*

### *Directors:*

*James M. Barnett.*

*Wm. Judson.*

*Willard Barnhart.*

*F. Loettgert.*

*Jacob Cummer.*

*E. G. Studley.*

*Jos. H. Martin.*

*L. H. Withey.*

*W. R. Shelby.*

*E. Crofton Fox.*

*W. O. Hughart.*

*Geo. C. Peirce.*

*H. J. Hollister.*

---

*Gives especial attention to out of town accounts.  
Sells exchange upon all points. Particular care  
shown with collections.*



pointment of courts, either the law or the court fixes the compensation of the trust company, and in the case of trusts created by private agreement, the compensation can be and always is fixed by the agreement itself. While a trust company can not receive more for its services than an individual, the trust reaps the benefit of the skill and judgment of the officers, directors and employees of the company. The trust company is able to administer a large number of trusts with equal economy and efficiency, because of the systematic manner in which it manages details through the machinery of its office. These same details ordinarily consume the largest portion of the time given by individuals to the management of trusts. The officers of the company and the chiefs of departments are always enabled to give their time, attention and skill to the problems and the matters of policy in the management of the estate.

The rapidity with which the business of trust companies in Michigan has grown is sufficient testimony to their necessity and usefulness.

RALPH STONE.

#### The Propelling Force.

The Scoffer—Why do missionaries make such great efforts to train the heathen to wearing clothes? Are dresses and bonnets a necessary part of religion?

The Missionary—No; but nothing makes a woman come to church regularly so well as knowing that the other women will be there in new bonnets.

#### Appropriate Names for Twins.

"The Thompsons can't decide what to name their twins."

"Well, if the twins resemble their other children, they should call one Vesuvius and the other Terror."

### LAND PLASTER.

#### Early History and Development of the Industry.

##### PLASTER! PLASTER!

The subscribers have now occupied their Plaster Mill on Plaster Creek, 2 miles south of this place, which is now in operation. They respectfully inform the public that they have on hand at the mill, or at either of their stores at Ionia or this place, a constant supply. As the quality of the Grand Rapids plaster is not equalled by any in the United States, they hope to receive a share of patronage, as the price is less than it can be obtained for at any place in Michigan. Wheat, pork and most kinds of produce received in payment.

GRANGER & BALL.

Grand Rapids, December 21, 1841.

This modest advertisement in the Grand River Times was the first commercial announcement of an industry which, next to the furniture industry, has helped most in the commercial development of the Valley City. Few citizens realize to-day the very important part the plaster industry played between 1840 and 1870 in widening the territory commercially tributary to Grand Rapids, and in hastening the introduction and increase of railroad transportation facilities.

When white settlers first came to "The Rapids" the Indians had large cornfields south of Fulton street on the west side of the river, extending southward to below where the Wallin tannery now stands. On the bank of the river, near the site of the stove factory, were Indian mounds, which were long afterward explored and leveled. That was their headquarters. There were also large tracts of cleared land on the east side of the river, especially toward the mouth of Plaster Creek, where the ground was level and the soil rich.

On the edge of a bluff overhanging Plaster Creek, south of where it is now crossed by Grandville avenue, in those early days there stood a lone pine tree.

Beneath that tree was the only exposed outcropping of plaster rock in the State. When and how they learned it is not known, but the Indians knew of the value of plaster as a fertilizer and always used it in considerable quantities on their cornfields. They had no mill or machinery for grinding the plaster, but beneath the ledge of rock, on the bank of the creek, were some large flat bluestone boulders and some smaller flat stones. To these flat rocks the plaster taken from the ledge was carried, and there pounded and pulverized so as to be used in fertilizing the Indian cornfields.

By 1838 the borings for salt had shown that there were quite extensive deposits of gypsum in the valley, and in that year Dr. Houghton, State Geologist, visited this part of the State and predicted a large commercial use of gypsum and gypsum products.

Two veins or layers of plaster were found, except on the lowlands where the upper vein had apparently been washed away. The upper vein is seven feet thick, the lower one thirteen or fourteen feet. In the quarries into the hills on the west side of the river the lower vein only is quarried, the upper one being left, with the thinner layers of clay, slate and shale, for a roof. In the quarries on this side of the river the surface earth is stripped off, the plaster rock taken out and the excavation filled in.

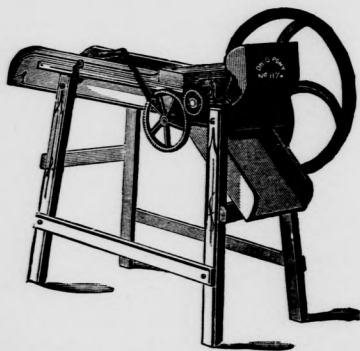
Granger & Ball began operating their mill, which was run by water power, in 1841, with rock taken from the upper, or seven foot vein, where it cropped out a dozen feet or more above the bed of the creek. Two years before this De Garmo Jones, who afterward built the octagon-cobblestone house on Butterworth avenue, tried to manufacture land

plaster on a commercial scale, but did not make a go of it. Granger & Ball got the land in the first place on a ten year lease. Henry R. Williams, the first mayor of the city of Grand Rapids, soon assumed charge of the business, representing Mr. Granger, of Buffalo, N. Y. Mr. James A. Rumsey ran the mill and a man named Lockwood quarried the rock and delivered it to the mill. After four or five years of very successful business the upper vein of plaster gave out and in blasting to begin operations on the lower vein the quarry filled with water, from a vein beneath which had been opened by the blasting, and because of meager pumping facilities the work of quarrying became slow and expensive.

At this time farmers drove here in the winter time, bringing large loads of produce with them generally, from all over the southern part of the State and even from Northern Indiana and Ohio, to buy land plaster as a fertilizer. For two winters the output of this quarry was not sufficient to meet the demand, and on account of this R. E. Butterworth built a mill, also run by water power, on Butterworth avenue, just at the present west city limits, and began the manufacture of land plaster and stucco or calcined plaster. In the same year Mr. Rumsey made a contract with Mr. Williams to get out all the plaster rock he could grind at the mill and, by beginning a new excavation, so that he was less impeded by water, he succeeded in more than filling his contract, at the same time laying the basis for the fortune he has since accumulated. During this period, and for nearly ten years following, the output of this mill was about forty tons a week, and the price for land plaster was from \$4 to \$5.50

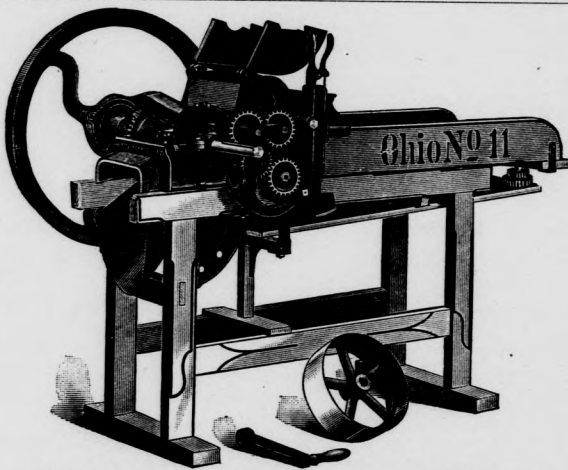
## THREE GOOD SELLERS

FOR HARDWARE AND IMPLEMENT DEALERS.



**The Ohio Pony Cutter**

This cutter is for hand use only, and is a strong, light-running machine. It is adapted for cutting Hay, Straw, and Corn fodder, and is suitable for parties keeping from one to four or five animals. There is only one size and it is made so it can be knocked down and packed, ready for shipment—thus securing low freight rate. Has 11 3/4 inch knife, and by very simple changes makes 4 lengths of cut. This machine is a very heavy seller.



**"Ohio" Standard No. 11 Feed Cutter**

It is adapted for cutting Hay, Straw, or Corn fodder, either by hand or power. It is especially strong and serviceable and very light running. The handle shown in the engraving fits on the knife shaft and adapts the machine for hand use. As a power machine it can be driven by sweep or tread horse power, windmill or light engine. It is a good, all around machine and enjoys a very large sale. Length of knife, 11 inches. Steel knife shaft, 1 3/4 inch diameter. Power required, one to two horse.



**The Economy Farmer's Boiler and Feed Cooker**

The Kettles are of smooth, heavy cast iron. The furnace or jacket is of heavy, cold rolled steel, and very durable. We guarantee this Feed Cooker never to buckle or warp from the heat. It is designed to set on the ground, or stone foundation, and is especially adapted for cooking feed, trying out lard, making soap, scalding hogs and poultry, and all work of this nature. Made in four sizes—40, 60, 70 and 100 gallon. Every well-to-do farmer should have one of these cookers. Write for prices to dealers.

The above Feed Cutters shown are only two of a large family of the famous "Ohio" Cutters. Every wide-awake, progressive dealer who likes to handle first-class goods at a legitimate profit should write for catalogue showing full line "Ohio" Cutters, Shredders, Carriers, Grinders, etc., together with net prices to dealers. We also handle Engines, Saw Mills, Hay Balers, Corn Huskers, Clover Hullers, Tread Powers and full line heavy machinery. Correspondence Solicited.

**ADAMS & HART, GRAND RAPIDS, MICH.**

per ton, and of calcined plaster \$3 to \$4.50 per barrel. Mr. Rumsey began the manufacture of stucco in 1842. Calcining ground plaster is simply boiling the water of crystallization (about 20 per cent.) out of it. To do this heavy kettles were used, three in a row over a hot fire, the ground plaster being stirred in the kettles with a stick—a very tedious and uncomfortable job. It was found that the Grand Rapids stucco could not compete with that made in New York City from Nova Scotia plaster rock, because the Grand Rapids stucco set so much quicker than the Eastern product. This was found to be due to the fact that the boiling in the kettles here did not drive off all the water; that it was necessary to boil, cool and boil a second time, and then satisfactory results were not certain. So the stucco business languished, but the land plaster business continued to thrive. The largest part of the product was shipped by boat to Grand Haven and thence to Detroit, which for years was the main distributing point. But farmers from the western half of the State and from Indiana continued to make their winter trips to "The Rapids," and when the sleighing was good the daily sales at the Rumsey mill often ran up to sixty, eighty and one hundred tons.

In 1849 Williams sold the original mill to E. B. Morgan & Co., for whom N. L. Avery was agent. Morgan & Co. were succeeded by Avery & Co., the company consisting of Mr. Avery, Sarell Wood and B. B. Church. In 1857 Barney Burton bought an interest. In 1864 Amos Rathbone, Geo. H. White and A. D. Rathbone purchased the property, and from them it passed into the hands of the present owners, the Anti-Kalsomine Company.

The output of the Butterworth mill on the West Side from the start was upwards of 2,000 tons a year. In 1853 Robert E. Courtney and John Ball opened another mill half a mile below the Butterworth mill. The demand for land plaster continued strong, and the thousands of tons manufactured here, together with the fact that farmers were willing to haul it 100 miles or more, so that the actual cost to them was often upwards of \$15 per ton, was one of the great inducements for the Detroit & Milwaukee Railway to build this way, as later the West Side mills were an important factor in the construction of what is now the Kalamazoo Division of the Lake Shore & Michigan Southern Railroad. Among the sub-contractors on the D. & M. during its construction was Freeman Godfrey. From that work he took a contract for quarrying the plaster rock for the White & Rathbone mill. He became interested in the plaster industry, began boring at night on land nearer the river and, having satisfied himself that the plaster was there, in 1860 bought five acres of Patrick McGurrian (through a livery man who wanted it for a pasture), at the mouth of Plaster Creek, where the Godfrey mills now stand. He then went to Omaha. Buying a fractional quarter section along the river from George Mills, on his return he built the Florence mills. A large part of the Godfrey quarry product, however, was shipped before it was ground, to smaller mills located at points on the D. & M. Railroad and at Detroit. The cartage bills from the Godfrey mills to the D. & M. depot—a distance of about four miles—some years ran above \$20,000.

In 1855 the Butterworth mill was burned and the next year the property

was sold to Hovey & Co., for \$35,000, and afterward was reorganized as the Grand Rapids Plaster Co., with Deacon J. W. Converse as the principal stockholder, and the capital increased to \$75,000.

The Ball-Courtney mill was sold to Taylor & McReynolds, and is now run by the Grand Rapids Gypsum Co.

Early in the sixties the problem of calcining plaster so as to compete with the Eastern stucco received much attention and John Ball and Freeman Godfrey both went East, each independent of the other, to learn of the better process employed in New York. Mr. Ball, in a junk heap near the New York plaster works, discovered a discarded kettle which disclosed the secret, while Mr. Godfrey brought back with him one of the employees of the New York company. And since that time Grand Rapids stucco has been a standard article.

The farmers of Michigan, prior to 1875, were of one mind as to the value of land plaster as a fertilizer. Experiment after experiment showed its value beyond cavil. But since that time it has been used less and less. Just in what manner it acted as a fertilizer is not generally known, but whether its value is confined to newly broken soil, or whether after any soil has absorbed a certain amount of its fertilizing ingredients, and thereafter will absorb no more, is not definitely known, but it is certain that the use of land plaster as a fertilizer has been almost entirely given up, and this, with the opening of new plaster quarries in Iowa, Ohio, West Virginia and in Eastern Michigan, has left the local plaster companies in a position where there has been for some years practically no profit left in the business. Some of the mills are shut down altogether and

the rest are running only part time.

As a direct result of the plaster business, there has grown up in Grand Rapids, during the past twenty years, an industry which is dependent on and closely connected with it, one which has assumed such proportions of importance in its sphere as to be of interest to all who are concerned in the advancement of the city as a productive center. The industry referred to is the manufacture and distribution, on a scale not elsewhere attempted, of improved wall coatings—material taking the place of and improving on the old-fashioned kalsomines and wall paper in producing artistic interior wall decorations.

ALFRED D. RATHBONE.

Why the Clerk Was So Honest.

Lady (to clerk)—Will these shoes hold their shape?

Clerk—No, madam, they will run down at the heel, spread out over the sole, and, in fact, are a very inferior article.

Lady—Why, young man, how honest you are! I thank you for telling me. It is not often that I find a clerk with such an elevated idea of honor, and—

Clerk—It's not that, lady; but the manager left me out when he raised the wages of the others to-day, and I'm trying to get quits with him.

How the Public Views It.

"Look here, I went into a drug store yesterday to buy a bottle of Liverine. I asked the druggist how much it was, and he said, 'A dollar.' I said: 'Why, I got it here last week for 85 cents.' He said: 'I know you did, but now we have to charge full price on account of the revenue law.' I looked on the bottle and it had a 2-cent stamp. The Government got 2 cents and this druggist kept the extra 13 cents. What do you think of that?"

"Well, that's another one of the horrors of war."

# B. J. REYNOLDS

Wholesale and Retail

## CIGARS

Distributing Agent for

## THE BARRISTER

The Leading 10 cts. Cigar.

Little Barrister, 5 cts. \* \*

Main Store, Cor. Monroe and Division Sts.

PHONE 172.

I make a specialty  
of Standard  
Popular Factory  
Brands  
and am the  
largest distributor  
of the same in  
the State



### DRY GOODS TRADE.

#### Graphic Description of the Changes in Prices and Fashions.

After a mental survey of the dry goods industry in Grand Rapids for the past fifteen years, on which subject you have requested me to prepare an article for your anniversary edition, I have taken the liberty to encroach to some extent upon the territory assigned. It occurs to me that what I could say regarding the subject would only reiterate facts already familiar to the active dry goods merchants of Michigan and the army of salespeople employed in our stores.

As our country has just emerged from the perils and anxieties of another war, with its glorious conquests in the cause of humanity, a comparison of to-day's prices with those in vogue during the War of the Rebellion would prove interesting to the younger "knights of the yard stick," as but few dry goods merchants who were engaged in business from 1861 to 1865 are still operating, the Spring Dry Goods Company being the only exception in Grand Rapids.

It is true, however, that the past fifteen years has brought radical changes in the methods and manner of dry goods retailing, and the merchants and their patrons have now a more intelligent understanding of each other's needs and requirements; but some of the methods now in vogue invite severe criticism. The strife for first place in the business arena often tempts the unscrupulous merchant to practice schemes for commanding business as questionable and transparent as they are dishonest, yet as the old saying goes, "There are fools born every minute." Sooner or later these methods can but result in destroying the confidence of the public. These modern innovations are quite in contrast with the honest ways of half a century ago and are to be deplored as tending to cheapen and injure the business of dry goods retailing—sowing the seeds of distrust and skepticism among the people.

Should all merchandise be sold at a profit or should some staple article, worth four or five cents per yard, be offered for one day at one cent per yard, for the sole purpose of enticing customers into the store, thus sustaining a positive loss and at the same time hoodwinking the very people whose confidence and patronage it should be the duty of every honest merchant to establish?

Would it not be more honorable to mark and sell all merchandise at a uniform profit, however small, rather than recover the loss on something else or levy the deficiency upon the next innocent victim? This is but one of the many "shrewd" schemes which are practiced almost every week and which result in demoralization and create an unhealthy condition of business.

As an example of conservative and successful dry goods retailing the Bon Marche in Paris is a momentous illustration. None of these questionable methods are ever employed, and not one single dollar's worth of merchandise is sold on credit. Every article is marked in plain figures at a living profit and no deviation whatever is made, regardless of quantity purchased, as no discount is allowed to any one. The Bon Marche does a business upwards of \$31,000,000 annually, and I understand that the methods of this world-famous emporium, the largest in the world, are being adopted generally in the larger cities of the East. Shopping under such condi-

tions can only result in the greatest satisfaction to both merchant and patron, for where confidence exists skepticism, bantering, and the fear of being imposed upon are unknown.

#### INDIVIDUALITY LOST.

Another dangerous element to the industries of the country, also a product of the last few years, is the department store, and it remains to be seen what legislation will accomplish in its effort to correct this evil. It is not only the dry goods stores which are affected, but all branches of our commercial industries. While thoroughly believing in the greatest good to the greatest number, experience has not thus far shown any practical benefit derived from the department store idea. On the other hand, it has forced many of the smaller dealers to retire from business, thus robbing them of the means of supporting themselves and families.

Exclusive dry goods stores are not

medium by which the wares of the merchant are exploited to the world and is conducive of either good or bad results. Good advertising is a public educator, the powerful engine which drives the wheels of trade with increased momentum. But as employed by most merchants it has taught the people a few bad tricks, viz., to wait for cheap prices, for out-of-season sales, thus preventing the sale of merchandise which should be sold in season at a profit.

Although a fair per cent. of the people follow styles closely, swaying with every fashion breeze that blows, there are many who deny themselves the pleasures of first styles for the sake of the dollars they will save by waiting. No one but the merchant is responsible for this holding back, for he has educated the public to the habit. Among other questionable methods are the cut-price sales. Seductive prices are published for one day in the week, while

tisement never appears twice; originality of expression, new prices and sincerity invite the readers' attention. Illustrative advertising has become very popular and the up-to-date advertisement writer must be an artist. It is a study all around, both with the writer of an advertisement and the man who handles the type.

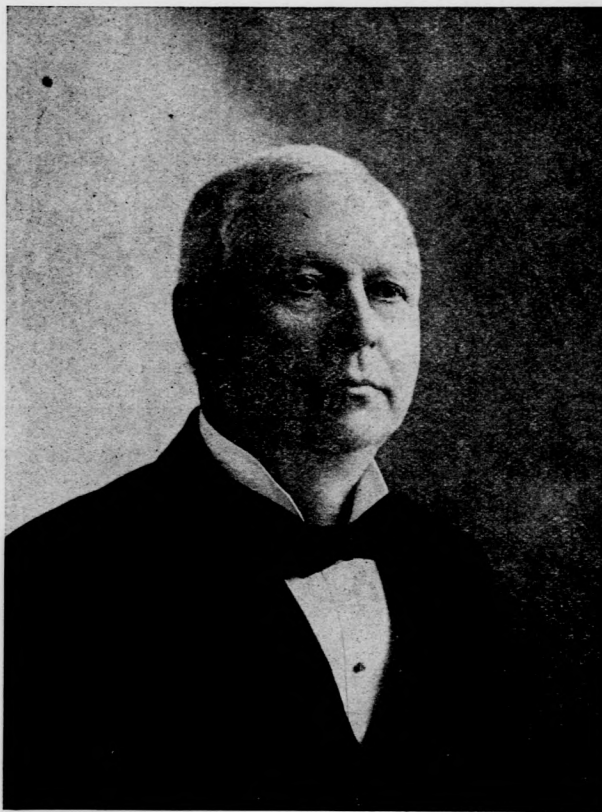
#### PERPLEXITIES.

Speaking as one who has devoted half a century catering to the caprices of Fashion, that ever-changing and fickle goddess, to the exacting and discriminating demands of women in matters of dress, I can truly state that the life of a dry goods merchant is not one of perpetual sunshine. He must be a reader of the future, must judge in the spring what will be fashionable and popular next fall, what will take best with his patrons. He must always bear in mind that, of all the women in the world, no two want the same dress pattern, cloak or bonnet. He must have them all different and still all beautiful. He must not forget that styles change three or four times in one short season—that certain styles are condemned every year, never to be resurrected. Take shawls for instance, who would have predicted that such a staple, comfortable and useful article would ever become unpopular? Can any one suggest what style of garment will be fashionable next season? Thus the daily walk of a dry goods merchant is in a wilderness of uncertainty as to what the future will bring forth, and his continuous song is, "What will the harvest be?"

#### CAPRICES OF WOMEN.

Of the twenty thousand bonnets worn in Grand Rapids can any two be found alike? If perchance on Sunday morning, while attending divine worship, a lady discovers on the head of her fellow worshipper a hat or bonnet closely resembling her own in architectural design, her first duty on Monday morning is a visit to the milliner's. Her beautiful "dream" of a bonnet is shivered to its foundation and another is built on an entirely new and original plan—exclusiveness is everything in woman's apparel. To many women Fashion is their unbending goddess; they worship at the throne of this extravagant dame, adopting whatever folly she may introduce. Contrast the close-fitting dress sleeve of this season with those immense floats or balloons worn by the ladies two or three seasons ago. Would men ever be found adopting for their own use such outlandish dress innovations? All these perplexities and complications have been brought about within the past fifteen years. Rivalry between merchants has forced them to extravagancies in many directions and it is only natural that the public should avail itself of the situation. Within the past fifteen years sample-gathering has become a menacing factor in the life and happiness of the dry goods merchant, and the extent to which it is carried on amounts to thousands of dollars' expense to the larger stores every year. The field is not confined to Grand Rapids alone, for every market in the East and West is worked by the sample-gatherers. It is gratifying, however, to discover that when price comparisons are made the local stores furnish goods of same quality, always much less in price than the foreign houses.

For fear your readers may accuse me of being pessimistic I wish to say that I find no fault with the women. They have been encouraged and educated by the merchants themselves through their



nearly so numerous as formerly, and the same wagon that delivers your dress will also deliver your groceries, cod fish and hardware, the sole purpose of the dealer being to sell anything that will turn a penny into his cash box.

It is my opinion, based on observation, that those merchants who depart from legitimate lines soon find their best-paying trade slipping away to the exclusive stores, where only dry goods is the study of the merchant.

#### MODERN ADVERTISING.

Never in the history of the world has so much attention been given to advertising as now, and page advertisements are everyday affairs. From a perusal of the great newspapers, it would almost seem that merchants have gone advertising mad. Advertising, however, is a business proposition, and that large merchants expend thousands of dollars advertising year after year is ample proof that it pays to advertise. It is the

those who come during the other five days are charged full price. Is this fair to the woman who receives her paper next day after the sale is over, or to Mrs. Brown who paid \$20 for her coat while Mrs. Smith, at a bargain sale, purchased the identical garment for \$13.98? But with all its evils the up-to-date merchant would as soon order his goods shipped by ox team from New York as to dispense with advertising. It is the medium which keeps his store in touch with the people. Unlike the old sign-board style, the best advertising of to-day tells something—conveys intelligence about goods and prices that every woman wants to know. When the reader has read it, she knows something more than "John Smith, Dry Goods." In early days the changing of an advertisement was an event which occurred once in three months, and to the newspaper even this was really a hardship. With good advertising the same adver-

# EDSON, MOORE & CO.

194 TO 202 JEFFERSON AVENUE

DETROIT, MICH.

Importers and Jobbers of  
**Foreign and Domestic Dry Goods,  
 Underwear, Hosiery and Notions**

Manufacturers of  
**Ladies' Wrappers and Men's Furnishing Goods**

Every Department offers complete lines of Seasonable Goods.

AMERICAN PRINTING CO.  
 WM. SIMPSON, SONS & CO.

Printed Fabrics from the well-known American Mills:

WINDSOR MILLS  
 COCHECO MILLS  
 STERLING MILLS

PACIFIC MILLS  
 HARMONY MILLS

ARNOLD MILLS  
 ALLEN MILLS  
 And Others

## Outings, Domets and Cotton Flannels

New designs in all kinds of Outings. The celebrated Sterling Fleeced Flannel and Sterling Outings are of unequalled value. Our stock of Hosiery, Underwear and Men's Furnishings, bought direct from the best manufacturers, is the largest in the State.

## The Dress Goods Department

Is showing newest styles in Black Crepons, Black and Colored Whipcords, Plaids, Wool Fancies, Poplins, Coverts, Soleils and Prunellas; also Silks, Velvets, Velveteens, Corduroys, Moreens, etc.  
 All counts and weights in Bleached and Brown Cottons. Colored Cotton Goods of every description, including Denims, Tickings, Shirtings, Gingham and Madras Cloths.

## Lining Department

We carry in this department Cambrics, Silesias, Satines, Fast-Black Taffetas, Linen and Cotton Canvas, French and American Haircloth, also Fancy Linings and Fancy Skirtings of the latest styles and newest effects, which are much in demand this season.  
 Wool Flannels, Cottonades and Cassimeres. House-keeping Linens and White Goods.  
 Crashes we carry in large variety to meet the demands of the trade.

## Blankets

The largest variety of White, Colored and Fancy Cotton Blankets. The largest variety of Camp and Lumbermen's Blankets.  
 The largest variety of White, Scarlet, Grey and Plaid Wool Blankets.

## Notion Department

Our Notion Department is the largest in the State of Michigan.  
 We are fully equipped to supply all the needs of the retail dry goods dealer at the lowest market rates.  
 Mail Orders given special attention.

# EDSON, MOORE & CO.



efforts to win patronage and excel each other. I am simply endeavoring to show what the evolution of time has accomplished for the dry goods industry.

#### SALESPEOPLE.

There is a growing disposition among the dry goods stores to employ female labor, although men of experience are usually found at the heads of the departments. Nearly every lady has her favorite clerk with whom she prefers to trade, and the clerk is often judged by the "pull" he or she may have with the public.

Courtesy, intelligence and refinement are the essential elements in a good clerk, and there are many such in Grand Rapids.

#### WAR PRICES.

The following quotations, taken from the dry goods market reports for August 27, 1864, show the inflated condition of prices during the war of the rebellion. These bulletins were sent out from day to day and were only guaranteed for twenty-four hours, as no one could anticipate a day in advance what condition the country would be in to-morrow. Upon the day these prices were quoted, notice was also given that goods were advancing every hour:

#### PRINTS, WHOLESALE PRICES.

|                                         |       |
|-----------------------------------------|-------|
| Merrimac, per yard, net.....            | \$.50 |
| Sprague, per yard, net.....             | .46   |
| Indigo blue, per yard, net.....         | .47½  |
| Turkey red, per yard, net.....          | .46   |
| Shirtings, per yard, net.....           | .46   |
| American, per yard, net.....            | .45   |
| Duchess B., per yard, net.....          | .39   |
| Wamsutta, per yard, net.....            | .43   |
| Amoskeag, pink, per yard, net.....      | .43   |
| London and Atlantic, per yard, net..... | .43   |

#### GINGHAMS.

|                               |      |
|-------------------------------|------|
| Roanoke, per yard, net.....   | .40  |
| Hampden, per yard, net.....   | .40  |
| Lancaster, per yard, net..... | .43½ |

#### DELAINES.

|                                 |     |
|---------------------------------|-----|
| High colors, per yard, net..... | .60 |
| All wool, per yard, net.....    | .85 |

#### APRON CHECKS.

|                                |         |
|--------------------------------|---------|
| Hamilton, per yard, net.....   | .45     |
| Whittenden, per yard, net..... | .52½    |
| Star 4-2, per yard, net.....   | .55 @60 |

#### STRIPED SHIRTINGS.

|                                  |           |
|----------------------------------|-----------|
| Pittsfield, per yard, net.....   | .35       |
| Hudson River, per yard, net..... | .30       |
| Anchor, per yard, net.....       | .42½      |
| Ucasville, per yard, net.....    | .57½ @58½ |

#### TICKS.

|                           |         |
|---------------------------|---------|
| Ticks, per yard, net..... | .30 @75 |
|---------------------------|---------|

#### CANTON FLANNELS.

|                                     |         |
|-------------------------------------|---------|
| Canton Flannels, per yard, net..... | .44 @80 |
|-------------------------------------|---------|

#### DENIMS.

|                                   |      |
|-----------------------------------|------|
| Hudson River, per yard, net.....  | .40  |
| Warren, per yard, net.....        | .55  |
| Oxford, per yard, net.....        | .52½ |
| Idaho, per yard, net.....         | .46½ |
| Massachusetts, per yard, net..... | .50  |
| Merrimac, per yard, net.....      | .60  |
| Naumkeag, per yard, net.....      | .60  |

#### COLORED CORSET JEANS.

|                                          |          |
|------------------------------------------|----------|
| Colored Corset Jeans, per yard, net..... | .43½ @60 |
|------------------------------------------|----------|

#### BROWN SHIRTINGS.

|                                     |          |
|-------------------------------------|----------|
| Brown Shirtings, per yard, net..... | .47½ @50 |
|-------------------------------------|----------|

#### BROWN SHEETINGS.

|                                   |      |
|-----------------------------------|------|
| All Standards, per yard, net..... | .72½ |
| Atlantic, per yard, net.....      | .63  |
| Burlington, per yard, net.....    | .52½ |
| Wamsutta, per yard, net.....      | .67½ |

#### 4-4 BLEACHED COTTON.

|                                              |         |
|----------------------------------------------|---------|
| New York Mills, per yard, net.....           | .77½    |
| Masonville, per yard, net.....               | .70     |
| Androskoggin, per yard, net.....             | .71     |
| White Rock, per yard, net.....               | .74     |
| Hills Semper Idem, per yard, net.....        | .65     |
| Kensington, per yard, net.....               | .50     |
| Seneca Mills, per yard, net.....             | .50     |
| Narragansett, per yard, net.....             | .48½    |
| 10-4 Sheetings, Pepperill, per yd., net..... | 1.60    |
| Colored Cambric, per yard, net.....          | .30 @45 |
| Lonsdale Cambric, per yard, net.....         | .43½    |

#### THREAD.

|                                          |      |
|------------------------------------------|------|
| Coates Spool Cotton, per dozen, net..... | 2.00 |
| Williamatic, per dozen, net.....         | 1.50 |

The above few prices will serve to illustrate the hardships endured by the people during the war of the Rebellion. Although wages went up, they were not in accordance with the greatly increased prices for everything, and the pay of our soldiers at \$13 per month was barely sufficient to sustain the wives of soldiers and their little flocks. What would our people think to-day of paying 50 cents a yard for calico that now sells for 4 cents, or \$1.60 per yard for sheeting that now brings but 16 cents, or 20 cents for a spool of cotton that now sells for 5 cents!

HENRY SPRING.

#### Changed Conditions of the Finding Business.

For aught the writer knows, the term "leather and findings" may date back to Simon, the tanner.

Webster describes findings as being the tools, together with thread and wax, which a journeyman shoemaker has to furnish in his employment. The word findings has evidently grown very much more comprehensive, as it finally embodied, in addition to the above, everything that was needed to make a boot or shoe.

The leather and finding business was at its zenith about 1850. At this time the majority of boots and shoes were still made by hand in the custom shoe shops, of which the smallest hamlet could boast of at least one. These ancient Knights of St. Crispin were usually found working and arguing in companies of from two to twenty in a shop. There was the journeyman who made the cacks, another who made the bats, and others still who made hand-sewed boots and stogies.

In order to supply the multitude of shoe shops distributed through the country, it was quite necessary to have a convenient source of supply, where it was possible to obtain leather and the necessary adjuncts termed findings.

Leather and finding establishments were, therefore, at that time, quite numerous, as compared with the present day. The writer well remembers, back thirty-five years ago, when his feet were measured for redtop boots, "just like papa's." At that time it was customary among the old country farmers to hire a shoemaker to come to the home, and all members of the family, from grandpa down to the baby, were properly decked

out with new footwear. Preparatory to this, a call was made by the head of the family upon the leather and finding dealer, and with the aid of the shoemaker the necessary materials to shoe the family were selected and purchased.

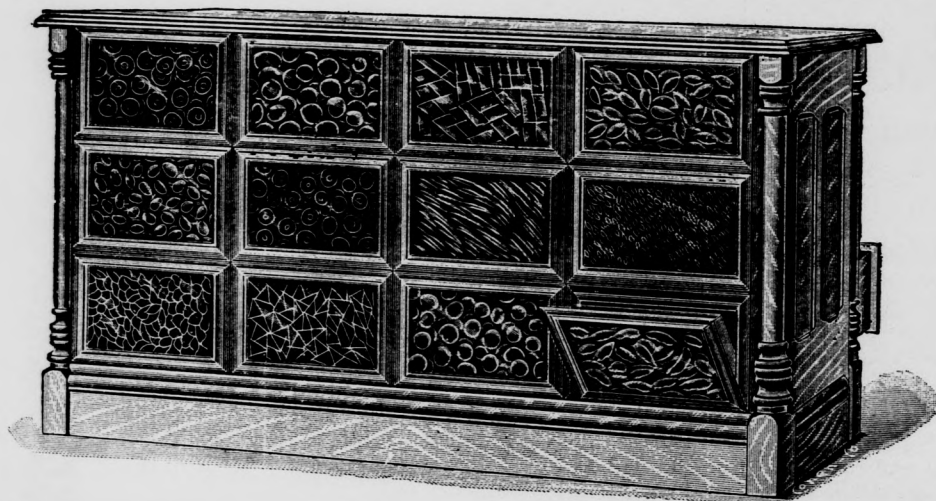
Not more than fifteen years ago, it was still quite customary for woodsmen and log-runners to have what was termed river boots, made to order, out of the best brands of French and German tan-nages of kip and calf, of which the leather and finding dealer kept a well-assorted stock.

Since the advent, however, of shoe machinery, and the consequent establishment of shoe factories, the custom shoe business has steadily declined, until to-day very little more than the cobbling shop is left; hence the original leather and finding business, where it has survived, has done so by adding other lines, such as shoe store supplies, etc. To-day we advertise as leather and findings and shoe store supplies. The latter term came into general use twelve to fifteen years ago, at which time shoe dressings, overgaiters, leggings, lamb wool soles, soft soles, etc., one after another, came into existence, and were added to the list by the progressive leather and finding dealer.

Occasionally, although rarely, we still find one of the old-fashioned leather and finding dealers, satisfied to adhere strictly to his business of supplying old-time shoemakers, whom the march of events has turned to cobblers, whose contented spirit is best described in the following:

The shoemaker sang while he hammered away,  
Oh, who is as happy as I am to-day?  
I save twenty soles where the parson saves one,  
And I always heel when the doctors heal none.

G. ADOLPH KRAUSE.



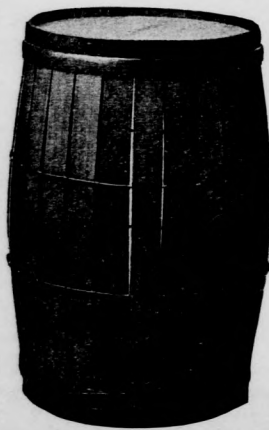
## The Peerless

#### Finest Grocers' Counter in the World.

Made in eight sizes. A safeguard against mice, flies, bugs, dust and pickers. It beautifies the store, invites trade, attracts attention and increases sales. Descriptive circulars and prices sent free. Patented April 27, 1898.

We also manufacture Pickle Display Stands, Oyster Refrigerators and Folding Bath Tubs.

FOLDING BATH TUB CO., Marshall, Mich.



## THE HERCULES VENTILATED BARREL

**CHEAPEST, STRONGEST AND LIGHTEST BARREL THAT CAN BE USED FOR SHIPPING APPLES, POTATOES AND VEGETABLES OR ANYTHING REQUIRING VENTILATION.** Cheapest. Why? We can save you freight charges. The Hercules can be shipped knocked down, and one man can set up 75 to 100 barrels per day and no skilled labor required. They take same freight classifications as heads and hoops—that is, fourth and fifth class. With your wagon you can haul 200 Hercules barrels, heads and hoops complete, and you can store 200 in a space 10 feet long by 6 wide by 6 high. The Hercules weighs 14 lbs. set up, so that in shipping produce to market you make a saving in freight, as other barrels weigh 18 to 20 lbs. each. With every order for 500 we furnish free our setting up outfit, or with orders for less than 500 we charge \$2, and refund the \$2 when 500 barrels have been purchased. We make 12-peck or 10 peck barrels or any size you desire. The Hercules has no inside-lining hoops, the bilge being formed by the heavy spring wire on the outside of the barrel, and a small binding wire holds the staves firmly in place, so it is impossible for the Hercules to go to staves. Write to us for sample barrel and delivered prices. If you have heads and hoops we would be pleased to quote you prices on mats or bodies of the barrel. For further information address

**HERCULES WOODENWARE COMPANY,** 71-81 West Chicago Ave., CHICAGO, ILL.



**Ups and Downs of the Merchandise Brokerage Business.**

A history of the merchandise brokerage business of Grand Rapids is an interesting one in some respects; interesting in the fact that it probably has seen more failures than any other line of business. Deluded by the success of one or two of our earlier brokers and imbued with the idea that there was no capital invested and no experience required, and that all brokerages received were clear profit, men of all classes, from book-keepers to cash boys, got a molasses or rice account and became brokers(?). The result was the same as though they had embarked in any other business about which they knew nothing.

In the seventeen years that the writer has been engaged in this business he has seen no less than one hundred of such failures, and of the brokers here to-day only three or four have survived the ten year period, and all of the successful brokers to-day had previous experience that especially fitted them for the brokerage business.

Away back in the seventies, a gentleman from New York, with more courage than sand, embarked in the brokerage business in Grand Rapids. His career was so short that even his name has been forgotten. A few years later, about 1875 or 1876, two other gentlemen, seeing the possibilities of a successful business in the rapidly growing town and the development of the surrounding territory, also opened offices here. One of these gentlemen, a Mr. McKenzie, soon got tired and "gave up the ghost." The other, H. F. Hastings, stuck it out, and in a short time built up a lucrative business, in which he

continued until his death in 1893. For several years he was the only broker here, but about 1880 or 1881 the rush began, and has continued until the present time.

To give a detailed history during this time would be to record a long list of failures and a short list of successes and I will not attempt the task.

The last fifteen years has seen a great many changes in the kind of goods handled by brokers. We formerly sold plug and fine-cut tobaccos and cigars, but the ever-increasing competition for trade compelled the manufacturer to go direct to the retail trade if he expected to keep his brands on the market.

Ten years ago we sold large quantities of California canned fruits. Since the expansion of our own fruit industry, we not only do not sell many California goods, but we ship large quantities of our own canned fruits to other states.

In provisions, the great staples were mess pork and dry salt sides. Now it is all clear back or short cut pork, and the fresh meat business, with modern refrigerator cars, has cut into this line.

California raisins and prunes take the place of the Valencia raisins and Turkish prunes. Cleaned currants in pound packages have supplanted the dirty uncleaned article formerly sold in large barrels. And so it goes on down through the list and the successful broker is of necessity compelled to change his business accordingly. As old ideas drop out, he must catch onto and improve the new ones.

In conclusion, let me say that it is a mistaken idea that anyone can embark in the brokerage business and succeed. The result of the last fifteen years effectually disproves this. The successful broker must be thoroughly familiar with

the grocery business; he must know, not only all about his own goods, but those of his competitors. He must be thoroughly posted on the market prices of his offerings and also as to crop prospects, present and future supply and the tendency of the market. To him the buyer looks for such information and to acquire and be able to give this information intelligently requires a constant study of the subject.

CHAS. N. REMINGTON, JR.

**The Positive Salesman.**

In Wanamaker's store recently a traveling salesman for some clothing house was endeavoring to influence one of the managers of the clothing department to buy some "all wool" clothing from him. The traveling man was evidently positive that his goods were all wool. Three of the brightest clerks in the department fingered and "snapped" samples of the cloth, unraveled threads and untwisted them, touched them to a gas flame, and were still uncertain. All mistrusted that there was cotton in the stuff despite the confidence of the traveling salesman to the contrary. "There's only one thing to do," said the manager, "boil 'em." Next day they were boiled, and the result was shown. After the wool had been "boiled out" there was still enough cotton left to maintain the original shape of the fabric. It had been combed all through the wool.

**Couldn't Meet the Demand.**

Customer—I want a watch that will withstand the usage of a healthy 12-year-old boy.

Jeweler—Sorry, but the armor mills are now all busy with Government contracts.

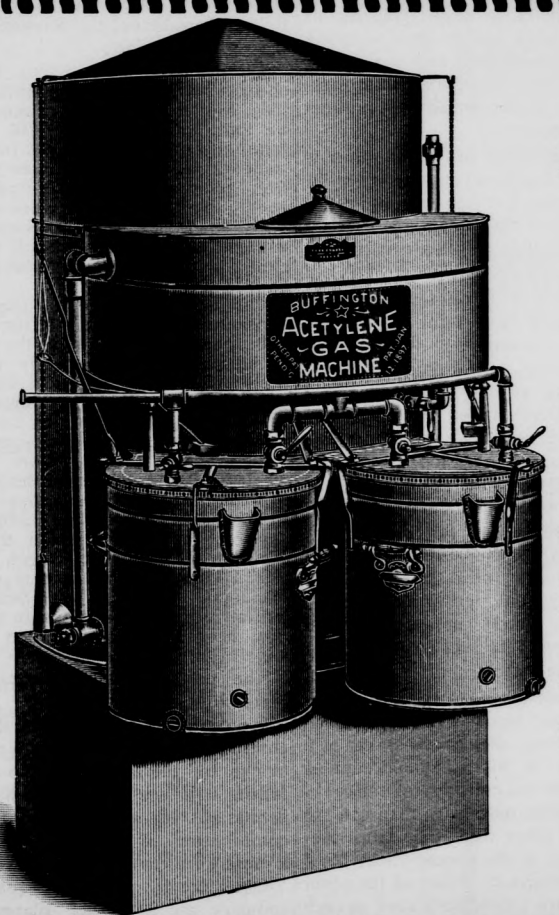
**Why Paper Wrappers Deteriorate Meat.**

From the New England Grocer.

Grocers are coming more and more every day to keep as a side issue a meat department. In doing so they are finding out new secrets about the proper way in which meat should be handled, that it may be satisfactory to their customers. One mistake that many grocers make is in wrapping the meat for delivery in paper. This is wrong, for even from the time the meat is put in the store until it is delivered to its buyer, the paper surrounding the meat has time to absorb many of the juices so necessary to its palatability. Then, besides, many housewives have a habit of leaving the wrapper on the meat as they put it away in the refrigerator; so when the time comes for the cooking of the meat, it will be found that much of the juice has been absorbed by the paper, and the meat has lost just so much of its lusciousness. Grocers are fast coming to realize this fact, and are taking pains to overcome the deterioration resulting from paper wrappers. Some have introduced small trays covered with agate and divided by partitions into compartments. Others have baskets which are kept particularly clean for this purpose. In this way, by using simply an ordinary cover, the meats come to the housewife in almost as juicy a condition as when cut in the store. Besides this, matrons are more careful nowadays in attending to their meats just as soon as they get them in their houses. If they are careful to place them away in the refrigerator at once, in an earthen dish, there is little chance for deterioration, and their meats go on the table in a much better and juicier condition.

**The Woman of It.**

Wallace—How does it happen that you have no flag flying from your house?  
Ferry—My wife insists that we shall wait until the neighbors have all bought theirs and then get a bigger one.



## MICHIGAN & OHIO

# ACETYLENE GAS CO., Ltd.

Manufacturers of the Celebrated

## Buffington Acetylene Gas Machine

Wholesale dealers in Calcium Carbide, Acetylene Gas Burners, Etc.

---

LIGHT YOUR HOMES, STORES AND CHURCHES with the light of all lights

## ACETYLENE GAS

---

And with the celebrated Buffington Gas Machine, the best and most popular machine on the market. WHY?

- 1st: Because it is no experimental machine made in some tinshop, having been on the market for years, being the first machine constructed to control Acetylene Gas that is practical;
- 2nd: It has been approved by the National Board of Underwriters;
- 3rd: It uses less Carbide than any other machine, on account of its perfect condensation;
- 4th: There is no odor in recharging, as in most machines, as it has a closed carbide pail.

You will consult your best interest by writing, or calling on the Company.

**405 So. Jackson St., Jackson, Mich.**

**A. F. PEAKE, Sec'y and Manager.**



## THE CHEESE INDUSTRY.

## Progress and Present Status of the Business.

The first authentic account of cheesemaking in the United States is found in memoirs of the State Board of Agriculture of New York for 1826. In a paper on "The Manufacture of Butter and Cheese," Mr. S. De Witt, of Albany, says: "When I first came to Albany more than thirty years ago I found a Mr. Hudson, a farmer near Cherry Valley, celebrated for his excellent cheese." This locates the beginning of the industry in what is now Otsego county, New York, about 1795.

In a history of Pennsylvania in 1800 we are told that the German settlers in the neighborhood of Philadelphia lived on pork and rye, onions and saurkraut, turnips and Indian corn, and milk and cheese.

In 1802 the people of Cheshire, Massachusetts, sent to President Jefferson a mammoth cheese. It was carried on a wagon drawn by six horses.

In the year 1808 Daniel Day moved from Massachusetts to New York, and began cheesemaking in Herkimer county—a name now known wherever cheese is used.

A description of cheesemaking published in New York in 1813 states there was a constant strife between the cheese vat and the churn to see which would have the lion's share of the cream. That undesirable feature of the cheese industry has been its companion from early childhood.

In those early days the cheese were all made in private dairies of from ten to forty cows, and principally by the women of the household. The apparatus used was of the simplest home-made kind: A wooden tub for the vat; the milk warmed by placing a portion of it in a kettle on the stove, where it was heated and then poured back into the tub; the degree of heat was usually guessed at by contact of the hand with the milk; the press was a weight hung on a lever, the cheese being the fulcrum. The cheesemakers had no rules to guide them, depending wholly upon their judgment; but there is no doubt that their cheese were as palatable then as those made at the present time. The industry made considerable progress, for in 1847 the United States exported 15,000,000 pounds.

About 1830 the quantity of cheese produced in New York and the New England States became sufficiently large to attract the attention of special buyers who traveled through the dairy sections and purchased for city trade and for export.

At that time no bandage was used on the cheese and they were carried to market laid on straw in the bottom of a wagon box, or else placed in long casks holding four to six cheese. In 1841 we find the first mention of cheese boxes. In the market reports for December of that year cheese in casks are quoted 6 to 7 cents and cheese in boxes 7 to 8 cents per pound.

Such, in brief, is the history of the early days of dairy cheese.

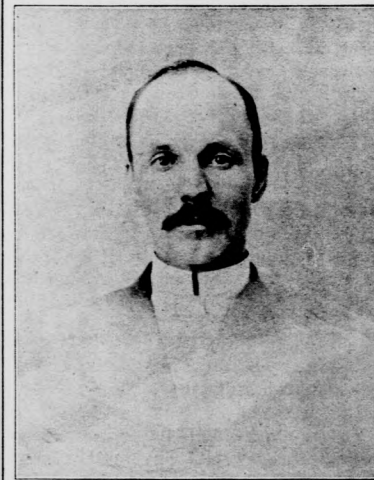
In 1851 the first factory for co-operative dairying was built in Oneida county, New York. The annual production of the country was then a little over 100,000,000 pounds, of which the State of New York produced nearly one-half.

The factory system passed through several years of slow, experimental growth. Not until 1870 was much increase of production shown. In that

year 164,000,000 pounds are reported made, of this 109,000,000 being made in factories. In 1880, according to the United States census, the cheese factory product was 215,000,000 pounds.

A noticeable change has occurred in the relative production in factories and private dairies. Practically all the cheese is now made at the factory. Equally noticeable is the fact that in the early days of the industry the entire season's make was kept until fall. The time from factory to consumer has gradually decreased until now cheese are marketed at from fifteen to thirty days old.

The changes in the cheese industry during the past fifteen years have been very marked. Strange as it may seem, the quantity of cheese per capita made in the United States is less now than fifteen years ago, or even less than in 1850. In 1895 the total cheese pro-



duction of the country was only four pounds for each inhabitant. This decrease as shown by the census reports seems incredible to us who are personally engaged in the industry. Still, when we consider that many states produce scarcely any cheese, and that only eight states are extensive producers, we can understand why an apparent oversupply may come from other causes.

Ohio has for many years been a noted cheese state. According to the "Ohio Farmer," her make in 1866 was 22,000,000 pounds, and in 1893, from figures furnished by the Dairy and Food Commissioner, she produced only 14,000,000 pounds. Michigan, during the last fifteen years, has doubled her cheese output from four to eight million pounds.

The statistics of exports are more easily obtained and more accurate than those of cheese production. Here we find a wonderful decrease: 99,000,000 in 1883 and 33,000,000 in 1896. The floodtide of export occurred in 1881, 147,000,000 pounds. A late report of the United States Treasury Department gives the export of cheese in 1897 as 50,000,000 pounds, an increase of 50 per cent. over 1895; but the season of 1898 up to July 23 shows a decrease over the same part of 1897 of 116,000 boxes. The shipments from Montreal for the same period were 170,000 boxes less than in 1897. The chief causes of this decline in exports are skim cheese, filled cheese and foreign competition.

It is interesting to note the imports of cheese into this country during the past ten or twelve years. In 1885 we imported 6,250,000 pounds; in 1895, 10,440,000 pounds, at an average value of eleven cents. Quite a quantity of foreign style of cheese is made in different

parts of the United States, but with two or three exceptions they do not compare favorably with the imported article and do not command the same price. No doubt climatic conditions are a chief factor, and Yankee ingenuity will eventually overcome that obstacle.

Methods of manufacture are another feature where change is noticed. The manufacturers of dairy appliances have kept pace with improvements in other branches of business. It is possible, at the present time, to equip a factory in such a way that one man can handle six to eight thousand pounds of milk a day with as little labor as was formerly required with one-quarter that quantity. The self-heating vat with its dust and smoke; the rennet jar, so often the cause of poor cheese; the pooling-by-weight system regardless of cream or water; the poorly-built and poorly-ventilated factory buildings—all are being replaced by modern buildings with up-to-date equipments. Within the past few years a number of Michigan factories have been remodeled or new ones built. New and labor-saving machinery was placed in them, and curing rooms arranged to at least partially control the temperature and ventilation, which is absolutely essential to the proper curing of cheese. Among modern inventions I believe no other has been of so much value to the cheese industry as the Babcock milk tester. It is the cheesemaker's watchdog. With it he need fear neither the skimmer nor the pump. Since its introduction into Michigan factories in 1895, it has rapidly extended its influence, destroying that old claim of the cream all going into the whey, until now we have sixty factories using the official State brand, whereas five years ago strictly full cream cheese was scarcely known. What is true in Michigan is probably true of other states. The test system is not only improving the quality of our cheese, but keeps from the market a large quantity of low grade dairy butter, thus relieving country merchants of a very unpleasant part of their work and aiding the creameries to sell a portion of their product to local consumers.

Another assistant of recent years is the curd test for detecting tainted milk, a reliable test for that most annoying trouble which is the cause of more loss to cheese men than all other causes combined.

The rennet test for determining the ripeness of milk is a useful aid to the progressive cheesemaker. Rennet extract is a pure, uniform product that gives definite action upon the casein. In early publications on cheesemaking more is said regarding the use of rennet than upon any other topic. As late as 1866 Mr. Weeks, the Secretary of the American Dairymen's Association, stated, "A substitute for rennet that shall be cleanly and of uniform strength is what we most need in cheesemaking." Purity and uniformity can be secured with much more certainty in commercial extracts than by the use of rennets by the factoryman.

Among labor-saving machinery introduced in recent years is the curd agitator. It relieves the cheesemaker of a tedious part of his work, and enables him to handle the curd during the cooking process with more care than can be given in any other way. The latest factory invention is the cheese rack, but I doubt the practical value of the plan. The cheese are placed in a rack in such a way that by turning a crank all the racks—six or eight—in a range, with the

cheese in them, are turned opposite side up. But turning the cheese is a minor part of the curing room work. A thorough rubbing with the hand or a cloth and a close inspection should be given each cheese every day.

The weighcan gate-opener, the fat man's friend, and the lazy man's, too, can be purchased for \$2.50. It saves bending over to open the weighcan gate.

The method of marketing cheese in Michigan is a subject of great importance to the factories and offers a wide field for improvement. Some of our factories sell their whole product to wholesale grocers or cheese jobbers. Such a plan, to my mind, is the most satisfactory for all parties interested. The cheese can be shipped regularly, the requirements of the market are soon learned and it simplifies collections and saves losses from poor accounts. Wholesale houses having salesmen on the road are in a better position to look after sales and collections than the factoryman is. The legitimate outlet for the factory is the wholesale dealer, and fortunate is the cheese manufacturer who finds a responsible wholesaler to take his entire make. He who undertakes to sell direct to the retail trade will find, at the end of the season, that his extra expenses and losses from poor accounts will overbalance the  $\frac{1}{4}$  or  $\frac{1}{2}$  cent a pound that the wholesale dealer receives. At my own factory we sell largely to the retail trade, but we have regular customers who have been with us for years. We know what they want, they know what we can furnish them; it makes a very satisfactory trade. But my advice to a new factory would be to place their cheese with a wholesale house and then be honest with them and send only first-class stock.

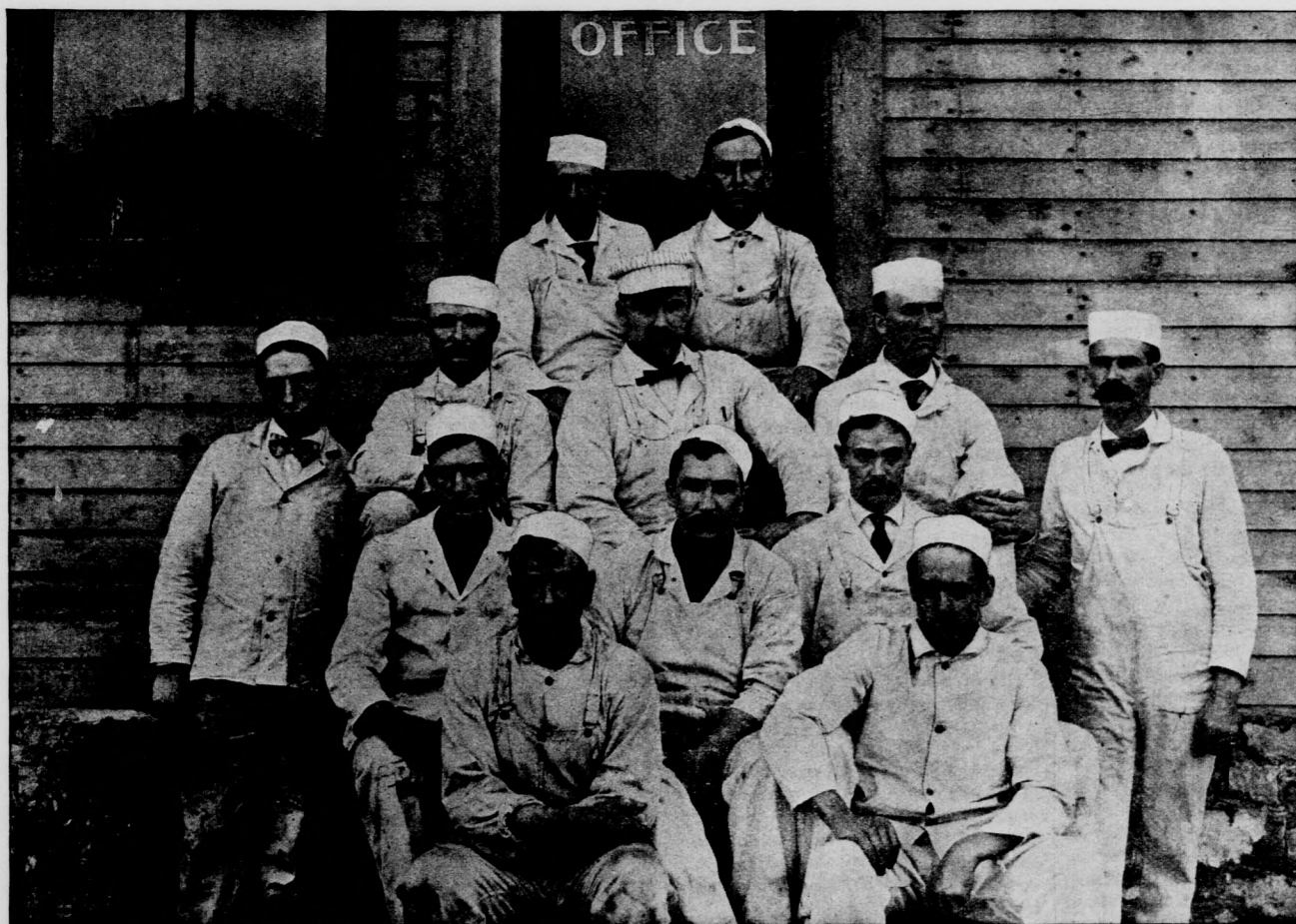
In line with market changes I quote from a letter lately received from a cheese dealer who has been in that line of work for over thirty years, E. L. Baker, President of the Riverside Packing Co., of Adrian:

We have looked up our books of cheese distribution for month of June, 1883, fifteen years ago this summer, and we find, by comparing with sales in June, 1898, that our sales in June of '98 show an increase in boxes of cheese over June, 1883, of a trifle over 60 per cent. Prices do not compare so favorably. In June of '83 the month opened with billing price 12 and 12½ cents and closed 9½ to 10, while in 1898 the month opened and closed 6½ to 7.

The tendencies of the times are to concentrate the cheese distribution into fewer hands, and while the jobber's profits have been materially decreased within the last fifteen years, he has depended upon a larger volume of business and larger distributing territory to help him out. A large percentage of the trade of the Adrian jobber is to the wholesale trade, the retail dealers more and more, year by year, buying of the wholesale grocer or the near-by factory. One noticeable change in the cheese distribution in the last fifteen years is this: Then three-quarters or over of the Michigan product distributed from Adrian was shipped within the State; now over three-quarters of it goes outside the State.

The part of the cheese trade in our State which has shown the least improvement, and the one most difficult to control, is the indiscriminate cutting of prices by the factories. No doubt the future will see our cheese handled by boards of trade as in other states or by combination of factories, thus securing a more uniform and stable market.

Our State dairy laws are placing the industry on a higher plane, and our present efficient Dairy and Food Commissioner merits and receives the sup-



## BOYS WHO MAKE THE BUTTER IN THE LARGEST CREAMERY IN THE WORLD

The fact that Franklin Co., Vt., Creamery Butter is eagerly sought by the most critical consumers certainly reflects great credit upon the group of buttermakers whose portraits are here given.

ST. ALBANS, VT., May 2, 1898.  
Diamond Crystal Salt Co.,  
St. Clair, Mich.

GENTLEMEN:—We believe that the purer the salt used in butter the better is that delicate flavor retained which gives the value to high-priced butter. As long as the English salt was purer than American we used it, but when our attention was called to Diamond Crystal, and by chemical analysis we found it purer than any other, we commenced to use it, and now, after six years' use, we can say that the remarkable purity of the first we tried has been uniformly maintained and the results in our butter have been correspondingly satisfactory. We believe that, in respect to grain, purity and everything, Diamond Crystal is the most perfect and economical butter salt.

Yours truly, T. M. DEAL,  
Mgr. Franklin Co. Cr'y Ass'n.

## SUCCESSFUL CREAMERY MANAGEMENT MEANS SKILLED OPERATIVES AND THE VERY BEST OF SUPPLIES.

This latter fact, so often forgotten, is well remembered at St. Albans, as may be seen by the accompanying letter from Manager T. M. Deal.

# DIAMOND CRYSTAL SALT

is sold by jobbers throughout the United States or supplied direct.

DIAMOND CRYSTAL SALT CO., ST. CLAIR, MICH.



port of our cheese manufacturers and dealers.

The Michigan Dairymen's Association is now fifteen years of age. While the membership is not so large as it might be, our annual meetings for the discussion of dairy topics are productive of much good, chief among which is the social and business relationship of the members. The Michigan Cheesemakers' Association died in early childhood, caused by too much paternalism.

Future improvement will be along the line of better quality and more uniformity. This will be secured by more skill at the factory and by teaching our dairymen the need of more rational care of their cows and better handling of the milk while on the farm, thus securing the largest possible quantity of milk and of the finest quality.

This phase of the question is so clearly expressed by Mr. D. B. Gilbert, Secretary of the New York State Dairy Association, that I conclude the subject by quoting his words:

"The question naturally arises, What must our dairymen and cheese factory-men do to improve the conditions surrounding their industry? The first and most obvious thing to do is to make better cheese, cheese which, when brought into competition with the foreign, will possess just as fine flavor and just as long-keeping qualities as that product. This is one of the self-evident propositions which it hardly seems necessary to spend any time in discussing. It is, however, a vital point and must be looked after with all the ability, shrewdness and skill that our makers can bring to bear upon it. The first requisite for making good cheese is clean, wholesome milk. This is the foundation of the dairy business; but until the farmers themselves appreciate this and strive to produce such milk all efforts of the makers of cheese must be more or less ineffectual. A great deal has been said and written on cleanliness in the dairy, but when dairymen think of that subject they generally apply it to the utensils and receptacles of the milk and manufacturing rooms. It must, however, go back of all that and be applied to the external condition of the cow, to her daily surroundings, to the hands of the milker and to the care taken in milking. The average farmer is too apt to think that the factoryman who insists upon having clean, untainted milk is a crank, and to neglect the regulations prescribed by him for obtaining a pure article. But the truth is that our cheese will never reach the standard of European quality until this fundamental cleanliness in the care of the cow and the milking is understood and adopted by our dairymen." E. A. HAVEN.

#### Little Things.

Only a little shrivelled seed—  
It might be a flower or grass or weed;  
Only a box of earth on the edge  
Of a narrow, dusty window ledge;  
Only a few scant summer showers;  
Only a few clear, shining hours.  
That was all. Yet God could make  
Out of these, for a sick child's sake,  
A blossom—wonder as fair and sweet  
As ever broke at an angel's feet.

Only a life of barren pain,  
Wet with sorrowful tears for rain;  
Warmed sometimes by a wandering gleam  
Of joy that seemed but a happy dream.  
A life as common and brown and bare  
As the box of earth in the window there;  
Yet it bore at the last the precious bloom  
Of a perfect soul in a narrow room—  
Pure as the snowy leaves that fold  
Over the flower's heart of gold.

HENRY VAN DYKE.

#### The Child's Observation.

She—My father's a general. What does your father do?  
He—Whatever mother tells him.

#### SHINGLE TRADE.

Grand Rapids the Monetary Center of the Industry.

Most materials that enter into the process of house construction have been subject to evolution during the progress of time. In no greater respect is this fact manifest than in the matter of roof-covering, notably in the United States, and it is safe to say that 90 per cent. of the roofs of the country are covered with wooden shingles. Wooden shingles constitute the idea of modern, correct and economical roof-covering of the great majority of the population of our country.

Primeval man learned that the foliage-laden branches of trees overlapped in a slanting position would afford him certain temporary protection from sun, rain and snow, and so these were employed by him for his comfort and protection. The crudely-tanned skins of animals afforded him a more lasting shelter, but with added cost of effort in the preparation of his roof. Our colonial ancestors thatched their roofs with straw, a temporary but essentially available material for the purpose. As time progressed the thatch of straw gave way to the crude but lasting roof made from "shakes" riven from the trees of the forest.

The "shake" was the original shingle. Riven as it was, like an unshaped barrel stave, from a bolt of timber, when slowly and painstakingly formed into a roof it was no mean covering. In many instances these roofs have withstood the suns and storms of nearly a century; and even to-day, in many pioneer and mountain sections of the country, they represent the roofs that are the popular standard.

As time progressed the "shake" evolved into the shaved and tapered shingle, made still by crude hand-process, almost exclusively from the soft and easily-worked wood of the cone-bearing trees, principally white pine in the North and red cedar in the South. In some northern sections hemlock was employed to a limited extent for the purpose. With the advent of shaved shingles from the conifers perfection was reached in wooden roof-covering, both in the material selected and in the ability of the product to withstand for a long period of time the wear and tear of the elements. Cost, represented by the labor involved, led to the undoing of the shaved shingle.

The demand for a lower-priced product doubtless stimulated the invention of shingle-sawing machinery. For many years the product of the shingle-sawing machine was looked upon with manifest disfavor when compared with shaved shingles, but eventually the sawed shingle won out in the contest. The decreased price overcame prejudice. The only valid argument that ever existed in favor of shaved shingles over the machine-made article was the fact that from very necessity the former was made from the very highest class and straightest grained trees in the forest. In the days of shaved shingles labor was worth more than timber, with the result that just the cream of the forest was felled for shingle-making purposes, and even at that every tree-trunk that did not rive perfectly straight was left to rot in the woods.

Improvements in shingle-making machinery, in both capacity of production and quality of product, have been rapid; in fact, so rapid has been this economical advance that the cost of shingles today is less, with white pine stumpage



A. B. KNOWLSON

WHOLESALE DEALER IN

COAL

PETOSKEY AND MARBLEHEAD LIME, PORTLAND AND OTHER CEMENTS, FIRE BRICK AND CLAY, AKRON SEWER PIPE, DRAIN TILE, LAND PLASTER, STUCCO, HAIR, BRICK, ETC.

Call on or address for price 25 Pearl St., Grand Rapids.

## Frankly, Concisely and Briefly

We want your trade, or a part of it, for **Flour, Feed, Grain** and **Cereal Foods**. We make

Winter Wheat Patent, Staight and Clear Flour; also Spring Wheat Patent. We grind Rye, Buckwheat, Corn and Oats.

Special attention is given to small orders and to assorted cars.

Write us. It costs but little and may do both of us lots of good.

Daily capacity: 600 barrels of Flour and 50 tons of Feed.

Walsh-DeRoo Milling Co., Holland, Mich.

rated at from \$5 to \$10 per thousand, than when pine forests were considered of so little value as to be regarded as an encumbrance upon the face of the earth.

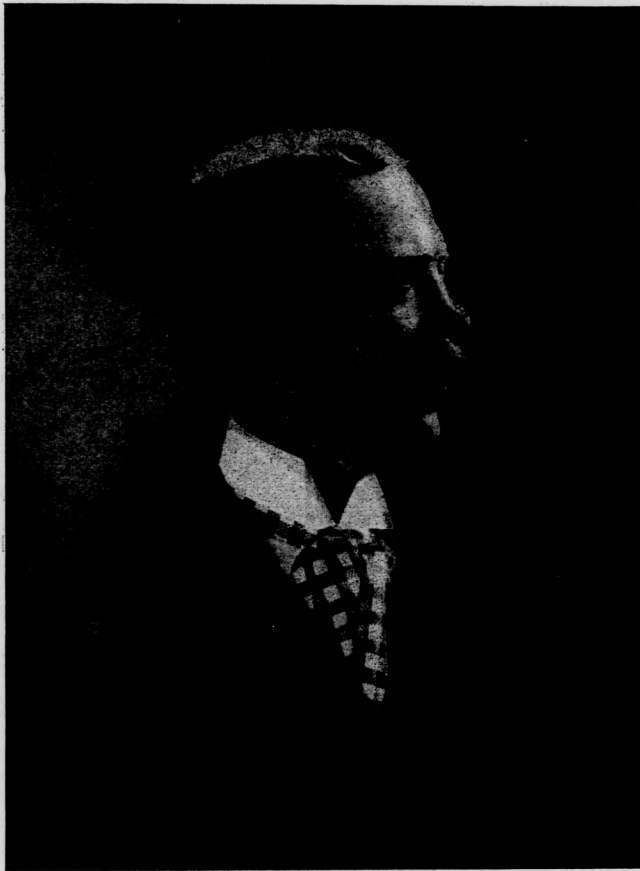
Time and experience have demonstrated that approximate perfection in wooden roof-covering is reached by the employment of the wood of the straight-grained conifers, in relative value as follows: Tennessee red cedar, white pine, white cedar of the Great Lakes region, red cedar of the Pacific coast, cypress of the Gulf and Atlantic coasts, and white hemlock. Straight-grained red cedar of the South being practically an unknown quantity for the purpose named, it leaves Michigan the large possessor of the two most desirable shingle materials known, white pine and white cedar. In manufacture, experience has also shown that the more nearly the shingle is sawed at right angles with the grain the better is the

handlings of the local shingle houses, the present year, at not far from 500,000,000. Grand Rapids is also notable from the fact that from its inventive genius and mechanical instincts nearly all the improvements in shingle machinery have emanated, and that in this city is located the most complete and up-to-date shingle machine manufactory in the country. WM. E. BARRETT.

#### Don't Talk Loud.

From Shoe and Leather Facts.

The other day the writer saw a lady in a large shoe department in Philadelphia inspecting some shoes of a pretty good grade that were in open drawers here and there about the place. The buyer for the department, whose business it was to make the price on the goods to be sold, had agreed with a salesman to make a special price on a certain pair of the shoes because the leather in the uppers had evidently been burned in the tanning process, but had



quality. Smoothness of manufacture is also an essential feature of excellence in quality. Time is fast showing that shingles disintegrate and rot faster than they wear out. The lesson is manifest that it is not economy to increase the size or thickness of shingles, inasmuch as the present thin shingle outwears its tendency to decay. In fact, the vogue is toward the employment of the 16-inch shingles in preference to the 18-inch, as the original 24-inch shingle was supplanted by the 18-inch.

For more than two decades has Michigan been the great shingle-producing section of the United States, and for quite a portion of that period and at the present time Grand Rapids is the monetary and business center of the vast industry. No statistics are available either of the Michigan shingle production or of the exact quantity manufactured and controlled by Grand Rapids operators, but it is safe to place the

figure at from \$5 to \$10 per thousand, than when pine forests were considered of so little value as to be regarded as an encumbrance upon the face of the earth. Time and experience have demonstrated that approximate perfection in wooden roof-covering is reached by the employment of the wood of the straight-grained conifers, in relative value as follows: Tennessee red cedar, white pine, white cedar of the Great Lakes region, red cedar of the Pacific coast, cypress of the Gulf and Atlantic coasts, and white hemlock. Straight-grained red cedar of the South being practically an unknown quantity for the purpose named, it leaves Michigan the large possessor of the two most desirable shingle materials known, white pine and white cedar. In manufacture, experience has also shown that the more nearly the shingle is sawed at right angles with the grain the better is the

## WILLIAM REID

Importer and  
Jobber of

POLISHED PLATE  
WINDOW  
ORNAMENTAL

## GLASS

## PAINT

OIL, WHITE LEAD,  
VARNISHES  
BRUSHES

GRAND RAPIDS, MICH.

*We have the largest and  
most complete stock of Glass and Paint Goods in  
Western Michigan.*

ESTIMATES FURNISHED.  
ALL ORDERS FILLED PROMPTLY.

*Distributing Agents for Michigan of*  
HARRISON BROS. & CO.'S OIL COLORS,  
DRY COLORS, MIXED PAINTS,  
ETC.

## Merchants

as well as others should realize the importance of giving their

Sons and Daughters

A Practical Business Education

at the

Grand Rapids Business University

and

Practical Training School

Corner Pearl and Ottawa Streets.

For Particulars call at office or write to

A. S. Parish,

Grand Rapids, Michigan.



## WHOLESALE GROCERY TRADE.

## Gradual Expansion and Growth of the Business.

Fifteen years—almost half a generation of business life—since the then little bark, the Michigan Tradesman, was launched upon the uncertain waves of public favor. It hardly seems possible it is so long since the proprietor came into our office to ask our views upon the prospective enterprise. One almost resents the rude awakening to the unwelcome fact that youth, with its glittering possibilities, has passed away for both the editor and the writer and that they are now away out upon the sea of life—so far the shore left such a short time ago looks dim in the mists of forgetfulness as the eye is turned back upon it.

But we have not been asked for reminiscences, but for a review of the wholesale grocery business during these years in our city; of progress made, or, perchance, a possible retrogression. It is well, in this age of push and unceasing activity, to occasionally stop and calmly look back over the past to consider its errors of judgment, that now seem so plain, and to note how irresistibly we have been borne onward by the unchanging laws of our busy business world.

The review of the wholesale grocery business of Grand Rapids, during that time, seems at first thought no difficult task, yet, as we endeavor to live over again the experiences of these years in our line of business, the work assigned us assumes large proportions; not as to space, but as to data of interest to the general reader, especially to one who has been active in helping to make its history, to whom the minutest details are of interest. It will be pardonable to say that no branch of business in Grand Rapids has had more energy and devotion given it, during these years, than the wholesale grocery business. The results to-day are gratifying in this, that it can be safely said, in no other line of business are so few goods placed by outside merchants in the territory tributary to Grand Rapids as in our line, in proportion to the amount consumed.

An interesting fact in connection with our jobbers is that, of our present firms, not one then bore its present name; yet in all the houses one at least of the present active men was then taking his kindergarten training in preparation for

the serious responsibilities that are now upon him. Accompanying this sketch is the roster of the firms engaged in the wholesale grocery business in 1883, with the changes and dates of the same. It will be observed that at that time all were copartnerships, while now all are incorporated.

During these years there have been marvelous changes in the conditions incident to our business. Perhaps the most noticeable one has been the localizing of the jobbing grocery business, not only in this State, but all over the

contrary has made a very flattering increase. This is really remarkable when one recalls the fact that Western Michigan, north of Grand Rapids, has been gradually passing through the transitional period from a lumbering community to an agricultural one. To be sure, the great hardwood lumbering industry is but fairly begun, but that is confined to comparatively few counties and supplements the agriculturist's labors instead of being the chief source of income as in the old days of pine. So that the fact that Grand Rapids has



country. At that time jobbers of New York City did considerable business with the larger retailers in our territory, and Chicago sold very large quantities of groceries in Western Michigan. Jobbing houses have sprung up all over this State in the larger towns and the trade they have secured must necessarily come from the larger jobbing centers in the State, and they in return have had to recoup themselves for this loss of business from such centers as New York, Chicago and Milwaukee or lose part of their volume of business. Grand Rapids has not lost volume, but on the

not lost volume in the jobbing grocery business during these changing conditions is a tribute to the energy and sagacity of her jobbers.

Great changes have taken place in the methods of doing business during this time. Then, long-time credits; taking notes in settlement for bills past due, and often renewing these notes, was a frequent, if not regular, practice. During this time the tendency has been all in the direction of sounder business methods. The successful jobber insists upon shorter time and upon bills being paid in cash when due, instead of by notes.

Then the variety of the stocks carried by the jobbers was comparatively small. Now these stocks are up to date, both as to variety and size, this being necessary in order to successfully compete with the jobbers from the large cities who come upon our territory.

Another change, not so gratifying, is perhaps more keenly realized, namely, the gradual reduction of gross profits and the gradual increase of the expense account. This disagreeable fact is not peculiar to our center. From all directions, in all lines of business, comes the same testimony, and many houses have seriously considered the great question, "To be or not to be." It is a momentous question for solution—to know how near you can bring these two accounts without disaster; yet you will always find some one in every locality, both in the wholesale and retail business, experimenting along these lines—an experiment more hazardous than trifling with a buzz saw.

Another marked change that has taken place during these years is in the character and general make-up of the traveling men and the qualifications that are now absolutely necessary to bring success. To-day, if a representative of a wholesale grocery house would succeed with the better class of retail dealers, he must be a gentleman, bright, courteous, obliging, and honorable and fair in all his dealings. The dissipated "jolly good fellow" is no longer in demand, either by the retailer or the jobber, and hence the excellent average that prevails among the grocery salesmen who go out from Grand Rapids. Their visits to their customers are more frequent than they were fifteen years ago. In some respects this may inure to the jobber's benefit, as the purchases made in this way are smaller and the collections more easily made.

There was also a marked difference in the character of the goods sold fifteen years ago. Much green coffee was handled by the jobbers; now practically none. Then mess pork and dry salt sides were "the thing" in provisions; now you can not sell them. Then comparatively few cereal products were consumed; now they have become a large factor in feeding the people. Our pure food laws passed three years ago have produced splendid results. It required no little prudence and discretion to put these laws into operation without bringing unnecessary annoyance and finan-

|      |                                     |                    |                                   |                 |                                         |                                          |                                              |
|------|-------------------------------------|--------------------|-----------------------------------|-----------------|-----------------------------------------|------------------------------------------|----------------------------------------------|
| 1883 | Shields, Bulkley & Lemon            | Arthur Meigs & Co. | Freeman, Hawkins & Co.            | John Caulfield  | Clark, Jewell & Co.                     | Cody, Ball & Co.                         | Fox, Musselman & Loveridge                   |
| 1884 |                                     |                    | Hawkins & Perry                   |                 |                                         |                                          |                                              |
| 1885 |                                     |                    |                                   |                 |                                         |                                          |                                              |
| 1886 | Bulkley, Lemon & Hoops              |                    |                                   |                 |                                         | Cody, Ball, Barnhart & Co.               | Amos S. Musselman & Co. Olney, Shields & Co. |
| 1887 | Lemon, Hoops & Peters               | Out of Business    | Hawkins, Perry & Co.              | Out of Business |                                         |                                          |                                              |
| 1888 |                                     |                    |                                   |                 | I. M. Clark & Son                       | Ball, Barnhart & Putman                  |                                              |
| 1889 | Lemon & Peters                      |                    |                                   |                 |                                         |                                          | Incorporated<br>Olney & Judson Grocer Co.    |
| 1890 | Incorporated<br>Lemon & Wheeler Co. |                    |                                   |                 |                                         | Incorporated<br>Ball-Barnhart-Putman Co. | Musselman & Widdicomb                        |
| 1891 |                                     |                    | Hawkins & Co.                     |                 | Incorporated<br>I. M. Clark Grocery Co. |                                          |                                              |
| 1892 |                                     |                    |                                   |                 |                                         |                                          |                                              |
| 1893 |                                     |                    |                                   |                 |                                         |                                          | Incorporated<br>Musselman Grocer Co.         |
| 1894 |                                     |                    |                                   |                 |                                         |                                          |                                              |
| 1895 |                                     |                    | Purchased by<br>Worden Grocer Co. |                 |                                         |                                          |                                              |
| 1896 |                                     |                    |                                   |                 |                                         |                                          |                                              |
| 1897 |                                     |                    |                                   |                 | Clark-Jewell-Wells Co.                  |                                          |                                              |

**A**N ADVERTISEMENT to be effective must be convincing. It must strike the reader as reasonable, must win his confidence, and to do that must state facts and facts only. \* Some people had rather lie on 30 days than tell the truth for cash; such people, like an untruthful advertisement, have no influence. \* There is no particular harm done, as no one believes either of them. The moral is, make your advertisements truthful if you expect them to be effectual. \* \* \*

Now, were we to say that "CERESOTA" is the only good spring wheat flour and "BARLOW'S BEST" the only good winter wheat flour, it would be untrue and our statement would carry no weight because the people know better. We do not say they are the only good flours, "there are others," but there are NO OTHERS BETTER and very few as good. \* Why is it that there are few as good and none better? Because in the first place no one KNOWS HOW to make better and 90 per cent. of the millers do not KNOW HOW to make as good. \* Three-fourths of the other 10 per cent. don't think IT PAYS to make as good. \* They believe it pays better to make a flour just a trifle inferior to "Ceresota" and "Barlow's Best" at a little lower cost and then offer it to the trade at a small cut under Olney & Judson Grocer Co.'s price for "Ceresota" and "Barlow's Best," claiming it is "just as good." \* \* \*

Now we might string this out two or three pages, but the "Tradesman" can spare us but one this week. \*

If the "just as goods" will answer your purpose you can always buy them a little cheaper than "the best." \* If you want THE BEST of anything in our line you can always buy it at the right price of the \*

OLNEY & JUDSON  
GROCER CO. \*

Grand Rapids, Mich.





cial loss to retailer and jobber alike and much credit is due to our Commissioner for the temperate methods employed to enforce their provisions with the least possible inconvenience to all concerned. The result is to-day that very little adulterated merchandise finds its way over the counters of the retailer and the better class of both wholesalers and retailers most heartily rejoice that this is true.

Another very gratifying condition prevails now that was not in evidence fifteen years ago, namely, the high regard in which wholesale grocers' paper is held by our banking institutions. Then if a man came into a cashier's office and claimed to be a lumberman or manufacturer, all that was necessary for him to do to secure the coveted loan was to bring with him a pronounced odor of the woods and sawmills or the workshop and he was sure to get what he asked for. But the wholesale grocer coming for a like favor was looked upon with suspicion, and while favors were granted in this line, it was not done with that graciousness extended to the man from the woods or manufactory. To-day all this is changed and no branch of business, whether mercantile or manufacturing, is held in higher esteem by the banking fraternity than that of the wholesale grocer.

To sum up the whole situation, there has been much progress in many directions during the past fifteen years in our line of business:

1. The volume of business has been largely increased notwithstanding there have been serious obstacles to be overcome to bring this about.
2. The houses all carry much larger stocks than were then carried, of much greater variety, and all are splendidly equipped with offices and salesrooms that would be a credit to them if located in a city five times as large.
3. The average quality of goods now handled is in every way superior to that of fifteen years ago.
4. The methods of selling goods and making collections, also the relations between the retailers and jobbers, have vastly improved.
5. The condition of the retail trade tributary to our market is far superior in every way, and the standard of ability employed is of a much higher order than generally prevailed fifteen years ago.
6. While the profit and expense accounts have gradually worked closer together, there is yet fair interest on the investment if the tendencies of all successful mercantile enterprises are promptly ingrafted into the management.

7. The high estimation in which the wholesale grocery business is now held in banking circles as compared with fifteen years ago.

In closing, it is but just that proper credit should be given to the Michigan Tradesman for its helpful influence in all mercantile channels—its high standard of morals, the superior class of literature it has furnished. Its fearlessness in denouncing all manner of dishonesty, no matter where found, can but have a telling power in moulding and elevating the standard of integrity, uprightness and business honor, and thus it has contributed in no small degree to the progress made by our city during these eventful years.

AMOS S. MUSSELMAN.

Incompatibility of temper occurs when both parties have the same kind of temper, and plenty of it.

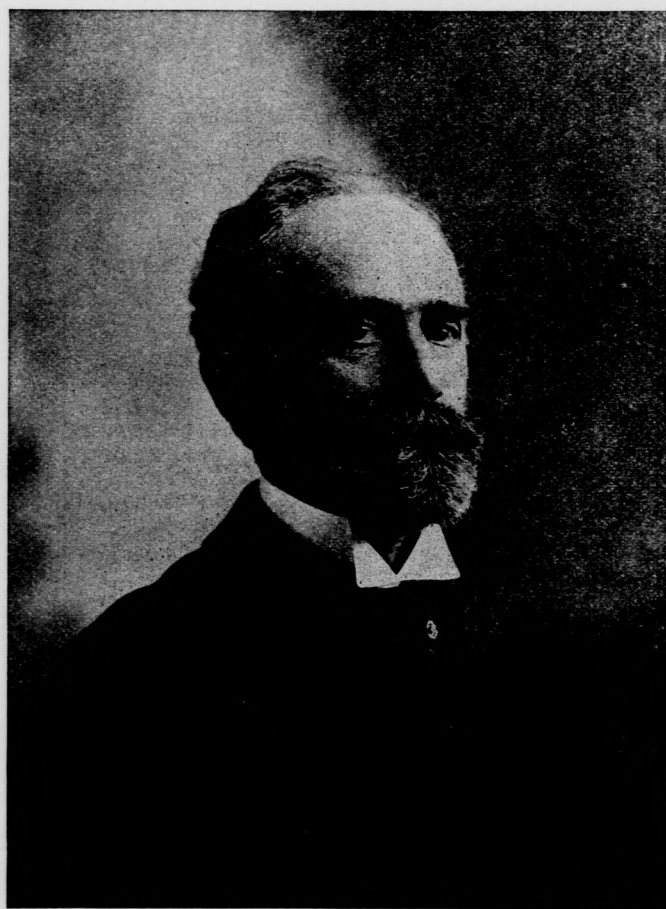
#### HARDWARE TRADE.

##### Marked by New Goods and Declining Prices.

The changes that fifteen years have brought about in the hardware trade in Grand Rapids are many. To think them all up and put them on paper is not an easy task, for as one grows older it is harder to date back to a time when any particular change came about. When one says, "A year ago such and such was the condition," upon investigation he is apt to find it was three or even five years ago. However, we are safe in saying that the last fifteen years has seen the hardware trade of Grand Rapids so developed that the representatives of either of the jobbing houses no longer have prices of Detroit or Chicago thrown at them, as we are already recognized as competing with all markets

were not carried in stock, and were made in very small quantities in this country, if at all. The iron cut nails were then used, sales running as high as fifty thousand kegs in a year. Then came steel cut nails, which soon took the place of the iron, and then wire nails began to show their heads. At first, the dealers were loath to take many of them, and orders would be for ten kegs at a time. Now iron cut nails are not made, steel cut nails are not in demand—about five hundred kegs would supply this market for one year—while it now takes one hundred thousand kegs of wire nails to supply the jobbing trade of Grand Rapids. When wire nails first came, they were worth \$5 to \$6 per keg; now the price is less than \$1.60.

Many articles in general use now were not thought of fifteen years ago, a few of which come to my mind, as follows:



and find no difficulty in securing for Grand Rapids its full share of trade.

Fifteen years ago the hardware trade of Michigan was visited by agents representing the jobbing houses of Buffalo, New York, Cleveland, Toledo, etc., but to-day in the territory tributary to Grand Rapids, it is rare to meet agents from any of these points. The jobbers of Detroit, Saginaw and Grand Rapids are able to take care of this trade on much more profitable terms than these foreign houses can possibly do. Fifteen years ago but one house in Grand Rapids was doing a jobbing trade; to-day there are two, with sales of not less than a million and a half dollars in aggregate.

The greatest change has been in the steady decline in prices on nearly everything made of iron or steel, as well as new articles that have come into general use. Wire nails fifteen years ago

Potato planters, bug sprinklers and sifters, gasoline stoves, blue flame oil stoves, hand corn shellers, as well as many other things, which at present will not come to mind. In all articles of hardware, steel in a great many instances has taken the place of iron at a much lower price.

To-day, owing to lower prices of hardware, the merchant is obliged to do three times as much work to get the same net profit out of his business as he did fifteen years ago. Wages are higher, expenses more, competition greater, and the percentage of profit lower, consequently in the volume of business and close attention to details lies the success of the hardware merchant of to-day.

I can not lose this article without making a few comparisons in the selling prices of many goods which tell the story of the many changes which have

taken place within the last fifteen to twenty years. These old prices are taken from a salesbook of the late John B. Reed, who represented Foster, Stevens & Co. in Northern Michigan during the year of 1880, and was the latest book of prices I could conveniently lay hands on:

|                           | 1880               | 1898               |
|---------------------------|--------------------|--------------------|
| 8 in. files               | 1.52 per doz.      | 1.00 per doz.      |
| Cross cut saws            | .38 per foot.      | .30 per foot.      |
| 4 x 3 carriage bolts      | .09 per C.         | .05 per C.         |
| Horse shoes               | 4.35 per keg.      | 3.25 per keg.      |
| Iron table spoons         | 3.15 per gross.    | 1.50 per gross.    |
| Sleigh shoe steel         | .04 per pound.     | .01 1/2 per pound. |
| 3/4 in. chain             | .06 1/2 per pound. | .03 1/2 per pound. |
| 1/2 in. handle shovels    | 1.50 per doz.      | .50 per doz.       |
| 6 in. round elbows        | 1.50 per doz.      | .50 per doz.       |
| 2 1/2 in. common nails    | 1.40 per keg.      | 1.40 per keg.      |
| 7/8 in. wire              | 3.50 per doz.      | 2.40 per doz.      |
| 10 in. Monkey wrench      | 4.00 per doz.      | 2.05 per doz.      |
| 1/2 in. German snags      | 2.70 per gross.    | 1.20 per gross.    |
| Dripping pans             | .31 per pound.     | .05 per pound.     |
| Copper pits               | .40 per doz.       | .22 per doz.       |
| 26 sheet iron             | 4.40 per CWT.      | 2.40 per CWT.      |
| No. 2 cistern pumps       | 2.15               | .95                |
| Common rim lock           | .90                | .10                |
| No. 3 horse nails         | .75 per doz.       | .40 per doz.       |
| 1 1/2 in. square iron     | 5.00 per doz.      | 4.00 per doz.      |
| 1 1/2 in. square oil cans | 8.00 per doz.      | 5.00 per doz.      |
| Single bit axes           | 20.00 per doz.     | 7.50 per doz.      |
| Double bit axes           | 20.00 per doz.     | 7.50 per doz.      |
| 1 C. roofing tin          | 6.75 per box.      | 3.75 per box.      |

It can readily be seen by these comparisons that the decline in the majority of lines of hardware has been almost 50 per cent. SIDNEY F. STEVENS.

#### Becoming an Employer.

Every ambitious clerk is more or less desirous of becoming an employer some day, which is an aspiration natural enough to the healthy American with average ambition and talent. How much experience he should have as a clerk before opening a store of his own depends, of course, upon his mentality and the opportunities he has had for picking up pointers. Some young men learn more in a year than others do in five years. If he spends all his time in one place where he delivers orders he will not make much progress; but if he changes places, or if he has a good boss, who knows how to teach him, he can learn a great deal in a year, and if he is bright and old enough when he starts in he may be more competent to run a store within two years than some others are in ten years. The clerk who begins his career at 15 naturally has to work four or five years before he can be a good employer, because he must be old enough for it. The intelligent man, however, who starts in at 20 can become competent more rapidly.

#### Don't Think of Trouble.

Retailers should prepare themselves for the best fall trade they have ever enjoyed. The war is over now, and there is no need of looking for threatening signs in that direction. No doubt, however, there are pessimistic retailers who are already looking for threatening signs in some other quarter. The sensible business man will, however, recognize the present as an opportune time to make some money. Expect success, Mr. Retailer, and you will probably get it, for if success is taken and expected as a matter of course, it will be achieved. Every retailer hopes for success, but there is a mighty difference between merely hoping for it and the unwavering confidence that compels it. It is the part of wisdom to be continually prepared for the worst, too, but to be continually thinking of it is not healthy mental exercise, for to think trouble is to merit misfortune.

Occasionally a young man may be persuaded out of marrying a young woman, but an old man—never.

# Clark-Jewell-Wells Co.



**Wholesale Grocers and Importers of Tea**  
**Grand Rapids, Michigan**



## FOOD INSPECTION.

## State Laws and Court Decisions Relating Thereto.

Under compliment extended by the Tradesman to the writer to review the laws now in force in Michigan regarding the sale of food products, we shall endeavor to confine the discussion in an effort to clarify, so far as may be, the understanding of dealers just as to what these laws mean, and their scope, intent and practiced method of enforcement.

In the first place, in 1893, the Dairy and Food Department of Michigan was established, and it was declared to be the duty of the Dairy and Food Commissioner "to carefully enquire into the quality of dairy and food and drink products, and the several articles which are foods or the necessary constituents of foods, which are manufactured for sale, or sold or exposed or offered for sale in this State." It is further declared that samples of food products shall be taken up and be examined and that complaint shall be made against the manufacturer or vender in the county where the goods were manufactured or sold.

It is further made the duty of all prosecuting attorneys to prosecute all suits brought by the Dairy and Food Commissioner under the provisions of the food laws.

The Commissioner is further empowered and instructed to publish in a monthly bulletin the results of such examinations or inspections, together with a summary of the work done during the month.

The general statute regulating the sale of food products was passed at the legislative session of 1895 and has been amended in some important respects by the Legislature of 1897.

Section 1 of this statute prohibits the manufacture for sale, offering or exposing for sale, having in possession with intent to sell, or selling, any article of food which is adulterated.

Section 3 contains seven distinct declarations of what shall be deemed adulterated: 1. If any substance or substances have been mixed with it so as to lower or depreciate or injuriously affect its quality, strength or purity. Under this provision comes the adulteration of a great many articles such as spices, cream of tartar and wheat flour. 2. If any inferior substance or substances have been substituted wholly or in part for it. These two are manifestly aimed at the same kind of adulteration and it is for violation of these sections that most of our prosecutions are brought. 3. If any valuable or necessary constituent or ingredient has been wholly or in part abstracted from it. 4. If it is an imitation of or is sold under the name of another article. Under this provision occur some of the most important cases. Under it, prosecutions for the sale of artificial extracts or the sale of honey adulterated with glucose and adulterated jellies are brought. 5. If it consists wholly or in part of a diseased, decomposed, putrid, infected, tainted or rotten animal or vegetable substance or article, whether manufactured or not, or, in the case of milk, if it is the product of a diseased animal. 6. If it is colored, coated, polished or powdered whereby damage or inferiority is concealed, or if by any means it is made to appear better or of greater value than it really is. The sixth covers oleomargarine, vanilla extracts and some kinds of cheap coated coffees and others. The seventh is plain and is,

"If it contain any added substance or ingredient which is poisonous or injurious to health." The last paragraph in this section of the law contains a very important proviso and one which we find is very generally passed over and at the best imperfectly understood. It is the proviso relating to the sale of mixed or compound articles, and makes the seller liable unless each and every package sold shall bear the "name and address of the manufacturer, and be distinctly labelled under its own distinctive name, and in a manner so as to plainly and correctly show that it is a mixture or compound and is not in violation with definitions 4 and 7 of this section;" that is, that it is not sold in imitation of another article and is not injurious to health.

The Attorney General has construed this proviso to mean that no mixture shall be sold in this State unless under a name distinctively its own, such as a coined name. He holds that a coined name stands for that particular mixed product put upon the market under that name by the owner and user of that coined name, and that the use of such a name fulfills the requirements of the statute and correctly shows that the product is a mixture or compound.

Section 4 relates to the sale of butter and declares that no person shall sell for butter any article not made exclusively of milk or cream. This section has a penalty of its own, which is a fine of not less than \$50 nor more than \$500 and the costs of prosecution, or imprisonment of not less than 90 days nor more than two years, or both fine and imprisonment in the discretion of the court, for each and every offense. Hotel proprietors who serve oleomargarine in place of butter without proper notice to their guests are liable under this act.

Section 5 relates to the sale of imitation or filled cheese, prohibits the sale of imitation cheese, and affixes a special penalty, which is the same as in Section 4.

Section 6 provides that manufacturers of full milk cheese may brand their product "Full milk cheese," and provides further that no person shall use such a brand upon any cheese made from milk from which any of the cream has been taken. It further provides that the proprietor of every cheese, creamery or butter factory in the State where milk or cream is purchased or contributed by three or more persons shall register the location of such factory, together with the name of its owner or manager, with the Dairy and Food Commissioner on or before the first day of April each year. The section provides a penalty for failure to register, with a fine of not less than \$5 nor more than \$25 and the costs of the prosecution, or imprisonment in the county jail for not more than 30 days, or both.

By Section 7 the Dairy and Food Commissioner is obliged, upon application, on or before the first day of April of each year, to issue a uniform stencil brand bearing a suitable device or motto and the words, "Michigan full cream cheese." Such brand shall be used upon the outside of the cheese and upon the package containing the same, and shall bear a separate number for each factory. The Commissioner is compelled to keep a record of these brands and the persons authorized at each factory to use same. No person shall use this brand except upon full cream cheese or packages containing the same. The Commissioner shall receive a fee of \$1 for each registration,

## McCray Refrigerator and Cold Storage Co.

52 Mill St., Kendallville, Ind.  
Detroit Office, 248 Woodward Ave.

Manufacturers of

## Show Case Refrigerators

### Cheese Case Refrigerators

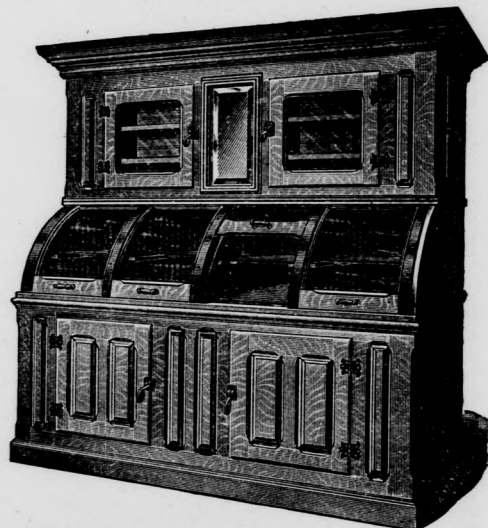
Also Refrigerators of  
all designs and Grocers'  
Fixtures of all kinds.

Builders of Fine  
ROLL TOP  
BUTTER  
REFRIGERATORS

of all sizes and  
designs.

Also Builders of  
COLD STORAGE  
ROOMS

for Hotels, Meat Markets,  
Public and  
Private Institutions,  
Etc., Etc.



No. 204. Four-Roll-Top Butter Refrigerator.

### MCCRAY'S MODERN FAMILY REFRIGERATOR

Every man and woman is interested in improvements for the home. Do not fail to write for Catalogue No. 35 of these refrigerators. We make a specialty of special made-to-order Refrigerators for the home to be iced from the back porch.

WE ALSO BUILD BUTCHER COOLERS OF ALL SIZES AND DESIGNS AND FURNISH MEAT MARKETS COMPLETE, INCLUDING TOOLS AND FIXTURES.

## George Hume & Co.

IMPORTERS OF  
TEAS, AND

### Wholesale Grocers

MUSKEGON,  
MICH.

The best goods, right prices, and fair dealing always win.

That is why our business is increasing so rapidly.

We have a full stock and just what you want.

Send us a trial order.

which sum becomes a part of the appropriation to maintain the Department.

Section 8 prohibits the sale of any package of cheese which is falsely branded.

Section 9 prohibits the selling as lard of any substance not the legitimate and exclusive product of the fat of the hog.

Section 10 provides that all lard substitutes or compounds shall be distinctly and legibly branded "Lard substitute or compound" and it is made obligatory upon every person who sells, offers or exposes for sale, or has in his possession with intent to sell, any lard substitute, to have the same properly branded as "Adulterated lard," "Lard compound," or "Lard substitute." The letters used in branding shall be not less than one inch in length. Each package must contain the name of the maker and location of such factory.

Section 11 compels every dealer who sells, by himself or his agent, any lard substitute to brand the package containing the same in letters not less than one half inch in length.

Section 12 makes possession of any lard substitutes prima facie evidence of ill intent.

Section 13 provides that no person shall manufacture for sale, sell or expose for sale any imitation fruit jelly or fruit butter with any other designation than the words, "Imitation fruit jelly or butter," with the name of the manufacturer and the place where made, and such jelly shall contain no ingredient injurious to health and shall not be colored in imitation of fruit jelly. This section provides a special penalty of not less than \$50 nor more than \$500, and imprisonment for not less than 90 days nor more than two years, or both such fine and imprisonment in the discretion of the court.

Section 14 prohibits the sale of preserved or canned fruit or vegetables or other articles of food unless such articles shall be entirely free from deleterious substances and unless such articles bear the name and address of the firm, person or corporation that packs the same. All soaked or bleached goods, all goods put up from products dried before canning, shall be branded "Soaked or bleached goods" in letters not less than two line pica in size.

Section 15 prohibits the manufacture, sale or offering for sale of all artificial coffee berries in imitation of the genuine berry. And further provides that coffee adulterated with chicory or any other nondeleterious substance shall be distinctly labeled "Coffee Compound." And such package shall have no other label of whatever name or designation.

The Attorney General has construed this part of Section 15 to mean that coffee adulterations shall be sold under the name of "Coffee compound," with the name and address of the manufacturer, and shall have no other label excepting matter descriptive of the article. The section further provides that any molasses or syrup, when mixed with glucose, must be labeled "Glucose Mixture" and have no other name or designation whatever. Such label shall be in letters not less than one-half inch in length.

Section 16 provides that no liquors shall be manufactured or sold in this State containing any substance injurious to health.

Section 17 is a very important one and makes the taking of orders or the making of agreements or contracts by any person, firm or corporation, or by any agent or representative thereof, for the

future delivery of any food products a sale within the meaning of this act.

Under similar sections in other states the courts of final jurisprudence have decided that any agent, although his principal lived without the state, shall be liable for the sale of adulterated goods, although he, the agent, had specified when sending the order to his house that it was to be filled with pure goods.

These same decisions have laid down the further principle that any member of a firm or corporation, although he may live without the state, is liable for the sale of adulterated goods by any agent or employee or member of the firm or corporation.

Section 18 provides a penalty of not less than \$100 nor more than \$1,000, or imprisonment for not less than six months nor more than three years, or both such fine and imprisonment within the discretion of the court, for falsely labeling or branding any article of food required to be branded or labeled, or for the removal, alteration, defacement, mutilation, imitation or counterfeiting any brand when required.

Section 19 provides a general penalty for failing to do any of the acts enjoined by this statute or for any violation of its provisions where no specific penalty is otherwise prescribed. The penalty is a fine of not less than \$100 nor more than \$500, or imprisonment in the county jail for a period of not less than 30 nor more than 90 days, or both such fine and imprisonment in the discretion of the court. It is this penalty which is most generally applied to the sections above quoted. In fact, it may be considered the general penalty for violations of the pure food act.

Section 20 makes it the duty of the Dairy and Food Commissioner to enforce the provisions of this statute, and further makes it the duty of all prosecuting officers of the State to prosecute to completion all suits brought under the provisions of this act upon complaint of the Commissioner or of any citizen. It also makes it the duty of all health boards in cities and health officers in townships to take cognizance of and report and prosecute all violations of this act that may be brought to their notice within their jurisdiction.

Section 21 repeals all acts or parts of acts inconsistent with the original act of '95.

The above is a short, concise statement of the requirements for the sale of most food products. There are, however, specific and independent statutes upon different subjects: One provides for the labeling of adulterated buckwheat flour with the words, "Adulterated buckwheat, compound, or substitute" in letters not less than one inch in length and followed by the name of the maker and location of such factory. The several acts passed from time to time for the regulation of the manufacture and sale of liquors in general may be said to (1) prohibit the sale of any liquor containing anything that is poisonous or injurious to health; (2) require upon the barrel, cask or vessel containing the same the name of the person, company or firm or manufacturer preparing the same, and also the words, "Pure and without drugs or poison."

There are several statutes and amendments in Michigan concerning the selling of milk and dairy products. Their general provisions are: (1) Prohibiting the sale of any unwholesome, watered, adulterated or impure milk or swill milk, or milk from cows fed upon gar-

Established, 1893.

**T. L. BRUNDAGE,**  
WHOLESALE COMMISSION MERCHANT

54 and 56 Central Ave., Cor. Woodland, Cleveland, O.



Only Exclusive Butter and Egg House  
in the City.

Want to correspond with those who have butter and eggs  
to ship. Can handle large quantities.

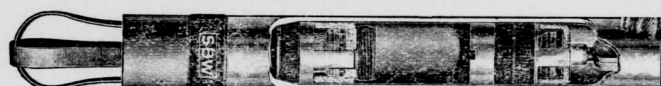
**•Eureka Tubular Well Brass Cylinders•**

Strait's Original Patent.

Always ask for "Strait Cylinders" and have no other.

Each Cylinder Stamped with steel die "R. E. STRAIT PATENT."

We also make the Taper Point Cylinder.



Made in all Sizes.

Imitated to some extent (successful things always are). The imitations, however, are patterned after the old styles and do NOT possess the up-to-date improvements as we now manufacture it. If you order from Jobbers always specify "STRAIT CYLINDERS," and look for stamp on cylinder bottom. If you cannot get it order from us. Ours will save you money, as it always gives satisfaction. Improved for 1898.

We also manufacture all styles and sizes of

**••Tubular Well Valves••**



Wood Rod Couplings, plain or galvanized (not tinned), Turned Coupling, Sand Pump and Drill combined, Tools, Cup Leather, Rubbers, etc. We send catalogue for the asking, and we'd like to quote, and if quality, price and our way of dealing don't bring orders, we don't know what will. We also solicit your orders for Brass, Bronze, and White Metal Castings. Send samples, patterns or drawings.

**Standard Brass Works, mfgs, Kalamazoo, Mich.**



bage, swill or any substance in a state of fermentation, or any deleterious substance, or from cows kept in connection with any family in which there are infectious diseases. The addition of ice to milk is also declared an adulteration. (2) Cans or packages containing skimmed milk shall have the words, "Skimmed milk" distinctly painted in letters not less than one inch in length. (3) A standard for the sale of milk is enacted, and milk must contain not less than 12½ per cent. of milk solids and not less than 3 per cent. fat, and with specific gravity at 6 degrees Fahrenheit, between 1.29-1000 and 1.33-1000.

It has been held by courts of last resort that it is within the police power of a state to set up a standard for milk, providing such standard is a reasonable one. It can be shown that cows in a perfectly healthy condition, well fed and cared for, will give milk below the standard prescribed in this State, yet, it lying within the power of the Legislature to provide a reasonable standard, milk below this standard is not salable. To be more explicit, it is not material whether milk is watered by hand or through the medium of the cow. Unless it conforms to this standard it can not be sold. The penalty for selling milk below standard is a fine not exceeding \$100, or imprisonment not exceeding 90 days.

There is also a special statute regulating the sale of oleomargarine and providing that any butter substitute shall not be sold in Michigan if colored to imitate butter. The statute provides a penalty of not less than \$50 nor more than \$500 and the costs of prosecution, or imprisonment for not less than six months nor more than three years, or both such fine or imprisonment in the discretion of the court for each and every offense.

There is also a statute preventing the use of butter substitutes by proprietors or keepers of hotels, restaurants, eating saloons, boarding houses or other places where food is offered to persons paying for the same, unless such proprietor or keeper "shall have placed on the outside door, and conspicuously hung in the center and placed on the walls of any store or room where food is sold or offered, a white placard on which are printed, in black ink in plain Roman letters not less than three inches in length and not less than two inches in width, the words, "Oleomargarine or butterine sold or used here."

We have also in this State a statute against the adulteration of candies or confectioneries if adulterated with any substances detrimental to health.

The last Legislature enacted a statute for regulating the manufacture and sale of vinegar. This statute provides: (1) that all vinegar made by fermentation and oxidation shall be branded "Fermented Vinegar," with the name of the fruit or substance from which the same is made. And all vinegar made from distilled liquor shall be branded "Distilled Vinegar," and all such distilled vinegar shall be free from artificial coloring matter. (2) All fermented vinegar shall contain not less than 1¾ per cent. by weight, upon full evaporation at the temperature of boiling water, of solids contained in the fruit or grain from which said vinegar is fermented. Said vinegar shall contain not less than 2½ tenths of 1 per cent. ash or mineral matter, the same being a product of the material from which said vinegar is manufactured. All vinegar shall be made wholly from the fruit or grain from

which it is represented to be made and shall contain no foreign substance, and shall contain not less than 4 per cent. by weight of absolute acetic acid. The penalty for the violation of this act is a fine of not less than \$50 nor more than \$100, or imprisonment not to exceed 90 days and the costs of prosecution, or both such fine and imprisonment in the discretion of the court.

The Supreme Court of New York and other states have held that just as it was competent for a legislature, in the exercise of the state's police powers, to set up a reasonable standard for milk, so it was in their power to set up a reasonable standard for vinegar.

The Department, with some little pride, states that, owing to the recent energetic prosecutions and denunciations of adulterated vinegar, the poor, and in most cases almost worthless, vinegars have been quite generally driven from the State.

We can not close without marked reference to the doctrine, comparatively new in American jurisprudence, that want of knowledge is no defense for a violation of the food statute. It had become a settled doctrine that there could be no crime committed without some criminal intent on the part of the criminal. This has become known to the bar as an elementary principle, and the Department still finds many persons in the State who believe that they can not be found guilty of selling adulterated goods unless they knew them to be adulterated. This, up to a year ago, had been one of the principal obstacles to success in prosecutions.

The present administration of the Dairy and Food Department met this trouble early in 1897, and in order that there might be no further question forced a case in our State Supreme Court, where, on May 25, 1897, Chief Justice Long filed an opinion in the case of *The People vs. Michael Snowberger*. In this opinion, and at considerable length, Chief Justice Long quotes practically all the cases in the United States which bear upon this question and in the concluding paragraph says:

"The statute not requiring knowledge on the part of the seller to make the offense complete, we are satisfied that the conviction must be sustained. No case has been cited, and we are not able to find one, where a contrary doctrine is laid down. The act may work hardship in many cases; but that question is one to be addressed to the Legislature and not to the courts. As we have said, it was within the power of the Legislature to pass the act making it an offense punishable with fine and imprisonment to sell adulterated food or drink, although the person selling the same has no knowledge that it is adulterated. Under this statute one making sales must do so at his peril."

Another decision we shall refer to is that of the United States Supreme Court at the October term, 1894, being the case of *Plumbley vs. Commonwealth*, of Massachusetts. This decision holds constitutional the Massachusetts anti-color oleomargarine law. The Massachusetts law is identically the same as the Michigan law. The oleomargarine attorneys have appealed two cases to our State Supreme Court and attacked the constitutionality of the law. In view of the fact that the Massachusetts statute—the same as the Michigan law, letter for letter, punctuation for punctuation—has been held constitutional by the United States Supreme Court, we can only look upon the appeal in Michigan as a subterfuge and only a move to put off a final enforcement of this law.

The Michigan Supreme Court has adjourned until September 20, when it is expected the Michigan cases will be decided. ELLIOT O. GROSVENOR.

# ATTENTION GROCERS!

PRESENT  
YOUR ORDER FOR

## PALACINE OIL

And notice the increase in your OIL trade. After your customers have given it a trial they will want no other.

## PALACINE OIL

THE BEST IN THE WORLD.

No Bad Odor. No Smoky Chimney.  
No Charred Wicks.

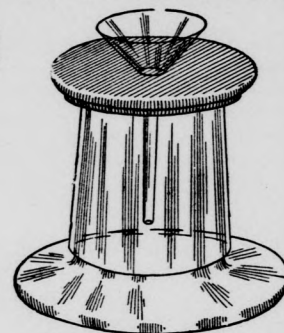
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**Scofield, Shurmer & Teagle**  
Sole Manufacturers,  
GRAND RAPIDS, MICH.

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### Commercial Stationery and Knickknacks

Blank Books  
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Exclusive Michigan Agent.  
"ARCADE" INKSTAND  
Reduced to 25c. Agents Wanted.

Everything the Office Man Needs.

## FOUNTAIN PENS

Mail and Telephone Orders get  
Prompt Attention.

49 Pearl St

Grand Rapids.





## BANKS AND BANKING.

## Doubling of Capital and Deposits During Fifteen Years.

The business of banking was first introduced in England during the Seventeenth Century. The Bank of England, which has long been the principal bank of deposit and circulation in Great Britain, and indeed in Europe, was founded in 1694. The Bank of France is second in magnitude and importance, and was originally founded in the year 1800, but was not placed on a solid and well-defined basis until 1806.

The banking institutions of the United States may be classified as National and state banks, savingsbanks, private banks or bankers, and loan and trust companies. National banks were first authorized by a law of the United States enacted in 1863. They receive, lend and transmit money, issue notes which are used as money, and buy, sell and collect bills of exchange. Their circulating notes are secured by United States bonds deposited with the Government, and their operations are subject to the inspection and supervision of the Comptroller of the Currency. State banks perform the same functions except that of issuing notes. Private banks and bankers carry on the same business as state banks, but are not under state or National supervision. Loan and trust companies are incorporated institutions, and receive deposits, usually for a fixed period, and loan them on the pledge of stocks, bonds and other securities. Bankers lend money by opening credits in their books, against which their customers may draw to the extent of the credits opened, by discounting bills, by purchase of securities or by advancing money on securities, etc.

Accompanying the developments of commerce the business of banking has undergone various changes. A banker receives deposits and lends money, but the conditions under which money is received on deposit or loaned out may be extremely various, and the different classes of bankers are distinguished from one another by differences in the rules which they observe in receiving money or in making loans.

The Bank of England rarely discounts bills that have more than two, or at the most three, months to run, and it would be well were this rule more generally observed. The discounting of bills on long terms is a powerful stimulus to unsafe speculation. When individuals obtain loans which they are not to be called upon to pay for six, twelve, or perhaps eighteen, months, they are tempted to venture into speculations which are not expected to be wound up until some proportionally distant period; and, as these ventures frequently fail, there is little or no provision made for the payment of these bills when they become due. In such cases the banker, to avert a loss, sometimes consents to renew the paper, and thus aggravates and extends the evil.

In other respects, too, the discounting of notes on long time or their renewal, or the making of permanent loans, is altogether inconsistent with sound banking principles, for it deprives the banker of that command over his resources which is so necessary at all times, and so indispensable in periods of difficulty or distress.

At first the clearing house was simply a place of meeting, but from experience it was learned that the sorting and distribution of checks, bills, etc., could be

more expeditiously conducted by the appointment of one or more clerks, to whom each banker's clerk could give all the instruments of exchange he wished to collect, and from whom he could receive all items payable at his own house. The payment of the balance in cash settled the transaction. Later, however, the arrangements of the clearing house were further perfected, so that neither notes nor coin are now required, balances being settled by draft or certificate.

Reviewing somewhat the banking business for the past fifteen years, I wish first to call attention to the number of incorporated banks which were in existence in 1882. At that time there were 3,525 banks which reported, with a capital of \$565,600,000 and deposits \$2,363,000,000. In 1897 8,423 banks reported, with a capital of \$853,000,000 and deposits \$4,688,000,000, showing an increase in capital of \$287,400,000 and deposits of \$2,325,000,000. The banks of the country in 1882 had cash on hand \$204,000,000 and at the present time \$458,000,000.

In our own city, for the past fifteen years banking has kept pace with other business interests. In 1882 there were five banks in Grand Rapids, with a capital of \$1,250,000 and deposits \$5,500,000. At the present time we have nine banks and two trust companies, with a combined capital of \$2,950,000 and total deposits \$11,660,000—an increase in capital of \$1,700,000 and an increase in deposits of \$6,160,000.

I wish at this time to call particular attention to the National Association of Credit Men, of which James G. Cannon, of New York, is President. The aim and object of this Association, so far as I understand it, is to bring about a uniform system of book-keeping among business men and to adopt a uniform blank on which to make a statement, when asking for credit, so that the credit men, be they bankers, merchants or manufacturers, may have placed before them a complete and intelligent statement of the borrower's true financial condition, on which they may be able to intelligently extend or refuse credit.

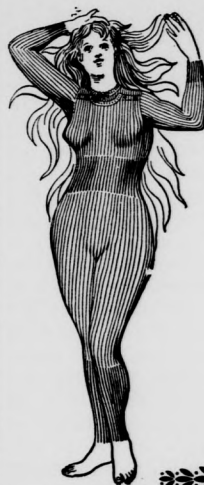
There has been such a change in business and business methods, during the past fifteen years, and all firms are operating on such close margins, that the individual or firm conducting business on the old and haphazard method can not expect to continue long under existing conditions. Profits are so small that the losses must be reduced, or should be, to a minimum, and to do this the banker or credit man should and must know the true financial condition of the party asking credit.

The large amount of money in bank does not belong to, neither is it intended for the benefit or use of, bank officers or managers, but is deposited in trust and for safe-keeping, and it is expected by the people to whom it belongs that a certain percentage shall be used to discount business paper and be loaned for legitimate needs and purposes, and not paid out to men of unknown financial standing or to men whose business instincts are tainted with a desire for speculation.

WM. H. ANDERSON.

## Wear a Veil.

Her mother (to bride-elect)—What! frowning on your wedding day? Bride-elect—I'm in a quandary. If I go to the altar smiling people will say I'm simply crazy to get Charlie; and if I look solemn they will say I already regret the step. What shall I do?



## THE GEM UNION SUIT

Only combination suit that gives perfect satisfaction. Is double-breasted; elastic in every portion; affords comfort and convenience to wearer that are not obtained in any other make. We, the sole manufacturers and patentees, are prepared to supply the trade with a great variety of qualities and sizes. Special attention given mail orders.

Globe Knitting Works, Grand Rapids, Michigan.

## OUR AIM

THIS YEAR IS TO WHOLESALE MORE

## LIME, CEMENT AND FEED

THAN EVER BEFORE.

We buy Hay, Grain and Wood.



THOS. E. WYKES

Cor. Wealthy Ave. & N. C. R. R.  
FONES 371.

Grand Rapids, Mich.

## 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.



## CONFECTIONERY TRADE.

## Remarkable Growth and Development of the Business.

Probably none of the large manufacturing interests have made greater strides into prominence during the past twenty years than has that of confectionery, candy and sweetmeats, which have contributed to please the epicurean taste for centuries, but the capital employed by the individual manufacturer was usually of small amount, because in each instance the product was sold over the counter of the manufacturer, whose establishment was generally a small one and little effort was made to effect sales to other dealers who might vie for the retail patronage. Gradually, however, the capital necessary to operate large plants was centralized and brainy men with an eye open for the benefits that were discernible were incorporated in the management, and slowly the field of operation was widened, until now there is hardly a city of importance in our glorious country that does not contain, among its many institutions of pride and enterprise, a beehive of industry teeming with bright faces of contented employees who turn out tons of delicious candy daily.

When the business was in its infancy the cooking was done over various-sized charcoal furnaces, and when the proper boiling point had been reached a couple of lusty young fellows would pour the contents of each kettle—usually from forty to sixty-five pounds—on massive slabs of marble, where it was allowed to harden sufficiently to keep from running. The cooling process was hastened by having the workmen knead the molten mass over and over with iron shovels—or spades, to be more explicit, just the same as those used by the workmen who labor from sun to sun in making the excavations in which to lay the base of the monster buildings that adorn our thoroughfares. When a proper consistency had been reached the batch would be lifted bodily by one of the expert workers and hung over a large iron pulling hook and then the hardest part of the manipulation began. The parts suspended from each side of the hook would at first, of their own weight, fall or stretch out quickly to a distance of from six to eight feet, only to be gathered quickly and accurately by the deft worker, who would, by a dextrous movement, give the two sections an upward toss that would land the flexible sweetness squarely on the hook again and continue the "pulling," so-called, until the amber-colored mass gradually assumed a snowy whiteness and was ready to be laid on long tables, to be spun into sticks of the requisite length or cut into such shapes as were desired. During the "pulling" process an attendant would pour on the necessary quantity of the various flavors and colors that might be called for; and the bright-eyed boys and girls who bought the finely-flavored, pleasing confection the next day had little idea of the amount of labor and excessive manipulation that had been expended on the handsome stick of candy from the time the sugar and other ingredients of which it was made left the barrel to the finishing of the product.

Of late years the business has grown to such proportions that the most modern and expensive machinery has been added to the equipment of up-to-date factories, and the old furnace kettles of sixty-pounds capacity have been superseded by massive copper reservoir cookers with a capacity of two hundred and

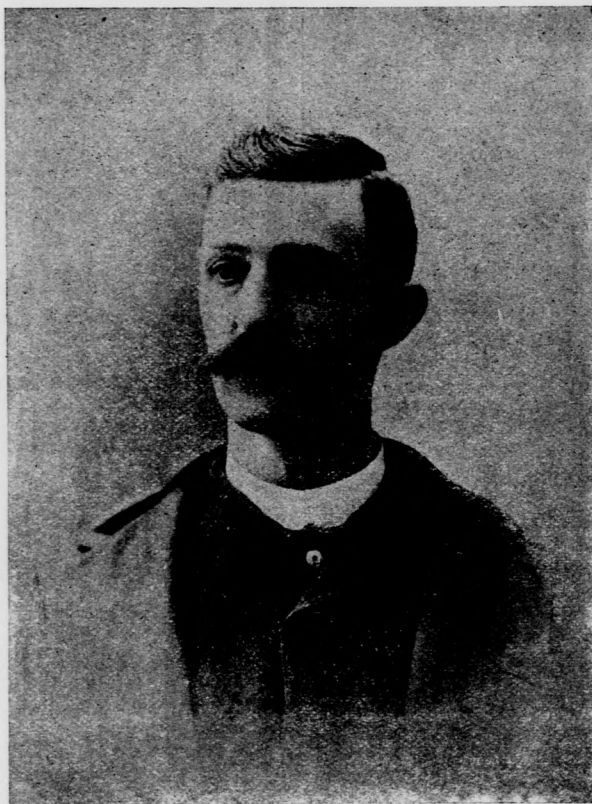
fifty to four hundred gallons, and live steam in adequate volume will cook an enormous quantity in from twenty to sixty minutes, according to the variety of goods desired. The small factory where a few persons did all the work in one small room has been so enlarged that the use of the whole of mammoth buildings especially designed for the particular firm who is to occupy it is now no uncommon occurrence. The modern manufactory is divided into departments where a set of skilled workmen—men, women, boys and girls—do nothing but turn out one particular variety of goods, such as hand-made creams, chocolate drops, stick candy, gum drops, lozenges, etc., etc., and through constantly doing one kind of work such as pertains to the respective department a degree of efficiency is acquired which is wellnigh perfection.

But a comparative few aside from

cost of materials used and the aggregate value of the finished product:

|      | No. Establishments | Capital Invested  | Hands Employed    |
|------|--------------------|-------------------|-------------------|
| 1850 | 383                | \$ 1,035,551      | 1,733             |
| 1860 | 541                | 1,568,478         | 2,340             |
| 1870 | 941                | 4,995,293         | 5,825             |
| 1880 | 1,450              | 8,486,874         | 9,801             |
| 1890 | 2,921              | 23,326,799        | 27,212            |
|      | Wages Paid         | Cost of Materials | Value of Products |
| 1850 | \$ 458,904         | \$ 1,691,824      | \$ 3,040,671      |
| 1860 | 668,423            | 2,990,186         | 5,361,100         |
| 1870 | 2,091,826          | 8,793,560         | 15,922,643        |
| 1880 | 3,242,852          | 17,125,775        | 25,627,033        |
| 1890 | 11,633,448         | 31,116,629        | 55,997,101        |

To be more local in treating the subject, we may state that the three leading manufacturers in the State of Michigan turned out goods in 1865 to the value of between fifty and seventy-five thousand dollars, while at the present ratio each concern has an output of between one-half and three-quarters of a million dollars each, surely a most gratifying comparison. It is reported that one New York firm alone which is



those directly interested in the manufacture have any authentic or well-defined knowledge of the detail that is an all-important essential in producing from the raw material the exquisite bonbons that daily find their way into so many homes, and the various groups of visitors who now and then are escorted through one of the large factories always express themselves as being astonished at the magnitude of the industry, and never seem to regret the time expended in making the interesting tour of observation.

To convey an idea of the aggregate volume of the business and the rapidity of its growth during the past fifty years, attention is invited to the table of statistics that follows, showing, at a glance the increase in ten-year periods as relates to number of manufacturing plants, increase of capital and number of employees, amount paid out in salaries,

famous for one specialty—chocolate drops—made last year 12,000 tons, or 24,000,000 pounds; and the average number of its employees was nearly 2,000. More candy is consumed by the people of the United States than the combined total of any other two countries, and the cities of New York, Chicago and Philadelphia sell annually as much as the whole of France.

The foregoing rather meager sketch of the confectionery business of to-day may serve to convey an idea of its magnitude and commercial value in the marts of trade. Candy manufacture has been reduced to a science and there is little prospect of its ever being overdone. The sugar refineries of the world count the confectioners as their most reliable customers, and grant them concessions that even the most liberal buyers in other lines of trade are not allowed.

B. W. Putnam, President and Manager of the Putnam Candy Co., is the pioneer confectioner of Western Michigan, having come here from the rock-ribbed hillsides of Northern Massachusetts in 1865, at which time he embarked in his present line of business, in company with his brother, now deceased. The keen-eyed, energetic, country boys had a joint capital of \$42, but with this pittance they had ability and the determination to carve out a success, and with what degree it has been accomplished there is little need to ask. The Putnam Candy Co. was organized in 1889, succeeding the old firm of Putnam & Brooks. Its Manager can look back over a life of endeavor. His friends are limited only to those who do not know him, and the men and women he has assisted during his long business career with words of counsel and acts of kindness are legion. The company is one of the business landmarks that have assisted in advertising the Valley City for many years, and is now, as it always has been, one of the city's reputable institutions. FRANK T. LAWRENCE.

## Old and New Methods.

The farmers around Pennsville a few decades ago used to celebrate "hog-killing" day quite differently from their present swift method. In the good old time the farmer, his wife, children and the farm hands would all pitch in on some cold December morning with the endeavor to kill the dozen or so of hogs in the pen in a week's time, or at least before the advent of Christmas Day. The whole family would necessarily work in unison, some cutting and trying the fat for lard, others cooking the meats in the pots for sausage and slicing off the hams and shoulders, while still others would be industriously engaged on some other equally important details in connection with the event. But how different, by contrast, is the existing method of killing hogs! Nowadays they invite neighbors that live within a radius of two and three miles of the farm, and sometimes further, who come willingly, bright and early in the morning, and work with such zeal that by the time the sun has disappeared behind the horizon they have accomplished about everything that is to be done at such a gathering. Everything is done between "sun and sun," in the farmers' vernacular, each farmer helping his neighbor in turn, thus forming a reciprocal relationship, so that it is manifest that the present arrangement has many advantages over the old way.

## What Constitutes a Compromise.

The doctrine that debt is not discharged by the receipt, even ostensibly in satisfaction, of a smaller amount, is based on the fact that there is in such case no consideration for the compromise. It does not apply to the case of a disputed claim. In some of the states the courts have stated the old rule to apply to liquidated claims, and the distinction is made between those that are liquidated and those which are not. The term "liquidated," when used in this connection, means one where the amount due has been ascertained and agreed upon between the parties, or is fixed by operation of law. But it is now generally held that where a certain sum of money is tendered to a creditor by a debtor on the condition that he accept it in full satisfaction of his demand, the sum due being in dispute, the creditor must either refuse the tender or accept it as made subject to the condition. If he accept it he accepts the condition also, notwithstanding any protest he may make to the contrary.

## He Missed a Chance.

She—Have you ever formed any idea of what an angel really looks like?  
He (after some deliberation)—No; I don't believe I have.  
He found loitering on her rich papa's porch unpleasant after that.

# Michigan's Representative Confectioners



An up-to-date manufacturing plant, completely equipped with latest improved labor-saving machinery, conducted on correct business principles.

Our business (the size of it) justifies us in doing a great many things that induce paralysis in more limited efforts.

For Instance: Quantity does not alarm us.

When we succeed in originating a brand which is better than anything we have made before, we turn out large quantities of it. It is a sort of liberal prudence to do so. We know that if the goods come up to our standard we can dispose of them. So can you.

Our experience in this respect has always been invariable. It is summed up, indeed, in the trite statement that we sell what the merchant can readily sell again

We know that the quality of our goods is exquisite. We know also that they are in prime condition when they reach you.

There will be no diminution in our transactions. We will look out for that.

**PUTNAM CANDY CO., Grand Rapids, Mich.**



**SHOE TRADE.****Gradual Increase in Both Wholesale and Retail Lines.**

The shoe industry of Grand Rapids has kept pace with the growth of the city during the past fifteen years. The development is not confined to one branch of the trade—it is seen in the retail, wholesale and manufacturing interests alike. There are ten places where shoes are sold in the city to-day where there was only one fifteen years ago; and not only in number, but in the size and variety of the stocks carried, may be seen the same proportionate increase. Fifteen years ago there was but one wholesale establishment—to-day there are three, and notwithstanding the two additional ones, the annual business of the one in existence fifteen years ago has increased fully 100 per cent. The wholesale shoe trade of the city is probably, not less than \$1,750,000 per year at the present time. The wholesale shoe trade of Grand Rapids has reached a point of development where it is abundantly able to meet all competition in supplying the States of Michigan, Ohio, Indiana and Wisconsin with footwear. The facilities for manufacturing shoes have been greatly improved, and the manufactured product has increased fully 75 per cent. within fifteen years. A wonderful revolution has been brought about during the past fifteen years in the general manufacture of shoes, by the aid of inventive genius and improved machinery. To-day the cheaper grades of shoes are made up in as good style as were the higher priced grades fifteen years ago; and not only so, but these same grades are about 25 per cent. cheaper than they were then. It is needless to say that in this marvelous de-

velopment of shoe manufacturing, Grand Rapids has kept abreast of the times. Fifteen years ago the retail shoe trade was confined to Canal and Monroe streets; now it is scattered all over the

city. There are about 100 retail stores in the city where shoes are sold, and at a rough estimation I would place the total annual sales at \$450,000. During the past few years the pointed

toe has come in and gone out, causing serious loss to the jobber and still more serious loss to the retailer; and it will be another year before all the shoes are disposed of, so that the dealer can com-

a larger stock than he can afford to for the amount of goods he sells. This also causes much loss every time the style changes. It is hoped that we are now in a position where the broader toed styles have come to stay, so that in case of future changes the retailer will not suffer as he has from the reign of the pointed toe, because he can sell the shoes at some price.

Now that the war is closed and good crops are assured and the country is in excellent condition, it would seem as though we had several years of good business ahead of us and that the coming year, especially, should be one of profit to all branches of the shoe trade—retail, wholesale and manufacturing.

LESTER J. RINDGE.

**Have Department Heads.**

In the village store one buyer for all lines is sufficient, but when new lines are added a mistake is made if a good buying organization is not perfected. The clerks in a large general store will naturally feel the responsibility of a stock under their supervision if they alone are responsible for its presence in the house. So will a buyer looking after one or two lines be better versed in those lines than if he were dabbling in everything in the store. Manifestly, one man can't know it all, even if he is a lion in his particular line, and a one-man institution is usually weak in more points than one.

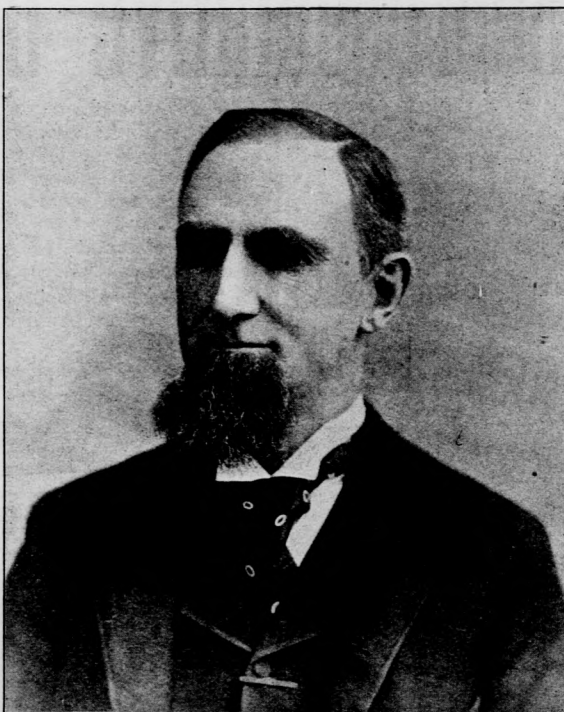
**He Paid for It.**

Stranger—You are the only gentleman in the room.

Guest—In what way, sir?

Stranger—When I tripped in the dance and went sprawling on the floor, tearing my fair partner's dress, you were the only one in the room who didn't laugh.

Guest—The lady is my wife, and I paid for the dress.

**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.

**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.**

**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.

**OLD COLONY RUBBERS**

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

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

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



EARLY DAYS.

Interesting Reminiscences from the Pen of H. B. Fairchild.\*

One year ago to-night I was invited to a place at your annual supper, and am thankful that I am once again honored. When your President asked me if I would make a few remarks, I answered, "Not on your tin type!" remembering some former experiences when I attempted an oration. My first experience in speechmaking was received, however, with great enthusiasm. It was at a private school exhibition in 1855. After careful preparation I landed the following: "Boys and girls, did you ever see a frog? When it stands, it sits; when it runs, it jumps." Up to this evening that is the longest speech I have ever been able to make. My second attempt was in Buffalo in 1868. I had won as a trophy for best general play in a home baseball game a silver-mounted rosewood baseball bat. The town club and friends assembled at a banquet. After coffee, a man I had always supposed to be my friend arose and, pointing his finger at me, desired me to stand up. That was dead easy. He then started in on a ten-minute presentation speech, filled with embarrassing references to my superior ball playing, and ending by handing me the bat across the table. From the time he commenced to speak up to the close of his remarks, I had been uneasily changing my position. I first relieved myself by placing one hand on the table; then both; then the gloom began to deepen and the dishes to rattle in front of me, I was rattled myself. Then my knees began to give way, so that when he handed me the bat I was just able to say, "Boys, I am glad of it!" as I sank in nervous fright into a chair.

A year ago I found it quite the thing for your very nervous and excitable designer, and the equally nervous proof reader, to read their remarks; so I shall ask the privilege of reading my drug market—if I can keep my legs under me long enough.

Looking back into the history of the Tradesman, I well remember the boyish-looking editor, fresh—very fresh—from the field of daily journalism, who called at our office with the question, "Is there room in this State for a mercantile paper, and will you help support one?" Our answer was, "Yes, and a contract for advertising to the extent of \$100 per annum." Nothing shows the growth and influence of the paper so much as to say we are now paying \$400 for the same space, and that we are getting the worth of our money. With the encouraging words of Dr. Hazeltine ringing in his ears, he sought the co-operation of other houses in jobbing lines, ascertained the needs and necessities of the retail trade, incidentally bidding for the friendship of the traveling men, and started out to create something out of nothing—a handsome property where nothing existed before. How well he has succeeded you are quite as able to judge as myself, but I think this bountiful table and the half hundred happy faces I see around it betokens the success of the Tradesman and the place it occupies in the business world better than any words can describe.

The drug editor was in evidence from the start. There were columns to be filled each week, and brain—and scissors—ran short of copy. I was asked to fill the page on which our advertisement appeared with matters pertinent to the drug business and also furnish quotations on staple drugs and keep the prices corrected up to date. Then came the traveling man. Kick? Oh, how he did kick. "Say, you are ruining the drug business with that confounded Tradesman! The dry goods man calls on the druggist for 5 cents' worth of salts; gets two ounces; calls the druggist a thief; says it's only quoted at 1½¢ per pound in the Tradesman and he won't stand any such imposition. Why," said the traveler, "I saw an old farmer in the railroad station

with his want list in one hand and in the other a copy of the Tradesman he'd filched from his grocer, and he was getting the cost of every article on his memorandum so he could queer the dealer." Well, the drug editor again came to the rescue and translated the names of the drugs into Latin, so that when the grocer wanted Epsom salts he could not check up the druggist in sulphate magnesium, and did not recognize calomel as Hydraag Chlor Mite. Then said the drug editor to himself, "I think I'll have a rest now." Not so. Down comes the editor one day and wants a column of matter relating to market changes. "Now," says he, "Mr. Sidney Stevens, editor of the hardware market, says nails have gone up, and he gives a reason for it; so I want you to tell the trade why tartar emetic comes up so easily and why castor oil goes down so quickly." Now, I believe the editor is satisfied. He has not called on me lately for anything additional, so I believe the drug market and its editor are satisfactory.

I congratulate you on the prosperity of the company, due to the careful supervision of its management and the faithful service of its employees.

Why He Was an Idiot.

There is a story told of a very talkative lady who met with a well-deserved rebuke at a social gathering not long ago. Her husband is a man of high standing in the world of science, but the lady regards him as a dreamer of impossible dreams. "Do you know," she remarked, "that genius and imbecility are twin brothers? The world regards John as a genius. Now, there are times when I believe him to be an idiot."

A painful silence followed, broken by a blunt old doctor who had overheard the remark.

"Are we to understand, madam," he said, "that Prof. Y., although your husband, is so lightly esteemed by you?"

"I say what I think," she retorted. "At times John is unmistakably an idiot."

"Merely because he is your husband?"

"Sir!"

"Oh, very well," was the grim rejoinder. "We will put it another way. He is your husband because he is an idiot. Will that do?"

We have ..

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

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

EVERY DEALER

can please customers and guarantee them Perfect Foot Comfort by selling PED-A-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. PED-A-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

PED-A-CURA CO., Chicago.

\* Paper read at the last annual banquet of the working force of the Tradesman Company on Franklin's birthday.



We are the

Oldest Exclusive Rubber House

in Michigan and handle the best line of rubber goods that are made.

Candee Rubber Boots and Shoes are the best. The second grade Federals; made by the same Company. The third grade Bristol. Write for Price Lists.

See our line of Felt and Knit Boots, Socks, Mitts, Gloves, Etc., before you buy.

Studley & Barclay, 4 Monroe Street, Grand Rapids, Mich.

LET US TELL YOU

ABOUT THE "KOPF" DOUBLE GENERATOR

DROP US A POSTAL WE'LL SEND CATALOGUE

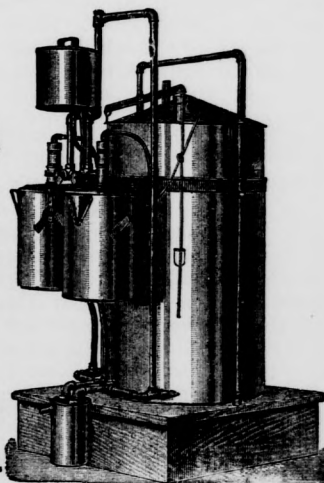
IT WILL GIVE YOU OUR REASONS FOR SAYING IT IS THE BEST AND CHEAPEST ACETYLENE GAS GENERATOR MADE.

APPROVED BY FIRE UNDERWRITERS.

M.B. WHEELER ELECTRIC CO., MFGS.

STATE AND COUNTY AGENTS WANTED

GRAND RAPIDS MICH.



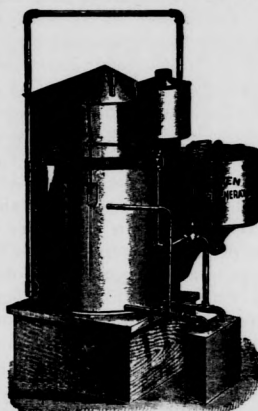
THE OWEN ACETYLENE GAS GENERATOR

Greenville, June 17, 1898.

Geo. F. Owen & Co.,  
Gentlemen—In answer to yours of the 15th, would say that the gas plant put in our county house by you is working to our entire satisfaction. The light is soft and abundant. Our Keeper is more than pleased with it. We think it just the thing for buildings of this kind.

J. P. SHOEMAKER,  
Supt. Poor.

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



NOW OPEN

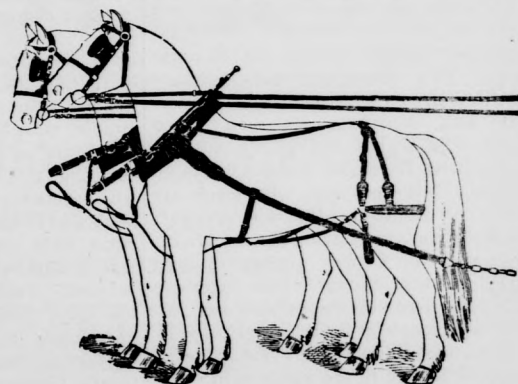
Carnival of Horse Furnishings

In the Wholesale Showrooms of

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

Prices right.

We manufacture only "HAND MADE" Harness.





## FURNITURE MAKING.

## Steady Progress in Grand Rapids' Greatest Industry.

Fifteen years ago the furniture business of Grand Rapids was thoroughly established and well recognized in the United States and beyond. Since that time it has made great progress, but to speak definitely and statistically of such progress is not an easy matter. The various establishments have been so busy, producing honest work and giving that work a wide market, that they have kept little formal record of the general advance.

From the early days of the history of our city this business has had a definite place, but the Centennial Exposition gave it a new direction. At that time three of the leading establishments made excellent exhibits, side by side. The character of goods shown and the fact of their being from one place attracted attention to Grand Rapids. From that time the market was extended and the eyes of the business world turned towards our city as an authority on furniture matters, and this branch of business has steadily advanced until the name "Furniture City" belongs to us by right of our dominant interest.

Just how many factories were in operation in 1883 does not appear, but the number was something less than to-day. There was manufacturing along the same general lines as at present, although with less diversity of style and less variety of articles. The market then was practically limited to the United States, with some foreign trade, not extensive and not to be depended upon. Designs were still such as the Centennial had suggested, ornate, with some evidence of struggling towards the light of purity of style, but in a few cases only did they show artistic merit with claim to permanence.

To-day there are forty factories doing business in this city. As new establishments have arisen new lines have been introduced, while the older houses have modified their products and pushed out into new directions. Besides the staple lines of household furniture, the city produces to-day all kinds of fine and fancy furniture, school furniture, desks, furniture for offices, banks, public buildings, churches, including pews, pulpits, and even contribution boxes. Refrigerators and carpet sweepers should be added, if they can be counted as furniture. Two factories are devoted to the manufacture of upholstered goods.

Attempts were early made to establish business relations with foreign countries and this problem is not yet entirely solved. Especial effort has been made in the direction of South America. The visit of the Pan-Americans last year had in view the establishment of mutual business relations between the two countries. This delegation was made up entirely of men with commercial interests and, doubtless, the visit sowed good seed which has not yet had time to fructify. We are not without a foreign market, however, and our goods are found in England, Holland, Turkey, South America, Egypt, South Africa, and even in China. During the past year the first church on the American plan was built in Pekin and was furnished throughout from Grand Rapids.

The past fifteen years has shown a marked change in the woods used. Mahogany has always been standard, although its popularity has greatly increased during later years. Aside from this, walnut, cherry and ash were for-

merly used. Walnut has entirely disappeared, cherry and ash nearly so, their places having been taken by oak, maple and birch. Other woods have had shortlived popularity, among them prima-vera, or white mahogany, and padouk, or vermillion wood.

In this, as in all other lines of business, competition has greatly increased. Where an establishment once had a clear field, it now finds sharp competitors. These the manufacturer must excel or be distanced in the race. If he would not fail he must produce better work at less cost than the others are able to do. Grand Rapids has always been noted for its thorough workmanship. In any market its furniture is exceptional in the honesty of its construction and the perfection of its finish. The necessity of obtaining these results as economically as possible has wrought constant improvement in machinery and in methods of work. The profits of a factory depend largely upon its ability to do a certain piece of work just as well as another, but with less expenditure of time and money. A successful manufacturer must watch all these things. A single awkward motion may not mean much, nor one needless turning of a mirror frame, but in a factory where the output of bureaus alone is four hundred a day, this same awkward motion repeated four hundred times means wages paid for no return.

When you count the many parts that go into each piece of furniture, when you estimate the number of hands laid upon each bureau before it passes the shipping clerk, you may realize what a chance is here for loss of money. The same watchfulness must be kept over material to see that it is economically used. Machines must be tested and their productive power brought to the highest; in fact, the manufacturer must be ever on the alert to save time and labor. The result of this has been a steady gain in methods of work and a constant improvement in machinery.

The wood carvers' strike in 1890 had its effect in hastening the perfection of the carving machine, which is now in general use. This strike may have for a time diminished the amount of carving used, but only temporarily and did not make as great a difference in the number of hand carvers employed as the public generally supposes. To-day in a factory employing 460 men there are forty carvers at work. It did, however, have the effect of taking that branch of business from the tyrannical domination of the union and left the factories free to establish their own rules as to number of apprentices and the hours of work.

In the matter of design there has been constant change during the past fifteen years. These changes have depended upon the demand of the public for something new. Once the popular taste insisted upon height. A bed, to be desirable, must have a high headboard and the work of the designer consisted in covering this elevation of eleven feet with something elaborate and massive. With all the changes through which designs have passed, it can not be said that a distinct style has yet been developed. Various styles have been popular for a time and then have passed out of fashion. Once there was a preponderance of Byzantine work; again Sixteenth Century; then Louis XV. and Empire designs. One season the prevailing lines were straight; another season showed only curves. Various finishes have been used with all kinds of

## Columbian Transfer Company

Carriages, Baggage and Freight Wagons. Teaming of all kinds. We have leased the Cold and Dry Storage Buildings on Winter St., and added a special room for storage of butter, eggs, fruit and produce of all kinds needing cold or dry storage. We solicit your patronage. Prices for storage upon application.

TELEPHONE 381, MAIN OFFICE.

TELEPHONE 23, STORAGE.

Columbian Transfer Company.

## WE HAVE NO AGENTS



No. 77. Surrey Harness. Price, \$16.00. As good as sells for \$25.

but have sold direct to the consumer for 25 years at wholesale prices, saving him the dealer's profits. Ship anywhere for examination. Everything warranted. 118 styles of Vehicles, 55 styles of Harness. Top Buggies, \$36 to \$70. Surrays, \$50 to \$125. Carriages, Phaetons, Traps, Wagons, Spring-Road and Milk Wagons. Send for large, free Catalogue of all our styles.



No. 606 Surrey. Price, with curtains, lamps, sunshade, apron and fenders, \$60. As good as sells for \$90.

ELKHART CARRIAGE AND HARNESS MFG. CO. W. B. PRATT, Sec'y, ELKHART, IND.

stains in all colors. For a few years past especial attention has been paid to the reproduction of antiques, following especially the Dutch styles, or Flemish Renaissance, as it is called.

Each one of these new styles originates with one of our best factories. It is the work of a designer possessed of high artistic skill and of extended knowledge in allied subjects. These designs are the result of months of study and careful research—not the accidental wanderings of an artistic pencil. The factory takes these designs, puts upon them the best workmanship and gives to the market pieces possessed of real artistic merit. For a time the articles sell at a worthy price, but soon the makers of cheap work imitate, the desirability of the design is gone and the designer must again search for something new. This is the process that goes on constantly and must continue as long as the market demands new styles in furniture, side by side with fashions in other things. The effect, while it has not been gratifying to our best factories, has certainly increased the number of good designers and has improved the style of cheaper furniture.

The progress of the business for the past fifteen years shows a steady increase up to 1893. The furniture interests suffered with the rest and 1894 and 1895 showed a falling off in volume as well as in demand for high-priced goods; 1896 showed an increase in volume as well as a corresponding improvement in grade of goods sold. Each season since then the upward grade has continued until the July just passed shows larger sales of better goods than any other season since January, 1893.

Within the past fifteen years the so-called Furniture Exposition has grown up. When the plan developed of getting out new designs twice a year, the customers fell into the habit of coming here in January and July "to look over the market." No definite record has been kept of the number that came, nor the exact date of the pioneer advent. Until July, 1893, there is no record at all, but at that time the matter took on such importance that statistics were gathered and have since been kept. That date showed 161 buyers. Each season since has yielded a decidedly steady increase, July, 1896, being the exception. For July, 1898, the number reached 550, coming from almost every state in the Union and from Canada.

When this semi-annual gathering became a settled thing, it occurred to outside firms that here, at that time, were the buyers of furniture and whoever wished to sell must get the eye and ear of the buyers before they had supplied all their furniture needs with Grand Rapids goods. So they came with their samples, a few at first, but each season brought more, until the July just passed swelled the number to over 160.

At first, they rented rooms wherever they could find them. Later, buildings were erected especially for their occupancy and they grouped themselves in these. This summer has marked the erection of the largest building yet. It is five stories high and has a floor space of 300,000 feet, or about seven acres. It is built with especial reference to advantageous display of samples and offers to the visiting salesman every facility for transacting business. Its very name, Furniture Exposition Building, indicates the element of permanency that this semi-annual pilgrimage of outside interests has assumed.

Wherever there is a good market for

one thing, kindred lines will follow. Constant additions have been made to the variety of goods shown, until this year many allied lines were offered by outside sellers. These lines included lamps, statuary, bric-a-brac, bedding, crockery, pictures, picture frames, rugs, stoves and ranges, veneers, choice lumbers and various furniture supplies. There has been some attempt to induce the carpet and drapery men to exhibit here at the same time, but they have not yet found it wise to do so.

Whether this condition of things is an advantage to our local manufacturers and to our city is still a mooted question, but the opinion is growing among the leading furniture men that such an inpouring of outside interests works for Grand Rapids evil rather than good. Our manufacturers have built up these great home interests—interests that have made our city what it is. Aside from the support that naturally accrues to a city from extensive manufacturing, some of these firms pay as high as \$7,000 annual tax. Is it fair to them that these outside establishments be allowed to come here free of tax and compete with our home market? Certainly here is a question which it behooves not only the furniture men, but those interested in the welfare of our city to consider. This is the problem which the past fifteen years has set and which the coming years must solve.

FLORENCE MILNER.

#### The Battle for Business.

From the Baltimore American.

Trade competition grows sharper and sharper in this country every year. The multiplication of our manufacturing establishments has given an enormous increase to the annual output and the result has been lower prices and smaller margins for profit for the manufacturer, the jobber and the retailer alike. This is not a feature to which American business men seriously object, if they can make the volume of business increase in proportion to the decrease in their profit on each article sold. Many of them have known for years that this change was coming, and have profited accordingly by enlarging their operations and getting ready for the new trade conditions.

#### Dollar Prices.

From the Boston Transcript.

It was just about a year ago that the cry of "dollar wheat" was heard all over the land, and it was kept up until May of the present year, when the bubble burst. The Pennsylvania papers are now rejoicing over the rise in the price of petroleum to \$1 a barrel. The Pittsburgh Chronicle says that oil is worth \$3 or \$4 a barrel, and the fact that people are foolish enough to sell the precious fluid for 50 or 60 cents amounts to almost a crime. It hints at the possible exhaustion of the supply in the near future and wonders that no efficient steps are taken to husband the resource and to get as good a price for it as possible.

#### Blessed Angels.

The bronzed soldier looked at the package addressed to him with moistened eyes.

"Blessed angels," he said, "they do not forget us."

Then he carefully took off the wrappings and found—

A nail brush.  
An ornamental hair receiver.  
A pair of tidies.  
A small bottle of mixed pickles.  
A tract.  
A hand painted blotting pad, and  
A pants stretcher.

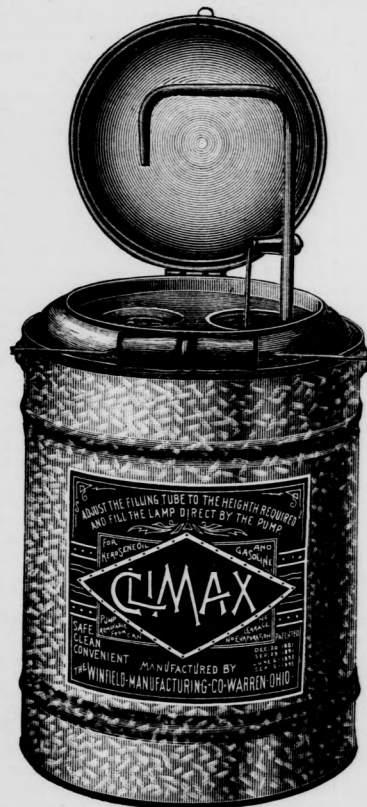
#### Firm in the Belief.

"Old Bilger has got the anti-imperialist fever bad."

"What's he done?"

"His wife bought a new extension table and he sent it right back."

## THE "CLIMAX" FAMILY OIL CAN



The Hinged Cover on this can Protects the Entire Top, preventing Rain or Dirt from entering the can.

Are made from the Best Quality Galvanized Iron, and Every Can Carefully Tested for Imperfections before leaving the factory.

Has a Steady Stream Pump which is Removable from the Can in Case of Obstructions or for Repairs, and the Discharge Tube is arranged so that It Can Be Turned to the Outside for Filling High Lamps.

Has No Equal on the Market at the Price. Sold by jobbers everywhere. Manufactured by

The Winfield Manufacturing Co., Warren, O.

## STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

## OILS

## NAPHTHA AND GASOLINES

Office and Works, BUTTERWORTH AVE.,

GRAND RAPIDS, MICH.

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

Highest Price Paid for Empty Carbon and Gasoline Barrels.



## GOTHAM GOSSIP.

## News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Sept. 3.—Insufferably hot weather has interfered with trade to some extent this week. There is very little enthusiasm among buyers when the thermometer is a machine registering from 95 to 100 each day. They prefer the cooling ocean breezes and will come back when the conditions improve.

A little disturbance to trade is created by the home returning of the army and there seems to be a sort of holiday feeling in the very atmosphere. Business, nevertheless, is good and on every side are huge piles of cases going to all parts of the country.

While the coffee market may be called steady, and prices show no material change, the volume of business is not especially large, and both out-of-town and city buyers seem to be holding off for the moment, as they are probably sufficiently well stocked to keep them going for a while. The stock in store and afloat aggregates 1,049,558 bags, against 790,803 bags at the same time last year. There has been very little done in a speculative way. Rio No. 7 closes at 6 7/16c. West India coffees have been in lighter request than last week. Jobbers and importers seem to be unable to reach an agreement. The lowest rate for good Cutcuta is about 9 1/2c. East India sorts are without interest and nominal quotations prevail.

The raw sugar market is more active and refiners are bidding 1-16c more for 96 deg. centrifugals. Some large sales are reported on the advance and refined shows greater activity. Thursday and Friday were both good sugar days and dealers generally seemed anxious to lay in good stocks. The Arbuckle refinery is now taking orders for some package goods at 5 1/2c for both two and five pound packages. They will not yet take orders for full cars of package goods, but make sales of 25 barrels and 175 cases.

Very little animation has been displayed in the tea market, the transactions being mostly for certain chops that sell all the time. The sale next week Thursday is awaited with considerable interest by the trade, and until then the market must remain without anything of interest to note.

The rice market is steady and holders are very confident as to the future. No concessions are made to buyers, nor do the latter seem to expect any. They take it at full rates and some very good orders were placed. Prime to choice, 5 1/2@6c.

Supplies of spices are not overabundant and the market generally is in good shape. Orders have come to hand in a quite satisfactory manner for the time of year and dealers seem satisfied with the outlook. Prices generally are firmly adhered to, especially in the case of pepper.

The weather has been distinctly unfavorable for the molasses market. Dealers insist upon full rates, however, and seem content to wait rather than make any important concession. The low grades seem to be meeting with better request than the finer goods. Syrups are moving in a fairly satisfactory way and at full values, although the very hot weather exerts an untoward influence.

Lemons and oranges have both taken on a new lease of life during the week, the former selling at an advance of about 35@50c per box. Previous rates were obtained at auction for California oranges. Lemons, choice Sicily, 300s, \$5@5.50; and from this through all prices up to \$6 for fancy fruit. The range is close to \$5 for average sorts.

Dried fruits are quiet and the situation generally is a waiting one. Dealers who are well posted, however, are confident as to the future and firm in their views as to values. There is a moderate demand for fancy evaporated apples at 10c. Prunes are firm, but not much business is going forward.

Salmon and tomatoes are the two most interesting articles on the canned goods list, and everything points to firm prices and active demand during the

remainder of the year. Tomatoes have advanced 5c, Maryland selling at 70c f. o. b. The supply of California fruits in this market is light and the assortment is not large. Corn is very firm, with New York at 75c for No. 2 standard.

Friday's receipts of butter were but 4,823 packages. Business is almost entirely suspended and the hot waves soon make oil of butter that is outside of cold storage. Strictly fancy creamery butter is worth 18 1/2c and possibly in some instances a trifle more has been paid. The accumulation is not large of this grade, but quantities that do not come up to the standard are piling up. Holders would be glad to dispose of larger quantities if a slight concession would attract buyers, but no one seems willing to take any risk as long as the heat is so excessive. Western creamery firsts, 17 1/2@18c. June extras from cold storage are worth 18 1/2@19c. Imitation creamery extras, 15 1/2@16c, firsts 13 1/2@14c; extra June factory, 14c; firsts, 13@13 1/2c.

The cheese market, in sympathy with butter, is showing hardly a bit of life. The demand is very light and prices have sagged until fancy stock can hardly be quoted at better than 7 1/4@7 3/8c, for large size, with small about 1c above this. A good deal of cheese is going into cold storage and it could not be sold at to-day's rates without loss.

Receipts of eggs have been quite large, but with a holiday and boiling weather, the eggs must be disposed of at considerable concession or stored. Sales are made of prime to fancy Michigan eggs at 16@16 1/2c, but this is the very top. The market will doubtless react as soon as cooler weather sets in.

A decided decline set in a few days ago in marrow beans, but it has not, as yet, stimulated buying. Choice marrows are worth \$1.70; choice medium, \$1.25@1.30; choice pea, \$1.20@1.25.

## Organization of Growers To Control Raisin Prices.

It is said that the Raisin Growers' Association of California is a success and that 90 per cent. of the acreage is represented in the organization, while 5 per cent. more is expected before shipment begins. Porter Bros. are now in the pool, which includes virtually every large packer in the State. At a recent meeting the following resolution was adopted:

Resolved—That the board of directors of this Association be required to pass a resolution giving permission to all persons or corporations who have pooled their grapes and raisins with this Association to dispose of their grapes in any manner they prefer, except that such grapes, when made into raisins, shall be sold only through the California Raisin Growers' Association, and the power to impose a penalty of \$20 per acre for a violation of the growers' contract, in the event of grapes being made into raisins and sold outside of the Association, shall be reserved by said directors and rigidly enforced.

About all the trustees will attempt to do this year will be to put the Association on a business basis. If successful in that, it means better returns for growers than ever before and no higher prices for consumers. The difficulty of the raisin trade heretofore has been the uneven grading and the disposition to overcrowd the markets and force down prices. The Association will prevent that by supplying only such quantities as are required by consumers.

Railway development in Venezuela has been neither so extensive nor continuous as in many other South American republics. Concessions innumerable have been granted, but there are many enterprises which never get beyond the concession stage. It is true there are several English-owned railways in that republic, but they have not been so prosperous as might have been desired by their shareholders.

When your wife is perfectly sure that a missing article is not in a certain place, that is the best place to look for it.

## 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 &amp; CO.

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



## POOR BUTTER

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

MAYNARD &amp; REED, 54 SOUTH IONIA ST., GRAND RAPIDS, MICH.

HARVEY P. MILLER.

EVERETT P. TEASDALE.

## MILLER &amp; 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 &amp; SONS

BUTTER, EGGS  
AND POULTRY.

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:

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

State Savings Bank, Ionia, and the Commercial Agencies.

Ship your BUTTER AND EGGS to

## N. WOHLFELDER &amp; CO.

WHOLESALE  
GROCERS.

399-401-403 High Street, E.,

DETROIT, MICHIGAN.

## LARGE, FANCY, YELLOW CRAWFORD PEACHES

MELONS—Yellow Musk, Osage, Sweetheart Watermelons.

Grapes, Pears, Plums, Apples. Lemons, Oranges and Bananas. New Potatoes, Celery, Tomatoes, Sweet Potatoes, Cabbage, New Dry Onions, Turnips, Carrots, Squash.

BUNTING &amp; CO. - Jobbers - Grand Rapids, Mich.



MEAT TRADE.

Work Less Arduous, But Competition Stronger and Profits Smaller.

Being selected from among the many retail merchants of Grand Rapids to prepare a historical paper for your very popular publication, I feel that I should be wanting in courtesy should I fail to respond to the honor conferred upon me by your request. Writing is entirely out of my line, and, in order to treat the subject at all, I will be obliged to simply detail my own experience since coming to the city of Grand Rapids nineteen years ago.

I began learning my trade with H. I. Platt, of 63 South Division street, at that time one of the largest wholesale and retail meat dealers in Western Michigan. Mr. Platt was educated for the business in Germany. He served an apprenticeship of three years without any compensation whatever. He is what we call an educated butcher. He is one of the best judges of stock in the country and, as a packer and general meat merchant, he has no equal.

Fifteen years ago local meat dealers did a heavy wholesale business in the northern part of the State, which called for heavy shipments of meat every week. That now is a thing of the past, to a great extent. Instead of having the North woods to supply with meat the Northern farmers are now supplying this market with stock; also supplying Buffalo and Chicago to some extent.

Fifteen years ago most all the meat dealers here did their own killing. They went into the country, did their own buying, and their own slaughter house was looked upon as a strictly necessary thing by any butcher doing a good business. We also had wholesale slaughterers in those days—McCrath Bros., Gifford & Lewis and Fish & Wykes were about the only ones that were in the business to any great extent.

Those were the days we had to hustle. It was a common occurrence to go to the slaughter house at 2 and 3 o'clock in the morning, get a load of meat, take it to the market, weigh the same, take it to the Grand Rapids & Indiana freight house and load it into a freight car going North at 5 o'clock in the morning. We kept open until 9 and 10 o'clock at night and during the packing months it was a common occurrence for us to work until 12 o'clock at night. But the packing business is also gone. The large wholesale dealer can furnish us with everything, from a sausage casing to a barrel of pork, cheaper than the retailer can make it. As the saying is, the packer loses nothing but the squeal and, no doubt, in time the squeal will be bottled and the retailer compelled to pay for it. The retail business is conducted somewhat differently than it was in those days. We have in our city two large Chicago wholesale houses, where the meat merchant can go and get anything he wants in the meat or sausage line; but the up-to-date dealer makes his own sausages in these days. We formerly used the rocker altogether, but during the past few years improved machinery has come to the front and electricity, gas and water power are now in general use in the sausage factory to lighten the work. There are a great many different kinds of sausages made and the American people are falling in line with the German in using them to a great extent. Fifteen years ago it seems to me we lived somewhat differently than to-day. People then used more boiling meat,

soup meat and stews than at the present time. Steaks and chops now take the lead, which is very humiliating to the dealer at times, because there are so few of those fancy cuts in a carcass.

There are many ups and downs in the meat business. We have the inexperienced to contend with. There are farmers who will come to the city, walk through a meat market and call themselves butchers. They will squat in some locality and, as long as capital lasts and credit holds out, they will slash prices, to the detriment of many for the time being, but the crash must come and the wholesaler generally gets it in the neck. At the present time butchers can go to the wholesale boxes and get cuts of all kinds in meats, which helps the inexperienced very much. The meat boxes also injure the retail trade by selling hotels, restaurants and other large consumers of meat. This



evil can be remedied only by thorough organization among the retail dealers.

More credit business is done now than formerly, due in large part to the use of the telephone and also to the fact that a great deal of meat is sold by personal solicitation. Many meat dealers have customers whom they have never seen. They receive the orders by telephone or from the order man, rendering memoranda with all orders and statements at the end of each month. This has a tendency to split up the orders into small amounts, frequently compelling the dealer to fill orders for one-half pound of steak, on which the margin can not exceed a cent or two, yet the time of the delivery man and team, to say nothing of the wear and tear of wagon, harness and horseshoes, amounts to ten times that amount.

PHILIP HILBER.

The Correct Tactics.

"You pay too much attention to your husband, my dear. He will tire of you if you do."

"But I don't care to flirt with other men."

"You don't have to. Only make him think it pleases you to have him flirt with other women."

Pa Ought to Know.

Ethel—Why does your father object to Fred?

Marie—Pa tried to borrow \$10 of him. "And Fred wouldn't let him have it?"

"No, Fred gave it to him, and now Pa says that Fred is a fool."

When a woman tells her husband that she wants to have a plain talk with him, it means that she wants him to confess something.

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.

POULTRY WANTED

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

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

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.

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.

PLUMS

Quick shipments.

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

VINKEMULDER COMPANY, GRAND RAPIDS.



## LUMBER TRADE.

## Marked Decrease in the Volume of the Business.

The changes in the lumber business for the past fifteen years have been extreme, both in the amount of the output as well as the method of manufacture and marketing the product; also in the substitution of other woods for building purposes in the place of white and Norway pine.

In the State of Michigan during 1882 and for a few years subsequent, the output reached its maximum. The lumber manufactured for building purposes was practically all white and Norway pine. This timber, growing on or tributary to the rivers and waterways, was put in rapidly, with little regard paid to the small timber and hemlock which was subsequently culled over two or three times. It is interesting to note the following, taken from the records of the Tittabawassee Boom Co., showing how the size of logs has shrunk on that stream during the past thirty years, as follows:

1865 they averaged 249½ feet.  
1875 they averaged 166½ feet.  
1885 they averaged 115 feet.  
1895 they averaged 90 feet.

The total amount manufactured in Michigan during 1887 was 4,450,000,000 feet, while during 1897 there was only 2,465,000,000 feet manufactured, of which 350,000,000 feet was hemlock and a large amount hardwood. The amount manufactured during 1897, as stated above, was increased by about 600,000,000 feet sawed by the Green Bay Shore mills, which can hardly be considered in speaking of the State of Michigan output.

The Saginaw Valley mills' largest cut was in 1882, 1,011,274,605 feet; 1897, 339,000,000 feet.

The Muskegon mills' largest cut was in 1887, 665,000,000; 1897, 25,000,000.

The Manistee mills' largest cut was in 1892, 300,000,000; 1897, 200,000,000.

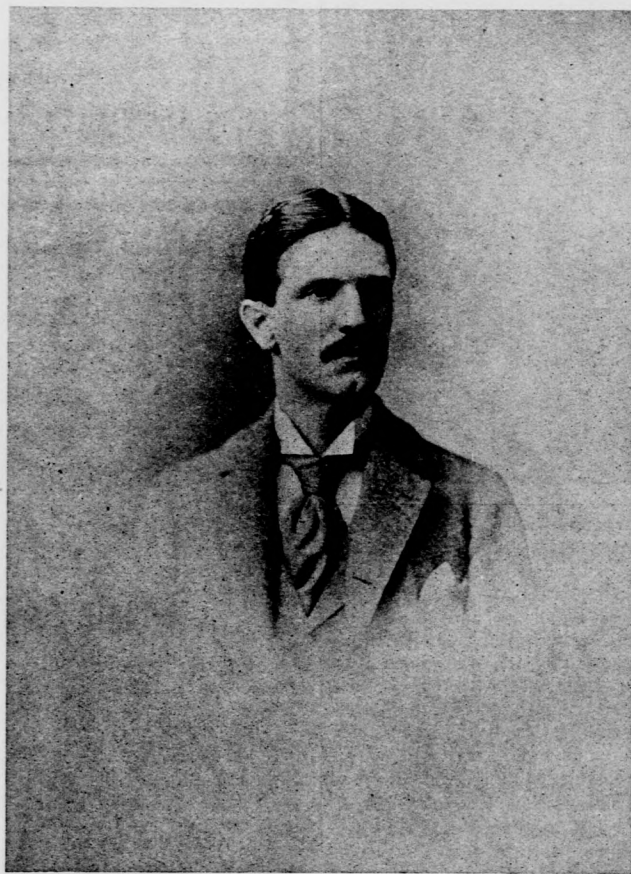
The decreased cut at the other lake ports and mills was about in the same proportion.

Lumbering prior to 1880 was practically all done in the wintertime, hauled by sleighs on snow anywhere from one to ten miles back from the railroads or streams. As the timber became exhausted along the watercourses, logging railroads were found to be practical and were put in where there were large bodies of timber back in the interior. Thus the logs were brought in from ten to fifty miles and timber put in that years ago was considered almost worthless. Mills went in rapidly also at about this time on the lumber railroads, such as the Michigan Central, F. & P. M., G. R. & I., C. & W. M. and the D. L. & N. The railroads also caught onto the idea of hauling logs by rail in order to get the freight haul when manufactured. It would seem that everything about this time combined to see how fast the timber could be cut. This was further stimulated by the boom years of 1890, '91 and '92, until to-day it would seem that the grand result has been accomplished. Holders of pine who survived the panic of 1873, or were wise enough to acquire tracts of pine by 1880, made large fortunes; but the timber is gone and we who are now left prosecuting the good work in Michigan have to take the skimmed milk, well watered at that. Most of the lumber manufactured at the lake ports prior to 1883 was shipped in vessels to Chicago, Milwaukee, Toledo, Buffalo, Tonawanda and

Cleveland, and sold in carload lots, making three grades only: cull, common and uppers. The mills about this time commenced sorting and shipping their products to the retail dealer direct by rail. In 1883, about 80 per cent. was shipped by water; to-day at Saginaw they ship about 60 per cent. by rail; Manistee about the same, while Muskegon ships by rail altogether, making, perhaps, twelve grades where they formerly made three. In 1887 there were forty mills around Muskegon Lake, cutting out a fortune every twenty-four hours. A view of most of these mills could be had at one time from the bluffs—a sight never before equaled in the world. A fleet of lumber boats left this port every day of the season, largely destined for Chicago. A lumber boat to day would create passing interest. There are four mills only running there

not only in the cities, but every little crossroad village having a lumber yard keeps a full stock of finish flooring and siding—even in our own State as far north as Grand Rapids, Muskegon and Saginaw.

White pine and Norway piece stuff are being supplanted by hemlock. Ten years ago hemlock was very little used. There was great prejudice against it on the part of carpenters, and they can not be blamed, as hemlock slivers are a source of wonder and have done much to induce the use of profane language. However, the lower prices of hemlock and competition have gradually forced it to the front, until to-day most yards carry full stocks of piece stuff, flooring, barn siding and common boards for roofing and sheathing. Yellow poplar or white-wood from the mountainous states of the South is being substituted to a large ex-



to-day, the largest mill getting its supply of pine logs from the north part of the State by rail, a distance of 200 miles. What would a railroad manager think of hauling logs 200 miles in order to secure the freight fifteen years ago and have to build sixty miles of new line to get the timber at that! It would seem that under these circumstances pine lumber would be much higher at the present time than during 1883 to 1890, but values have changed very little. Norway stumpage is worth much less. Good Norway strips will not bring within \$5 per thousand at the retail yard of what they would in 1888. Norway car sills are also lower. This has been brought about by the substitution of yellow pine from Arkansas, the Gulf States and the Carolinas. The same is true of white pine common strips for flooring. Yellow pine is used to-day,

tent for the upper grades of white pine for doors and blinds and finishing lumber. These grades are about the same in price as they were fifteen years ago.

The saws used in the mills prior to 1883 were mostly circular, making a saw kerf of from ¼ to 5-16 inch. The band mill, making a kerf of only 1-16 of an inch, has been perfected and in practical use for some ten years. The supply of pine in Michigan, and the Lower Peninsula particularly, is almost exhausted. Some few mills in Manistee have a supply of from four to eight years; one mill at Muskegon has ten years' supply, getting it in by rail, as stated before. The others saw hemlock only. Saginaw and Bay City mills get the bulk of their supply from Canada, towing the logs across the lake. The Alpena district has several years' supply.

There are no mills sawing pine on the

C. & W. M., none on the D., L. & N., only one or two on the F. & P. M., a few on the Michigan Central and the Detroit and Mackinaw. The only mills on the G. R. & I. are at Cadillac, which have perhaps three years' supply. The Cadillac lumbermen are already acquiring large tracts of hardwood and hemlock, Cobbs & Mitchell and Mitchell Bros. having each purchased about 30,000 acres, while the Cummer combination is said to have acquired 18,000 acres. Shore mills and interior mills are doing the same. It would seem that the future lumber business in Michigan from now on will be mostly hemlock and the hardwoods.

WALTER C. WINCHESTER.

## The Best Pineapples in Cuba.

Correspondence Providence Journal.

Nowhere on the globe do pineapples thrive as in Eastern Cuba, where the conditions of soil and climate bring "the golden apples of Hesperides" to absolute perfection; yet the pineapple industry has never had much attention in this section. Here is another chance for the enterprising Yankee. A tract of unoccupied land, extending far as one can see, may be bought for a few dollars and turned into a fruit farm, the virgin soil of unparalleled richness being capable of producing every tropical growth. Shipping facilities are already established at Baracoa and several small ports, and if the land touches the Yumuri or some other river, so much the better for its owner. Until one has seen the golden glory of a pineapple plantation, he can think of no more attractive sight than a sugar-cane field glistening pale yellow under the torrid sun and billowing in the gentle breeze like a wind-swept sea. But even more fascinating is a field of pines, each great "apple" guarded by a circle of glittering, sharp-edged bayonets. In Florida the pineapple leaf is so sharply serrated that the thought of getting around among them suggests a field of torture. Evolution seems to have progressed further in Cuba, for in the older and more carefully cultivated plantations, the saw teeth that edge the long, pointed leaves have mainly disappeared.

Before the war it was the sight of a lifetime to go out to Marianao, a suburb of Havana, and there drive through an estate which had eighty thousand pineapple plants in full bearing. Over in Nassau they call the pine plantations "groves" and "orchards," as if they were trees. Whether groves or fields, the plant is about the same, producing one of the most luscious and popular fruits known to man, for which there is constant and ample demand. Like most things worth having in this troubled life, the golden "pines" are not easy to get at. A very short stroll among the stinging leaves will lead you to sympathize with the New Yorker who, after a visit to Marianao, said: "You do not mind the first two hundred or three hundred sticks and prods from the needle points of the bayonet leaves as you cross a field, but after a while your tortured cutis can endure no more, and your remarks about the pineapple crop are likely to be prejudiced by present soreness. How much nicer it would be if the 'apples' really did grow in orchards and you could send a colored boy up the trees to shake down a few and then could sit down in the shade and eat them."

A plant produces only one pine at a time. The fruit thrusts itself upward in the middle of a mass of long, narrow and sharp-arched leaves spreading forth from a central stalk, precisely like those of the Agave Americana, or "century" plant, with which everybody is familiar. The stem is perhaps eighteen inches to two feet in height.

The same plant produces a second apple, and a third, and so on through several bearings, after which a new plant must be started from the "slip." Nothing is easier of cultivation or requires less capital and previous experience, and few crops bring in greater or more certain returns.



# 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. WILSON, Marquette.

## GOES TO SAGINAW.

Next Annual Convention of the Michigan K. of G.

The fourth regular meeting of the Board of Directors of the Michigan Knights of the Grip was held at the Hawkins House, Ypsilanti, Saturday, Sept. 3. The Board was called to order at 8 o'clock. Present: President Hoffman, Secretary Saunders, Treasurer McNolty, Directors Palmer, Stevens, Converse, Schram and Smith. The resignation of Director Tyler, on account of his removal to Boston, was presented and accepted.

The President, on recommendation of Post E (Grand Rapids), appointed L. M. Mills to fill the vacancy on the Board of Directors, which was confirmed by the Board.

The President appointed J. W. Schram member of Finance Committee, in place of F. M. Tyler, resigned, and L. M. Mills member of the Printing Committee in place of J. W. Schram.

Proofs of the death of A. I. Colgrove, Edmeston, N. Y., and J. B. Cushman, Greenville, were presented, audited, and warrants drawn for same.

The following accounts were presented and allowed:

|                                       |          |
|---------------------------------------|----------|
| Ray Printing Co.                      | \$ 31 00 |
| J. C. Saunders, salary last quarter.  | 14 30    |
| C. F. McNolty, salary last quarter.   | 55 16    |
| J. C. Saunders, postage and expense.  | 72 25    |
| Jno. A. Hoffman, attendance on Board. | 6 50     |
| J. C. Saunders, attendance on Board.  | 5 55     |
| C. F. McNolty, attendance on Board.   | 2 50     |
| L. M. Mills, attendance on Board.     | 8 41     |
| B. D. Palmer, attendance on Board.    | 6 08     |
| E. M. Converse, attendance on Board.  | 2 50     |
| J. W. Schram, attendance on Board.    | 2 50     |
| Chas. H. Smith, attendance on Board.  | 6 35     |

Secretary Saunders reported receipts in the general fund of \$52 for 1898 dues and \$48 for twenty-four new members, a total of \$100. The receipts of the death fund were \$94 for Assessment No. 1 and \$2,612 for No. 2, a total of \$2,706. The report was accepted and adopted.

Treasurer McNolty reported the condition of the death fund as follows:

### RECEIPTS.

|                                  |            |
|----------------------------------|------------|
| June 4, balance on hand          | \$1,489 59 |
| July 9, received from Secretary  | 52 00      |
| July 26, received from Secretary | 1,000 00   |
| Aug. 14, received from Secretary | 1,400 00   |
| Sept. 2, received from Secretary | 254 00     |

Total, \$4,195 59

### DISBURSEMENTS.

|                                     |           |
|-------------------------------------|-----------|
| June 4, transferred to general fund | \$ 600 00 |
| July 11, paid H. F. Empey claim     | 500 00    |
| Sept. 2, paid Edwin Hudson claim    | 500 00    |
| Sept. 2, paid Wm. Boughton claim    | 500 00    |
| Sept. 2, paid A. H. Bruen claim     | 500 00    |

Total, \$2,600 00

Balance on hand, \$1,595 59

The condition of the general fund was reported as follows:

|                                   |          |
|-----------------------------------|----------|
| June 3, balance on hand           | \$101 27 |
| June 3, returned from death fund. | 600 00   |
| Sept. 2, received from Secretary  | 68 60    |

Total, \$769 87

### DISBURSEMENTS.

|                                 |          |
|---------------------------------|----------|
| June 4, Secretary's salary      | \$160 30 |
| June 4, Treasurer's salary      | 65 12    |
| June 4, Ray Printing Co.        | 59 50    |
| June 4, expenses Board meeting. | 99 74    |

Total, \$384 66

Balance on hand, \$385 21

The Secretary was instructed to reinstate all delinquents on the payment of \$3 and certificate of health, at any time previous to the next Board meeting.

The Treasurer was instructed to draw a check for \$343 35 in favor of Mrs. H. J. Maynard, less \$6 for the expense of printing circular letter to members, this amount representing the sum of the voluntary contributions sent in by the members in response to the invitation to contribute to such a fund embodied in a circular letter accompanying Assessment No. 2.

The employment and Relief Committee reported having secured positions for three members, and having applications from two jobbing houses for salesmen, and having temporarily aided two families of needy members by voluntary contributions. The report was accepted and a vote of thanks tendered Chairman Starbuck for his efficient work on this Committee.

The invitation of Saginaw Post F to hold our next annual convention in this city was accepted by a rising vote.

The next meeting of the Board of Directors will be held at Hotel Vincent, Saginaw, Saturday, Nov. 26.

Director Mills, in behalf of the Grand Rapids traveling men, extended an invitation to the Board of Directors to attend their annual picnic at Reed's Lake, Saturday afternoon, Sept. 10.

The following resolutions were offered by Director Palmer, and unanimously adopted:

Whereas—Brother F. M. Tyler, of Grand Rapids, because of his change of residence and location of business, whereby he would not be able to give attention to his duties as a member of the Board of Directors of the Michigan Knights of the Grip, has tendered his resignation as a Director; therefore be it

Resolved—That it is with regret that we accept the resignation of Brother Tyler as a member of the Board, as we recognize in him the loss from the directorship of a member whose long experience and perfect familiarity with the purpose and needs of the association render his counsels of the highest value. We have always found in Mr. Tyler an honorable, faithful citizen, a loyal brother traveler and a zealous, conscientious officer and member, ever watchful of the best interests of the association and the personal welfare of its individual members; and be it further

Resolved—That we extend to Brother Tyler our sincere thanks for the services rendered the association and the uniform courtesy extended by him to its officers and members, and we assure him of our earnest wish for his health, happiness and prosperity in his new home and field of business activity.

J. C. SAUNDERS, Sec'y.

## Gripsack Brigade.

G. H. Doney, the Jackson salesman, who was seriously ill at the Occidental Hotel, Muskegon, has been taken to his home by his wife and the attending physician. During his stay at the hotel he was under the care of Muskegon Lodge, No. 32, K. P.

On Friday evening Director and Mrs. C. L. Stevens, of Ypsilanti, entertained the Directors of the Michigan Knights of the Grip with a 6 o'clock dinner at their residence. The following guests were present: Messrs. and Mesdames Hoffman, Palmer, Schram and Smith, and Messrs. Saunders, Converse and Bassett. On Saturday morning the visiting ladies were driven about the city and in the afternoon were entertained with a trolley ride to Ann Arbor and a visit to the University.

Every indication points to a large attendance at the annual picnic of Post E (Grand Rapids), which will be held at Reed's Lake Saturday afternoon and evening. No special invitations will be issued, every traveling man being expected to report at the boat dock in front of the pavilion at 2:30 o'clock, accompanied by his wife—or prospective wife—and a basket of refreshments. The first thing on the programme will be a ball game at Alger Park, followed by a varied assortment of games and sports,

concluding with a picnic dinner about 6 o'clock in the evening on board one of the floating palaces which navigate Reed's Lake. All the committees have met and resolved to prepare the best programme of events ever given under the auspices of the organization. Chas. M. Heald is expected to be present to address the boys on the subject of the train gates and Geo. E. Bardeen, the Otsego paper manufacturer and all-round-good-fellow, has promised to attend and bring his pet animal in a cage.

American Artisan: The calling of the commercial traveler is most honorable and it would be an impossibility to-day to do the commercial business without him. Once he gains your confidence he always retains it by honorable dealings. No one factor of business is closer in sympathy or has a deeper earnestness in the welfare of the retailer than the commercial traveler. He comes seeking your business upon honorable measures, with honorable ambition, and from him you can always secure equitable treatment. It will be a cold day for the business world if competition shall eventually drive him out and suspend his labors. The manufacturer or wholesaler who shall try to dispense with his services will experience long waits between his going and the orders coming should he or they essay to do the work without him. A clean cut commercial traveler controls much of the business he canvasses and, should he for reasons change houses, much of the business goes with him.

## REMODELED HOTEL BUTLER

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

## Travelingmen Wear Good Hats

We sell the celebrated Dunlap and Stetson Hats.

Gardiner & Baxter,  
55 Monroe Street,  
Grand Rapids.

## 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.

## \$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 Donnell House, Prop.

## HOTEL WHITCOMB

ST. JOSEPH, MICH.  
A. VINCENT, Prop.

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

## Rempis & Gallmeyer Foundry Co.

MANUFACTURERS OF ALL KINDS OF

### Iron, Brass and Aluminum Castings

56 and 60 NORTH FRONT ST.

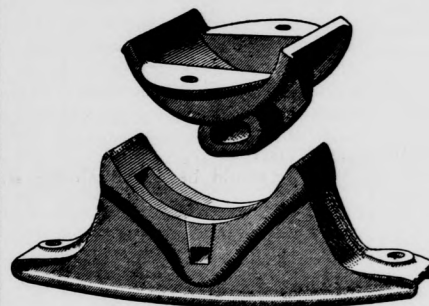
GRAND RAPIDS, MICH.

MANUFACTURERS OF

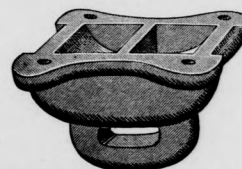
The Rempis'

PATENT

### Oscillating Sleigh Knees



"Standard"



The "Lumberman" Detached.

The "Standard" has been in use eight winters and has given good satisfaction to the sleighmakers. It has found a ready sale in various parts of the country and the call for it will be increasing wherever sleighs are in use.

Our "Lumberman" knee is designed and adapted for extra heavy logging service, and makes the stoutest sleigh for woods work. The knee has a square socket which fits between two blocks and rests on both the runner and blocks. The blocks are 5½ inches apart and 3¼ inches wide, any desired length. Four inches from top of runner to bottom of knee.

### SALES AGENTS

Baldwin, Tuthill & Bolton, Grand Rapids, Mich. Edwards & Chamberlain Hardware Co., Kalamazoo, S. D. Kimbark, Chicago, Ill. Suellohn & Seefeld, Milwaukee, Wis. [Mich. Morley Bros., East Saginaw, Mich. Nicols & Dean, St. Paul, Minn. Belknap Wagon Co., Grand Rapids, Mich. Limback Sons & Co., Detroit, Mich.



## 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.

### DRUG TRADE.

#### How the Jobbing Business Has Been Revolutionized.

No other line of merchandising has undergone such radical changes in the past fifteen years as the drug business and its different branches. Each successive year the jobber realizes that "dealer in drugs" is a misnomer, as he should be called a distributor of proprietary articles.

At the date of the first number of the Michigan Tradesman, the percentage of drugs, paints, oils and sundries sold was about 65 per cent. of the total sales; to-day the sale of proprietary articles is fully 75 per cent. It is said that a new patent is born every ten minutes of the working day, but only one in 5,000 is on earth long enough to be heard of, except by its promoter, and only a very small percentage is successful, although fortunes are spent in advertising.

The reasons for the change in the class of merchandise handled are easily found. From drastic doses of powdered and crude drugs, given pure and simple, the physician is supplied by the manufacturing chemist more concentrated and uniform preparations in the form of fluid extracts and pills, and now the tablet triturate is in demand, on account of its low price and compressed form. The jobber no longer sells the drug—he distributes for a smaller profit the finished product of the chemist. The retail druggist who formerly sold large quantities of salts and senna, castor oil, cinchona bark, soap liniment and No. 6 for family administration is now selling Smith's Pills, Jones' Tasteless Castor Oil, Brown's Bitters, Stevens' Excelsior Liniment and Giant Pain Killer. He buys few drugs to compound. That part of his business has gone forever. In the prescription department the retailer calls on the jobber for new and concentrated medicines, nearly all of which are patented or proprietary.

The paint and oil part of the business of fifteen years ago has slowly but surely gone to the manufacturer. Not less than fifteen grinders are now seeking orders in this territory. The necessity of placing this mixed paint and competition among themselves have brought about the change. The drug jobber is no longer asked to buy, where formerly he carried a large and well-assorted line. There are three articles in this line, however, that the manufacturer of paint willingly turned over to the drug jobber—white lead, linseed oil and turpentine. He is generous with these, as there is no profit to be made in selling them.

No line formerly sold so exclusively by the druggist has been so widely distributed as drug sundries. You can now buy perfumes, soap, combs and

rubber goods of almost any dry goods house and numerous articles are sold by grocers and stationers. Retailers formerly bought of the jobber handsome lines of comb and brush sets, toilet sets, etc., but the bazaar stores, with goods of "Cheap John" manufacture, made the selling of better qualities unprofitable.

The department of wines and liquors remains as of old. Jobbers must sell the best in this line, as they are handled only for medicinal purposes.

What has the jobber done to replace the lines that have passed away from him? He has met the demand for pharmaceuticals by increased manufacture in his own laboratory, placing in the hands of his customers the finished products, competing with the special manufacturer and adding to his profit.

The handling of large lines of proprietary articles is in itself profitable, although not so large in percentage as the handling of crude drugs.

Cigar departments have been added and the sundry line increased with pipes, pocket-books, photographic materials, etc.

Credits have been more closely looked after, and while formerly retailers were allowed to pay their bills when they chose, the lines are now strictly drawn to 60 days, and payments are more promptly made, a large percentage of the trade taking advantage of cash discounts.

The necessities of the Government imposed a tax stamp upon proprietary articles on July 1 of  $\frac{1}{2}$  cent for every 5 cents up to 25 cents,  $1\frac{1}{4}$  cents up to 50 cents,  $1\frac{3}{4}$  cents up to 75 cents,  $2\frac{1}{2}$  cents up and including \$1. The proprietors all took advantage of this law and raised their prices much over the cost of stamps—in some cases three and one-half times. The retail trade in cities already burdened with cut-rate prices, and unable to advance, are selling all the staple patent medicines at less than cost. In the country, where full prices are maintained, the retailer must sacrifice a part of his profit and pay the stamp tax. Many unfavorable comments are heard on the action of proprietors placing their medicines so high, some dealers going so far as to say they will not handle them. Others recommend non-secret preparations and goods of their own compounding. The stamp tax amounts to about  $2\frac{1}{2}$  per cent., while the average increase of price by manufacturers is over 6 per cent., and the retailer pays the difference.

H. B. FAIRCHILD.

#### The Drug Market.

The volume of business is very large and much in excess of last year. The outlook for a large fall trade is very flattering. There are no changes of importance to note.

Opium—Is steady at unchanged prices. It is thought in New York that larger buyers are keeping the price down and that it will be higher later on.

Morphine—Is unchanged.

Quinine—Price is steady and demand light.

Ichthyol—The price has been advanced 25c.

Salol—Has been advanced 10c.

The last two articles have been advanced on account of the stamp tax.

#### No Bargain Fiend.

Mr. Parvenu—My dear, did you intend to leave them prices on them pictures in the parlor?

Mrs. Parvenu—Yes, I want folks to see I ain't no vulgar bargain fiend.

### The Pharmacist and the Community.

People always admire a person who is awake to what is going on about him. The successful pharmacist must necessarily be awake to his surroundings, for no pharmacist, any more than any other man, can be successful without the patronage of the public. He must be pleasant and affable to all, young as well as old, ever ready to evince an interest in their welfare, to enquire how they are getting along with whatever each may be engaged in doing. In this way the pharmacist will gain the good will of the individual. Then, having won their confidence, whenever anything is brought forward for the benefit of the community, he, being a man of education and skill, will be able to be of very great assistance in laying the plans for any movement which may be under consideration.

Indeed, his relation to the public is so close, professionally, that he can hardly escape being accessory to whatever will inure to the benefit of the people at large. We can find in every community those who are ready to dash cold water on any project, and the pharmacist will have to take his share, but that will be of no consequence so long as he has won the plaudits of the masses along with the resulting benefit to himself. So it seems he should be interested, so far as his business will permit, in every legitimate object which will benefit the community.

A man should endeavor to be all that he can be, and in order to reach that climax he can not live for himself alone. It is only by coming in contact with others that we can develop self, and by making their interests our own, legitimately, that we can reach our full growth, socially and intellectually.

The pharmacist's training has fitted him to be a leader and his profession gives him the confidence of his patrons, so making it easier to take a leading part in the affairs of his little world. He is necessarily obliged to be at his place of business a large part of the time; therefore, if he has something to occupy his attention, when outside, the effect upon his entire manner of living will be most salutary. It will serve in aiding to keep out of ruts and up with the times, and, on returning, business will be taken up with much more pleasure.

Thousands live and die and are forgotten. Why? Because they have never spoken a word, or performed an act, that can be recalled. Their light went out and their memory vanished as does the dew of morning. Shall the members of our noble profession be numbered

among these? Shall they be content to open their places of business in the morning and wait for the customers to come, then merely dealing out whatever may be called for, thus, in a measure, holding themselves aloof from their neighbors? Or will he be one among the people, always ready to do something for their benefit without expecting a full equivalent in return? That return will surely come, for by helping others we help ourselves.

The pharmacist has it in his power to do good in his community and so rear a monument in words and deeds which shall survive the storm of time and his name be honored and revered for years to come. Live for something besides dealing out drugs and medicines and your good deeds will be bright as the stars of heaven. A. W. MESERVE.

You should always buy

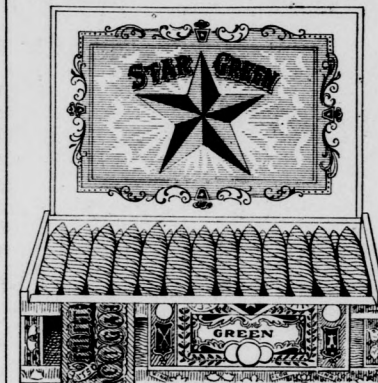
## PERRIGO'S FLAVORING EXTRACTS

because they are  
the best.

Manufactured by

**L. Perrigo Company**  
Allegan, Mich.

### ALWAYS A WINNER!



\$35.00 per M.

H. VAN TONGEREN, Holland, Mich.



This Showcase only \$4.00 per foot.

With Beveled Edge Plate Glass top \$5.00 per foot.



**Advanced—**  
**Declined—**

[illegible]

|                         |       |      |   |    |                            |       |       |                         |    |
|-------------------------|-------|------|---|----|----------------------------|-------|-------|-------------------------|----|
| Morphia, S.P. & W.      | 2     | 55¢  | 2 | 80 | Sinapis.....               | ②     | 18    | Linseed, pure raw... 35 | 38 |
| Morphia, S.N.Y.Q. &     |       |      |   |    | Sinapis, opt.....          | ②     | 30    | Linseed, boiled .....   | 36 |
| Mosch. Co.              | 2     | 45¢  | 2 | 70 | Snuff, Macaboa, De         | ②     | 34    | Nutsfoot, winter str    | 65 |
| Mosch. London.....      |       |      |   |    | Vocas.....                 | ②     | 34    | Spirits Turpetine....   | 34 |
| Myristica, No. 1.....   | 65¢   | 80   |   |    | Snuff Scotch, DeVo's       | ②     | 34    |                         |    |
| Nux Vomica.....po.20    |       |      |   |    | Soda Boras.....            | 9     | 11    |                         |    |
| Oz Sepia.....           | 15¢   | 18   |   |    | Soda Boras, po.....        | 9     | 11    |                         |    |
| Pepsin Saac, H. & P.    |       |      |   |    | Soda et Potass Tart.       | 26¢   | 28    |                         |    |
| D. Co.....              | ②     | 1 00 |   |    | Soda, Carb.....            | 15¢   | 2     |                         |    |
| Picls Liq. N.N. ¼ gal.  |       |      |   |    | Soda, BI-Carb.....         | 3¢    | 5     |                         |    |
| doz.....                | ②     | 2 00 |   |    | Soda, Ash.....             | 3½¢   | 4     |                         |    |
| Picls Liq. quarts.....  | ②     | 1 00 |   |    | Soda, Sulphas.....         | ②     | 2     |                         |    |
| P. Liq. Liq. pints..... | ②     | 85   |   |    | Spts. Cologne.....         | 50¢   | 55    |                         |    |
| Pil Hydrag. po. 80..... |       |      |   |    | Spts. Ether Co.....        | ②     | 00    |                         |    |
| Piper Nigra.....po. 22  |       |      |   |    | Spt. Myrcia Dom.....       | ②     | 50    |                         |    |
| Piper Alba.....po. 35   |       |      |   |    | Spts. Vini Rect. bbl.      | ②     | 52    |                         |    |
| Pilx Burgun.....        | ⑦     | 7    |   |    | Spts. Vini Rect. ¼ bbl     | ②     | 57    |                         |    |
| Plumbi Acet.....        | 10¢   | 12   |   |    | Spts. Vini Rect. 10gal     | ②     | 60    |                         |    |
| Pulvis Ipecaca et Opil  | 1 10¢ | 1 20 |   |    | Spts. Vini Rect. 5gal      | ②     | 62    |                         |    |
| Pyrethrum, boxes H.     |       |      |   |    | Less 5c gal. cash 10 da's. |       |       |                         |    |
| & P. D. Co., doz.....   | ①     | 1 25 |   |    | Strychnia, Crystal..       | 1 40¢ | 1 45  |                         |    |
| Pyrethrum, pv.....      | 25¢   | 30   |   |    | Sulphur, Subl.....         | 2½¢   | 4     |                         |    |
| Quinia, S.P. & W.....   | 29¢   | 30   |   |    | Sulphur, Roll.....         | 2½¢   | 3½    |                         |    |
| Quinia, S. P. & W.....  | 29¢   | 30   |   |    | Tamarinds.....             | ②     | 10    |                         |    |
| Quinia, S. German.....  | 2-2¢  | 32   |   |    | Terebenth Venice.....      | 28¢   | 30    |                         |    |
| Quinia, N.Y.....        | 2-2¢  | 32   |   |    | Theobroma.....             | 48¢   | 48    |                         |    |
| Rubia Tinctum.....      | 12¢   | 14   |   |    | Vanilla.....               | 9 00¢ | 16 00 |                         |    |
| Saccharum Lactis pv     | 18¢   | 20   |   |    | Zinc Sulph.....            | 7¢    | 8     |                         |    |
| Salacin.....            | 3 00¢ | 3 10 |   |    |                            |       |       |                         |    |
| Sanguis Draconis.....   | 40¢   | 50   |   |    |                            |       |       |                         |    |
| Sapo, W.....            | 12¢   | 14   |   |    |                            |       |       |                         |    |
| Sapo, M.....            | 10¢   | 12   |   |    |                            |       |       |                         |    |
| Sapo, G.....            | ②     | 15   |   |    |                            |       |       |                         |    |
| Siedltz Mixture.....    | 20    | ②    |   |    |                            |       |       |                         |    |

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

## Ladies' Pocket Books

## Ladies' Purses

## Gentlemen's Pocket Books

## Gentlemen's Purses

And invite your inspection and order.

# Hazeltine & Perkins Drug Co.

**GRAND RAPIDS, MICH.**



# GROCERY PRICE CURRENT.

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

| AXLE GREASE.               |            |
|----------------------------|------------|
| Aurora.....                | gross 6 00 |
| Castor Oil.....            | 7 00       |
| Diamond.....               | 4 00       |
| Frazer's.....              | 9 00       |
| IXL Golden, tin boxes..... | 9 00       |
| Nica, tin boxes.....       | 9 00       |
| Paragon.....               | 55 6 00    |

| BAKING POWDER.     |      |
|--------------------|------|
| Absolute.....      | 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 can doz.....    | 1 00 |
| Bulk.....            | 10   |

| Arctic.                  |      |
|--------------------------|------|
| 6 oz. Eng. Tumblers..... | 85   |
| 1 lb cans per doz.....   | 75   |
| 1 lb cans per doz.....   | 1 20 |
| 1 lb can 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.....        | 2 70 |
| 3 oz., 6 doz. case..... | 3 20 |
| 6 oz., 4 doz. case..... | 4 80 |
| 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.           |    |
|-------------------|----|
| Small, 3 doz..... | 40 |
| Large, 2 doz..... | 75 |

| CONDENSED PEARL BLUING |      |
|------------------------|------|
| No. 1 Carpet.....      | 1 90 |
| No. 2 Carpet.....      | 75   |
| No. 3 Carpet.....      | 1 50 |
| No. 4 Carpet.....      | 1 15 |
| Parlor Gem.....        | 2 00 |
| Common Whisk.....      | 70   |
| Fancy Whisk.....       | 80   |
| Warehouse.....         | 2 25 |

| BROOMS.        |    |
|----------------|----|
| 8s.....        | 7  |
| 16s.....       | 8  |
| Paraffine..... | 8  |
| Wicking.....   | 20 |

| CANNED GOODS.                  |      |
|--------------------------------|------|
| Manitowoc Peas.....            | 95   |
| Lakeside Marrowfat.....        | 1 15 |
| 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, 1 pint.....   | 2 00 |
| Columbia, 1/2 pint..... | 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.....      | @ 10     |
| Springdale.....  | @ 11     |
| Brick.....       | @ 11     |
| Edam.....        | @ 70     |
| Leiden.....      | @ 17     |
| Limburger.....   | @ 12     |
| Pineapple.....   | @ 50     |
| Sap Sago.....    | @ 17     |

| CHOCOLATE.           |    |
|----------------------|----|
| German Sweet.....    | 23 |
| Premium.....         | 24 |
| Breakfast Cocoa..... | 45 |

| CLOTHES LINES.              |      |
|-----------------------------|------|
| Cotton, 40 ft. per doz..... | 1 00 |
| Cotton, 50 ft. per doz..... | 1 20 |
| Cotton, 60 ft. per doz..... | 1 40 |
| Cotton, 70 ft. per doz..... | 1 60 |
| Cotton, 80 ft. per doz..... | 1 80 |
| 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.....      | 9  |
| Fair.....     | 10 |
| Good.....     | 11 |
| Prime.....    | 12 |
| Golden.....   | 12 |
| Peaberry..... | 13 |

| Santos.       |    |
|---------------|----|
| Fair.....     | 12 |
| Good.....     | 13 |
| Prime.....    | 14 |
| Peaberry..... | 15 |

| Mexican and Guatemala. |    |
|------------------------|----|
| Fair.....              | 15 |
| Good.....              | 16 |
| Fancy.....             | 17 |

| Maracalibo. |    |
|-------------|----|
| 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     |
| Sancalibo.....                  | 21     |
| Breakfast Blend.....            | 18     |
| Valley City Maracalibo.....     | 18 1/2 |
| Ideal Blend.....                | 14     |
| Leader Blend.....               | 19     |

| 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 a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. |  |

| Extract.                     |      |
|------------------------------|------|
| Valley City 1/2 gross.....   | 75   |
| Felix 1/2 gross.....         | 1 15 |
| Hummel's full 1/2 gross..... | 85   |
| Hummel's tin 1/2 gross.....  | 1 45 |

| CONDENSED MILK.        |      |
|------------------------|------|
| 4 doz in case.....     | 6 75 |
| Gall Borden Eagle..... | 6 25 |
| Crown.....             | 5 75 |
| Daisy.....             | 5 75 |
| Champion.....          | 4 25 |
| Magnolia.....          | 3 35 |
| Challenge.....         | 3 35 |
| Dime.....              | 3 35 |

| COUPON BOOKS.               |       |
|-----------------------------|-------|
| Tradesman Grade.....        |       |
| 50 books, any denom.....    | 1 50  |
| 100 books, any denom.....   | 2 50  |
| 500 books, any denom.....   | 11 50 |
| 1,000 books, any denom..... | 20 00 |

| Economic Grade.             |       |
|-----------------------------|-------|
| 50 books, any denom.....    | 1 50  |
| 100 books, any denom.....   | 2 50  |
| 500 books, any denom.....   | 11 50 |
| 1,000 books, any denom..... | 20 00 |

| Superior Grade.             |       |
|-----------------------------|-------|
| 50 books, any denom.....    | 1 50  |
| 100 books, any denom.....   | 2 50  |
| 500 books, any denom.....   | 11 50 |
| 1,000 books, any denom..... | 20 00 |

| Coupon Pass Books.                                        |       |
|-----------------------------------------------------------|-------|
| Can be made to represent any denomination from \$10 down. |       |
| 20 books.....                                             | 1 00  |
| 50 books.....                                             | 3 00  |
| 100 books.....                                            | 6 25  |
| 250 books.....                                            | 10 00 |
| 500 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       |     |
|-----------------------------|-----|
| 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.....           | 2 5           |
| Pitted Cherries..... | 2 5           |
| Prunelles.....       | 2 5           |
| Raspberries.....     | 2 5           |

| California Prunes.           |         |
|------------------------------|---------|
| 100-120 25 lb boxes.....     | 2 5     |
| 90-100 25 lb boxes.....      | 2 5     |
| 80-90 25 lb boxes.....       | 2 5 1/2 |
| 70-80 25 lb boxes.....       | 2 5 1/2 |
| 60-70 25 lb boxes.....       | 2 5 1/2 |
| 50-60 25 lb boxes.....       | 2 5 1/2 |
| 40-50 25 lb boxes.....       | 2 5 1/2 |
| 30-40 25 lb boxes.....       | 2 5     |
| 1/2 cent less in 50 lb cases |         |

| Raisins.                     |       |
|------------------------------|-------|
| London Layers 3 Crown.....   | 1 45  |
| London Layers 4 Crown.....   | 1 55  |
| Dehesias.....                | 3 35  |
| Loose Muscatels 2 Crown..... | 4 1/2 |
| Loose Muscatels 3 Crown..... | 4 1/2 |
| Loose Muscatels 4 Crown..... | 5 1/2 |

| FOREIGN.                   |         |
|----------------------------|---------|
| Patras bbls.....           | 2 7 1/2 |
| Vostizias 50 lb cases..... | 2 7 1/2 |
| Cleaned, bulk.....         | 2 8 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.                |           |
|-------------------------|-----------|
| Ondura 25 lb boxes..... | 8 2 8 1/2 |
| Sultana 1 Crown.....    | 2 1/2     |
| Sultana 2 Crown.....    | 2 1/2     |
| Sultana 3 Crown.....    | 2 7 1/2   |
| Sultana 4 Crown.....    | 2 1/2     |
| Sultana 5 Crown.....    | 2 1/2     |
| Sultana 6 Crown.....    | 2 1/2     |
| Sultana package.....    | 2 1/4     |

| FARINACEOUS GOODS.           |      |
|------------------------------|------|
| Parina.....                  |      |
| 24 1 lb. packages.....       | 1 50 |
| Bulk, per 100 lbs.....       | 3 50 |
| Grits.....                   |      |
| Walsh-DeRoo Co.'s Brand..... |      |

| WHEAT GRITS            |      |
|------------------------|------|
| 24 2 lb. packages..... | 1 80 |
| 100 lb. kegs.....      | 2 70 |
| 200 lb. barrels.....   | 5 10 |

| Flouring.                |      |
|--------------------------|------|
| Barrels.....             | 2 50 |
| Flake, 50 lb. drums..... | 1 00 |

| Beans.                        |       |
|-------------------------------|-------|
| Dried Lima.....               | 3 1/2 |
| Medium Ham Pickled.....       | 3 1/2 |
| Maccaroni 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.              |      |
|---------------------------|------|
| Monarch, bbl.....         | 4 25 |
| Monarch, 1/2 bbl.....     | 3 80 |
| Monarch, 90 lb sacks..... | 2 05 |
| Quaker, cases.....        | 1 85 |
| Huron, cases.....         | 1 75 |

| Sago.           |       |
|-----------------|-------|
| German.....     | 4     |
| East India..... | 3 1/2 |

| Tapoca.                    |       |
|----------------------------|-------|
| Flake.....                 | 3 1/2 |
| Pearl.....                 | 3 1/2 |
| Anchor, 40 1 lb. pkgs..... | 5     |
| Wheat.                     |       |
| Cracked, bulk.....         | 3 1/2 |
| 24 2 lb packages.....      | 2 50  |

| Salt Fish.            |         |
|-----------------------|---------|
| Cod.....              |         |
| Georges cured.....    | 2 4     |
| Georges genuine.....  | 2 5     |
| Georges selected..... | 2 5 1/2 |
| Strips or bricks..... | 6 2 9   |

| Herring.                        |      |
|---------------------------------|------|
| Holland white hoops, bbl.....   | 2 75 |
| Holland white hoop 1/2 bbl..... | 1 30 |
| Holland, 1/4 bbl.....           | 75   |
| Holland white hoop, keg.....    |      |
| Holland white hoop mehs.....    |      |
| Norwegian.....                  | 2 75 |
| Round 100 lbs.....              | 1 30 |
| Round 40 lbs.....               | 13   |
| Scaled.....                     |      |

| Haddock.           |       |
|--------------------|-------|
| Mess 100 lbs.....  | 15 00 |
| Mess 40 lbs.....   | 6 30  |
| Mess 10 lbs.....   | 1 65  |
| Mess 8 lbs.....    | 1 35  |
| No. 1 100 lbs..... | 13 25 |
| No. 1 40 lbs.....  | 5 60  |
| No. 1 10 lbs.....  | 1 48  |
| No. 1 8 lbs.....   | 1 20  |
| No. 2 100 lbs..... | 8 50  |
| No. 2 40 lbs.....  | 3 70  |
| No. 2 10 lbs.....  | 1 00  |
| No. 2 8 lbs.....   | 83    |

| Trout.             |      |
|--------------------|------|
| No. 1 100 lbs..... | 5 25 |
| No. 1 40 lbs.....  | 2 40 |
| No. 1 10 lbs.....  | 68   |
| No. 1 8 lbs.....   | 57   |

| Whitfish.    |      |
|--------------|------|
| No. 1.....   | 2 25 |
| No. 2.....   | 1 20 |
| Fam.....     | 1 20 |
| 100 lbs..... | 6 65 |
| 40 lbs.....  | 3 00 |
| 10 lbs.....  | 81   |
| 8 lbs.....   | 88   |

| JENNINGS'S FLAVORING EXTRACTS. |              |
|--------------------------------|--------------|
| D. C. Vanilla.....             | 1 20         |
| D. C. Lemon.....               | 2 02         |
| 3 oz.....                      | 1 50         |
| 4 oz.....                      | 2 00         |
| 6 oz.....                      | 3 00         |
| No. 8 4 00.....                | No. 8 2 40   |
| No. 10 6 00.....               | No. 10 4 00  |
| No. 2 T 1 25.....              | No. 2 T 80   |
| No. 3 T 1 25.....              | No. 3 T 25   |
| No. 4 T 2 40.....              | No. 4 T 1 50 |

| Northrop Brand.        |      |
|------------------------|------|
| 2 oz. Taper Panel..... | 75   |
| 2 oz. Oval.....        | 75   |
| 3 oz. Taper Panel..... | 1 35 |
| 4 oz. Taper Panel..... | 1 60 |

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

| Regular Grade Lemon. |      |
|----------------------|------|
| 2 oz.....            | 1 20 |
| 4 oz.....            | 2 40 |

| Regular Vanilla. |      |
|------------------|------|
| 2 oz.....        | 1 20 |
| 4 oz.....        | 2 40 |

| XX Grade Lemon. |      |
|-----------------|------|
| 2 oz.....       | 1 50 |
| 4 oz.....       | 3 00 |

| XX Grade Vanilla. |      |
|-------------------|------|
| 2 oz.....         | 1 75 |
| 4 oz.....         | 3 50 |

| HERBS. |
|--------|
|--------|



## SPICES

## Whole Sifted.

|                          |    |
|--------------------------|----|
| Allspice                 | 13 |
| Cassia, China in mats    | 25 |
| Cassia, Batavia in bund. | 25 |
| Cassia, Saigon in rolls  | 32 |
| Cloves, Amboyna          | 14 |
| Cloves, Zanzibar         | 12 |
| Mace, Batavia            | 35 |
| Nutmegs, fancy           | 50 |
| Nutmegs, No. 1           | 60 |
| 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    | 4     |
| Ginger, African     | 10    |
| Ginger, Cocan       | 13    |
| Ginger, Jamaica     | 23    |
| Mace, Batavia       | 75    |
| Mustard             | 12@18 |
| Nutmegs             | 40@0  |
| Pepper, Sing, black | 12    |
| Pepper, Sing, white | 20    |
| Pepper, Cayenne     | 20    |
| Sage                | 15    |

## SYRUPS

|           |    |
|-----------|----|
| Barrels   | 15 |
| Half-bbls | 17 |
| Pure Cane | 16 |
| Fair      | 20 |
| Good      | 20 |
| Choice    | 25 |

## STARCH.



## Kingsford's Corn.

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

## Kingsford's Silver Gloss.

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

## Diamond.

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

## Common Corn.

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

## Common Gloss.

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

## STOVE POLISH.



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

## SUGAR.

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

|                         |      |
|-------------------------|------|
| Domino                  | 5 94 |
| Cut Loaf                | 5 94 |
| Crushed                 | 5 94 |
| Cubes                   | 5 75 |
| Powdered                | 5 75 |
| XXXX Powdered           | 5 81 |
| Granulated in bbls      | 5 50 |
| Granulated in bags      | 5 50 |
| Fine Granulated         | 5 50 |
| Extra Fine Granulated   | 5 63 |
| Extra Coarse Granulated | 5 63 |
| Mould A                 | 5 75 |
| Diamond Confection A    | 5 50 |
| Confection Standard A   | 5 38 |
| No. 1                   | 5 19 |
| No. 2                   | 5 19 |
| No. 3                   | 5 19 |
| No. 4                   | 5 19 |
| No. 5                   | 5 13 |
| No. 6                   | 5 06 |
| No. 7                   | 4 94 |
| No. 8                   | 4 75 |
| No. 9                   | 4 69 |
| No. 10                  | 4 69 |
| No. 11                  | 4 63 |
| No. 12                  | 4 63 |
| No. 13                  | 4 50 |
| No. 14                  | 4 44 |
| No. 15                  | 4 44 |
| No. 16                  | 4 38 |

## TOBACCOS.

## Cigars.

Clark-Jewell-Wells Co.'s brand.  
New Brick

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

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



S. C. W.

## Ruhe Bros. Co.'s Brands.

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

## TABLE SAUCES.

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

## VINEGAR.

|                           |    |
|---------------------------|----|
| Malt White Wine, 40 grain | 6  |
| Malt White Wine, 80 grain | 9  |
| Pure Cider, 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 1/2 |
| Family XXX                | 5 1/2 |
| Salted XXX                | 5 1/2 |
| New York XXX              | 5 1/2 |
| Wolverine                 | 6 1/2 |
| Boston                    | 7 1/2 |

## Soda.

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

## Oyster.

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

## SWEET GOODS-Boxes.

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

## Oils.

|                     |        |
|---------------------|--------|
| Barrels             |        |
| Eocene              | 11 1/2 |
| XXX W. W. Mich. Hdt | 9 1/2  |
| W W Michigan        | 8 1/2  |
| Diamond White       | 7 1/2  |
| D. S. Gas           | 7      |
| Deo. Naptha         | 25     |
| Cylinder            | 23     |
| Engine              | 21     |
| Black winter        | 8      |

## Candies.

## Stick Candy.

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

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

## Mixed Candy.

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

## Fancy-In Bulk.

|                   |         |
|-------------------|---------|
| Lozenges, plain   | @ 8 1/2 |
| Lozenges, printed | @ 9     |
| Choc. Drops       | @ 14    |
| Choc. Monumentals | @ 11    |
| Gum Drops         | @ 6     |
| Moss Drops        | @ 8     |
| Sour Drops        | @ 9     |
| 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            | @ 75      |
| Licorice Drops       | @ 75      |
| A. B. Licorice Drops | @ 75      |
| Lozenges, plain      | @ 50      |
| Lozenges, printed    | @ 50      |
| Imperial             | @ 50      |
| Molasses             | @ 55      |
| Cream Bar            | @ 50      |
| Molasses Bar         | @ 50      |
| Hand Made Creams     | 80 @ 1 00 |
| Plain Creams         | 60 @ 90   |
| Decorated Creams     | @ 90      |
| String Rock          | @ 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 | @ 35 |

## Fruits.

## Oranges.

|               |        |
|---------------|--------|
| Mate Sweet    | @      |
| Leit Valencia | 3 25 @ |

## Lemons.

|                       |      |
|-----------------------|------|
| Strictly choice 300s. | @ 50 |
| Strictly choice 300s. | @ 50 |
| Fancy 300s or 300s.   | @ 60 |
| Ex. Fancy 300s.       | @    |
| Ex. Fancy 300s.       | @    |

## Bananas.

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

## Foreign Dried Fruits.

|                               |      |
|-------------------------------|------|
| Choice, 10 lb boxes           | @    |
| Extra choice, 14 lb boxes     | @    |
| Fancy, 12 lb boxes            | @ 15 |
| Imperial Mikados, 18 lb boxes | @    |
| Pulled, 6 lb boxes            | @    |
| Naturals, in bags             | @ 7  |

## Dates.

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

## Nuts.

|                                   |        |
|-----------------------------------|--------|
| Almonds, Tarragona                | @ 13   |
| Almonds, Ivaca                    | @ 13   |
| Almonds, California, soft shelled | @ 13   |
| Brazils new                       | @ 7    |
| Filberts                          | @ 11   |
| Walnuts, Greenobles               | @ 14   |
| Walnuts, Calif No. 1              | @ 14   |
| Walnuts, soft shelled             | @ 14   |
| Table Nuts, fancy                 | @ 10   |
| Table Nuts, choice                | @ 9    |
| Pecans, Med.                      | @ 8    |
| Pecans, Ex. Large                 | @ 10   |
| Pecans, Jumbos                    | @ 12   |
| Hickory Nuts per bu.              | @ 1 60 |
| Ohio, new                         | @ 1 60 |
| Cocoanuts, full sacks             | @ 3 50 |

## Peanuts.

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

## Grains and Feedstuffs

## Wheat.

|       |    |
|-------|----|
| Wheat | 57 |
|-------|----|

## Winter Wheat Flour.

|               |      |
|---------------|------|
| Local Brands  |      |
| Patents       | 4 25 |
| Second Patent | 3 75 |
| Straight      | 3 55 |
| Clear         | 3 10 |
| Graham        | 3 50 |
| Buckwheat     | 4 00 |
| Rye           | 3 50 |

Subject to usual cash discount.

Flour in bbls., 25c per bbl. additional.

Ball-Barnhart-Putman's Brand

|               |      |
|---------------|------|
| Diamond, 1/2s | 3 50 |
| Diamond, 1/4s | 3 50 |
| Diamond, 1/8s | 3 50 |

Worden Grocer Co.'s Brand.

|              |      |
|--------------|------|
| Quaker, 1/2s | 3 45 |
| Quaker, 1/4s | 3 45 |
| Quaker, 1/8s | 3 45 |

## Spring Wheat Flour.

|                                 |      |
|---------------------------------|------|
| Clark-Jewell-Wells Co.'s Brand. |      |
| Pillsbury's Best 1/2s           | 4 60 |
| Pillsbury's Best 1/4s           | 4 50 |
| Pillsbury's Best 1/8s           | 4 40 |
| Pillsbury's Best 1/4s paper     | 4 40 |
| Pillsbury's Best 1/8s paper     | 4 40 |

Ball-Barnhart-Putman's Brand.

Clark-Jewell-Wells Co.'s Brand.

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

Lemon & Wheeler Co.'s Brand.

|                 |      |
|-----------------|------|
| Gold Medal 1/2s | 4 61 |
| Gold Medal 1/4s | 4 50 |
| Gold Medal 1/8s | 4 40 |
| Parisian, 1/2s  | 4 60 |
| Parisian, 1/4s  | 4 50 |
| Parisian, 1/8s  | 4 40 |

Olney & Judson's Brand.

|                |      |
|----------------|------|
| Ceresota, 1/2s | 4 70 |
| Ceresota, 1/4s | 4 60 |
| Ceresota, 1/8s | 4 50 |

Worden Grocer Co.'s Brand.

|              |      |
|--------------|------|
| Laurel, 1/2s | 4 8  |
| Laurel, 1/4s | 4 70 |
| Laurel, 1/8s | 4 60 |

Bolton

|            |      |
|------------|------|
| Granulated | 1 90 |
| Meal       | 2 10 |

Feed and Millstuffs.

|                        |       |
|------------------------|-------|
| St. Car Feed, screened | 16 60 |
| 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 |

Car lots.

|                    |    |
|--------------------|----|
| Less than car lots | 35 |
|--------------------|----|

Car lots.

|                    |    |
|--------------------|----|
| Car lots, clipped  | 24 |
| Car lots, clipped  | 28 |
| Less than car lots | 78 |

Hay.

|                         |      |
|-------------------------|------|
| No. 1 Timothy carlots   | 8 50 |
| No. 1 Timothy, ton lots | 9 00 |

## Fish and Oysters

## Fresh Fish.

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

Oysters in Cans.

|                 |      |
|-----------------|------|
| F. J. Standards | 25   |
| F. H. Counts    | @ 35 |
| Selects         | @ 28 |

Bulk.

|                  |      |
|------------------|------|
| Counts           | 1 65 |
| X Selects        | 1 60 |
| Anchor Standards | 1 15 |

Shell Goods.

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

## Provisions.

## Swift &amp; Company quote as follows:



## Hardware

### Trade Drawing Amusements.

If managed properly the hardware dealer ought to secure a portion of the trade which comes to town during the fall festivities, like fairs and race meetings. There are many things in his stock which may be counted among the most indispensable articles used by humanity of both genders. Where these gayeties do not go on at certain periods, and the town is not fully alive to the possibilities for accelerating trade by means of them, a committee should by all means be organized to see about getting up such an affair which will attract newcomers to town and help along business. Some enterprising merchants who are most deeply interested in the subject should get together and see what they can do to further the interests of the town. Such a plan of procedure necessitates some trouble and expense, but this will be more than recompensed for and paid back by the impetus which it gives to business. At such festivities these people often make arrangements to do some purchasing and the merchant who has his store decorated most tastefully and goods arranged most attractively will come off with a good share of the visitors' purchasing capacity. In many cases it is true that people who are seeking pleasure do not always combine business with it; in such cases the window displays are an important feature in drawing trade. People pass by the store and as there is always an irresistible desire felt to look in they generally see something they fancy and go in and purchase it. When the amusements are going on and the crowds are out at the scene of attraction the store might be closed. This would be generally in the afternoon. Such a change would be refreshing to the clerks and enliven them so that they would go back to their work and transact business with a fresh vim. There is another reason why towns should endeavor to have these amusements: it impresses outsiders with an idea of its progressiveness and does much to influence the increase of the population by means of an influx of people, either from other towns or from the country—all of which is of material assistance to the merchant.—Hardware Reporter.

### Maintain a High Standard.

It is to be hoped that the coming season will not witness any of the so-called attempts at bargain-making which are so detrimental to trade. The present indications are that people will be in a financial position to pay sufficiently high prices for their hardware to enable dealers to maintain prices, which in all probability will soon be raised. As every one is well aware, there is a tendency on the part of many people to try to purchase goods as cheaply as possible, although they are able to pay well for them. This practice prevails in all so-called circles, the immediate cause of it being frequently a desire to economize on necessities in order to buy some luxuries. That this is a great evil every one is willing to admit. How difficult it is to do away with may be judged when it is observed that the custom has steadily grown until it has become firmly fixed in many people's minds. This unfortunate predilection which causes so much trouble in trade circles is also fostered in a great degree by dealers who work against the interests of legitimate trade by cheapening

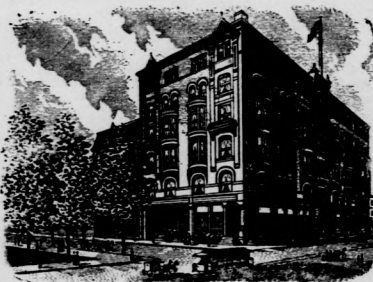
goods in order to accelerate business. Such a proceeding is made easier also by flooding the market with low-priced duplicates of high-class goods, which exercises an evil influence on others who desire to maintain a higher standard of excellence in quality of goods and to secure a legitimate profit upon them. A scheme like this could be easily carried out in such merchandise as hardware, where cheap imitations are not easily detected by the average inexperienced purchaser. The injurious consequences of attempts at cheapening goods can not easily be calculated. They injure the manufacturer of the higher grade merchandise and the reaction upon the originator is hurtful, as he soon finds rivals like himself who do not hesitate to fight him with his own weapons until profit is utterly destroyed and the goods must be sold at a loss. Examples of the fatal results following upon this line of conduct are endless in all branches of business. In order to maintain a standard of price necessary to obtain a lawful profit there should be some co-operation. A sale or two better be lost than to sell to people who desire cheap goods simply for parsimonious reasons. Self-interest ought to urge dealers to stand together in protecting their rights and preserving a certain standard in qualities and prices. Animosity and rivalry should be forgotten or ignored for a while at least, or until people are led to desire, appreciate and are willing to pay for goods of a superior quality. The present rise in prices, which should be gratifying to merchants and meet with unqualified approval, ought to be the beginning of a new era in the hardware trade, coming as it does at the close of a memorable conflict for right and justice and at the opening of a period of great financial prosperity to the country. At such a time it would be well for all merchants to consecrate it with a vow to uphold a higher standard of excellence in the store.

### Advance in Sheet Iron.

The Iron and Steel Sheet Manufacturers' Association met at Pittsburg last week and authorized an advance of 10 cents per 100 pounds on black steel sheets and 5 per cent. on galvanized sheets. Probably another advance will be made before the end of the year to offset the more pronounced advance in the price of billets.

### The Last Remedy.

"My sister has lost her voice and we've tried every doctor in town."  
"That so? Then try her with a mouse."



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

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

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

## 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 every-  
thing 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.**



CROCKERY TRADE.

Rapid Strides Made During Fifteen Years.

In response to your request for a little talk about crockery, showing the development of the business for the past fifteen years, we can point with great pride to the strides that have been made in the development of the industry in this country. In 1883 the American potteries were only fairly beginning to make ware which would give satisfaction, and then only in the very cheapest grades. All the fine classes of goods came entirely from Europe, as the quality of American ware was coarse and heavy and the factories were obliged to send a good portion of it to the auction rooms, as it came from the kiln far too coarse to sell or was returned by their customers on account of the glaze cracking, or, as it is termed, "crazing." The product at this time was protected by a tariff of 55 and 60 per cent. ad valorem, but even with this protection they made apparently but small headway, only a few of the factories of that time being in operation now. However, in the space of ten years they steadily grew in number and were constantly learning and selling their wares at more or less reduced prices, until in 1891 they were helped by the Government in the way of an additional duty of 55 and 60 per cent. being placed upon all packages in which foreign goods were packed, thus giving them still further protection of 10 to 15 per cent. In August, 1894 the duty was cut down by the Cleveland administration to 30 and 35 per cent., with the same rate of duty on packages. This seemed at the time particularly hard on the American factories, as, while they had been steadily learning their business, they were hampered by lack of the unlimited capital and long experience, running through generations, of their English competitors, and the ware had really not improved to a very great extent, except in occasional factories during the past ten years. All made an immediate reduction in prices, in accordance with the reduction in the tariff; notwithstanding this decline, ware continued to be turned out in this country in constantly increasing quantities. The English shipments were usually a little less each year, giving the domestic manufacturers constant hope that the end was in sight. They made even better ware under the lower price than before, seeming to strive harder than ever for a great increase of trade, in which lay their only hope of success under these low-tariff conditions. In August, 1897, the Dingley bill put the tariff on crockery back exactly where it had been before, 55 per cent. on white goods and 60 per cent. on decorated goods, but instead of advancing their prices to cover the reduction made in 1894, some of the factories made a slight advance of 5 per cent.; others paid no attention to the change in tariff, so that the net result to the consumer, during the past fifteen years, is that all common white and cheaper grades of decorated ware, such as is used by the masses of the people, is 33 1/3 per cent. lower in price.

This shows, we think, that a more moderate tariff had a stimulating effect upon the factories, causing them to be managed with greater care in all departments, so that when the higher tariff was restored prices did not advance at all in proportion to the change of duty. Many lines of ware made in

this country are now sold regardless of the tariff, and it has never been so well made and so free from crazing as at the present time.

The finer grades of earthenware, however, continue to be made in England, and on all these lines the price is entirely governed by the tariff, the people paying more for the ware under a high tariff than under the more moderate tariff formerly in use, thus showing that in the case of this trade, at least, the foreigner does not pay the duty; and, although trade is very slack now with English potteries doing business with America, they seem to be unable to reduce their operating expenses sufficiently to make a reduction in their prices.

In the china branch of the earthenware trade, the business is done entirely with foreign countries, France, Germany and Austria selling all that is used in this country, the cheaper lines, such as are found on the 5 and 10 cent counters, coming from Austria or some German factories, and the best grades and finest decorations from the French factories at Limoges.

There has been a steady advance in the artistic merit of these goods, which is probably caused by the constantly increasing number of amateur china painters, who demand the most artistic shapes and the daintiest of decorations on this class of ware.

China is constantly increasing in use, some of it now being as low in price as our American glassware, and seems to be largely supplanting that line in the favor of the public. The time will undoubtedly come when our factories will attempt this line of manufacture, but at present it is impossible to compete with the cheap German and Austrian labor, where a piece of meat is only a Sunday luxury, and 20 cents will actually go as far in supporting a family as the American dollar.

F. E. LEONARD.

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.

FOLDING TABLE



CASH WITH ORDER.



STERLING FURNITURE CO.  
GRAND HAVEN, MICH.

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; 26 and 28; 27.....          | 28                 |
| List 12 13 14 15 16.....                              | 17                 |
| Discount, 75 to 75-10.....                            |                    |
| GAUGES                                                |                    |
| Stanley Rule and Level Co.'s.....                     | 60&10              |
| KNOBS—New List                                        |                    |
| Door, mineral, jap. trimmings.....                    | 70                 |
| Door, porcelain, jap. trimmings.....                  | 80                 |
| MATTOCKS                                              |                    |
| Adze Eye.....                                         | \$16 00, dis 60&10 |
| Hunt Eye.....                                         | \$15 00, dis 60&10 |
| Hunt's.....                                           | \$18 50, dis 20&10 |
| NAILS                                                 |                    |
| Advance over base, on both Steel and Wire.....        |                    |
| Steel nails, base.....                                | 1 55               |
| Wire nails, base.....                                 | 1 60               |
| 20 to 60 advance.....                                 | Base               |
| 10 to 16 advance.....                                 | 06                 |
| 8 advance.....                                        | 10                 |
| 6 advance.....                                        | 20                 |
| 4 advance.....                                        | 30                 |
| 3 advance.....                                        | 45                 |
| 2 advance.....                                        | 70                 |
| Fine 3 advance.....                                   | 50                 |
| Casing 10 advance.....                                | 15                 |
| Casing 8 advance.....                                 | 25                 |
| Casing 6 advance.....                                 | 35                 |
| Finish 10 advance.....                                | 25                 |
| Finish 8 advance.....                                 | 35                 |
| Finish 6 advance.....                                 | 45                 |
| Barrel 1/2 advance.....                               | 85                 |
| MILLS                                                 |                    |
| Coffee, Parkers Co.'s.....                            | 40                 |
| Coffee, P. S. & W. Mfg. Co.'s Malleables.....         | 40                 |
| Coffee, Landers, Ferry & Clark's.....                 | 40                 |
| Coffee, Enterprise.....                               | 30                 |
| MOLASSES GATES                                        |                    |
| Stebbin's Pattern.....                                | 60&10              |
| Stebbin's Genuine.....                                | 60&10              |
| Enterprise, self-measuring.....                       | 30                 |
| PLANES                                                |                    |
| Ohio Tool Co.'s, fancy.....                           | @50                |
| Sciota Bench.....                                     | 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             |
| Verkes & Plumb's.....                                 | dis 40&10          |
| Mason's Solid Cast Steel.....                         | 30c list 70        |
| Blacksmith's Solid Cast Steel Hand 3 1/2 lb.....      | 40&10              |

HOUSE FURNISHING GOODS

| Stamped Tin Ware.....                                                                                                     | new list 75&10    |
|---------------------------------------------------------------------------------------------------------------------------|-------------------|
| Japanned Tin Ware.....                                                                                                    | 20&10             |
| Granite Iron Ware.....                                                                                                    | new list 40&10    |
| HOLLOW WARE                                                                                                               |                   |
| Pots.....                                                                                                                 | 60&1              |
| Kettles.....                                                                                                              | 60&10             |
| Spiders.....                                                                                                              | 60&10             |
| HINGES                                                                                                                    |                   |
| Gate, Clark's, 1, 2, 3.....                                                                                               | dis 60&10         |
| State.....                                                                                                                | per doz. net 2 50 |
| WIRE GOODS                                                                                                                |                   |
| Bright.....                                                                                                               | 80                |
| Screw Eyes.....                                                                                                           | 80                |
| Hook's.....                                                                                                               | 80                |
| Gate Hooks and Eyes.....                                                                                                  | 80                |
| LEVELS                                                                                                                    |                   |
| Stanley Rule and Level Co.'s.....                                                                                         | dis 70            |
| ROPES                                                                                                                     |                   |
| Sisal, 1/4 inch and larger.....                                                                                           | 10 1/4            |
| Manilla.....                                                                                                              | 11 1/4            |
| SQUARES                                                                                                                   |                   |
| Steel and Iron.....                                                                                                       | 70&10             |
| Try and Bevels.....                                                                                                       | 60                |
| Mitre.....                                                                                                                | 50                |
| SHEET IRON                                                                                                                |                   |
| Nos. 10 to 14.....                                                                                                        | com. smooth. com. |
| Nos. 15 to 17.....                                                                                                        | \$2 70 \$2 40     |
| Nos. 18 to 21.....                                                                                                        | 2 70 2 45         |
| Nos. 22 to 24.....                                                                                                        | 3 00 2 55         |
| Nos. 25 to 26.....                                                                                                        | 3 10 2 65         |
| No. 27.....                                                                                                               | 3 20 2 75         |
| All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....                                          |                   |
| SAND PAPER                                                                                                                |                   |
| List acct. 19, '96.....                                                                                                   | dis 50            |
| SASH WEIGHTS                                                                                                              |                   |
| Solid Eyes.....                                                                                                           | per ton 20 00     |
| TRAPS                                                                                                                     |                   |
| Steel, Game.....                                                                                                          | 60&10             |
| Oneida Community, Newhouse's.....                                                                                         | 50                |
| Oneida Community, Hawley & Norton's 70&10.....                                                                            |                   |
| Mouse, choker.....                                                                                                        | per doz 15        |
| Mouse, delusion.....                                                                                                      | per doz 1 25      |
| WIRE                                                                                                                      |                   |
| Bright Market.....                                                                                                        | 75                |
| Annealed Market.....                                                                                                      | 75                |
| Coppered Market.....                                                                                                      | 70&10             |
| Tinned Market.....                                                                                                        | 62 1/2            |
| Coppered Spring Steel.....                                                                                                | 50                |
| Barbed Fence, galvanized.....                                                                                             | 2 00              |
| Barbed Fence, painted.....                                                                                                | 1 70              |
| HORSE NAILS                                                                                                               |                   |
| Au Sable.....                                                                                                             | dis 40&10         |
| Putnam.....                                                                                                               | dis 5             |
| Northwestern.....                                                                                                         | dis 10&10         |
| WRENCHES                                                                                                                  |                   |
| Baxter's Adjustable, nickle.....                                                                                          | 30                |
| Coe's Genuine.....                                                                                                        | 50                |
| Coe's Patent Agricultural, wrought.....                                                                                   | 80                |
| Coe's Patent, malleable.....                                                                                              | 80                |
| MISCELLANEOUS                                                                                                             |                   |
| Bird Cages.....                                                                                                           | 50                |
| Pumps, 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                                                                                                                    |                   |
| 1/4@1/4.....                                                                                                              | 12 1/4            |
| The prices of the many other qualities of solder in the market indicated by private brands vary according to composition. |                   |
| TIN—Melyn Grade                                                                                                           |                   |
| 10x14 IC, Charcoal.....                                                                                                   | \$ 5 75           |
| 14x20 IC, Charcoal.....                                                                                                   | 5 75              |
| 20x14 IX, Charcoal.....                                                                                                   | 7 00              |
| Each additional X on this grade, \$1.25.....                                                                              |                   |
| TIN—Allaway Grade                                                                                                         |                   |
| 10x14 IC, Charcoal.....                                                                                                   | 4 50              |
| 14x20 IX, Charcoal.....                                                                                                   | 4 50              |
| 10x14 IX, Charcoal.....                                                                                                   | 5 50              |
| 14x20 IX, Charcoal.....                                                                                                   | 5 50              |
| Each additional X on this grade, \$1.50.....                                                                              |                   |
| ROOFING PLATES                                                                                                            |                   |
| 14x20 IC, Charcoal, Dean.....                                                                                             | 4 50              |
| 14x20 IX, Charcoal, Dean.....                                                                                             | 5 50              |
| 20x28 IC, Charcoal, Dean.....                                                                                             | 9 00              |
| 14x20 IC, Charcoal, Allaway Grade.....                                                                                    | 4 00              |
| 14x20 IX, Charcoal, Allaway Grade.....                                                                                    | 5 00              |
| 20x28 IC, Charcoal, Allaway Grade.....                                                                                    | 8 00              |
| 20x28 IX, Charcoal, Allaway Grade.....                                                                                    | 10 00             |
| BOILER SIZE TIN PLATE                                                                                                     |                   |
| 14x56 IX, for No. 8 Boilers, } per pound.....                                                                             | 9                 |
| 14x56 IX, for No. 9 Boilers, }                                                                                            |                   |

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.



## GRAIN TRADE.

## Grand Rapids As a Milling and Wheat Center.

Probably one of the best industries on the Grand River has been the flour milling industry. We hear that previous to the advent of railroads in Grand Rapids flour was shipped by way of boat down the Grand River to Chicago by way of Grand Haven; also east to Detroit and to Buffalo. Grand Rapids flour, in those early days, had a fair reputation. Martin L. Sweet and James M. Barnett did most of the business as flour shippers. The mills were then on the east side of the river. They were burned down before the writer of this sketch came here.

We will take up the milling interest from 1875. There were then the Star, the Crescent, the Valley City and the Globe Mills. The Star Mills were operated by Mangold, Kusterer & Co.; the Crescent by Hibbard, Rose & Co.; the Valley City by Carey & Barnes, and the Globe by J. Widoe.

about 1,600 barrels daily. This is flour only. There are also a number of feed mills which grind corn and oats.

All the owners of the mills did everything in their power to increase the reputation of the Grand Rapids flour, as well as to extend the trade, and to-day the Grand Rapids flour and the milling firms are known in all the Southern, as well as the Eastern, States. Export business has not been done on a large scale thus far, but without doubt there will be considerable exporting done in the near future.

In 1875 the mills were reported to use about 2,500 bushels of wheat daily, providing they were running full capacity, but 1,800 bushels per day would be nearer the correct figure. To-day, owing to the fact that the Star, Crescent, Valley City and Globe Mills have steam connection, and on account of the large use of water for other purposes than making flour, they keep grinding right along, high water or no water. Low water is almost invariably the con-

dition now, while high water was the rule previous to 1883. As the Model is a steam mill, it necessitates a daily wheat supply of over 7,600 bushels. As late as 1882 the mills had to ship wheat out at certain times of the year, as Grand Rapids was a wheat center and wheat came here from all directions, and some days in the fall any of the mills took in as high as 3,000 bushels per day; when their storage capacity was full nothing remained for the miller but to ship wheat out. I well remember that on one day the mills shipped out sixteen cars. All this is changed to-day. There is not enough wheat brought in in wagons by farmers to keep one of the large mills running half a day, the reasons whereof are numerous: First, there is not as much wheat grown. Grand Rapids has grown from 30,000 to over 100,000 population and it requires more vegetables to supply them. Farmers have also gone largely into fruit raising. Second, there are more mills built in surrounding towns. Third, we

have railroads all around us, which fact detracts largely from our market as far as wheat by wagon is concerned, especially as the railroads favor shippers of wheat—will set cars on sidetracks and allow farmers time to load—and there are wheat houses almost every three miles. All this detracts from wheat being hauled direct to the mills, so Grand Rapids mills have to bring their wheat in cars from surrounding stations. It certainly would be in the interest of Grand Rapids if we could have farmers come in with wheat as they did fifteen years ago; but then, things change with the times, and this is one of them. However, railroads are a blessing even for the millers, for what would the mills here have done two years ago when all were getting the most of their wheat from Chicago?

The writer well remembers when freight rates were eighty cents per barrel to Boston; now forty cents per barrel. A car then constituted one hundred barrels. Later a car had to be loaded with one hundred and twenty-five barrels, and now they take from one hundred fifty to about two hundred barrels. Taking the larger carloads enables them to give the millers cheaper rates.

While eighteen years ago there were five milling firms, to-day there are only two: the Voigt Milling Co. and the Valley City Milling Co.

C. G. A. VOIGT.

## 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**—ALMOST NEW DAUGHERTY typewriter, for \$30 cash—\$5 with order, balance C. O. D. Cost \$5 when new. Perfect work guaranteed. L. A. Ely, Alma, Mich. 702

**WANTED**—LOCATION FOR SHOE STORE. Would like to put shoe stock in with general stock in good town. Address C. A. Simonds, Niles, Mich. 703

**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. 656, 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 251, Montague, Mich. 699

**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 Creek, Mich. 689

**FOR SALE**—NEW GENERAL STOCK. A splendid farming country. No trade. Address No. 650, care Michigan Tradesman. 680

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

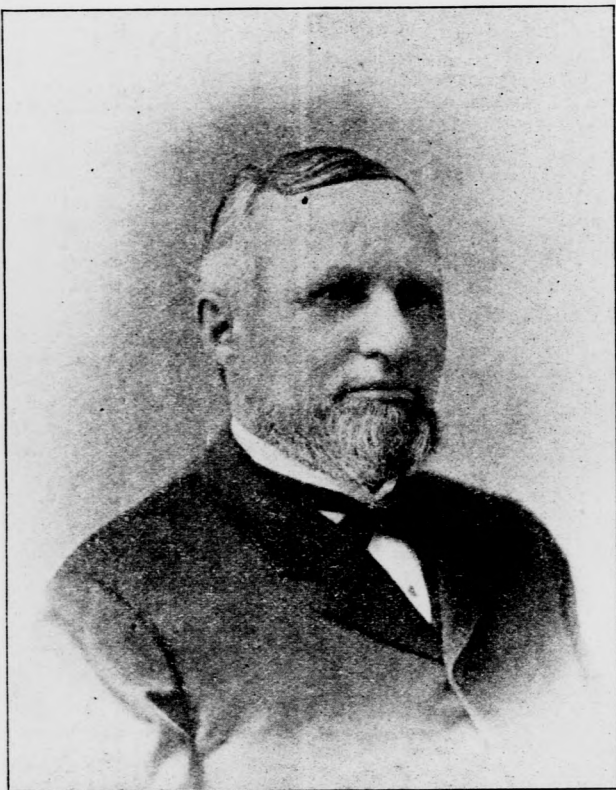
**CENTRALLY LOCATED DRUG STORE**, doing a good business in the city, for sale. Good reasons for selling. Address I. Frankford, Fire Insurance and Real Estate Agent, Phone 1236, 53 West Bridge Street, Grand Rapids. 667

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

**FOR SALE**—DRUG, BOOK AND STATIONERY stock, including \$450, and fixtures including \$300, which include show cases, shelving and bottles. Daily cash sales in 1891, \$2; 1892, \$30; 1893, \$31; 1894, \$34.65; 1895, \$5; 1896, \$21.20, and 1897, \$24.13. Located in manufacturing town. No cut prices. Rent reasonable, \$20 per month. Living rooms in connection. Address No. 668, care Michigan Tradesman. 668

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

**FOR SALE**—DRUG STORE IN BEST CITY IN Michigan. Average daily sales, \$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 Otego Improvement Association, Otego, 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 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

## 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. 600

**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

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



Steinway, Everett, Wegman, Harvard, Kroeger and other pianos. Farrand & Voley Organs.

The wonderful ANGELUS ORCHESTRAL, a perfect piano player. A perfect self-playing organ.

In appearance it is a small cabinet of elegant design and finish. This cabinet contains two full sets of reeds, of five octaves each, orchestral voiced; one of a violin or string quality, the other of a flute or pipe quality. This cabinet can be placed in any part of the house, and when away from piano is a powerful self playing organ in itself. At side and rear of cabinet are panels which fold back, admitting it to be placed to the keyboard of any piano, upright, square or grand. When it is desired to play the piano the cabinet is rolled into position in front of piano, the panels are folded back and the openings in case allow the cabinet to slide under the key-board or front of the piano. The piano and organ are both operated by means of pedals in the cabinet, the bellows being large and easily operated. We have an extensive selection of music to choose from, which has taken years to prepare and to which we are constantly adding new.

Call and see this wonderful instrument or send for catalogue to



NOS. 21-23 S. DIVISION ST., GRAND RAPIDS, MICH. McMULLEN BLOCK, 2ND FLOOR.

The capacity of the mills was: Star Mills, 150 barrels maximum; the same for the Crescent and for the Valley City, while that of the Globe was 75 barrels. Total capacity, 525 barrels per day. But their average output was hardly that, as in those days the mills were bothered with high water and, having no steam power as an auxiliary, had to close down and wait for the water to recede. This was when stones and buhrs were in use.

In 1880 there came a radical change in milling all over the world, when rolls made their appearance. The Grand Rapids mills commenced to change over by degrees, and all used some buhrs in connection with the rolls. In 1882 the Model Mill was built by Hatch & Mitchell, on Winter street. It was afterward moved by Converse & Powers to Court street, its present location.

The capacity of the mills of the city to-day is: Star Mills, 375 barrels; Crescent Mills, 450; Valley City, 325; Model Mills, 325; Globe Mills, 125, or

dition now, while high water was the rule previous to 1883. As the Model is a steam mill, it necessitates a daily wheat supply of over 7,600 bushels.

As late as 1882 the mills had to ship wheat out at certain times of the year, as Grand Rapids was a wheat center and wheat came here from all directions, and some days in the fall any of the mills took in as high as 3,000 bushels per day; when their storage capacity was full nothing remained for the miller but to ship wheat out. I well remember that on one day the mills shipped out sixteen cars. All this is changed to-day. There is not enough wheat brought in in wagons by farmers to keep one of the large mills running half a day, the reasons whereof are numerous: First, there is not as much wheat grown. Grand Rapids has grown from 30,000 to over 100,000 population and it requires more vegetables to supply them. Farmers have also gone largely into fruit raising. Second, there are more mills built in surrounding towns. Third, we







## Executive Committee

E. W. JONES, Chairman.

|                     |                     |
|---------------------|---------------------|
| HON. GEO. R. PERRY. | COL. M. A. ALDRICH. |
| C. W. BLACK.        | C. W. CHAUNCEY.     |
| W. H. BOYNS.        | J. BOYD PANTLIND.   |
| A. O. CROZIER.      | LEO A. CARO.        |
| G. S. JOHNSON.      | W. S. WINEGAR.      |

A. MAY.

COL. M. A. ALDRICH, Director General.



# Grand Rapids Carnival of Fun

October 25, 26, 27, 28.

THE FOLLOWING IS THE PROGRAM SO FAR AS NOW COMPLETED

### TUESDAY

#### AGRICULTURAL AND CYCLE DAY.

Sunrise—National Salute by Fox Battery.  
Forenoon—Reception and escort of visitors at depots.  
10:30 A. M.—Meeting of all Committees in Headquarters.  
11:30 A. M.—Delivery of City Keys.  
12 M.—Informal Parade of Employes of Business Houses in Costume.  
Salute by Fox Battery, Blowing of Whistles, Display of National Colors, etc.  
1:30 P. M.—Free Street Shows.  
3 P. M.—Agricultural Parade.  
Sunset—Salute by Fox Battery.  
7 P. M.—Parade of National, State, County and City Officials.  
8 P. M.—Wheelmen's Parade.  
All day—Midway Shows.

### WEDNESDAY

#### MUSICIANS', CHILDREN'S AND INDUSTRIAL DAY.

Sunrise—Salute by Fox Battery.  
Forenoon—Reception and escort of visitors at depots.  
10 A. M.—Free Street Shows.  
12 M.—Band Concerts. Salute by Fox Battery.  
1:30 P. M.—Free Street Shows.  
2 P. M.—Children's Parade.  
3 P. M.—Band Parade and Prize Contest.  
Sunset—Salute by Fox Battery.  
8 P. M.—Grand Industrial Parade.  
All day—Midway Shows.

### THURSDAY

#### PATRIOTS' DAY

Program for this day in course of preparation, intended to give expression of popular sentiment over results of War with Spain.  
Floral Parade.

### FRIDAY

#### TRAVELING MEN'S AND CARNIVAL DAY.

Sunrise—Salute by Fox Battery.  
Forenoon—Reception and escort of visitors at depots.  
10 A. M.—Free Street Shows.  
12 M.—Band Concerts. Salute by Fox Battery.  
1:30 P. M.—Free Street Shows.  
2:30 P. M.—Cake Walk.  
3:30 P. M.—Traveling Men's Parade.  
Sunset—Salute by Fox Battery.  
8 P. M.—Carnival Parade.  
10 P. M.—Carnival Ball.  
All day—Midway Shows.

MORE FUN THAN LAST YEAR

Excursions on all Railroads during Entire Week.