

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XVI.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 14, 1898.

Number 782

## A GOOD SELLER



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

The Kettle is 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.

ADAMS & HART, Jobbers, Grand Rapids.

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

WORLD'S BEST

# S.C.W.

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

Everything in the Plumbing Line

Everything in the Heating Line

Be it Steam, Hot Water or Hot Air. Mantels, Grates and Tiling. Galvanized Work of Every Description. Largest Concern in the State.

WEATHERLY & PULTE, 99 Pearl St., Grand Rapids

## Good Printing

Does not always cost too much. Poor printing always does. You cannot afford to pay anything for poor printing. You can afford to pay a good deal for the good kind. But—you will be asked only a fair price by

Tradesman Company

Grand Rapids, Mich.

Have Faith, Hope, Charity and a

# “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.

# FOLDING PAPER BOXES

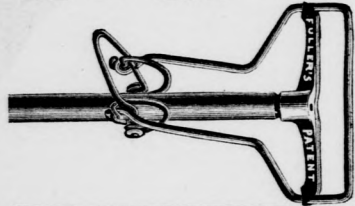
Printed and plain for Patent Medicines, Extracts, Cereals, Crackers and Sweet Goods.

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

**GRAND RAPIDS PAPER BOX CO.**

PHONE 850. 81, 83 AND 85 CAMPAU ST., GRAND RAPIDS, MICH.

# WE MOP THE WORLD



We are manufacturing an article that will suggest itself to you as most desirable for its salable quality. It is the Fuller Patented Eccentric Spring Lever Mop Stick

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

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

J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel

# The Michigan Mercantile Agency

Special Reports.

Law and Collections.

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

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

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

Electric Light Plants

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# Grand Rapids Electric Co.

9 SOUTH DIVISION STREET.

GRAND RAPIDS, MICH.

PURITY AND STRENGTH!

# FLEISCHMANN & CO.'S COMPRESSED YEAST



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

**ABSOLUTELY PURE**

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

**FLEISCHMANN & CO.**

Detroit Agency, 118 Bates St.

Grand Rapids Agency, 26 Fountain St.

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.

# Holiday Goods

afford BIG PROFITS if you buy from us.

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

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



Valuable Discovery!

Of Inestimable Value to Farmers and Others Manufacturing or Handling Cider, Canned Fruits and Vegetables. If you wish to keep them sweet and pure, use Cider Saver & Fruit Preserver.

# To Suit Your Taste

Stop fermentation in cider at just the stage where it

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

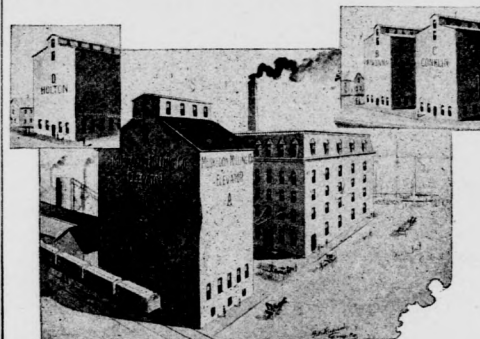
**J. L. CONGDON & CO., Pentwater, Mich.**

# Four Kinds of Coupon Books

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

**TRADESMAN COMPANY, Grand Rapids**

# MUSKEGON MILLING CO., MUSKEGON, MICH.



Manufacturers of

**FLOUR, FEED AND MILL STUFFS**

Receivers and Shippers of

**GRAIN**

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

Mills and Office: Water Street, Foot of Pine.

**MIXED CARLOADS A SPECIALTY.**

# BOUR'S COFFEES MAKE BUSINESS

# We Realize

That in competition more or less strong

# Our Coffees and Teas

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

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

# MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 14, 1898.

Number 782

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

Commenced Business September 1, 1893.

Insurance in force.....	\$2,746,000.00
Net Increase during 1897.....	104,000.00
Net Assets.....	32,738.49
Losses Adjusted and Unpaid.....	None
Other Liabilities.....	None
Total Death Losses Paid to Date.....	40,061.00
Total Guarantee Deposits Paid to Beneficiaries.....	\$12.00
Death Losses Paid During 1897.....	17,000.00
Death Rate for 1897.....	6.31
Cost per 1,000 at age 30 during 1897.....	8.25

FRANK E. ROBSON, PRES.  
TRUMAN B. GOODSPEED, Sec'y.

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

If you wish to look over my line, write me, Box 346, Marshall, Mich., or meet me at Sweet's Hotel, Grand Rapids, Mich., on 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.

## THE MERCANTILE AGENCY

Established 1841.

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

Widdcomb 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.  
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 be comes familiar with our coupon system. The past to such is always a "nightmare." The present is an era of pleasure and profit.

**TRADESMAN COMPANY,**  
GRAND RAPIDS.

### CREDIT TO CASH.

#### How the Change Was Successfully Accomplished.

We could not have taken a more inopportune time to change the basis of our business. The panic of 1893 came on only a few months after the change, and all the banks in our county closed with the exception of one. We were the only exclusive cash house in the entire county, and naturally had a great deal to overcome. After we had decided to change our methods of trade it was a hard matter to decide upon the lines to follow. We finally adopted a plan, which is largely our own invention, although similar to others I have heard of, and I can say that we have made a success of it from the beginning. About thirty days before the change was to take place I got out a circular letter, in my own handwriting, to all of our customers and acquaintances, stating that their indebtedness to us was so much, and that on the first day of February their account with us was closed, never to be opened again, also giving the several reasons why such action would be better for both parties concerned. It created a great deal of comment, but we gave the trade to understand that we intended to stick by our colors and that all would be treated in the same way. There is one thing I believe so many stumble upon, and that is that there are a few people the merchant can not refuse, but if he trusts a few items to one and to another it leads on, and in time that man is back in the same old rut from which he started. When I came across a man who was unreasonable I took him in hand and convinced him every time that we were working on the right lines. I would convince him that no merchant could sell as cheap in doing business on a credit basis as on a cash basis; that when doing a credit business there were some accounts lost, and with the best of management it could not be otherwise; that it was impossible for us to have two prices; that we had to make a certain profit anyway, and in conducting the business on cash lines all of these unnecessary losses would be obviated. If the man to whom I was presenting this argument was in good circumstances I could, in a few words, convince him that his credit was of no use to him; that he did not need to go and make his purchases of a store where he, without doubt, had to pay more for his goods because the merchant had to protect himself in some way against losses from bad accounts. I would not stop at any halfway point and say to him: "Well, come in some-time again and we will talk this matter over again," and I did not let him go until I knew that he was fully convinced that the cash plan was the better. Our trade dropped off some at first, but at present we are enjoying a better trade than ever before. On the first day of the change we had placed on the columns in the store large signs, "All goods must be paid for before leaving the store." Also at the entrance we had placed a life-size figure of a man, holding in his hand a large placard, "Our

Terms Are Cash." We stuck to that motto and to that in a great degree I attribute our success. We make it our aim to sell good goods at the right prices, to have just what we advertise and to sell same as advertised. Every clerk tells exactly the truth in regard to the goods. We allow no misrepresentation to be made on anything sold over the counter. We never allow a customer to become dissatisfied, and are on the lookout for all of the little things that might cause the loss of a customer, so as to get the grievance righted as soon as possible.  
**JOHN GAMMILL.**

#### Death of A. Sulter—Bad News for the Creditors.

Cleveland, Ohio, Sept. 12—The assignee of the late A. Sulter was in Philadelphia last week and closed out all of the butter belonging to the estate, consisting of 5,000 tubs of fancy creamery and 600 tubs of dairy, at about 18c. It is generally considered that he made a good sale and it looks now as though the Sulter crowd, had they been honest, would have made quite a little money. The assignee states that he does not think that the assets will enable him to pay over 15 cents on the dollar—certainly not over 20 per cent.

The elder Sulter, who has been in ill health for several months, died Sept. 6. What effect the death will have on the future of the newly-organized American Butter Co. is problematical. Some incline to the opinion that the sons have had hardly experience enough to make the business a success, while others appear to believe that the death of the elder Sulter removes a stumbling block in the pathway of success, inasmuch as the young men will abandon the price-cutting methods which proved so disastrous to the creditors—in the case of their father. The career of the new corporation from now on will be watched with much interest by those in the trade.

#### Hides, Pelts, Tallow and Wool.

Hides show a decline on light stock. Tanners refuse to pay prices asked, as leather does not respond sufficiently to afford them a margin. Harness hides remain firm, while packers are sold up on sole leather hides. The country collection is small and runs to light hides. Calf skins are scarce and are held firmly at a slight advance.

Pelts are lower, as pullers realize that they can not get a new dollar for their old one.

Tallow is nominal in price, with prime in fair demand and no advance in price.

Wool remains slow and sluggish, with few purchasers in the market; in fact, they are conspicuous by their absence and have no wants. Prices do not change. Wools are not lower, if they are not marketed. Sales are nine-tenths less than at the same time last year. All hands are waiting.  
**WM. T. HESS.**

Russell Sage, the New York millionaire, is connected with twenty-seven corporations, in which there are forty-three railroads. He is the only living original director of the New York Central Railroad, and the only living founder of the Fifth Avenue Bank. He has stood a cash run on himself in hard times of \$9,000,000 in one day.

#### The Morning Market.

It is the unexpected which happens in market matters, as in many other things. A few days ago predictions were freely offered that there must come a serious break in prices, especially in the case of peaches. This prediction was based on the abundance of the various fruits in the tributary region, but in the prediction the conditions of demand and distribution were not sufficiently considered. With the increased recognition on the part of the transportation companies of the need for the quickest possible through service in fruit distribution comes a practically unlimited demand for all the fruit which can be expected. Thus, buyers base their operations on what can be obtained. On this account, the checking of offerings by the colder weather of the past few days interferes with their engagements and prices are stimulated accordingly. While little importance seems to be attached to the radical changes made in expediting shipments, nothing has occurred in the history of Michigan fruit which promises greater results in securing an assured market at good prices, and the benefits can not fail to be manifest in all branches of local trade.

A noticeable feature in the fruit market is the number of buyers from outside cities, mostly looking for apples. Their visits and the pressure of demand on the local commission men are creating an enquiry which promises the disposal of all good grades of this fruit at prices profitable for both shipper and grower. Thus, everything in the fruit line in which Western Michigan has especial prestige seems assured of profitable disposal.

The only fruit offered in large quantities in which general competition is a serious problem is grapes. The area of successful grape production is so great and it is so easy to produce unlimited quantities that large returns can scarcely be hoped for. Yet some of our most successful fruit growers are making a specialty of the grape and are evidently getting abundant returns. This is owing to a systematic study of all the available markets and to the element of "hustle" in these enterprises. One of the most potent secrets of success lies in thoroughness in production, in the extra care in the selection of varieties and in cultivation and preparation for market.

The cool weather of the past few days has moderated the business in fruits and many vegetables, so that there has not been so large an attendance, thus making the week of the last of August and the first of September the banner week both for the season and the history of the market business of the city. While a return of warmer weather will bring increased fruit business, it is scarcely probable that there will be so large an attendance again this season as that of August 29.

Cuba, too, has distinguished citizens who say the world owes them a living, and they believe the United States will bring it to them.

## Dry Goods

### The Dry Goods Market.

**Staple Cottons**--The continued strength of the print cloth market is not only causing buyers to give increased attention to lightweight brown cottons and low grade bleached goods, but has already been productive of increased strength in the prices of many lines of these goods. Few actual advances have been made, but several mills have given notice of proposed advances and the whole market is fast assuming a degree of firmness that has been absent in these goods for a long period. So much business has already been done that an advance in print cloths to 2½¢ will be quickly followed by an advance of ½¢ in some lines of brown and bleached sheetings and shirtings. Heavy brown sheetings and drills are moving a little more freely, in response to an increased home as well as export demand.

**Prints and Gingham**s--Staple calicoes have proved good sellers and prices are well maintained. Stocks of staple goods are being steadily cut into and it is not improbable that better prices may be obtained by and by. All grades of fancies have done quite well during the past week. Staple and dress gingham have done quite well during the week, and orders for fine dress gingham for spring wear have been encouraging, and it is believed that prospects are good for an advance thereon as compared with last season.

**Underwear**--The situation as regards fall lines of underwear has undergone no change. Duplicate orders have come in well during the week, but a number of makers of standard lines have found their capacity taxed to the utmost on orders already booked, and have therefore been obliged to refuse business. While of course they do not like to do this, the apparent impossibility of making deliveries makes their course imperative. In some quarters not a little difficulty is experienced in keeping pace with deliveries on current contracts.

**Hosiery**--The improvement in the hosiery department can not be said to be in keeping with that of the underwear market. Nevertheless, some very fair orders have been booked for spring goods. There has been some demand for the finer grades of hose and half hose in fast blacks at from \$1 to \$1.75. American mills making full-fashioned hosiery are well engaged, and business therein is generally satisfactory.

**Carpets**--The carpet trade in general continues quiet, and this condition has been due primarily to the average retailers holding off from placing orders. The extremely warm weather and the intervention of the holiday have intensified this dull condition. Some few representatives of large jobbers report a fair business done in tapestries, at low prices. The most of the orders recently placed have been at unnatural prices. Some few of the large mills who advanced prices during August claim that they are taking some orders at the advance. It is quite generally admitted that the remainder of this season will be a trying one. Most of the ingrain looms which have been running have made the goods to fit the price, and it will be a difficult matter for the remainder of this season for the average manufacturer to make goods at any profit. What next season will bring is to-day a very perplexing question to the carpet manufacturers. They are hope-

ful of better business, with some improvement in prices. Thus far the manufacturer has been fighting on quality and price, and the spinners who have tried to follow have found business very unsatisfactory.

### The Profits of Cash Discounts.

In almost every line of trade a discount is allowed for prompt cash, for cash in ten days, and for cash in thirty days. The discount for cash ranges from the minimum of a quarter of 1 per cent. up to 10 per cent., and even to 15 per cent. in some cases. The discount for cash is a very important factor in business dealings, and yet strange to say, it is recognized, apparently by very few retailers.

The shrewd, alert retailer, perceiving the advantages of cash discounts, will make it the earnest purpose of his business career to reach the point where he can discount all his purchases. It is not possible for all retailers to pay cash for all their purchases at all times, but in his own interest it is the duty of every retailer to take the advantage that the terms of sale offer, up to the limit of his ability.

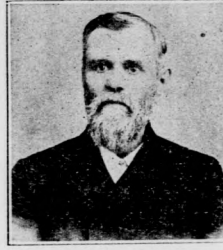
Let us examine into these advantages. If the face value of a bill matures at ninety days and the time of sale is subject to a discount of 1 per cent. per month, then 3 per cent. on the amount will be saved by cash payment. The ambition of the retailer should be to make this entire amount, but failing to accomplish that he should save as much of it as possible, say at least 1 per cent.

To arrange one's financial system so that he may acquire the habit of discounting bills should be the aim of every enterprising merchant. It will be a surprise to those merchants who at present feel that they are selling at sufficient profit to be able to disregard a small matter like 1 per cent. a month, to see how fixed the discounting habit will become if it is only indulged in. It is a most admirable habit, because it is a profitable habit.

Anticipating payments by the retailer may be likened to the morning opening of his business place. If he opens fifteen minutes earlier than usual, the fifteen minutes thus gained will appear to be the longest fifteen minutes of the whole day. So it is with a dollar saved by discounting. While it is only a dollar, yet it seems larger than an ordinary dollar, because it comes as a special reward for the capable administration of the finance of the business.

The time-honored terms of the dry goods trade, for example--6 per cent. ten days, or 5 per cent. thirty days, with datings--were undoubtedly devised to induce retailers to anticipate their payments. Large profits follow from the acceptance of these terms. For example, a bill sold subject to 6 per cent. in ten days, or 5 per cent. in thirty days, with thirty days dating, practically gives the retailer 6 per cent. off in forty days, or 5 per cent. off in sixty days. Note that for the twenty days the buyer loses 1 per cent., or in other words, that by neglecting the discount he pays interest at the rate of 18 per cent. per annum for that interval. On terms of thirty days net, or 1 per cent. for cash in ten days, the same loss of discount occurs if the bill is permitted to reach maturity. Successful merchants improve these opportunities to make money; hence the advantage of cultivating the discounting habit.

JOHN R. DEZELLER.



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.

## 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.

## 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.

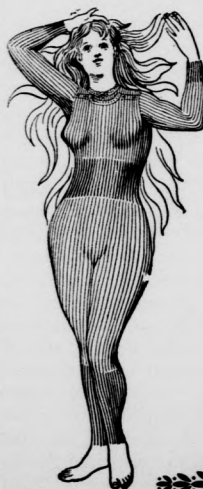
## A Line of Fleece- Backed Flannels

Twilled and Pique effects.

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

### P. STEKETEE & SONS, Jobbers

GRAND RAPIDS, MICH.



## 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.

**FALSE TO THE LAST.**

**An Explanation Which Does Not Explain.**

Chicago, Sept. 7.—In your journal of Aug. 31, we find an article that reflects upon our company and, as it is misleading and unjust, we will ask you to publish this explanation:

You charge us with misrepresenting our goods by quoting an article of cream of tartar as pure that the State Chemist asserts is not pure, and then say, "Is it any wonder that Hoyt can quote what purports to be cream of tartar at 14 cents, while the Tradesman quotes the genuine article at 30 to 35 cents?" We do not quote the brand in question as pure goods and our name does not appear on the label, but we do quote it as our second grade and our customers fully understand this. Our brand of "True" spices is pure and quoted as such, and every can bears our company's name, and the cream of tartar under this brand is quoted at 30 cents. We believe in pure spices and always recommend them in preference to low grades.

Our business, extending over a period of forty years, has not been built up on misrepresentation, and it is only when we are misrepresented we have to defend the quality of goods we manufacture and offer for sale.

**W. M. HOYT COMPANY.**

There are explanations which do not explain and excuses which do not excuse. Judging by the above communication, the W. M. Hoyt Company has in its employ a man who is an adept at the framing of such excuses and embodying them in letters which appear to say much but mean little.

"We do not quote the brand in question as pure goods."

Against this statement the Tradesman submits the guarantee of the W. M. Hoyt Company, published under its quotation of "Our Pure Brand" spices on page 35 of Hoyt's Criterion:

"Our 'Pure' brand of Spices, while not the best, are good, honest goods and will compare favorably with most goods sold for the VERY BEST. We warrant them to give entire satisfaction."

In the explanation the statement is made that the goods are not quoted as pure. In the certificate accompanying the quotation these brands are guaranteed to be "good, honest goods" and warranted to give entire satisfaction. In one case or the other there lurks a lie which even so skillful a prevaricator as the correspondence clerk of the W. M. Hoyt Company can not conceal. The Tradesman maintains that the admission that "Our Pure Brand" of spices is not quoted as pure, and yet representing them as such, convicts the W. M. Hoyt Company of knowingly advertising a falsehood; in other words, it is a voluntary admission on the part of the W. M. Hoyt Company that it has done business for years on the basis of false pretenses and irregular methods; that it has sold goods as pure which were not only impure, but which were known to be impure by the house selling them. Parenthetically, the statement in the guarantee that these goods "will compare favorably with most goods sold for the VERY BEST" is a vile slander on the pure goods trade of the country. The proportion of those who put out such vile compounds as are sold for "pure" goods by the Hoyt Company is too small to afford a basis for such an assertion.

The reference to the other brand of spices sold by the W. M. Hoyt Company is superfluous, inasmuch as this brand has not yet been pronounced adulterated by the Food Commissioner. If,

perchance, the Hoyt Company does sell some goods that are pure, the Tradesman has no quarrel with it on that score. Its strictures are for such goods as are sold under false guarantees and assumptions of purity.

The statement in regard to defending "the quality of the goods we manufacture and offer for sale" is ingenious, inasmuch as no attempt is made to defend them. The situation is all the more amusing in view of the fact that it is obvious that no defense is possible. The State Chemist asserts that the W. M. Hoyt Company's "Pure" cream of tartar contains no cream of tartar at all, being a vile compound of acids and gypsum, costing less than 2 cents a pound to manufacture, although sold at 14 cents a pound. If this method of doing business is susceptible of explanation, the Tradesman will cheerfully accord the W. M. Hoyt Company all the space it cares to occupy in explaining why its "Pure" cream of tartar contains no cream of tartar and why it charges its customers 14 cents a pound for a mixture which actually costs less than 2 cents to manufacture.

As already stated, no explanation is possible and no plausible excuse can be set up as a reason for such a course. Two factors permit such a policy to thrive—the avarice of the jobber and the ignorance of the retailer who permits himself to be duped by such methods. Both are reprehensible, but neither suffers in purse and health to the extent of the consumer who is so unfortunate as to purchase and use any of the W. M. Hoyt Company's so-called "Pure" goods.

**Benzine Varnish and Polish.**

Various kinds of resin are carefully melted, according to the variety of the varnish or polish to be produced, in hermetically closed kettles under addition of boracic acid and, after cooling, moistened with methylic alcohol. The liquid gums thus treated, says the Chemiker Zeitung, are completely soluble in benzine. The following gums enter into use: White or yellow shellac, sandarac, mastic, Manila gum lac, stick lac, etc., either alone or mixed together, according to whether the polish and varnish is to be light colored, yellow, or red, dull, or transparent. The percentage of boracic acid, gum, and methylic alcohol varies according to the quality of the resins employed and the destination of the varnish and polish, but in no case must the quantity of boracic acid exceed 5 per cent. of the resin quantity employed, and the proportion of methylic alcohol should not, even in case the hardest and most scarcely fusible gums are employed, make up more than the weight of the resin amounts to. The contents of solid substances in the varnishes should not be less than 15 per cent. and not less than 8 per cent. in the polishes. According to the inventor, the benzine varnishes can not only entirely take the place of the spirit lacquers and polishes, but even afford the advantage of facilitating and accelerating the work, on account of the quicker evaporation of the benzine.

**Nineteen Dollars to Boston and Return.**

On account of the Sovereign Grand Lodge, I. O. O. F., the Grand Trunk Railway System will sell tickets to Boston and return at the rate of \$19. Tickets via Montreal will be honored via Niagara Falls without extra charge. Passengers have choice of routes to Boston, either via Niagara Falls, West Shore and Fitchburg Railway, or via Montreal. Tickets on sale Sept. 15 to 18, good to return up to and including Sept. 30. For particulars call at Grand Trunk City Ticket office, Morton House, or at depot. C. A. JUSTIN, C. P. A.

The powder-puff removes more tear stains from the average woman's face than sympathy ever could.

**Association Matters**

**Michigan Retail Grocers' Association**

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

**Michigan Hardware Association**

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

**Detroit Retail Grocers' Association**

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

**Grand Rapids Retail Grocers' Association**

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

**Saginaw Mercantile Association**

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

**Jackson Retail Grocers' Association**

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

**Lansing Retail Grocers' Association**

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

**Adrian Retail Grocers' Association**

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

**Traverse City Business Men's Association**

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

**Owosso Business Men's Association**

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

**Alpena Business Men's Association**

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

**Grand Rapids Retail Meat Dealers' Association**

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

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

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

**Perry Business Men's Association**

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

**Grand Haven Retail Merchants' Association**

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

**STEPHEN T. BOWEN**

REPRESENTING

**JOHN G. MILLER & CO.**

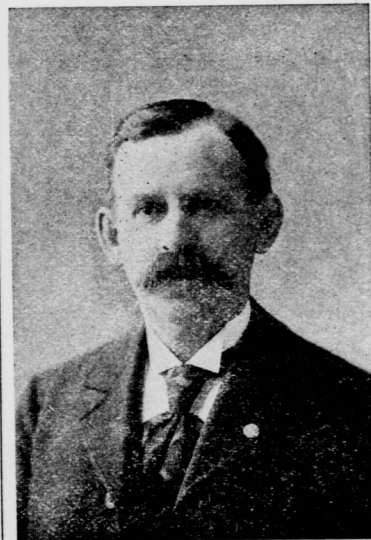
MANUFACTURERS OF

**ALL-WOOL CLOTHING**

FOR MEN AND BOYS.

276 and 278 Franklin St.,

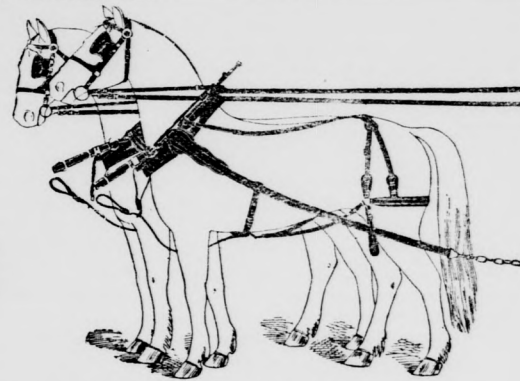
Chicago, Ill.



I will be at Sweet's Hotel the week of the Fair, Sept. 26 to 30, with a full line of Miller's All-Wool Fine Clothing, Suits and Overcoats. Expenses allowed all customers.

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.



This Showcase only \$4 00 per foot.

With Beveled Edge Plate Glass top \$5.00 per foot.

## Around the State

### Movements of Merchants.

Bancroft—Garnett & Wixom succeed the Bancroft Cigar Co.

Davison—Edmond C. Haynes has sold his drug stock to J. F. Smith.

Burlington—Gay & Benson continue the grocery business of A. W. Gay.

Ludington—Geo. Mussler has opened a meat market on Ludington avenue.

Constantine—C. T. Gustin succeeds Gustin & Travis in the drug business.

Caledonia—Lester & Close, of Grand Rapids, have opened a clothing store here.

Clio—E. A. Woolfitt & Son succeed Eber A. Woolfitt in the produce business.

Jackson—Coon & Arnold succeed Tompkins & Coon in the grocery business.

Mayville—Belles & Nicholl have sold their millinery stock to Mrs. Geo. F. Shaw.

Casco—Herman Prange & Co., general dealers, will discontinue business Nov. 1.

Bronson—Nichols & Reynolds succeed Nichols & Boughton in the lumber business.

Kimball—Edward Laturno & Co. succeed Edward Laturno in the windmill business.

Stockbridge—Brooks & Milner succeed Chas. Brooks in the undertaking business.

Battle Creek—Chas. W. Smith has purchased the grocery stock of Willard C. Phelps.

Marshall—Mrs. Salmon McNames continues the grocery business of Salmon McNames.

Flint—Crawford & Bieck succeed Chas. Crawford in the merchant tailoring business.

Mason—H. H. Bradley & Co. have purchased the drug stock of O. W. Halstead & Son.

Leslie—Annis & Sayers have purchased the agricultural implement stock of E. E. Rogers.

Flushing—Perry Bros. have purchased the general stock of Phoebe A. (Mrs. John B.) Passmore.

Northville—Sands & Porter Bros. succeed Sands & Porter in the furniture and undertaking business.

St. Louis—N. White & Son have purchased the grocery and crockery stock of the estate of the late Jos. W. Kemp.

Metamora—C. S. Nicholas & Co., grocers and meat dealers, have closed out their stock and retired from trade.

Amasa—W. H. P. Christenson & Co. succeed W. J. Horder and J. H. Jobe & Co. in the general merchandise business.

Laurium—H. Frink & Co. have opened a furniture and ladies' and men's furnishing goods store at this place.

Leonidas—C. C. Edwards has purchased the interest of his partner in the general merchandise firm of Edwards & Fuller.

Springport—Georgiana S. (Mrs. W. E.) Oyer is succeeded by Arthur C. Haite in the furniture and undertaking business.

Jamestown—Henry Meijering has sold his general stock to H. K. Lanning, who will continue the business at the same location.

Forest Grove—Henry Van De Bunte has sold his interest in the general merchandise firm of Yntema & Van De Bunte to his partner, Gerrit Yntema, who will continue the business alone.

Jackson—The Jackson Grocery Co. has purchased a lot in the rear of the White block and will erect a four-story building thereon.

Lakeview—Eli Lyons has purchased the E. C. Saxton & Co. stock of groceries and crockery, to which he will add a line of dry goods.

Allegan—E. T. Van Ostrand has leased a store in the Park block at Dowagiac and will remove his stock to that place about Oct. 1.

Big Rapids—A. V. Young has purchased the Van Loo block and, after extensively improving same, will occupy it with his boot and shoe stock.

St. Louis—George White has purchased the grocery stock of George Wilson. He will also do a general produce business and buy wheat, oats and wool.

Springport—Geo. M. Heath, pharmacist for Doak & Orrison, has resigned his position and will return to Ann Arbor and take a physician's course in the college.

Detroit—John Fairhead, general dealer in Huron township, has assigned to John W. Porter, who states that the assets are \$800 and that the liabilities are \$1,240.60.

Lansing—W. C. Wright and M. A. Peters have formed a copartnership under the style of Wright & Peters and purchased the stock and business of the Sedina Tailoring Co.

St. Johns—Thos. Bromley, Jr., has sold his interest in the clothing and furniture business of Steel, Bromley & Field to Geo. H. Steel. The firm name is now Steel, Field & Steel.

Ludington—Dr. Wm. G. Loppentien has purchased the interest of H. C. Hansen in the dry goods firm of Hansen, Rath & Cartier. The firm will hereafter be known as Loppentien, Rath & Cartier.

Jackson—D. J. Whitmore, formerly a grocer at Keene, Ohio, has purchased the grocery stock of Parmenter & Webster, 525 and 527 East Main street, and will continue the business at the same location.

Burlington—Peters Bros. have dissolved by the retirement of Albert Peters, who will engage in business elsewhere. Daniel Peters will continue the grocery and meat business at the old stand.

Greenville—John H. Avery & Son and J. H. Passage will consolidate their drug stocks and continue business under the style of Passage & Avery, J. H. Passage assuming the management of the business.

Edmore—The copartnership existing between H. A. Maley and Jacob F. Snyder, under the style of H. A. Maley & Co., has been dissolved, H. A. Maley continuing the hardware and implement business in his own name.

Flint—Frank B. Moore, for many years head salesman in the dry goods house of F. L. Burdick & Co., of Sturgis, and E. Trump have formed a copartnership and will embark in the dry goods business at this place.

Kalamazoo—Guy McDonald, formerly with N. B. Holden, the Chicago shoe dealer, has formed a copartnership with J. F. Muffley, who is engaged in the shoe business on South Burdick street. The style of the firm is Muffley & McDonald.

Marcellus—Clyde Goodrich, who was the senior partner of the drug firm of Goodrich & Nash for fourteen years prior to July 1, has purchased a store building and will engage in the drug, stationery and notion business on his own account in about a month.

Sparta—S. H. Ballard & Sons have sold their stock of general merchandise to J. O. Shepard, of Flint, and D. Gibson, of Britton.

Ovid—Hazle & Clark have sold their boot and shoe stock to Winslow M. Lamb, of New Haven, Conn. N. J. Clark will take charge of the stock. Frank B. Clark (Hazle & Clark) has purchased a brick store building and engaged in the clothing business.

Mt. Pleasant—The firm of F. A. Schmidt & Co., merchant tailors, composed of F. A. Schmidt and J. E. Zank, has been dissolved, Mr. Zank succeeding. Mr. Schmidt has purchased an interest in the Three Tailors Co., which will be continued under the same style.

Three Oaks—Shafer & Co. have sold their shoe stock to C. G. Messenger, of Hart, and Fred A. Place. The business will be continued under the style of Fred A. Place & Co. and be under the management of Mr. Place, Mr. Messenger devoting most of his attention to his drug business at Hart.

### Manufacturing Matters.

Silverwood—F. W. Kildau's cheese factory is running to its full capacity.

Bagley—The M. A. Sweig Cedar Co. has been dissolved, M. L. Sweig succeeding.

Fisher—The Northern Supply Co. is succeeded by C. H. Worcester & Co. in the lumber and general merchandise business.

Owosso—Geo. M. Edwards has leased the mill property of W. W. Dennis for a term of years and will conduct a sawmill and manufacture several small wooden articles.

Detroit—The Westphalia Brewing Co. has filed notice in the County Clerk's office that it has disposed of its assets and gone out of business.

Escanaba—The erection of the buildings for the United States Woodenware Co. has been begun. Men to the number of 200 will be employed in the factory.

Saginaw—The sawmill of C. L. Grant & Co., which has been idle all the season, is now running and will cut out about 1,000,000 feet of lumber, which is being sold up to the saw.

Standish—James Norn will put in 5,000,000 to 10,000,000 feet of logs next winter, mostly hemlock. The Michigan Manufacturing & Mercantile Co. will cut a large amount of elm, basswood, pine and other logs.

Traverse City—P. A. Clausen, formerly of the cigar firm of Rybald & Clausen, of Cadillac, has embarked in the cigar manufacturing business at this place. He will employ six men and sell to the wholesale trade only.

Detroit—The W. H. Huss Co., for the manufacture and sale of clothing, has been incorporated. The capital stock is \$7,300, all paid in. The stockholders are: William H. Huss, 350 shares; George Schumaker, 350; George L. Waldbauer, 30 shares.

Cheboygan—The cheese factory which recently started up under the management of H. F. Taylor, of Glenwood, Cass county, has been closed down again and, as soon as the stock on hand is cured and disposed of, Mr. Taylor will return to his former home. It was confidently expected that the business would be a success under his management and it certainly would have been had the farmers, who are mostly interested, given their assistance. Mr. Taylor could not secure sufficient milk and it became necessary to close the factory, after only a four weeks' run.

Farwell—J. L. Littlefield has purchased the Estey tract of hardwood timber three miles northwest of this place. The tract includes several hundred acres, and is the last of any size in this vicinity. The timber will be worked up in Mr. Littlefield's mills at this place.

Bay City—Jonathan Boyce has sold to Guy Moulthrop and the Michigan Pipe Co. a section of pine timber in Roscommon county, estimated to cut over 20,000,000 feet. The consideration has not been stated, but timber of this character has brought \$8 to \$10 stumpage. The timber will be cut this winter by Charles Moore.

Saginaw—C. S. Bliss has purchased the planing mill plant of Briggs & Cooper, and is removing the machinery to a planing mill plant he is building at his sawmill, in order to better take care of his trade. He has had a steady run during the season, and is hardly able to take care of the business now offering.

Detroit—The John S. Spiegel Co., for the manufacture and sale of shirts, shirt waists, etc., has been incorporated. The capital stock is \$15,000, of which \$7,500 has been paid in. Following are the incorporators: John S. Spiegel, Detroit, 1,000 shares; E. S. Spiegel, Detroit, 400; George M. Spiegel, Indianapolis, Ind., 99; John C. Whiteford, Detroit, 1 share.

Detroit—The National Manufacturing Co. has filed articles of incorporation in the County Clerk's office. The business of the company is the manufacture of match safes, match boxes, cigar cutters, etc., and the capital is \$15,000, all paid in. The incorporators are: Robert Law, Jr., 500 shares; J. W. Morrison, 188 shares; John R. Pitts, 406 shares; Frank C. Reaume, 40 shares.

Pierson—Comstock & Jones have completed their two years' cut at this place, having turned out about fifteen million shingles and a million and a half of hardwood lumber. They have purchased a section of hardwood, pine and cedar timber of the Wm. Walter Phelps estate, located on Deer Lake, and will shortly remove their mill to a point on Deer Lake about five miles southwest of Boyne Falls. C. S. Comstock will continue to reside in Grand Rapids and attend to the marketing of the product of the mills, while Mr. Jones will manage the mills and the supply store which will be conducted in connection therewith.

Allegan—W. J. Pollard & Co. have sold their flouring mill and store business to J. E. Young, of Allegan, and Frank E. Stratton, of Hickory Corners, who have already taken possession. They will operate the whole, making certain repairs and improvements to the mill. Mr. Young is no stranger to Allegan people, having been a resident and business man of the town the past ten years or so, originally of the firm of Young & Harvey, who owned and operated the Allegan mill. He is known as a master of the milling business in all its details, and as a man of approved integrity in all respects. Mr. Stratton is a brother-in-law to Mr. Young, who has owned and operated a farm in Hickory Corners, but has had other and considerable business experience.

If a woman only knew her husband as well before marriage as she does afterward she would marry some other fellow.

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

## Grand Rapids Gossip

### The Grocery Market.

**Sugar**—The market continues to strengthen, with every indication of higher prices before a lower level is reached. Mutterings of the coming storm continue to reach the ears of the trade, and those who have kept in touch with the situation insist that the storm will break in all its fury inside of three months, by which time the aggregate daily output of the independent refineries will have reached 18,000 barrels, which is nearly half the consumptive requirement of the country. Those who know Mr. Havemeyer insist that he is not the kind of a man to permit his business to be encroached upon without a desperate struggle and that the impending crisis may well be denominated a "battle of the giants," inasmuch as there will be millions on the other side of the contest as well as the millions at the command of the trust. The sympathy of the trade—wholesale as well as retail—appears to be wholly with the independent refineries, although the wholesale trade is very generally tied up to the trust in such a way that it can not demonstrate its sympathy in a practical way by handling any independent sugar.

**Tea**—The imports of teas to this country are very light and dealers in this country are not taking much interest in the coming crop until the stocks now in this country shall have been cleaned up. It stands to reason that the stocks in this country before the duty of 10c a pound was placed on teas can be sold at less than can any teas that shall come in subject to this duty. This will cause the cleaning up of all tea stocks in this country before much tea of the new crop shall come in. The leavings of years will be placed on the market and are now being sold out at prices lower than anything can be had for that shall come this year.

**Coffee**—There are no very excessive stocks in any hands except that the total supply of coffees is larger than could be desired by those who would wish a higher market. No war is on, although it is not believed that it will be a long time coming. The visible supply of coffee in the world's markets increased during the month of August 725,000 bags, which is more than was generally expected. During the corresponding month of last year the increase was 922,272 bags and for the corresponding month of 1896 was 399,032 bags.

**Canned Goods**—By reason of the unfavorable weather conditions East the canned-tomato market has ruled a little stiffer during the past week, although there has been no actual advance. Corn is very dull and the packing season is well on. New corn will probably be offered within the next few days. Prices are unchanged. Peas are very dull at unchanged prices. Peaches are very high and only a few are offered. The demand is small. Eastern packers made prices on the new pack last week and they are from 25@30c per dozen higher than last year.

**Dried Fruits**—The markets are firm in everything except raisins and although there is prospect of a combination in raisin growers yet it is hardly to be expected that they will be able this season to do more than hold the market steady at a very low figure.

**Nuts**—Reports from California state that the walnut crop this season will be the largest ever produced. The walnut business is one of the infant industries

of California, but for the last six years has increased rapidly. Last year the output amounted to 3,700 tons. This year it is estimated at 5,000 tons, which will bring the growers more than \$500,000. Owing to the light rainfalls last winter, the scarcity of irrigating water and the hot weather, about one-fifth of the output will be seconds. A combination of walnut growers' associations has already named prices, although the product will not be ready for shipment for about a month. The prices are as follows: Soft shells, standards, 7c; seconds, 5c; hard shells, standards, 6c; seconds, 4c; f. o. b., at points of shipment, in carlots. Although the association claims to control 80 per cent. of the total output, local dealers offer walnuts at  $\frac{1}{2}$ @ $\frac{3}{4}$ c below the combination price. This is because of the importation of walnuts from France and Italy.

**Pickles**—Manufacturers insist that prices this fall must rule considerably higher than they have for several years, basing their prediction on the higher price of vinegar, and the shortness of the cucumber crop as the result of the drought and early frosts in some localities.

**Baskets**—The so-called famine has ended, dealers being able to furnish supplies as needed and the price of bushels having receded to 90c@\$1 per doz.

**Kalamazoo**—Articles of association of the Star Brass Works have been filed with the Secretary of State, and at the first annual meeting of the stockholders the following directors were elected: G. M. Buck, Dr. Van Zwaluwenburg, H. P. Shutt, Alfred Hicks, S. N. Barker, F. P. Crockett, O. P. Johnson. Officers chosen were: President, Dr. Van Zwaluwenburg; Vice-President, G. M. Buck; Secretary, O. P. Johnson; Treasurer, H. P. Shutt; Manager, F. P. Crockett. The company will manufacture trolley wheels, electrical equipments, brass and aluminum castings, hardware and light iron specialties and do pattern and model work.

**Jackson**—The old foundry known as the Vandercook property is being overhauled for the occupation of the Jackson Flour Mill Machinery Manufacturing Co. The promoters of the new concern are H. P. Crockett, a milling engineer, who has several patents, and F. R. Parmelee, a miller of long experience, having conducted a mill at Albion for many years. They will manufacture purifiers and reels at first, and expect to work into the business of construction, remodeling mills to the Crockett system and rebuilding those damaged by fire.

**C. W. Armstrong**, whose general stock and store building at Bowen's Mills were recently destroyed by fire, has formed a copartnership with his son, under the style of C. W. Armstrong & Son and re-engaged in general trade at that place. The grocery stock was furnished by the Ball-Barnhart-Putman Co.

There is a great demand in Santiago for fractional silver coin of American mintage. If the Government were to coin a lot of the bullion now lying in the Treasury vaults and send a few carloads of dimes, quarters and halves down there it would undoubtedly realize a handsome profit on the deal.

The Commercial Credit Co. has removed from 411, 412 and 413 Widdicombe building to 419, 420, 421, 422, 423 and 424 on the same floor.

### Commendation of the Anniversary Issue.

The reception accorded the anniversary edition of the Tradesman last week was cordial beyond expectation. Requisitions for extra copies came in from all parts of the State and the warm commendations which were received from every section and from all classes of business men were exceedingly gratifying. Especially gratifying were the favorable comments of the press, among which the Tradesman takes pleasure in reproducing the following:

**Grand Rapids Herald**: The Michigan Tradesman with the current issue completed its fifteenth year of publication and celebrated the event with a special edition of 64 pages. E. A. Stowe served a long apprenticeship as a reporter and news editor on the city papers and then sought for and found a field for himself. He canvassed the wholesale and jobbing trade and after several efforts secured sufficient encouragement to begin the publication of a paper to be devoted to trade interests. The first issue was a modest affair, with the publication office located in a small room on the top floor of the Eagle building on Lyon street. Mr. Stowe put into his enterprise all the ambition, talent and hard work that he was capable of, and so successful has been in his undertaking that the Tradesman is now one of the best trade paper properties in the country, and the single room, top floor office has developed into one of the largest printing plants in Western Michigan. Mr. Stowe has won success and won it by working for it. The anniversary edition is a handsome affair, with many special contributions upon different branches of trade and manufacturing interests, showing the progress that has been made in the several departments since the Tradesman first appeared fifteen years ago.

**Sparta Sentinel**: The Michigan Tradesman is fifteen years old this week and celebrates the occasion with an extra fine edition, in which are write-ups of the various industries of Grand Rapids. It also contains as fine a lot of advertisements as any one would like to see. Success to the Tradesman.

**Lansing Republican**: The Michigan Tradesman celebrated its fifteenth year this week by a special illustrated edition of 64 pages. From a humble beginning, Editor E. A. Stowe who started in as a reporter and news editor in Grand Rapids, has achieved the full measure of success, and the Tradesman plant, located in elegant quarters in the Blodgett building, is a model institution. The Tradesman covers a special field in the State, and does it ably and well. Long may it prosper!

**Saginaw Storekeeper**: Editor Stowe, of the Michigan Tradesman, celebrated his fifteenth year in trade journalism this week by issuing a splendid 64 page number that is altogether a credit to the management of the paper and to the liberality and enterprise of Michigan jobbers and manufacturers.

**Detroit Trade**: The Michigan Tradesman, E. A. Stowe's enterprising and successful trade paper, has just completed its fifteenth year of publication and is out with a handsome 64 page anniversary number, full of interesting reading and live advertisements. The Tradesman is in many respects one of the most successful and creditable trade papers published, and Trade joins with the fraternity everywhere in wishing Brother Stowe many happy returns of the day. As a thoroughly reputable journal of its class, the Tradesman has no peers. May it always be the same!

### The Produce Market.

**Apples**—If there ever was a time when "apples are apples," as the expression goes, it is now. The State is full of apple buyers, Porter Bros. (Chicago) alone having something like twenty-five men in the various parts of the State. The demand is urgent from the South, Southwest, West and Northwest, Minneapolis particularly being anxious to secure shipments of Michigan fruit. Lo-

cal shippers are supplying their customers on the basis of \$1.75 per bbl., although they are freely offered \$2 for full carload shipments by St. Louis buyers. The competition is so strong that it is almost impossible to secure carlot shipments.

**Beets**—25c per bu.  
**Butter**—The market is strong and the demand active on the basis of 17c for fancy creamery and 10c for separator creamery.

**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,  $1\frac{1}{2}$ c per bunch.  
**Cocoanuts**—4@5c.

**Corn**—Green, 10c per doz. ears.  
**Crab Apples**—50@60c per bu. for Siberian.

**Cranberries**—Jerseys have been received in limited supply and are held at \$2.50 per bu. Receipts to date are small in size, but bright in appearance and excellent in quality.

**Cucumbers**—Pickling stock has been practically annihilated in low ground by the recent frosts, which injured and in some cases killed the vines. All offerings on the market are grabbed up quickly on the basis of 25c per 100.

**Egg Plant**—\$1 per doz.  
**Eggs**—Fresh are scarce, readily commanding 12@13c. Dealers pay 10@11c for held stock, which easily fetches 12@12 $\frac{1}{2}$ c after candling.

**Grapes**—Pony (4 lb.) baskets of Delawares command 10c. Eight pound baskets of Wordens, Brightons, Niagaras or Concord command 10@12c. All varieties are in ample supply, the crop being large and the quality excellent.

**Green Peppers**—50@60c per bu.  
**Honey**—Fine new comb commands 12@13c.

**Muskmelons**—50@60c per bu.  
**Onions**—Home grown command 40c per bu. for yellow or red.

**Peaches**—The rush resulting from the early ripening of the fruit by reason of the excessively hot weather is over and prices have walked up wonderfully. Late Crawfords command \$1.50@1.75, Chilis, \$1@1.50, while even culs go at 50@60c. Wheatlands and Albertis command about the same as Crawfords.

**Pears**—Duchess and Keefers have advanced to 75c@\$1.

**Plums**—Lombards, Green Gages, Blue Damsons and German Prunes have advanced to 75c@\$1.

**Pop Corn**—50c per bu.  
**Potatoes**—50c per bu. There is no shipping demand to speak of yet.

**Sweet Potatoes**—Baltimores command \$2.50 per bbl. Jerseys fetch \$3.50@3.75.

**Tomatoes**—Jack Frost has sent the price kiting, receipts since Monday having advanced to 75c per bu., with prospects of still higher prices later on.  
**Watermelons**—8c for home grown.

### Dry Goods, Notions.

Dress Trimmings, Pearl Buttons, Dress Buttons, Combs, Fancy Hair Pins, Linen Collars for Ladies and Gentlemen, Elegant Neckwear, Elastics, Side Elastics, Elastic Arm Bands, Suspenders, Dress Braids, Hosiery for Infants, Children and Ladies, Infants', Children's and Ladies' Wool Mitts, Corsets, Jersey Gloves for Ladies and Gents.

P. STEKETE & SONS,  
Grand Rapids, Mich.

If you only realized fully the value of your show windows you would be continually putting your best efforts into them, putting forward the latest styles of footwear in your stock every week in first-class, attractive style. You would keep them as clean as your wife's parlor, free from dust, flies, and every other suggestion of neglect. It is a conceded fact that the most successful retailer of shoes to-day is the most careful and energetic of men on his window display, and this care and attention are bringing him constantly increased business. His first thought on the new shoe just in is to get it in his show window in a prominent place.

## Woman's World

### The Woman Back of Us.

Naturally enough everybody in these days has a favorite war story—some particular incident that appeals to each, according to the human nature within them, and that stands out clear and distinct from all other events of the campaign. One woman tells me that for her the war simply means the sinking of the Merrimac; another declares that she can think of nothing but the charge of the Rough Riders, while still another, who is nervous and anxious over trifles, says that nothing else seems so remarkable to her as the cool impudence of the American fleet in stopping twenty minutes for breakfast in the midst of the battle of Manila.

As far as I am concerned my war story is about a woman. She is just a plain, everyday working woman, who lives up in Connecticut, and her name is Mrs. Maroney. She has a son, John, whose youthful breast was fired with military ardor, and when the President called for volunteers he was wild to enlist. Mrs. Maroney, who had lived through the civil war and knew something about the hardships, tried to persuade him not to do it, but John was determined, and finally he went, with his mother's blessing. But his company, like many other companies, smelled no powder burned in battle. It went into camp and vainly waited a call to be sent to the front, and instead of shelling the Spanish, John did so much unromantic drilling that the glory of war palled upon him and finally, when it became apparent that he had as much chance to get to the front as he did of becoming commander-in-chief, he quietly sneaked out of camp and left for home, although he had enlisted for two years.

Of course, he thought his mother would be overjoyed to see him, but he didn't know the stuff of which she was made. "What!" she cried, "my son a deserter? Back to camp at once, sir, and make peace with your commanding officer." But John didn't want to go. He had had enough of war, and preferred the comforts of a home to the hardships and hardtack of a camp, and he announced many lessons in patriotism, unselfishness and courage, but I doubt if there has been anything better worth the prayerful attention and imitation of other women than the example of this simple sister, who, when her son had undertaken an obligation, made him fulfill it and held him right square up to doing his duty. It is a form of woman's influence of which we don't hear much, but it is the very best brand in the market, and if we had more Mrs. Maroneys we should have precious little need for that other woman's influence that expects to work by means of tears and tracts and supine pleadings.

We have all known plenty of cases like this, but I recall one in particular. The mother, who belonged to a fine, aristocratic old family, but was poor as the traditional church mouse, had a promising young son, whose fate she was constantly bemoaning. He had to go to work as soon as he graduated at the public school for one thing, and couldn't go to college. He was fortunate enough, however, to obtain a position with a man who stood at the head of his profession, but who had sprung from humble beginnings. One would have thought that any boy could have had no better inspiration than the example of such a man, but the unwise mother was

forever lamenting that Tom had to work at all, and if he did, that he wasn't somewhere else. "To think of my little gentleman having to fetch and carry for a man whose father blacked my father's shoes!" she would wail, and when Tom returned home she received him with the tearful reverence one would pay a martyr.

The truth of the matter is that we women have had the ideal of sympathy held up to us so long that we have gotten as saturated with indiscriminate pity as a wet sponge is with water. We are forever ready to be sorry for everybody who is sorry for themselves, and we forget that sometimes it is better to apply a blister than a poultice. Of course, there are occasions and seasons when there is need for all the pity the tenderest heart can give, but there are other times when sympathy is a crime against the person to whose weakness we cater by indulging it.

Now this view of the subject has little to commend it to most women. It is so much more romantic and poetical to sympathize, and above all it is so much easier to deluge a person with pity than it is to give them what Chimmy Fadden calls "a good, strong brace." Yet, just the difference that lies between the two courses of treatment nine times out of ten, means the gulf between success and failure. Just take the woman—and her name is Mrs. Legion—who begins by pitying her children every time they have to do anything they don't like. "Poor little Johnny has to take the horrid medicine the mean doctor gives him, when he is sick; poor Johnny has to study so hard to learn the lessons the cruel teacher sets him at school; poor John has to work so hard for an unfeeling employer," when he grows up, wails his mother on every occasion, and the dullest person alive can see that the finish of poor John is going to be general good-for-nothingness and eternal whining about hard times and the injustice of fate.

"For goodness' sake," I said at last to her, "don't you see you are ruining the boy? You are enough to take all the stiffening out of a stone statue! Instead of always running down your son's employer to him, why don't you tell him that if he has as much sense and industry and grit as Mr. Blank he may some day be of as much importance in the world?" But she only gave a snuffle of self-pity for herself and her boy, and went on her dreary way, and the last I heard of her son he had given up the place because the work was too hard, and was holding up a gaspost on the street corner for a living.

Just the same thing may be said about a mother's duty to her girls. Many and many a divorce, and the consequent misery and heart burning and unhappiness, could be saved if, when a girl comes running home to her people, saying that her husband has been tyrannical, or that he goes out of evenings and leaves her alone, or that he raises a row over the bad meals, instead of the mother saying, "My poor, persecuted darling angel, come back to your mother," she said, "Well, you just go back home and do your duty. If your husband makes a fuss about the meals, learn to cook; if he goes out of evenings, make home pleasant enough to keep him there. Anyway, you've enlisted in the war and you've got no right to desert. Make the best of things. Nobody finds everything exactly like they want it. Nobody and no condition of life is absolutely perfect. Bear your

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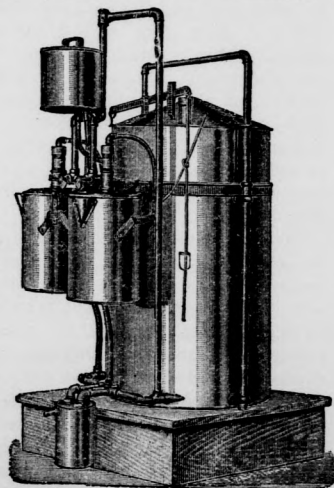
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own burdens without whining over them, and you will find that they grow lighter all the time." All the girls need is a good, strong brace.

In that delightful and American story, Silas Lapham, you remember, when he tells the reporter about how he made his fortune out of the paint mine that he discovered on his farm, he tells about how his wife believed in it and him, and worked and saved and encouraged him in the days when they were just getting a start, and the old millionaire winds up his account by saying, "and I guess it wasn't so much the 40 per cent. of peroxide of iron in the paint that made it go as it was the 40 per cent. of peroxide of iron in my wife." That is the kind of a woman who stands behind the door of many a man's success. It isn't easy to fail, it is almost impossible to give up, when the woman a man loves is standing right behind him, believing in him, backing him up with a courage that never falters and that shames the weakness in him. That kind of woman can turn a craven into a hero and put a backbone into a jelly fish.

Of course, theoretically, we all ought to be strong enough to stand alone, but we are not. There are times when the courage falters and the heart grows faint and we need somebody to hold us up to doing our duty. It is cruel kindness, then, to weaken us with sympathy. We don't need pity. We need a good, strong brace, and the woman who is our truest friend, whether she be wife, mother, sister, or sweetheart, is the one who takes us by the hand and forces us to rally again under the flag we were tempted to desert. And here's three cheers and a tiger for the Mrs. Maroneys of life!

DOROTHY DIX.

**Substitute for Rubber.**

Recent advices state that the price of rubber in some countries, notably Germany, has reached a figure which is higher than any known for years. This rise in price is principally due to the demand for it in bicycle manufacture and electrical appliances. For this reason there is an added interest felt in a substitute for that product called "oxyline." This is obtained by the oxidation of linseed oil with which pounded jute waste or some other fibre has been mixed as an agglutinating substance. Oxyline, which is very low in price, is already made in England and Germany. It is believed that the uses of oxyline will be very numerous. Chief among these, besides electrical applications, may be mentioned its employment for floor coverings in place of linoleum, for door knobs and other purposes where rubber is now used.

**His Dilemma.**

"It's hard to tell just what to do," said the man who was sitting on the back porch in his shirt sleeves.

"Yet one ought to get a start with such brilliant prospects opening up all over the world," remarked the next-door neighbor, who was mending a hole in the fence.

"Yes. But supposing I had gone to the Klondike. I'd be so far away now that I couldn't go and help develop Cuba. And if I go to Cuba I'll miss a chance to go when the next rich territory opens up. There's no use of trying to deny it. This is a hard life."

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The most trying time in a man's life is when he introduces his second wife, 17 years old, to his youngest daughter who is past 20.

**The Lack of Sympathy.**

One night, at a great concert, where the music thrilled and pulsed on the evening air like an angel's voice and seemed to fill all the place with a divine glory, the attention of every one in the vicinity was attracted to a young couple who occupied prominent seats. They were fashionably dressed and belonged to what we call the best society, and the girl was extremely pretty, but it was not her beauty that drew all eyes to her, but the fact that all through the music she kept up an incessant chatter of "I said" and "she said." The young man had a refined face, and by his brief answers one guessed how gladly he would have silenced his companion, if he could.

"Do you suppose he will marry her?" asked a woman curiously, observing the little drama.

"Heaven knows," replied a man disgustedly, "but if I was married to a woman who would talk through this music, I would get a divorce from her."

Somehow the little incident set one thinking that there is no other boon life can offer so precious as sympathy, or any misfortune so deep and bitter as to be linked by indissoluble ties to one who has no understanding of your needs and moods; who never knows when to speak and when to be silent; who has no comprehension of the times when to the uplifted soul a word is a desecration, or of the hours when, worn with the care and fret of life, a complaint or a reproach is like a blow from the hand we trusted.

In olden times the greatest cruelty that ingenuity could devise was to bind a dead body to a living one—the pulsing heart against the lumpish clay, the breathing lips against the icy mouth, the warm hands palm against palm with the pulseless corpse, the seeing eyes gazing in horror into sightless and soulless orbs. We shudder only to recall such agony, yet how often do we see its prototype in life, where two with no thought in common, no comprehension or sympathy of each other's natures, are bound together. Sometimes it is a refined and sensitive woman tied to a brute of a husband, who tramples upon everything that is sacred and holy to her. Sometimes it is a sordid-souled woman, to whom her husband's fine sense of honor is finickiness, his aspirations are dreams, his interests are hobbies. Often this lack of sympathy is between parents and children, and it is the real reason the family bonds are so quickly broken. In spite of all that is said to the contrary, the tie of blood is the weakest tie in the world, and those who have no sympathy in common turn to those with whom they have kinship of mind and heart as inevitably as the needle seeks the pole.

This craving for sympathy, this desire for comprehension, is a universal need of the human heart. The king in his palace without it is as lonely, although surrounded by a sycophantic horde, as the solitary shepherd feeding his flocks on some mountain side miles away from the sound of another voice. We do not always find it, and it is part of the pathos of life that we go our way, searching every face, if perchance we may find in it what we seek. Many of us must be always disappointed in our search, and then we know that, no matter what else fate has given us, if we have missed finding one heart that answered to every need and throb of ours, that understood our unuttered thought, and whose sympathy was a

divination of every passing mood, we have missed the very flower and perfume of life.

**The "Making-Up" Mistake.**

There is an idea that prevails very largely among women that almost any fault may be sufficiently atoned for by an apology. They give way to their feelings and tempers, and are rude and cross, and say bitter and cruel things, and then expect to make it all right by saying they are sorry. It is an ingenious and cheerful theory that practically gives them perfect immunity to do as they please in the present with the comforting security that they may repent and apologize at their leisure.

Of course, when a woman says she is sorry, the excuse is outwardly accepted. Few are so churlish as not to meet the repentant sinner halfway, but one wonders that anyone should be so infatuated as to believe that any "making-up" is whole and complete. Sometimes in a sudden burst of anger we have seen a wife flash out at her husband some bitter taunt about his failures, or perhaps some reference to some shame in his family, and we knew well enough that when her paroxysm of anger had spent itself she would say she was sorry and expect to "make up," as if, in all the length and breadth of human possibilities, such a thing could be! The love and respect that is dealt such a blow may, in a way, survive, but it carries the scar with it to the bitter end of life.

It is the same way with friendship. When the woman we have loved and trusted takes offense at some trivial thing, when she betrays the confidence we have imposed in her, or tells to another what she has learned under our roof, although she repents in tears and sackcloth and ashes, she can never undo what she has done. Of course, we "make up," and are apparently friends again, but in reality we have shut the doors of our heart against her, and she can never more set foot across the sacred threshold.

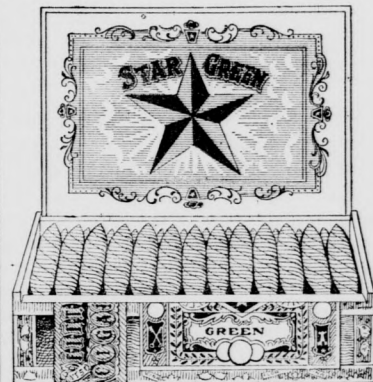
The phrase "forgive and forget" is very often on the lips of careless people. They forget that, while we may forgive, while we may cease to cherish bitterness against the one who has trampled upon our feelings or outraged our confidence, the act of forgetting is beyond our power. Often and often we would gladly blot out the memory of the treachery, the unfaith, the unkindness, that have embittered life for us, but we can not. "Forgive and forget" is something for children alone to say. It is not for the deep wrongs that men and women do, and has no place in their vocabulary. Be sure that, while our cruel words or our unloving deeds may be forgiven, they will never be forgotten. We may not lay that flattering unction to our souls.

In reality there is no more misleading piece of folly than this idea that we can ever "make up" with those whom we

estrangle. Those who cling to it remind us of the poet's dictum that "the falling out of faithful friends, the renewing is of love," and tell us that the lightning flash and the storm leave the air purer and sweeter; but they do not stop to think that nothing is ever the same after the storm as before it. In its wake some rose must always lie crushed and beaten down to earth, some oak must stretch scarred and riven branches to the sky; and so after every domestic storm some flower of love must lie broken and dying on the ground, some ideal lie shivered at our feet never more to be a thing of beauty.

A woman always knows how children should be brought up until she becomes a mother.

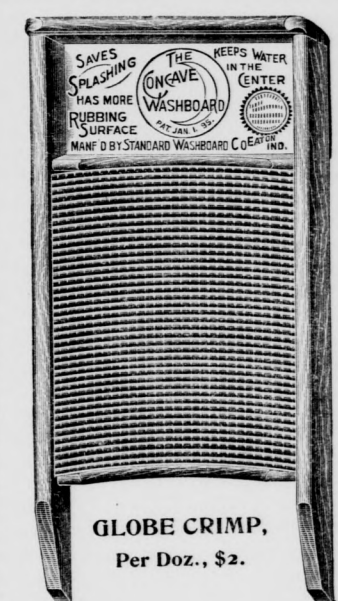
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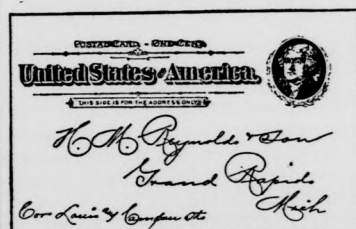


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E. A. STOWE, EDITOR.

WEDNESDAY, . . . SEPTEMBER 14, 1898.

#### GENERAL TRADE SITUATION.

Aside from the chronically unsatisfactory reports from Eastern cotton mills and the slight speculative reaction in some railway securities last week, the course of business has moved smoothly and may be said to be in as substantially a profitable condition as ever known. Boom elements are lacking; advances in prices are conservative. Production is increasing at a wonderful rate in many lines and yet works, especially in the iron trades, are sold far ahead, and near orders are being refused.

The features which give most assurance of the permanency of the industrial movement are the continued foreign demand for American products and the discovery that present prices will allow us to compete in many lines requiring the finest mechanical processes in the very centers of English production. Thus American rolled brass forms, American malleable castings and other similar products to be operated upon by automatic machinery are displacing the cruder forms of the English works. If we are thus able to maintain the attack in the very citadel of the world's industry there is no limit to what we may hope to do in the general markets.

The most manifest feature in the general trade of the country is the increased capacity for buying. Not only are the farmers becoming great absorbers of all kinds of products, but general conditions of employment among all classes have been good so long that all are now buyers, and in many cases the limit of transactions is the ability to produce.

The decision of some railway managers not to divide all earnings in dividends was such a disappointment to some short sighted investors that it created quite a reaction, in which most stocks sympathized. The decline amounted to 81 cents per share on railway stocks, and trust stocks went still farther, declining \$1.76. Recovery has been steady and people are wondering how so little a matter could produce so great results, but it is this sort of uncertainty which makes interest for the speculator.

With the completed organization of the Federal Steel Company, comprising many of the largest works of the country, comes increased confidence in the iron situation. Reports continue of large engagements ahead of many plants and orders are pressing for forms for shipbuilding, structural work and rails.

The general situation in the textile industry continues unsatisfactory. Prices of prints have been advanced, but other cloths remain dull. The same condition of inactivity prevails in wool and its products. On the other hand, the boot and shoe trade is manifesting unexpected strength, dissatisfaction with prices not being sufficient to curtail business.

The wheat market seems to have reached its downward level and quite a decided recovery in price is in evidence, especially for cash deals. Movement is quiet and export trade is less than for a long time.

A feature of the financial situation which gives great assurance is the favorable showing of the Treasury reports. The gold on hand is reported in excess of any time for a good many years, and, at the same time, the inflow of gold from other countries is very large and apparently increasing. This is a consequence of the long period of favorable trade balance, which is finally compelling liquidation. With a continued heavy export trade there is now an unusual inflow of foreign products, resulting from the generally increased capacity for buying in this country. This increase in imports is having effect on the revenues, so that there is already talk of repealing some of the taxes laid to meet the war expenditures.

Every wild story of alleged neglect or needless suffering in the military camp told by any irresponsible fakir is eagerly caught up by the yellow journals as support for their malignant assaults upon the war officers. On the other hand, every report made by competent and experienced observers, who all agree that camps and hospitals are in better condition than could be expected, is entirely ignored and suppressed or its truthfulness impugned. The yellow yellers are bound to have news to fit their purpose if they have to manufacture it themselves.

The W. M. Hoyt Company prates about its being a friend to the retail grocer, yet it places in jeopardy every merchant who handles its "Pure" cream of tartar by rendering him liable to arrest and punishment for handling impure and adulterated goods. This is friendship with a string tied to it—the kind of friendship which charges 14 cents a pound for a vile mixture of acids and gypsum which costs less than 2 cents a pound!

One of the saddest punishments for being a hero, as in the case of Dewey, is found in the naming of babies for him, which babies may live to be crooked, criminal or idiotic. Parents of experimental or doubtful offspring have no right to name their boys after great men they may disgrace.

The good people of Austria never made the Bavarian girl feel quite at home in Vienna, as their Empress, and that is why she became a great traveler. There are in this world many happier people than those who wear crowns when masquerading as rulers.

France will ultimately have the credit of furnishing the assassin of the Empress, although the newgatherers abroad were swift to say the deed was done by an Italian anarchist.

The French government is brave enough to keep one of its best officers confined in an iron cage on a lonely island.

#### SEA POWER AND LAND POWER.

It is a question of sea power against land power that is to be decided in the next great war.

The talk that has been so rife of late concerning the imminence of an armed conflict between Great Britain and Russia brings up the fact that, while both nations have surpassed all others in expanding the limits of their territorial domains, England's expansions have been made in regions far distant and overseas, while Russia, not a whit behind in land-grabbing, has aggressed only upon neighboring territory, and has finally secured a domain extending from the waters of the Atlantic to those of the Pacific, and from the Arctic Ocean on the north to the Black Sea, the Caspian and the Japan Sea on the south.

Russia, however, is so badly land-locked, or hemmed in, on the southward by foreign nations that the great but undeveloped forces of the Empire can not be made available until, by securing access to the sea on the southward, some facilities may be obtained for growth as a sea power. Russia is at a great disadvantage in that essential. In the entire Empire there is not a seaport that is not subject to be locked in ice. There are great navigable rivers, but they pour their waters into the Arctic Ocean, or into vast interior lakes, like the Black Sea and the Caspian.

It is the necessity for sea power that has made the acquisition of Constantinople the standing policy of Russia since the days of Peter the Great and is now inspiring Russian aggression upon the northern coast provinces of China. It is impossible to have sea power without seaports that are free from ice and open to ships of the largest class all the year around. It is the lack of such ports that has forced Russia to build the Trans-Siberian Railway. Supplies must be sent over the broadest expanse of territory on the globe because the sea route is so vastly greater, and no ports exist in Russian territory where ships can come and go in winter.

According to a recent writer in the London Review, the cost of the Siberian Railway proper up to the end of the last year has been nearly \$165,000,000, the mileage completed being 2,540. This gives an average of \$64,000 a mile, and the most difficult sections of the work are not yet begun. The cost of the completed line will scarcely be less than \$70,000 a mile, without including the Manchurian line and the other railway schemes in China, which are likely to remain on paper much longer than is anticipated by English alarmists.

A. R. Colquhoun, a distinguished writer and traveler, reports that the Trans-Siberian Railway was opened to Kansk last October, a distance of 4,323 versts, and a further section of some 350 miles will be opened to Irkutsk this autumn. Thence to Vladivostok, or some other point on the Pacific, will be about 1,600 miles, making a total distance from Ufa, on the European slope of the Ural Mountains, to the shores of the Japan Sea of more than 4,500 miles. To this must be added some 2,500 miles more westward to the German frontier, making the longest line of continuous trans-continental railway in the world.

Russia was forced to build this railway just as the United States was forced to build its Pacific Railway, because a sea voyage of communication between the east and west coasts of each country requires almost the circumnavigation of the globe. But the Great Republic is at no disadvantage in

the possession of abundant and admirable seaports on its eastern, southern and western coasts, while Russia is practically destitute.

Germany suffers like Russia for sea room and has never been and can never become, without acquiring more favorable conditions, a great sea power. France, with an extensive seacoast facing on the Atlantic, has been only a great land power. Spain, which is a peninsula placed to dominate both the Atlantic and the Mediterranean, was once the earth's greatest maritime nation, with colonies and vast territorial possessions in every clime on both hemispheres; but to-day Spain is reduced to an extreme state of humiliation, being stripped as naked as when, in 1402, her Great Admiral set sail to the Westward on his grand voyage of discovery.

Little Holland was once quite potential upon the seas and to-day she retains her magnificent possessions in the Malay Seas. Holland is always in danger of being seized by France or Germany, an event which would have occurred long ago but for the mutual jealousies of the two great nations mentioned and the opposition of Great Britain. The French and Germans seem to have no genius for the sea, nor have the Russians; but they are all at this late date awakening to the fact that commerce to-day is the life of nations and that commerce without ships—merchant ships to carry the trade and warships to protect them—is an impossibility.

Half a dozen years ago there was among the nations only one great sea power. That was Great Britain. To-day there are three, the United States and Japan having been added to the other one by their achievements in war. It is not because the last two named have such great war fleets upon the seas and in their harbors that they have come so suddenly to the front; but it is because they have manifested such an extraordinary genius for naval warfare and have gained the most astonishing and decisive successes in battle upon the ocean.

It may be taken for granted that the reforming and re-organizing of alliances and connections among the nations in the near future will be for the purpose of increasing their sea power and, therefore, their commercial importance. This is going to bring on some bloody conflicts. Moreover, such a state of things will force conditions that may be sufficiently far-reaching to force the United States to take decisive action to maintain its sphere of influence. If the United States, Great Britain and Japan were driven into some close association it would be the most remarkable and invincible association of sea power that was ever consummated.

Spain now knows what she has lost by not making General Weyler a board of strategy and turning the conduct of the war over to him. The man who blew up the Maine in a peaceful harbor while the men were asleep has an idea that he could have blown up the whole United States navy if it would anchor over his mines.

It is an interesting fact that the very first use made by the British government of the Atlantic cable laid down by Bright in 1858 immediately resulted in saving the treasury \$250,000. The cable enabled the government to countermand an order for the transmission of troops from Canada to England.

## DIPLOMACY AND POLITICS.

The indisposition of public men in this country to serve on the Peace Commission which is to negotiate a treaty with Spain has been observed with regret. There is a prevalent feeling that the ablest men in the country should be appointed and that no man of evident fitness should refuse to serve unless deterred by some insuperable difficulty and one wholly unaffected by any selfish consideration of personal interest.

It may be that the actuating motive with some of the eminent citizens who have declined to serve on the Peace Commission has been a desire to avoid the risk of incurring a loss of prestige by participation in the negotiation of an unpopular treaty. The practical politician always wants to know how the people stand, and especially how his own party stands, in regard to any public question before he commits himself. Only now and then does a statesman appear brave enough and patriotic enough to attack a popular prejudice or to expose the fallacy of a popular illusion. In this case it is only certain that both the great National parties are divided. There has been no national party pronouncement on the subject and it is as yet impossible to estimate, with any approach to certainty, the relative strength of the expansionists on the one hand and of the anti-expansionists on the other. Moreover, there are differences of opinion between the advocates of expansion as to the extent to which that policy should be applied under existing conditions.

Although it is impossible to admire a prudence that differs so little from timidity or to applaud an ambition that is so entirely devoid of generous impulse, it must be admitted that some allowance should be made for the reluctance of any Democrat to accept the sole place reserved for a representative of his party on the Peace Commission. It has been apparently the President's intention to secure for his own party the credit of negotiating the proposed treaty; but at the same time he has hoped to avoid the appearance of extreme partisan bigotry by appointing a solitary Democrat to act with four Republican commissioners in behalf of the whole people of the United States. The President would have displayed a greater wisdom and a much broader patriotism if he had been just a little more liberal. The demand of the times, the logic of the situation, for this country, is a thoroughly National policy. If it has become important that this country shall make a favorable and enduring impression as an active participant in the decision of the issues of international politics, or if the development of its resources and the extension of its commercial relations have become in any considerable degree dependent upon its influence abroad, the nations of the Old World must be made to understand that its government will be resolute in the enforcement of a fixed policy, and in that behalf will be earnestly supported by the great body of the people. Nothing could be more unpropitious to the maintenance of influence abroad than an impression that there will always be a party of opposition here ready at the first opportunity to revise or reverse the foreign policy of the party in power. Nothing but continuity of policy—that is to say, nothing but consistency—can command the respect of the world and attract the support of powerful allies. This country has a strong friend in Great Britain to-day, and, from all the

great powers of Europe it could not choose another so closely united to it by ties of interest and affinity or which would give it a support so steadfast and powerful in any hour of need. This great Republic, with its prompt citizen soldiery, will never need the aid of the immense standing army of France, Germany or Russia; but the defense of its own harbors, or the security of its legitimate enterprises—such, for instance, as the construction and operation of a canal, or ship-railway, across the Isthmus of Darien, or across any Central American State—might prove of invaluable assistance. The mere fact of such an alliance would be a guarantee of peace so long as its strength remained unabused; but a secure alliance with England could not be counted upon by any government that would play fast and loose with international interests.

It is probable that any treaty the United States may make with Spain will be respected abroad as long as it is respected at home. In order that it may be respected everywhere it must, in the first place, be accepted as final by the people of this country. To that end it should be just in all its provisions and in its negotiation every effort should be made to avoid the appearance of manufacturing campaign material for the use of a particular party. The indications are that the President will himself outline its most important features; but it is to be hoped that he will understand the necessity of impressing upon all its terms the genuine aspect of a thoroughly National agreement. It ought to be generally understood here that he is not acting without consultation with representative men of both the great National parties. The whole situation may at the present moment seem to him quite simple; but unforeseen difficulties may suddenly arise and he may find himself involved in perplexing complications before the negotiations can be brought to a successful conclusion. Europe is looking Eastward, and the great powers may, at any stage of the proceedings, and in the name of friendship to all concerned, interpose some embarrassing obstacle. Spain may be secretly encouraged to refuse certain concessions. Dissension may be fomented in the West Indies or in the Philippines, and Aguinaldo may be brought forward to parade as the champion of self-government. There are possibilities of intricacy, hidden pitfalls for the unwary, which may prove troublesome to plain, blunt Americans. The President is not himself a trained diplomat; and, for that matter, there are very few trained diplomats in this country. In Europe men adopt diplomacy as a profession and look to it for a successful career and are trained for it just as in this country men are educated for the army or the navy. In the courts of the Old World a shrewd observer may discover now and then a little group of beardless, downy-lipped youths discussing, in low and softly-modulated tones, state secrets in a corner of a drawing-room at some grand reception or some other stately official or semi-official function. Those young fellows, embryo Metternichs and Talleyrands, may be at present employed in some subordinate capacity in the foreign office of their government or they may be minor attaches of this, that or the other embassy; but they are all on the road to promotion, and there is scarcely ever an interregnum in their service. Cabinets dissolve; administrations come and go; but the general diplomatic staff remains substantially un-

changed in its personnel. The boy diplomats learn, under the direction of pastmasters of the art, to be cool, self-contained, reserved, secretive, assiduous, tenacious, ingratiating, plausible, eloquent in whispers, and, if occasion require, forcible and firm. They study history, especially contemporary history, and its makers. They fashion men, and are equally well aware of their strong points and their weaknesses. The old governments of Europe, rich in experience, would never think of trying to get along without diplomats bred to the business and educated in it. This country, when it has grown older and wiser, will, perhaps, adopt their judgment as to the indispensableness of that kind of service, and, when it does, it will take its diplomacy out of politics.

Drug stores are decreasing in number in the United States, notwithstanding the increase in population. That was the conclusion of a statistical demonstration made by Joseph Feil, of Cleveland, at the annual meeting of the American Pharmaceutical Association, held in Baltimore last week. The decrease varies in different parts of the country, ranging from 18 per cent. in Pennsylvania in the last two years to 24.6 per cent. in Texas. The total number of drug stores in the United States in the years 1896, 1897 and 1898 was shown by the paper presented to be, respectively, 37,664, 36,463 and 35,467. Within the same period the number of wholesale druggists also decreased from 296 to 284. It was Mr. Feil's opinion, in which the other druggists concurred, that the reasons for the decrease were the competition of the department stores, particularly in toilet articles, and the wide practice of price-cutting on proprietary medicines. In concluding his paper, Mr. Feil said he believed that when the retailers number about 25,000, and the wholesalers about 200, equilibrium will be established and the decrease cease.

A well-known physician, speaking of the good that a man can do, makes the statement that a poor man can do more good in other walks of life than in that of a doctor. The man with financial resources can do much good, but not in a medical way—that is, not by medicine—alone. He can imitate the example of Dr. Goldsmith, who told a poor starving woman that he would send her some medicine, and accordingly sent her a pill box containing £1, a prescription that a poor doctor could not have filled, but which did the poor woman more good than ten times its value in actual medicine.

American administration of the customs at Santiago has already effected a saving of one-third in expenses, and a further reduction is promised. That illustrates the difference between the Spanish and American methods of handling money.

The Supreme Court of South Dakota has decided that the law passed by the last Legislature requiring all canvassers for business houses out of the State to take out a license is unconstitutional, because of its interference with interstate commerce.

When the proper trade relations are established between the United States and her Cuba, Havana cigars will become very domestic.

Spain has the Cuban debt and the United States has Cuba.

## THE EXTENSION OF TRADE.

Naturally, China has come in for a great deal of attention since the recent controversy between England and Russia has been going on.

China is estimated to have a population of 400,000,000, and is, therefore, supposed to be overcrowded with people struggling for bare existence. Necessarily, in a country where wages are low, there must be a great body of poor people. They are not paupers, however, for they earn a subsistence, although it is by no means of a luxurious or abundant character.

The territorial extent of China is so vast, and so much of the country has been devastated by civil wars, that there are still large areas that are thinly settled. Mr. Bourne, of the British consular service, who has traveled extensively through the great Eastern Empire, expressed the opinion that China can support twice its present population, so far as the resources of the country are concerned.

What is needed in that country is capital directed by European enterprise and skill. Experienced English observers have declared that, if China were properly opened up to trade, and were properly governed, its foreign commerce would be from five to six times greater than at present, while the taxes which are now wrung from the people to enrich the rulers and office-holders would to a large extent be available for public improvements, or need not be collected at all, and so left in the hands of the people.

China's resources are immense. Vast regions are alluvial, adapted to the growth of sugar, cotton, rice and other products of general consumption. Farther north, in the uplands, are extensive areas where wheat and other products of the temperate latitudes are grown, and there is the tea crop; while in the mountains are mines of coal, iron, tin, lead and copper. Salt has for ages been made in the interior from water drawn from artesian wells, and boiled by means of natural gas obtained in abundance from the borings.

The special manufactures of China are porcelain, silks and fireworks. The people are extremely ingenious and can do any work that requires skill and intelligence; but European methods for the conduct of government and of industries are necessary. The great nations that are quarreling over the proposed partition of China know full well the value of its enormous trade. It is for that they are struggling.

Bismarck believed his destiny was ruled by the figure three. He was the third in family, he had three children of his own, was thrice elected to the landtag, and was thrice an ambassador, he served thrice Hohenzollern masters, won three victories for them, bore three grades of honor, owned three residences, effected the triple alliance, and his crest bears a trefoil, with the motto "Trinity is Strength." He believed these mystic numbers indicated the date of his death, but they do not appear to figure in either that or his birth, in which, being born on April 1, 1815, he smashed the April fool superstition once for all.

The Czar is first to call for universal peace, and may be last in torturing civilized human beings in exile with the knout for daring to think of freedom.

The soldier who has learned to obey has a great advantage over others when he comes to command.

**Some Problems Which Confront the Hardware Merchant.**

One of the most crying evils of the present time that we have to contend with is the competition of catalogue houses. These concerns locate themselves in large centers of trade, where they do not have to carry stocks of the goods they catalogue. They use well-known staple articles at cut prices to secure trade, and follow the general tactics of the department store in their business methods. A new phase of competition, which in the last year or so has grown to tremendous proportions, has been the grocery store competition along the line of house furnishing goods. There is scarcely a month passes but what some wholesale grocer sends out circulars that he has put in a full line of tin, galvanized iron and granite ware, and often a full line of house furnishing goods, and urging his grocery customers to push departments along these lines. Every grocery store that follows out this idea means reduced sales for the legitimate hardware dealer. We are met not only with this grocery store competition, the department store competition, the racket store competition, but we are also met, to a limited extent, by competition from our jobbing houses themselves.

There are also a flock of traveling men representing the big lock works of the country, who come to our town and put in bids for every building of any size, giving the local dealers so low a margin that there is absolutely nothing in the bill to justify the amount of money required to carry it. To make this bad bargain still worse, the dealer is always hoodwinked into taking the responsibility for the payment of the goods. How many dealers of our State can look on their ledgers and point to such bills where the goods are still unpaid for or where mechanics' liens or law expenses have been necessary to enforce the collection of these accounts.

Let us organize and demand of our wholesale dealers and manufacturers that they shall not sell to these illegitimate competitors, who only use our profitable lines for the purpose of selling them at a sacrifice so that they may draw trade to the other lines that they carry, on which they make their money. They use the lines of the drug, grocery, music, notion and clothing stores and alternately use them in the same way, making a specialty of these profitable lines, using one or more of them constantly at cut prices for the purpose of drawing trade, and selling everything else, except the leader that is out at the time, at as large or larger prices than the regular dealer holds them for in his own line.

These demands must be made with discretion and with consideration for the rights of our manufacturers and our jobbers as well, and the committee who pass on the complaints of our membership that arise under this part of our association will have as difficult and delicate work to perform as any committee that we may appoint.

We have the right to demand of the manufacturers of good money-making specialties, which are to day recognized as the life of the hardware trade, that they shall not sell these illegitimate channels of trade, and I feel sure that when this demand is made unanimously by the hardware trade of the country there is not one manufacturer in 500 that will dare to refuse our request.

While we are all of us condemning the department and racket store competi-

tion, let us calmly and fairly face the fact that some of the worst and most demoralizing competition which we have to meet comes from within our own ranks. How many of the dealers are there who have not had a hardwareman in some adjoining town handling the parallel lines with himself offer to ship to his town goods at much less price than he is willing to sell the same thing for to his own customers? This class of competition is especially aggravating and unfortunate in its results between dealers in county seat towns and dealers in small adjoining towns.

Why is it that to-day all cook stoves of recognized merit are handled by dealers at a margin of profit that barely will pay the cost of blacking, delivering and setting up the stove? Why is it that many cook stoves of recognized merit and those makes that are handled largely by dealers in adjoining towns are sold at so low a margin as to make many of the dealers think seriously of throwing out the stove trade from their whole line? Why is it that windmills are sold practically without profit when they are a seasonable article that involves a large outlay to handle them, great risks and long credit? Why is it that iron pipe is sold the country over without any profit to the dealer? Why is it that barbed wire, one of the great staple articles of commerce in our line, is handled at a margin of profit that is often less than the actual percentage of cost to the dealer of doing business? Why is it that nails occupy the same position?

Simply because of this retaliating spirit existing in our ranks. And when we look calmly and dispassionately at this phase of hardware competition we find that one of the great evils that we must overcome lies in the warfare among ourselves. This can and should be stopped, and it can be done without any widespread combination on prices. Simply let us recognize the right and the desirability of every one in business making a good fair profit. When you have a customer come to your store and tell you he can buy a standard article in an adjoining town at a price which you see nets the dealer a fair margin of profit, instead of telling him that he is being swindled by this dealer, and that you can sell him at much less money, try and sell him goods at the same price, and use the leverage to get the sale on other inducements. Say nothing about the prices of your competitors in the adjoining towns, but use the information quietly to nail the sale if you can.

Remember that your customers are deliberately laying for you. Many of them have no scruples against lying about offers they claim to have from other dealers if they can save 10 or 15 cents by so doing. Instead of believing the first story you hear as to the cut-throat prices that some competitor is making, and immediately retaliating and cutting the life out of the same article, probably below actual cost, better let one or two customers go. Explain to them that you are trying to make a reasonable profit on all your line by not holding out bait to get suckers with; then if you find this story repeated, make it convenient to drop into your competitor's store and ask him if he is making this price or if he is not. Very often such a call will prevent the demoralization in price of the profitable lines from which both stores might reap many dollars of profit.

I do not have much hope that we will

**CLARK-RUTKA-JEWELL Co.,**

**38 & 40 South Ionia St.  
Opposite Union Depot.**

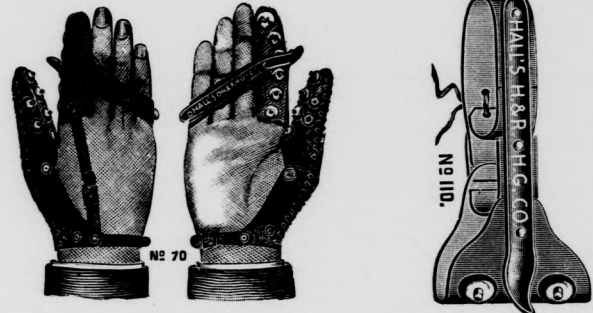
Complete stock of **HARDWARE, TINWARE, CUTLERY** and everything usually kept in a first-class hardware store.

**STRICTLY WHOLESALE**

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

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

**CORN HUSKERS**



All kinds and prices. The **Hall & Ross Line, Johnson's and Brinkerhoff's.** Write for circular and price list.

**FOSTER, STEVENS & CO., GRAND RAPIDS.**

**Buckeye Paint & Varnish Co.**

PAINT, COLOR AND VARNISH MAKERS

Mixed Paints

White Lead

Varnishes

Shingle Stains

Wood Fillers

Japans



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

For Interior and Exterior Use

be enabled to form combinations on prices that will be especially binding, and I myself doubt the advisability of dealers in a town trying to effect an out and out combination of this character, as it might lead to results that would be just the reverse of those intended, and might drive the trade to some neighboring town, for instance, where no such combination would exist; for we must remember that we are in competition not only with the hardware dealers of our own town, but it is town competing with town, and hence the healthiest and best results can be obtained by free and open competition founded on kindness and consideration for our competitors. Where competition exists between hardwaremen having a friendly attitude toward one another, as we all should have, my prophecy is that all the cut-throat competition of the State would cease.

Let us recognize that, when our competitor finds it necessary to make a leader of some article, he may have been driven to this step by the competition of some grocery store, catalogue house, racket store, or quotations that are brought him from some neighboring town, instead of aiming a knife at the vitals of our business, as we too often interpret the action.

Another great benefit that can come of this friendly feeling will be co-operation in shipping heavy and bulky goods. I have been told many times by traveling men that it is almost impossible to arrange for combination cars of the same article between dealers in adjoining towns. Dealers are afraid their neighbors will know what they pay for their goods, assuming that their neighbors can not buy as cheap as they. What is the result? Mr. Jones orders half a car of cook stoves and pays 40 cents per 100 pounds, or \$2 on every 500-pound cook stove he ships from the foundry. Mr. Smith, within twenty-five miles of Brother Jones, buys another half car of the same make of stoves, pays the manufacturer identically the same price for them, and he, too, pays \$2 on each 500-pound cook stove that comes into his store. Now their competitor in an adjoining town is fortunate enough to handle the whole line of these stoves, hence ships them in carload lots, and instead of \$2 per stove he gets fifth-class freight, and pays \$1.10 freight for the identical 500 pound stove that Messrs. Smith and Jones have paid \$2 on.

He sets the price on the basis of carload freights, and the 90 cents freight that Smith and Jones have paid on the stoves they bought comes out of their profit. It is the same on barbed wire, the same on nails, the same on woven fencing, the same on steel ranges. To illustrate this idea: I have just received the bill of lading from a prominent St. Louis range manufacturer for a carload of stoves. This car contains twenty-five steel ranges for our store, which weigh about 10,500 pounds. It contains 600 pounds of stoves and ranges for my competitor. It also contains about an equal amount of stoves which I had forwarded from a foundry in Indiana, and these shipments combined will effect a saving to Mr. Swaine of \$12, will effect a saving to our own retail store of \$30, as against local shipments of these three lots of stoves. This saving has been brought about merely because Mr. Swaine and myself have found out that we are all of us guided by about the same ideas of business, and that friendship and co-operation pay in dollars and cents. How many thousands of dollars

would have been saved by the hardwaremen had this spirit of co-operation existed between the dealers of the same towns and the dealers of adjoining towns for the last ten years.

Suppose you are buying stoves from one of the Detroit manufacturers, your competitor is buying a line of stoves that are made in Milwaukee, and perhaps a competitor in an adjoining town is buying a line of steel ranges made in Cleveland. Now every one of these manufacturers makes a freight allowance that will deliver these goods all to a common point. Why not combine them as Mr. Swaine and I have done in our shipments this year?

Some of us have been fortunate enough to buy stoves in carlots during the past five years of very hard times. Many of us who used to buy in carlots have been unable to do this. In looking back over our retail business in the past five years, if I had carried out this idea of co-operation before, as I have started to do this year, our profits would have been increased by the sum of \$500, as near as I can estimate it—certainly not a dollar less. Five years ago I could have subscribed heartily to the doctrine that friendship pays even between competitors, but with my powerful hind sight focused on the financial point I now say it pays bigger than anything else in the hardware business.

Another thing that comes along the line of brushing up against our fellow hardware merchants is that we exchange ideas as to the best way in which we can meet this department store and catalogue house competition, as to the best way of selling desirable specialties, as to the best and most profitable way of handling the stove business. We get ideas of displaying goods, we find out how to meet the range peddlers' competition, we get wide-awake ideas that will last us through the year until another meeting and another exchange of new ideas that are constantly developed in the hardware trade.

I will venture a statement that a large part of the stove dealers of the State could not estimate within 50 cents of the actual cost of blacking and setting up and delivering hard coal base burners. I will venture another assertion, that many of us fail to appreciate what is the percentage of cost to us of the items of clerk hire, deliveries, rentals, light, fuel, and the other items of dead expense that come out of the profits of our business before we can count a dollar profit. The difficulty is, gentlemen, we are all of us too sanguine and hopeful. We overestimate the net returns we will get from a certain margin on our goods. The result is that many times when our inventory is completed we are sadly disappointed at the outcome of the year's business, and curse the times, when not only the times are at fault, but we ourselves, in our lax methods of doing business, have done more than the hard times to bring about these results.

Let us unlearn many of our bad business habits; let us find out how other dealers of the State carry on their business. Get all the ideas possible from every dealer you meet and adapt these ideas to the particular conditions that underlie your local business. Another point which occurs to me is the margin of profit that we place on our goods. What goods can we mark at old prices? What lines on a percentage basis? What shall be our leaders? What profit will staples stand? On what goods can we make up for goods sold without a profit? What should be the average profit on the hardware line, etc.?

Among some of the questions which we should certainly discuss is the question as to the desirability of getting

leaders before our trade at especially low prices. The question of syndicate buying; the question, if leaders are desirable, is it best to keep a leader out at a constant low price, or is it best to have special sales on certain days, as the department stores do, and offer these leaders at special prices only at the advertised time and sell them at regular prices the balance of the time? The question as to whether ten-cent counters pay. The question as to the best way to handle the stove trade. The question as to whether a cash hardware business will pay. The question as to curtailment of long credits. The question as to the best method of collecting slow accounts. The question as to the best method of curtailing credits so that they will not overbalance our stocks. The largest question of selling on the installment plan, and of carrying this idea out in dealing with the farm trade. The question as to how to get the most out of our show windows.

H. A. COLE.

Hardware Price Current.

<b>AUGURS AND BITS</b>	
Snell's.....	70
Jennings, genuine.....	25&10
Jennings, imitation.....	60&10
<b>AXES</b>	
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
<b>BARROWS</b>	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
<b>BOLTS</b>	
Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50
<b>BUCKETS</b>	
Well, plain.....	\$ 3 25
<b>BUTTS, CAST</b>	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
<b>BLOCKS</b>	
Ordinary Tackle.....	70
<b>CROW BARS</b>	
Cast Steel.....	per lb 4
<b>CAPS</b>	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
<b>CARTRIDGES</b>	
Rim Fire.....	50&5
Central Fire.....	25&5
<b>CHISELS</b>	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
<b>DRILLS</b>	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50&5
Morse's Taper Shank.....	50&5
<b>ELBOWS</b>	
Com. 4 piece, 6 in.....	doz. net 50
Corrugated.....	1 25
Adjustable.....	dis 40&10
<b>EXPANSIVE BITS</b>	
Clark's small, #18; large, #26.....	30&10
Ives', 1, #18; 2, #24; 3, #30.....	25
<b>FILES—New List</b>	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
<b>GALVANIZED IRON</b>	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	
<b>GAUGES</b>	
Stanley Rule and Level Co.'s.....	60&10
<b>KNOBBS—New List</b>	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
<b>MATTOCKS</b>	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
<b>NAILS</b>	
Advance over base, on both Steel and Wire.	
Steel nails, base.....	1 55
Wire nails, base.....	1 00
Base	
20 to 60 advance.....	10
10 to 16 advance.....	05
8 advance.....	20
6 advance.....	30
4 advance.....	45
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

<b>MILLS</b>	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
<b>MOLASSES GATES</b>	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
<b>PLANES</b>	
Ohio Tool Co.'s, fancy.....	650
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	650
Bench, first quality.....	650
Stanley Rule and Level Co.'s wood.....	60
<b>PANS</b>	
Fry, Acme.....	60&10&10
Common, polished.....	70&5
<b>RIVETS</b>	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
<b>PATENT PLANISHED IRON</b>	
"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages 1/2c per pound extra.	
<b>HAMMERS</b>	
Maydole & Co.'s, new list.....	dis 32 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Head.....	40, 40, 40
<b>HOUSE FURNISHING GOODS</b>	
Stamped Tin Ware.....	new list 75&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
<b>HOLLOW WARE</b>	
Pots.....	60&1
Kettles.....	60&10
Spiders.....	60&10
<b>HINGES</b>	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50
<b>WIRE GOODS</b>	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
<b>LEVELS</b>	
Stanley Rule and Level Co.'s.....	dis 70
<b>ROPES</b>	
Sisal, 1/2 inch and larger.....	10 1/2
Manilla.....	11 1/2
<b>SQUARES</b>	
Steel and Iron.....	70&10
Try and Bevels.....	60
Mitre.....	50
<b>SHEET IRON</b>	
com. smooth. com.	
Nos. 10 to 14.....	\$2 70 \$2 40
Nos. 15 to 17.....	2 70 2 40
Nos. 18 to 21.....	2 80 2 45
Nos. 22 to 24.....	3 00 2 55
Nos. 25 to 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.	
<b>SAND PAPER</b>	
List acct. 19, '86.....	dis 50
<b>SASH WEIGHTS</b>	
Solid Eyes.....	per ton 20 00
<b>TRAPS</b>	
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
<b>WIRE</b>	
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
<b>HORSE NAILS</b>	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&1 1/2
<b>WRENCHES</b>	
Baxter's Adjustable, nickelled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
<b>MISCELLANEOUS</b>	
Bird Cages.....	50
Pumps, Cistern.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
<b>METALS—Zinc</b>	
600 pound casks.....	6 1/2
Per pound.....	6 3/4
<b>SOLDER</b>	
1/2 @ 1/2.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
<b>TIN—Melyn Grade</b>	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
<b>TIN—Allaway Grade</b>	
10x14 IC, Charcoal.....	4 50
14x20 IC, Charcoal.....	4 50
10x14 IX, Charcoal.....	5 50
14x20 IX, Charcoal.....	5 50
Each additional X on this grade, \$1.50.	
<b>ROOFING PLATES</b>	
14x20 IC, Charcoal, Dean.....	4 50
14x20 IX, Charcoal, Dean.....	5 00
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
<b>BOILER SIZE TIN PLATE</b>	
14x56 IX, for No. 8 Boilers.....	per pound... 9
14x56 IX, for No. 9 Boilers.....	

## Fruits and Produce.

### Effect of Social Factors on the Cheese Industry.

The development of all industries is greatly affected by variations in social environment. Even where the status of an industry is largely predetermined by natural conditions, social factors often divert the energy of production into other lines. Thus the increased demand for milk to supply urban populations has turned the current of dairy industry in some sections from butter or cheese into a new channel, because milk in the form of milk is more remunerative than when worked up into the usual dairy products.

Within the last ten years the former great cheese centers of Central New York have been greatly affected by the constantly increasing demand for milk in the metropolitan cities. The necessity for larger supplies and improvement in transportation facilities have been the chief means that have brought about these changes.

Some industries are so dependent upon a certain natural environment that they can not be economically established, even although favoring social factors are present. This is particularly true with reference to various agricultural pursuits. Thus, the bounds of the cane sugar industry are irrevocably fixed by certain climatic conditions. The same is true with the cheese industry, as cheese can not be economically and successfully produced in those countries that have unfavorable natural environments.

The growth of the cheese industry in the United States has been in part determined by various social characteristics. Immigrants coming from cheese-producing sections of Europe have often brought this industry with them. If they have settled in regions adapted by nature to cheese production, this new industry inaugurated by them has taken root and thrived in a most luxuriant way. The English settlers brought over their cheddar system and their descendants were the pioneer cheesemakers in New York. From this region the cheddar method was spread by settlers to Canada and the West, particularly to Wisconsin. The Swiss immigrants in the southern part of this State introduced the manufacture of foreign cheese into the West.

If an industry is once established in this way its further development is conditioned largely by its success. Often, at first it may be restricted to a single nationality in any locality, but if financially profitable, the contagion of success is so great that these bounds are rapidly overcome, and the naturally adapted region develops the industry in an intensive manner. The cheddar cheesemaking of Wisconsin was first introduced by settlers from the East, but the foreign population in the lake counties soon recognized its value and in a short time adopted this method of farming.

Another determinant factor is the antagonistic nature of different kinds of intensive farming. Thus, horticulture and dairying are both so exacting in their demands, when successfully prosecuted, that they can not well be carried on under a single management. What is true with the individual has also influenced the development of these industries in different localities. In the great fruit regions of Western New York dairying is subordinate, although

the climatic surroundings of this locality are very favorable to this industry.

The tendency of the times is toward co-operation in the production of all dairy products. While this concentration is not well suited to pioneer conditions where the cow population is sparse, still cheese factories can be established with a smaller number of dairy animals than is practicable with creameries. This is rendered possible by the lower cost of equipment of factories for cheese as compared with butter production.

In an industry the value of the manufactured article depends very largely upon the uniformity of the product, a condition which is much more readily attained in co-operative institutions than by individual effort. This is well exemplified in the cheese industry in the United States, where, in the beginning each farmer made up his excess of milk according to his own notion, the result being cheese varying in size, shape, and quality. A product of this character could only command a local market. With the development of co-operative cheesemaking more uniform methods of treatment were adopted, but the principles of cheesemaking were still traditional. No general system of education was in vogue, the apprentice system serving as a crude substitute, supplemented by the efforts of the various dairy associations.

From these meetings the need of personal instruction and supervision became apparent, and under the auspices of the more progressive associations field instructors were employed, who did much to unify the methods of manufacture. The necessity of more thorough and scientific instruction than could be imparted by this means gradually led to the establishment of special schools, the first of which, in America, was under the auspices of the University of Wisconsin at Madison. Although this school is only eight years old there are already established similar institutions in nearly all of the leading dairy states. The impetus which has been imparted to the dairy industry in this way can hardly be estimated. Canada especially shows the fruits of a liberal educational policy.

H. L. RUSSELL.

### Frank Admission.

The Utica (N. Y.) Herald of Sept. 6 contains an admission which is certainly to be commended on the score of frankness:

If the present season be taken as an example, it is easy to see why Canadian cheese should have the advantage over that of Central New York. All summer long the conditions for making cheese in this part of the country have been highly unfavorable. Intensely hot, wet, muggy weather has prevailed for week after week; feed has been rank and weedy; cattle have suffered from the heat; milk has been correspondingly imperfect and cheesemakers have had to battle constantly both against milk that was delivered in an unsound condition and against the difficulties inseparable from producing a fine quality of cheese when the temperature of the air stands at 90 degrees or upward, and when the electric conditions that affect milk unfavorably are so very prevalent. When we compare this state of things with the cooler temperature, cleaner pastures and less sensitive atmospheric conditions existing in the more northern climate of Canada, in a summer like the present, we can understand why it is that Canadian cheese will sell a cent higher than our own, and can readily believe that it is worth that much more.

A bird on a woman's bonnet can't sing—but it makes her husband whistle when he gets the bill for it.

## W. R. Brice & Co. Produce Commission Merchants

### Butter, Eggs and Poultry

23 South Water St. Philadelphia, Pa.

#### REFERENCES

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

#### "I GO A-FISHING."

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

W. R. BRICE & CO.

## 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.

## Somebody Will Get Left

The **Peach** season is shortening. Order your peaches quick and all other seasonable fruits and vegetables from the **Only Best Place**.

**Vinkemulder Company, Grand Rapids.**

**Situation of the Poultry Market at Gotham.**

From the New York Produce Review.

The production of high-priced and fancy poultry is not necessarily confined to the East. In our market Philadelphia chickens always sell higher than Western, and Eastern and Long Island ducks bring high prices compared with the poor qualities generally received from the West. Probably the nearness to market will always be an advantage to the Eastern poultry raisers, but if the same quality could be shipped from the West values would undoubtedly come much closer together. An illustration of this was called to our attention lately. A Western poultry shipper who used to operate only in cold weather and who had little to occupy himself with during the hot season used to come down to New York in the summer and put in a good deal of time. He saw the big, fat, young ducks coming from Long Island, compared them with the miserable little pin-feathery lots generally received from the West in the summer season and began to ask himself questions. Finally he went down to the duck farms on Long Island and studied the methods there adopted. Finding nothing which he could not apply at home, he went back home and started a duck farm on the same lines. With incubators, brooders and intelligent care and feeding, he has since had a product of young ducks to ship to his New York agent, the quality of which is equal to anything coming to this market, and we understand that the business has proven profitable and advantageous.

Continued trouble has been experienced during the past week with Western poultry arriving in bad order—particularly the dry picked stock. Little complaint has been made as to the scalded poultry, which, after killing, is thrown into ice water to cool it, so that receivers have considered the poor condition of the dry picked to be caused by a failure to thoroughly cool it before packing. Better methods should be inaugurated to obviate this fault, as it causes great loss in selling value. And many of the lots received in poor order have been packed too heavily with poultry and with insufficient ice. The proportion of ice to poultry should be varied with the weather, more ice and less poultry being used when packing in extreme heat. A little extra freight is very insignificant compared with losses from bad condition.

Points of value in a chicken are not always known and a little information on this head way not come amiss. Usually in quoting values distinctions are made according to weight. Thus at the present time, when the average chicken weighs a little too much for broiling purposes and a little too little for roasting, the buyers who want fancy broilers and fancy heavy roasters are often willing to pay a premium for selections of such. Selections of fancy dry picked chickens weighing 2½ to 3 pounds a pair bring the highest prices for broiling purposes, and selections of fancy birds weighing 4½ to 5 pounds a pair bring a premium also. But the weight alone is not all of the requirement. A chicken may weigh as little as a fancy broiler because of its extreme thinness and yet be of no use for the purpose; another may weigh as much as a fancy roaster and yet be all legs and neck and bones. We have seen a good many of the Western chickens arriving of late, and many of the nearby lots also, which weigh heavy on the average, but if you stretch them out they would measure nearly two feet from toe to beak and the body is a small part of the length—big, scrawny things with no more meat on them than a good broiler. Fatness, plumpness, large proportion of meat to bone—these are the elements of quality in high-priced poultry, and what shippers should strive to reach; it is only when these are obtained that weight is a criterion of value.

**Abandons the Attempt to Fix a Definite Market Price.**

The Butter and Egg Board of Chicago has adopted the following resolutions by a large majority:

Whereas—The butter trade and dairy business generally is being greatly damaged by the so-called "contract" system which has sprung up during the past few years, and holds the price of fancy butter the year around down to a figure at which an ordinary commercial Extra will sell, and also creates an incentive for receivers who have contracts based upon the market quotation to use all their influence and efforts to hold prices down in the flush of the season, instead of permitting them to seek a natural level according to supply and demand, as was possible when goods were handled exclusively on commission, and commission merchants vied with each other to see who could get the best prices for their shippers; therefore, be it

Resolved—That the members of the Chicago Butter and Egg Board, in council assembled, do most earnestly condemn the contract system as a damage to the producer and the receiver, and beneficial only to the speculator for the purpose of using his contract goods as a club to keep prices down when he is receiving butter for storage on his own account, to be sold later in the season for his own benefit at greatly advanced prices at the expense of the producer.

Resolved—That inasmuch as we are convinced that the making each day of a fixed quotation by this board affords a basis upon which not only members of this body, but receivers in all parts of the country, are privileged or compelled to contract in order to get goods in competition with each other, and inasmuch as we, after mature consideration, find no other practical way to abolish the evils of the contract system, that it is the sense of this board that the fixed quotation should be abolished, and in future that the official market reporter shall be requested to simply review market conditions and quote from approved sales of butter posted upon the board, and that no tabulated quotation be posted or published, in any manner whatsoever, with the official or other sanction of this board or its members, and that all information regarding values of butter be given the press through the Chicago Butter and Egg Board, or its official market reporter or reporters.

Resolved—That this rule go into effect at the first meeting in September, 1898.

**The Longevity of Canned Food.**

It is only fair to state that tinned meat still holds the record for longevity. Witness the case of that preserved mutton vouched for by Dr. Letheby in his Cantor lecture, which had been tinned forty-four years, and was still in condition at the end of that time. Those tins had an adventurous career. In 1824 they were wrecked in the good ship Fury and cast ashore with other stores on the beach at Prince's Inlet.

They were found by Sir John Ross eight years afterward in a state of perfect preservation, having passed through alarming variations of temperature annually—from 92 degrees below zero to 80 degrees above—and withstood the attacks of savage beasts, perhaps of savage men. For sixteen years more they lay there broiled and frozen alternately. Then her Majesty's ship Investigator came upon the scene, and still the contents were in good condition. For nearly a quarter of a century they had withstood the climatic rigors, and, as was but natural, some of them were brought home again, where they lived on in honored old age, until they were brought under the notice of Dr. Letheby.

**Of Course Jehovah Helped Us.**

Wars are the thunderstorms of civilization and are as necessary to the peace and welfare of man as the lightning that clarifies the impure atmosphere. Certainly the Great Jehovah who takes the time to count every little sparrow that falls, and even numbers the hairs of our heads, takes a direct interest in a war which has done so much in advancing the outposts of civilization. If stamping out mediaeval despotism is a "hellish game," by what name should one call the purblind stupidity and cowardly avariciousness that would permit a neighboring and liberty-loving people to be exterminated?

**LARGE, FANCY, YELLOW CRAWFORD PEACHES**

Grapes, Pears, Plums, Apples. Lemons, Oranges and Bananas, New Potatoes, Celery, Tomatoes, Sweet Potatoes, Cabbage, New Dry Onions, Turnips, Carrots, Squash.

**BUNTING & CO. - Jobbers - Grand Rapids, Mich.**

We are always Headquarters for

**BUTTER, EGGS, FRUITS and GENERAL PRODUCE**

Correspondence solicited.

**HERMANN C. NAUMANN & CO.**

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

**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.

**POULTRY WANTED**

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

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

**FREE SAMPLE TO LIVE MERCHANTS**



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

**GEM FIBRE PACKAGE CO., DETROIT.**

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.

HARVEY P. MILLER. EVERETT P. TEASDALE.

**MILLER & TEASDALE CO.**

WHOLESALE BROKERAGE AND COMMISSION.

**FRUITS, NUTS, PRODUCE**

APPLES AND POTATOES WANTED

WRITE US.

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

Ship your BUTTER AND EGGS to

**N. WOHLFELDER & CO.**

WHOLESALE GROCERS.

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

**GOTHAM GOSSIP.**

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

Special Correspondence.

New York, Sept. 10--The invoice trading in coffee during the week has been of very light proportions and speculation is practically at a standstill. It is evident that believers in higher rates for coffee are not exerting themselves at all. Spot trading has also been quiet and out-of-town buyers seem to be pretty well loaded up for the present. Of Rio sorts there are in store and afloat, 1,103,537 bags, against 813,508 bags at the same time last year. Mild coffees have been very quiet and hardly a transaction worth recording has taken place. Rio coffee No. 7 closes at 6 7/8c and Good Cucuta at 9 1/4 @ 9 1/2c.

Refiners and importers seem to be kept apart by a small fraction and transactions in raw sugars have been few and of minor importance. Brokers generally report a pretty satisfactory volume of trade on refined and the situation is not altogether unsatisfactory. Orders have come from widely separated points and stocks are rapidly diminishing. Ar-buckle continues to sell package goods, but only in connection with a certain amount of barrels. Standard granulated, 5 1/2c in barrels and \$5.56 in packages.

The tea auction brought out a fairly representative crowd, but animation was lacking and prices were practically what they have been for some time. Little has been done on the street, and retailers throughout the country seem to have stocks ahead sufficient for practically the rest of the year.

Trading in rice is only moderately active, but with the advent of cooler weather it is thought there will be a very decided revival in the market. Reports of yellow fever from the South have, perhaps, had a retarding influence, but it is hoped this will soon be dissipated. Five cents was paid for a rather limited amount of prime Japan rice. Java in moderate amounts was offered at 5c, with some prime grades at 5 1/4c.

Pepper continues to attract attention and orders have come in from all parts. The price is steadily advancing and invoice sales are frequent. Cloves and nutmegs also show more activity; in fact, the whole line of spices is in better shape than for a long time. Holders seem perfectly indifferent as to whether their goods are taken or not, and certainly would-be buyers are not spending much time shopping around after bargains.

Indications of a little life are shown in the molasses market, but not enough business is yet going forward to "build" on. Jobbers generally say they might have a worse trade; in fact, the market is showing no weakness anywhere. Low grades seem to be most sought for and good to prime is worth 16 @ 25c; common sorts, 9 @ 12c. Syrups are steady. Some new syrup has been placed at 16 @ 18c.

Canned salmon and tomatoes continue to be the most attractive articles on the list. Reports from the great tomato districts on the Atlantic coast are of the most discouraging character. Quotations are nominal and the outlook is for a continued advance. Tomatoes of extra heavyweight, New Jersey pack, have sold at \$1.05. Ordinary standards are almost impossible to list. Corn is firm and the outlook is for a pack smaller than the average.

Lemons and oranges are a little easier. Lemons have had a great time during the hot weather and prices have been "out of sight," some fancy stock still being held at \$7 per box or more, and there is nothing much less than \$6. Re-packed Jamaica oranges, \$7 per bbl.

Dried fruits are in about the usual request. Quotations are practically unchanged, with appearances in favor of advances all along the line, both for Pacific coast fruits and domestic goods, apples, berries, etc.

With cooler weather the butter market has developed rather more strength and receipts are showing an improvement in quality. Best Western creamery is worth 18 @ 18 1/2c; firsts, 17 1/2 @ 18c; seconds, 16 @ 17c; Western June cream-

ery extras, 18 1/2 @ 19c; Western imitation creamery extras, 15 1/2 @ 16c; firsts, 13 1/2 @ 14c; extra June factory, 14c; firsts, 13 @ 13 1/2c.

Almost all arrivals of cheese show the effects of heat and the sale thereof has been rather slow. The demand seems to be mostly for export, at very low rates. State cheese, large size, full colored, fancy, 7 1/4c; small fancy, 7 1/2c.

The cold storage warehouses received a large share of the arrivals of eggs during the week and the offering of really desirable goods is comparatively light. Prime to fancy Michigan eggs will bring 16 @ 16 1/2c. Western fair to good, 14 1/2 @ 15c.

**Should Not be Out of Staple Goods.**

There are standard makes of goods which dealers ought to keep in stock during all seasons of the year and observe carefully that these stocks do not become depleted. Special lines which are always in greater or less demand and meet with approval from the great mass of purchasers are the merchant's standby, a fact which he can not afford to ignore, however original and independent he may be in his ideas. All novelties, new makes and designs of goods can only be carried as subservient and subordinate to these, which of course must inevitably undergo certain changes also, in order to keep pace with the universal progress which affects everything. Nothing redounds more to a dealer's discredit than to be compelled to admit that he is out of these standard makes of goods. Customers who are turned away and disappointed a few times continue to cherish the belief until the end of time that that dealer is decidedly behind the times, no matter how zealous he may be in the future in rectifying the error. This class of goods is inevitably sold out more readily than unknown makes and designs, simply because people know more about them and have confidence in their wearing qualities and utility. It requires some time to introduce new goods in place of the older and better known varieties and thus give them an opportunity to occupy a favorable position with the patrons of the store. For this reason new makes of goods must necessarily be handled sparingly and carefully until their reputation is secure.

**The Dawn of Peace.**

Put off, put off your mail, O Kings,  
And beat your brands to dust!  
Your hands must learn a surer grasp,  
Your hearts a better trust.

O, bend aback the lance's point  
And break the helmet bar;  
A noise is in the morning wind,  
But not the note of war.

Upon the grassy mountain paths  
The glittering hosts increase--  
They come! They come! How fair their feet!  
They come who publish peace

And victory, fair victory;  
Our enemies are ours!  
For all the clouds are clasped in light  
And all the earth with flowers;

Aye, still depressed and dim with dew,  
But wait a little while,  
And with the radiant, deathless rose  
The wilderness shall smile.

And every tender living thing  
Shall feed by streams of rest;  
Nor lamb shall from the flock be lost,  
Nor nursing from the nest.

JOHN RUSKIN.

A burnt child dreads the fire. Probably that's why a newly married man tries to avoid his old flames.

**M. W. FAY**  
BROKERAGE,  
COMMISSION  
AND STORAGE  
FORT WAYNE, INDIANA.

Have ten cars **Mason Fruit Jars** in our warehouse for immediate shipment; jars packed in dozen boxes. If you want any, wire me for prices.

**SEEDS ALL KINDS FIELD SEEDS**

ORDERS SOLICITED AT MARKET VALUE

**PEACHES**

**MOSELEY BROS.**

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

**SEEDS**

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

**ALFRED J. BROWN SEED CO.**

24 and 26 North Division Street,

Grand Rapids, Mich.



**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 equal.

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

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

Every Grocer should sell it.

**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.

**OF COURSE YOU WANT**



We have one for you, if you are a wide-awake and progressive merchant--and you must belong to that class or you would not be looking for pointers. Our pointer is that you cannot afford to continue business without a line of

**Northrop Spices and Queen Flake Baking Powder**

both of which have an established reputation for strength, are guaranteed to be pure and are warranted to give satisfaction.

Sold only by the manufacturers,

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



**BIG FISH TRUST.**

**To Control the Sea and Lake Products.**

From the New York Commercial.

As a result of the fight that has been going on for a long time among the Booth Co., the Baltimore Co. and A. R. Edson, of Cleveland, and other prominent Lake and Western fish dealers, final steps, it is stated, have been taken to effect a combination of interests that will control the sea and lake products of the United States and Canada. The combination of firms is to be known as the A. Booth Co., and it is now said that the capital of the concern has been increased from \$5,000,000 to \$15,000,000. Organization was effected in London some weeks ago, and the gigantic trust will include all the important dealers in both countries. Among the fish dealers in this country who are directly connected with the trust are: The A. Booth Packing Co.; Edson Fish Co., Cleveland; Davis Fish Co., Buffalo; Cincinnati Fish & Oyster Co., Cincinnati; Buffalo Fish Co., and C. M. Clark & Co., New York, and W. J. Emerson, Boston.

The manager for C. M. Clark & Co. said yesterday: "Although final steps are being taken, it is not true that the deal has been consummated. That it will eventually go through I have no doubt. An auditor for the A. Booth Packing Co. is now engaged in looking through our books and preparing a report for the company. We, in connection with the Buffalo Fish Co., will have charge of the New York business of the concern. So far as I know, the company will not attempt to control the salt water fish and oyster business at present."

A prominent dealer in fresh water fish said: "So far as we understand the present movement, the object is to control the output of fresh water fish from the Great Lakes. For several years, owing to severe competition and lax business methods, together with the sharp practices of irresponsible speculators, the business of handling fresh water fish has been going behind, especially here in New York. Most of the fish bought by speculators is purchased from large concerns in the West, and in times of bad markets purchasers have not paid their bills, thus throwing the loss upon the shipper. Repeated experiences of this kind have no doubt aroused the Western distributors and led them to take steps toward a combination. The fact that several previous attempts at combination have failed is not likely to induce dealers here to put much faith in the present movement. Concerning the proposed scheme to control the entire fish and oyster business of the country, I think it is a large order, and I doubt if it will ever be accomplished."

The New York representative of a prominent firm of wholesale fresh fish dealers of Boston said: "It is known to the trade that W. J. Emerson has disposed of his Boston interests to the combination, and he is now the Boston agent of the concern. I can see how it will be possible to control the output of the lakes, but when it comes to salt water fish there is another story to tell. To freeze out the hundreds of wholesale fish dealers in Gloucester, Boston and New York, to say nothing of those in other sea-coast cities, would require unlimited capital. The present scheme is of greater magnitude than any that has heretofore been attempted, but I doubt if it will be any more successful. The salt water fishing interests are scattered all along the coast. It would be necessary to establish headquarters in every fishing community and to buy up all the fish dealers in the principal cities. The trust might possibly control the output of Bank fish, as this branch of the fisheries is more concentrated. Even this would require a great deal of capital, for Boston and Gloucester fish dealers and vessel owners are prepared to make a stiff fight. The banking fleet numbers a hundred or more vessels, owned chiefly by Gloucester parties. The sentiment among the oyster dealers was decidedly against the proposed

scheme. So far as could be learned, none of the dealers in the city had been approached in the matter, although it was admitted that several large Western and Southern oyster houses had considered proposals. The Western dealers, however, are dependent upon the East for supplies, and their falling in with the plan would not cut much figure. In the case of the Southern dealers, competition is quite as keen there as here, and while no one is prepared to predict what might happen, it is considered doubtful whether enough firms are interested to make it a success.

George Shaffer, a member of one of the oldest oyster firms in the city, said: "There will be no trust that will include the oyster interests. The production is too great and spread over too much territory to make possible any consolidation of interests."

**How Rouss Made Millions.**

Charles Broadway Rouss, the great New York merchant, in a recent interview, makes the following assertions: Industry, integrity, economy and promptness are cardinal requisites to certain and honorable success.

Merit is the trade-mark of success; quality the true test of value.

Not in time, place or circumstances, but in the man lies success; and the larger the field the greater the results.

Credit and partnership are the scourge of commercial history, and the ban of commercial experience.

Beware of the gifts of the Greeks; they allure that they may destroy; credit is tempting, but ruin surely follows in its path.

Burn the ledger and learn to say No; this is the best for both buyer and seller. Learn when to buy, how to buy, and where to buy.

Buy for cash and sell for cash. If you buy bargains, sell bargains.

Quick sales and small profits make more sales and greater results.

Large profits and few sales means, in time, no sales and no profits.

Bargain purchases without bargain sales is an ambition which overleaps itself, and is as unwise as it is unprofitable.

Long credits with large profits tempt both buyer and seller, but they awaken the siren song which is ever chanting the funeral dirges of disappointed victims, both buyer and seller being chief mourners.

**Independence As a Cloak for the Adulterator.**

From the New York Merchants' Review.

The Michigan Tradesman has a large and meaty bone to pick with a well-known wholesale firm of cutting grocers in Chicago. It charges the Chicago house with under-quoting the other wholesale dealers in its territory with the assistance of adulterated goods. One instance of gross adulteration is mentioned, a brand of "pure" cream tartar in which not a grain of cream tartar could be found. The said firm advertises its prices in a local paper, and the readers of the latter use it as a club to beat down the prices of other wholesalers, they having subscribed for the paper for no other object, nobody ever being so far gone as to want the journal for its editorials or news. It's a pretty squabble as it stands, but we can not help laughing at the very idea of that bluff, hearty and independent attitude of the Chicago house being merely a cloak for the slinking practices of the adulterator. To think of a brand of cream tartar without a particle of cream tartar in it!

**Excursion to Boston via Michigan Central.**

Round trip tickets will be sold at \$19 on Sept. 15, 16, 17 and 18, good to return until Sept. 30. Stop over at Niagara Falls will be accorded on both the going and return journeys.

W. C. BLAKE,  
City Ticket Agent.

Men and clothes lines become unsteady when they have too many sheets in the wind.

**Klondike Stories Made Out of Whole Cloth.**

Seattle, Wash., Sept. 5.—For the benefit of your readers who have the Klondike fever, I will state, after a serious, determined and persistent attempt to win, on definite and consistent lines, during which time I was exposed to all kinds of disagreeable weather and hard work, and having talked with men who have been there and engaged in mining all their lives, I draw the following conclusion: All of them are of the opinion it is the greatest fraud and imposition that was ever perpetrated on a confiding people.

The head center of this gigantic fraud and humbug is at Seattle, and the transportation companies are at the bottom of it. The stories of the gold that men bring out are nearly all made out of whole cloth. The steamship companies' confidential employes fill buckskin sacks with sand and have them carried off the boats in such a manner that they are displayed to the gaping multitude that crowd the wharves at every arrival from Alaska. As soon as night falls these sacks are carried back on board, to be used again in roping in another gang of suckers waiting to be fleeced. These swindlers have also arranged that the men coming out of the fields dead broke—and there are thousands of them—shall not land at Seattle, lest they expose the fraud, but are put ashore at other points.

I have conversed with a number of men who have been at the Klondike diggings, and it is their opinion that there is a small tract of country, or a few claims, rather, that are rich, but these are controlled by wealthy people or corporations, and not one man in a thousand who goes there will ever make any money mining. While it is true that there are men from the States who are still going to the Klondike, they do not expect to make anything at mining, but out of the gudgeons who are and have been flocking there from the Middle and Eastern States. It is generally conceded on the coast that there will be more hungry and starving people there next winter than were ever known before in any mining camp on the globe, and those that are able to return will be wrecked physically if not financially. At Seattle one hears hardly anything else talked of in the hotels and other places where men congregate. Every public house or resort has its cabinet of specimens of ores taken—or said to be taken—from the different mines, but the most of them were obtained in the States. Bulletin boards giving the daily quotations of stocks of the different claims run from 3 cents to \$10 per share. A claim that is worth only 25 cents per share to-day may be worth \$1 to-morrow; hence you will observe that the shrewdest mining experts in the world are there manipulating affairs. Some of the business men, and others, of Seattle have expended thousands upon thousands of dollars in advertising and perpetuating the fraud, employing the most unscrupulous of men to write the matter up. Not satisfied with this, they have men traveling throughout the eastern section lying about the richness of the mines and inducing people to abandon their homes and seek for that which is not to be found. These people and their methods can not be too severely condemned by the press whose editors have refused to be bribed into advertising the glaring deception and fraud.

WM. H. KRITZER.

He was fond of singing revival hymns, and his wife calls the baby Fort, so that he would want to hold it.

**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.

**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 South Water St., Chicago.

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Wm. M. Hoyt Co., Wholesale Grocers, Chicago.  
W. J. Quan & Co., Wholesale Grocers, Chicago.  
"Chicago Produce," Chicago.  
Bradstreet's and Dun's Agencies.  
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FLAVORING  
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BUSINESS  
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Young men and women admitted any week in the year. Every graduate secures employment. Living expenses low. Write for catalogue.  
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## MEN OF MARK.

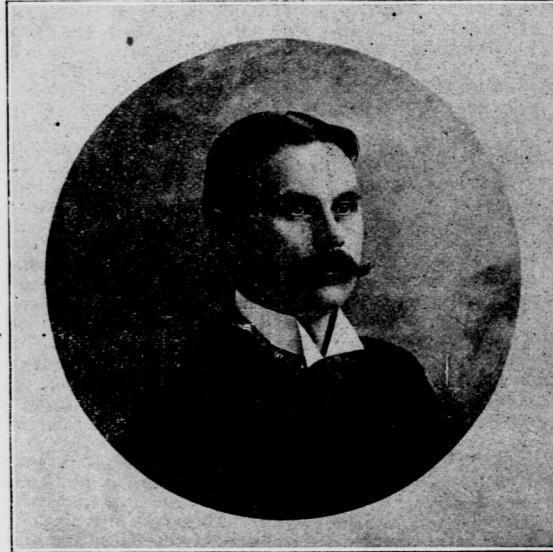
## W. W. Terriff, the Portland Washing Machine Manufacturer.

W. W. Terriff was born on a farm near Guelph, Ont., July 16, 1866. His antecedents on both sides were Scotch, his father having been a native of Aberdeen. He attended district school until 15 years of age, when he pursued a four years' course at the high school of Guelph. His first commercial experience was as clerk in the dry goods store of Craik & Co., Port Hope, Ont. Not liking the business because of the small opportunity he saw for advancement, he ended the engagement after a year's experience and embraced the position of time-keeper for the Grand Trunk Railway. Nine months in this position was quite sufficient to convince him that promotion in the railway service comes by slow degrees, and he therefore returned to the farm of his father to consider the situation and decide what career he should follow. As luck would have it, he was called upon to act as assistant on wash day, and during one of the unpleasant incidents inseparable from "wash day" he conceived the idea of getting up a machine that would do the work quite as well as it could be done by human hands. He invented his machine and for several months pursued a lucrative business in selling duplicates of his invention. About this time he was advised by a preacher to sell territory instead of machines, and for a couple of years he peddled out townships and counties to good advantage, subsequently selling the right to manufacture the machine to the Hamilton Woodenware Co., of Hamilton. He then turned his attention to the development of a machine adapted to the United States and removed to this country for the purpose of selling territory, disposing of \$7,000 worth in this State alone. He came first to Grand Rapids, then went to Muir, subsequently removing to Portland, on the advice of a tramp that the town was a good one. He formed a business arrangement with C. J. Warren, a manufacturer of furniture in a small way, who made the machines while he exploited the territory. He subsequently organized a company with \$1,000 capital to continue the manufacture of the machines, while he established agents and sold the device on the road. The company is known as the Portland Manufacturing Co., but during his absence the management undertook the manufacture of other things besides washing machines, resulting in the increase of the capital stock of the corporation to \$4,200, with a corresponding increase in the floating debt. On his return to town after an absence of ten months, he found the stockholders of the company discouraged and the business at a standstill, when he made them a proposition that if they would pay his board at the hotel for a year he would work without any salary, depending wholly for subsistence on his royalty of 25 cents on each machine sold. At the end of the first year, he declared a 20 per cent. dividend and wiped out one-half of the indebtedness. The second year he wiped out the remainder of the indebtedness and paid a 40 per cent. dividend. Annual dividends of 50 per cent. were then in order, which percentage was increased to 85 per cent. last year and 100 per cent. this year. The plant now inventories about \$30,000, with no indebtedness, and is turning out about 12,000 machines a year. The stock is held at five times its face value,

with no sellers at that. All goods are sold direct through local agents, who are secured through advertising, there being something like 1,600 men now at work on the machine in this country and Manitoba.

About five years ago Mr. Terriff assisted in the organization of the Portland Furniture Co., with the understanding that the corporation was to engage in the manufacture of furniture. In the early days of the organization it developed that a washing machine was to be one of the products of the factory, whereupon Mr. Terriff sold his stock in the corporation and retired from the office to which he had been elected, taking the ground that it would be incompatible for him to remain with the new company and give it the benefit of his experience gained with the institution he had built up from small beginnings. The new enterprise found the manufacture of washing machines so unprofitable that it was glad to abandon that branch of the business at the end of the year.

About three months ago Mr. Terriff



took the entire management of the Wolverine Soap Co., which had practically collapsed, making the stockholders a proposition to pay them a cash dividend of 8 per cent. per annum on the original paid-up stock, which was at once accepted, and he is confident that in the course of a few months he will be able to make a showing equal to that of the Portland Manufacturing Co. He is also a director in the Michigan Commode & Cabinet Co., which was organized about a year ago.

Mr. Terriff is unmarried and has no family or religious connection. He is a member of the local lodge of Masons and Knights of Pythias, but, aside from these associations, his relations are entirely of a business nature.

Mr. Terriff attributes his success to the fact that he knows his business thoroughly and that his judgment is "average good," as he expresses it. The reasons for his success are not difficult to discover. Before he was an inventor, he was a salesman and learned the difficulties which beset the man who undertakes to secure orders for a wash-

ing machine. Unlike most inventors, he has developed remarkable ability in the management and exploitation of his device, so that, while thousands have failed in achieving success in this particular branch of business, he has made a wonderful record. He is confident that the soap business will ultimately prove as successful under his management as the washing machine business, and those who know him best and realize the vast amount of energy he possesses have no hesitation in asserting that he can run two separate lines of business at the same time and yet do both of them justice.

## Scarcity of Paper Money.

A strange and unusual situation prevails at present in New York and other trade centers. There appears to be a temporary scarcity of paper money, which naturally compels those who transact business to use gold coin. Gold certificates would be more convenient because of their smaller bulk, lighter weight and the greater safety with which they could be transmitted by mail or ex-

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THE ONLY HOTEL IN THE CITY WITH  
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our new device for copy-  
ing letters.

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is

"The Flour the Best  
Cooks Use"

And the kind you ought to Sell.

Made only by a

Valley City  
Milling Co.

Grand Rapids, Mich.

The sins of the father are visited on the son; but the son's sins are visited on the whole family.

## Commercial Travelers

### Michigan Knights of the Grip.

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

### Michigan Commercial Travelers' Association.

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

### United Commercial Travelers of Michigan.

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

### Michigan Commercial Travelers' Mutual Accident Association.

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

### Lake Superior Commercial Travelers' Club.

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

### Gripsack Brigade.

S. A. Deter has engaged to travel in the Upper Peninsula for the Kern Picture Co., of Chicago.

A. W. Peck (Hazeltine & Perkins Drug Co.) is camping on Carp Lake for a couple of weeks. His territory is being covered in the meantime by C. A. Bugbee, the Traverse City druggist.

The traveling men who attended the picnic of Post E last Saturday insist that it was worth two tickets of admission to witness Ben. Cramer's cake walk. Its equal has never been seen here. It was original and unique and indicates the possession of genius of a high order on the part of Mr. Cramer.

Geo G. Bardeen may know how to run a brass band, a fire department, a village the size of Otsego and a paper mill which has no equal in the West in point of size and dividend-paying power, but as a judge of games and contests at a traveling men's picnic he is a total failure—almost as bad as Geo. Owen, if such a thing were possible. Some of the decisions of these gentlemen were so rank that there was strong talk of ducking them in Reed's Lake, but out of consideration for the fish the project was abandoned.

The W. M. Hoyt Company has always insisted that it does business on small margins because it does not have to meet the expenses incident to the employment of traveling salesmen. Recent developments tend to show that its profits on some lines of goods are not to be sneezed at. For instance, a vile mixture of acids and gypsum which costs less than 2 cents a pound is sold at 14 cents, while other articles quoted under the heading of "Our Pure Brand" are scarcely less reprehensible in their lack of purity and strength. The traveling man may not always be an ideal individual, but the Tradesman has never yet run across a Knight of the Road who would sell 2 cent dirt for 14 cent cream of tartar.

The recent death of Edward Lance, who took poison while confined in the Saginaw jail, closes the career of one of the most persistent and successful insurance frauds this country has ever known. Lance was arrested in Saginaw several weeks ago on a charge of assault and battery preferred by his wife. When the police searched his effects they discovered evidence that he had made a business for years of defrauding accident insurance companies. He went under the names of Edward Lance, Louis Wilson, Charles Rice, Charlie Powers, C. F. Powers, Robert T. Smith and other aliases, taking out policies in various parts of the United States and then collecting money on the pretense of being injured. His scheme was to wrap a rubber band about three feet long around

one of his legs and keep it there until the leg became irritated and inflamed. Then he would pretend to have sprained his leg and would be laid up a few weeks, collecting indemnity for his loss of time. The last company swindled was the Travelers' Life and Accident Insurance Co. Lance got a policy from the company's Saginaw agent under the name of Robert T. Smith, and then represented about six weeks ago that he had been injured on the steamer Josie, on the Saginaw River. The claim was allowed and he collected \$50 a week for two weeks. The Saginaw agent and Postoffice Inspector Larmour both wanted Mr. Thompson to prosecute Lance, but he did not think it worth while. Mr. Larmour accordingly complained of Lance for fraudulent use of the mails, and he was to have been tried on that charge. Lance's ostensible occupation was that of a commercial traveler, but the evidence tends to show that he had done nothing else for years but swindle insurance companies, making enough in that way to give him a regular livelihood.

Muskegon News: The family and friends of I. W. Feighner have been considerably alarmed over his apparently mysterious disappearance at St. Joseph. Mr. Feighner is a traveling salesman for the Durand & Casper Company, wholesale grocers of Chicago. The news of his disappearance was first made known to Chief of Police Daniel James, who Friday evening received a letter from Chief of Police Stucky, of St. Joseph, asking for information concerning I. W. Feighner, who came to the National Hotel in that city last Monday and engaged a room. The gentleman had taken his grips to his apartment and about a half hour later reappeared in the office saying that he was going away for a short time, but would return in the evening. The letter stated that Mr. Feighner never returned and that some fear was entertained for his safety. Chief James immediately went to the home of Mr. Feighner and showed the letter to the latter's wife. She, however, could volunteer but little information in regard to the whereabouts of her husband. She knew that he had left home on Monday to call on his trade in St. Joseph; she also had received a letter from him dated last Tuesday and written in Chicago, stating that he would not return home until the end of the week. She was very much worried and feared that some harm had befallen him. All apprehension, however, was allayed, when Mr. Feighner returned to the city Saturday afternoon, safe and sound. Mr. Feighner, in telling his story, stated that he was in St. Joseph Labor Day where he stopped at the Hotel Whitcomb. The porter took his two grips and gave the checks for them to another party, while he was out listening to Judge O'Hara make a Labor Day address. The man with the checks, it appears, got the grips and disappeared. From the letter written by the Chief of Police of St. Joseph, he concludes that he must have gone to the National Hotel and engaged a room. On examining the contents of the grips and finding nothing of great value to him, the party left, promising to return. Mr. Feighner says after discovering his loss he went to Chicago and secured samples and continued seeing the trade in his territory.

A kind word thrown at your husband will go further towards a new bonnet than a rolling pin will.

### The Traveling Men's Picnic at Reed's Lake.

The day dawned dark and gloomy, with a depressing effect on the would-be picnickers, but by afternoon the clouds had lifted and Old Sol concluded to grace the occasion with his presence. Soon after dinner "the boys" began to put in an appearance at Alger Park, accompanied by their wives or sweethearts—or going-to-be sweethearts—and soon the fun began. A ball game was the first thing on the programme. Five innings were played, when the game stood 12 to 10 in favor of Will Richmond's side. Then came the Fat Men's Race, in which "Smiling By." (Davenport) lost ten pounds of his avoirdupois in capturing first prize, a box of fine cigars—no twofers. M. K. Walton won the Free for All Race—prize, box cigars. A third box was up for Throwing the Ball, Fred Osterle making the kid go farthest to bring it back. There were eight or ten entries for the Ladies' Embonpoint Race, Mrs. Cornelius C. Crawford clipping it the fastest and gaining the fan prize. Mrs. Manley Jones was a close second, and will brew her husband 2 pounds of Ceylon tea as a result. In the Free for All Race, the cutglass cream pitcher fell to the lot of Mrs. Hanlon, as first prize, while Mrs. Emory drew a fan as second. The ladies all ran their swiftest, and showed they had not played Pum Pum Pullaway for naught in their childhood days. When it came to the ladies' contest of Throwing the Ball, there were all sorts of gyrations by the fair ones—and all sorts of gibing remarks by the masculine onlookers. Mrs. Crawford seemed to have a fair show to come out "first best," and would have done so had she not thrown the ball behind her instead of in front. Cornelius ran like a whitehead when he saw her aiming straight ahead. Mrs. Richmond, however, was awarded the prize, a pint bottle of fine perfumery. In the Children's Race the cash prize of 25 cents was earned by Manley Jones' pretty little daughter. The Judges' Race was next called. The participants in this were genial George E. Bardeen, of Otsego, Col. Aldrich, of Carnival fame, and the irrepressible George Owen. Although Mr. Bardeen brought his calipotiaphicahn with him in a big cage, it did not prove a mascot, the prize, "Owen to circumstances," as George said, going to the last-mentioned gentleman.

After the races the picnickers adjourned to the Hazel A., which spent the remainder of the time until 9 o'clock

in making trips around the lake, while those aboard demolished the delicious contents of numerous baskets, in the dining room, and afterward tripped the light fantastic on the upper deck to the dulcet notes of piano and violin. One of the most enjoyable features of the evening was the Cake Walk indulged in by some half dozen couples, in which Mr. Ben. Cramer and Mrs. Henry Dawley received the greatest applause from the spectators. A Goodnight Waltz ended the festivities, and then one and all pronounced the occasion "the best picnic 'the boys' have ever had."

It is far better to be alone in this world of sorrow than to bring up a child to play on the accordion.

### HOTEL WHITCOMB

ST. JOSEPH, MICH.

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

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

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REED CITY, MICHIGAN. A. B. SPINNEY, M. D., PROP. 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 Donnelly House, Prop.

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We sell the celebrated **Dunlap and Stetson Hats.**

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## Drugs--Chemicals

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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.

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### Four Requisites to Success as a Pharmacist.

According to Remington, the art of pharmacy is "the science which treats of medicinal substances; it comprehends not only a knowledge of medicines and the art of preparing and dispensing them, but also their identification, selection, preservation, combination and analysis."

In Webster's Dictionary pharmacy is defined as "the art or practice of preparing, preserving and compounding substances for the purpose of medicine."

If the foregoing definitions are true ones of pharmacy, and we have no right to contradict the authorities quoted, where will we look for "the model pharmacy?"

If we were to take our idea of a pharmacy from the numerous street car or newspaper advertisements of pharmacists, or from the everyday life in a drug store, we would give the following definition: "A pharmacy is a store for the sale of patent medicines, crockery, bric-a-brac, holiday goods, stamps, etc., or a bureau of information on all subjects for the convenience of the general and traveling public."

The calling of pharmacy in the sense of the first definition is certainly a science. In the last one it is naught but a mere mercantile business, and it requires no more preparation to become a pharmacist than to be a dry goods, grocery or general merchandise clerk.

The model pharmacy of to-day, the successful one, and the one which commands the respect of the medical profession and people of education, is not the "shop" where patent medicines are retailed for wholesale prices, quinine pills sold for 25 cents per hundred, or where the windows, doors, show-cases and even the sidewalk in front of the store, are full of signs setting forth the virtues of the multitudes of preparations which are on the market for "the healing of the nations," but the prescription pharmacy.

The requirements for a successful prescription pharmacy are, in my opinion, as follows:

1. Pure drugs.
2. Personal attention of the proprietor.
3. Careful and courteous clerks.
4. Neat professional appearance of the store.

I will undertake the discussion of these matters under separate heads, as follows:

1. By pure drugs, I mean the best on the market, the best that money can buy. There will be a difference in the bills in a store when we buy, for example, English digitalis leaves for 75 cents a pound, or German leaves at 15 cents. Muriate and carbonate of ammonia C. P. at 40 cents, or the same of medium

quality at 12 cents per pound. Yet we feel the difference in prices pays the pharmacist. He can make it pay by calling the attention of physicians, in a casual or specific way, to the superiority of this class of goods over the ordinary. His official preparations will be more efficient and therefore give better results in prescriptions. When the M. D.s have occasion to write a prescription in your vicinity they will undoubtedly instruct their patients to have them compounded at your pharmacy, for their reputation as well as yours depends on the efficiency of their medicines.

2. Too much can not be said on this qualification. If they looked for the cause many men who have failed in business would find it was the neglect of this that first started them on the downward road.

3. The appearance and bearing of the clerks, as well as the proprietor of a store, are looked into by the patrons of a prescription pharmacy. The clerk must be intelligent, courteous and pleasant to all, rich or poor, black or white, for at the end of the day when the amount of sales is counted the profits of one class can not be told from the profits of another. How are these accomplishments attained? In answer to this question we would say very much depends on the individual; a good primary education is necessary; then careful study and attention to the requirements of your customers and further fitting yourself for your profession by a course in some school of pharmacy. The old-time "experience in a store" clerks are fast disappearing and their places are being filled by the modern Ph. G.s; and it is well that this is the case, for a man can have many years of experience in a store and yet, if he has not been trained to study the various drugs, as the college course teaches him to do, he will know very little of the structure, constituents or distinguishing characteristics of the various drugs, preparations and chemicals of our Pharmacopoeia, and therefore, be incompetent to distinguish between pure and adulterated drugs.

4. This matter is perhaps too much overlooked by the pharmacist, and yet it has great weight in the preference of a person for one store over another. Keep your store neat and clean, the counters, chairs, soda fountain and scales in the front of the store, and everything to correspond back of the counters and prescription desk. Do not be too elaborate in fixtures, shopware and counters, as it sometimes gives people the impression that they must help pay for these things by the prices asked for goods. Do not spend your time which might be used in manufacturing or cleaning in talking politics and kindred subjects with a crowd in the store, for if there is any one thing aside from lack of prompt personal attention to business that is detrimental to a store it is this matter of "loafers." As has been remarked by one who has had experience, "one lady's trade is worth three men's in a drug store," and a lady does not care to, in fact, will not, trade in a store where "loafers" congregate.

Professional bearing in a store is also necessary; make your own elixirs, tinctures, syrups and ointments; do not be second man. Be a pharmacist in the true sense and "prepare, preserve and compound your own substances for medicinal use." In manufacturing these, display your products in the course of preparation, let people see the methods of percolation, filtration,

crystallization, etc., and they will come to the conclusion and rightly, that pharmacy is not merely knowledge to make a mixture of water and sugar or salt, but that it is a science and requires skill in the use and manipulation of these various pieces of mechanism which are required by our profession.

Let us all think over these matters. If we are guilty of any of the faults or lack in any particular in our management, let us correct them and if we do we will surely be successful pharmacists and have in public opinion a model pharmacy.

F. C. WEBER.

### Modest Uncle Sam.

My name is Uncle Sam,  
And  
Hereafter folks 'll know who I am,  
Without compelling me to stand  
Around and wait  
Until somebody introduces me.  
I'd bate  
To be  
Regarded as bumptious, but  
Whenever there's a nut  
That others find too hard to crack,  
Why  
Let them pass it around, and I  
Will give it a whack!  
Understand that I'm not  
One of those who  
Like to boast about what  
They can do!  
I don't care to stand  
On the housetop and  
Yell;  
I prefer to let my actions tell—  
But, still,  
I will  
Say  
That the world may  
As well be  
Notified that from to-day  
It will be well to consider me  
When  
Big things are to be done  
With pen—  
Or gun!  
I am naturally shy;  
I don't like to boast,  
But I guess most  
Folks'll be willing to admit that I  
Am not so  
Slow!  
I wouldn't for the world have it  
thought  
That I'd got  
The big head, or  
That, having had a taste of war,  
I am looking for  
Other bullies to  
Subdue.  
No,  
I intend to go  
My way  
Without a word to say;  
I don't propose  
To make any big talk—  
But I have a full set of toes,  
And it will not pay anybody to walk  
On the same!  
My name  
Is Uncle Sam—  
I guess most folks know who I am!  
Those who don't happen to be  
On speaking terms with me  
Will do well to step forward now—  
And bow!  
I am modest, as I have said;  
There's no  
Blow  
About me;  
My head  
Is the same size it used to be!  
I don't want to stand  
Around and  
Tell folks about my own worth—  
But I will say,  
By the way,  
That I'm on earth!  
I'm as modest as I can be;  
I blush like a sweet girl graduate—  
That's straight—!  
But, say, ain't I great?  
Let's all hurrah for me!  
S. E. KISER.

### Manufacture of Vanillin.

A patent has been granted in France for the subjoined process of manufacture: One part of clove oil, three parts of potassium carbonate, and nine parts of water are heated in an open iron pan, fitted with a stirrer and thermometer, the mass being raised to 220 degrees C. as quickly as possible. The vapors evolved during the operation carry away with them the hydrocarbons in the oil, so the work should be carried on in a draught cupboard to avoid inconvenience. At 220 degrees C. the mass is poured into five parts of cold water, one part of crystallized copper sulphate being added, and the whole is heated for eight to ten hours on the water bath, the liquid portion, containing the potassium compound of vanillin, being poured off from the black oxide of copper formed, which is washed in water several times over. The liquids being united, acid is added to liberate the vanillin, which is then extracted by means of ether, and purified in the usual manner. Instead of copper sulphate and alkali, ammoniacal copper oxide, or oxide of lead or mercury may be employed in presence of an alkali; but this alternative method is neither so easy to work, nor so economical as that making use of copper sulphate or oxide, besides giving an inferior yield.

### Will Continue to Manufacture Antitoxin.

Parke, Davis & Co., Detroit, who have been for several years manufacturing antitoxin on a large scale, recently received a notice from Prof. Behring, a German chemist, to the effect that they are infringing on a patent recently granted to him by the United States Patent Office, and that if they continue in the business they must pay him a royalty. As Parke, Davis & Co. make half the entire amount of antitoxin used in the United States, this would be a pretty heavy tax. But as they had made the preparation four years before the professor's patent was granted, they refuse to recognize his rights to collect royalty or interfere with them in any way. They have, therefore, made arrangements to contest the matter in the courts to a finish.

### Gouache Colors.

Gouache colors are virtually only opaque water colors and differ from the aquarelle colors merely in that the latter are glazing. Strictly speaking, our size colors are also gouache colors. The gouache colors are chiefly employed for painting on fans, parchment articles, cigar cases, etc., and also in conjunction with aquarelle colors for making and painting sketches. An excellent paint for the last named purpose is prepared as follows: Soak fine zinc white and good white chalk (one-half of each) in water, pour off the supernatant water and add a few drops of dissolved gum arabic, but only enough to bind the color and impart to it a very faint gloss. By the addition of aquarelle colors to this white, different shades can readily be mixed. This very cheap and useful gouache white (body white) has been found very serviceable in practice.

### The Drug Market.

Trade in this line is very large and much in excess of last year at this season of the year. Collections are also good.

Opium—Is steady at unchanged prices.

Morphine—Is unchanged.

Quinine—Is in better demand and prices are steady.

Carbolic Acid—Price has been reduced 3c per lb., on account of competition among jobbers. Manufacturers' prices remain the same.

Cocaine—Is firm, with a tendency toward higher prices.

Essential Oils—There are no changes to note, as prices remain steady.

WHOLESALE PRICE CURRENT.




Table of wholesale prices for various goods including Acetium, Benzoleum, Carbolium, etc., categorized by type like Acidum, Ammonia, Aniline, etc.

Table of wholesale prices for various oils and chemicals including Morphia, S.P. & W., Cinchona, etc.

Advertisement for POCKET BOOKS AND PURSES by Hazeltine & Perkins Drug Co. featuring a decorative border and text: '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.'

# GROCERY PRICE CURRENT.

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

<b>AXLE GREASE.</b> doz. gross Aurors.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 4 00 Frazer's.....75 9 00 IXL Golden, tin boxes 75 9 00 Mica, tin boxes.....75 9 00 Paragon.....55 6 00 <b>BAKING POWDER.</b> <b>Absolute.</b> 1/2 lb cans doz.....45 1 lb cans doz.....85 <b>Acme.</b> 1/2 lb cans 3 doz.....45 1 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 <b>Bulk.</b> 6 oz. Eng. Tumblers.....85 El Purity.....75 1 lb cans per doz.....1 20 1 lb cans per doz.....2 00 Home.....35 1/2 lb cans 4 doz case.....55 1 lb cans 4 doz case.....55 <b>JAXON</b> 1 lb cans, 4 doz case.....45 1/2 lb cans, 4 doz case.....85 1 lb cans, 2 doz case.....1 60 <b>Jersey Cream.</b> 1 lb cans, per doz.....2 00 9 oz. cans, per doz.....1 25 6 oz. cans, per doz.....85 <b>Our Leader.</b> 1/2 lb cans.....45 1 lb cans.....75 1 lb cans.....1 50 <b>Pearless.</b> 1 lb cans.....85 <b>Queen Flake.</b> 3 oz., 6 doz. case.....2 70 6 oz., 4 doz. case.....3 20 9 oz., 4 doz. case.....4 80 1 lb, 2 doz. case.....4 00 5 lb., 1 doz. case.....9 00 <b>BATH BRICK.</b> American.....70 English.....80 <b>BLUING.</b> <b>CONDENSED PEARL BLUING</b> Small, 3 doz.....40 Large, 2 doz.....75 <b>BRUINS.</b> No. 1 Carpet.....1 90 No. 2 Carpet.....1 75 No. 3 Carpet.....1 50 No. 4 Carpet.....1 15 Parlor Gem.....2 00 Common Whisk.....70 Fancy Whisk.....80 Warehouse.....2 25 <b>CANDLES.</b> 8s.....7 10s.....8 Paraffine.....8 Wickling.....20 <b>CANNED GOODS.</b> <b>Manitowoc Peas.</b> Lakeside Marrowfat.....95 Lakeside E. J.....1 15 Lakeside, Cham. of Eng.....1 20 Lakeside, Gem. Ex. Sifted.....1 45 Extra Sifted Early June.....1 75 <b>CATSUP.</b> Columbia, pints.....2 00 Columbia, 1/2 pints.....1 25 <b>CHEESE</b> Acme.....10 Amboy.....10 Butternut.....10 Carson City.....10 Emblem.....9 1/2 Gem.....10 1/2 Ideal.....9 1/2 Jersey.....8 Lenawee.....8 Riverside.....10 Sparta.....10 Springdale.....10 Brick.....11 Edam.....70 Leiden.....17 Limburger.....12 Pineapple.....50 Sap Sago.....17 <b>Chicory.</b> Bulk.....5 Red.....7 <b>CHOCOLATE.</b> Walter Baker & Co.'s German Sweet.....23 Premium.....35 Breakfast Cocoa.....46	<b>CLOTHES LINES.</b> Cotton, 40 ft, per doz.....1 00 Cotton, 50 ft, per doz.....1 20 Cotton, 60 ft, per doz.....1 40 Cotton, 70 ft, per doz.....1 60 Cotton, 80 ft, per doz.....1 80 Jute, 60 ft, per doz.....80 Jute, 72 ft, per doz.....95 <b>COCOA SHELLS.</b> 20 lb bags.....2 1/2 Less quantity.....3 Pound packages.....4 <b>CREAM TARTAR.</b> 5 and 10 lb. wooden boxes.....30-35 <b>COFFEE.</b> <b>Green.</b> Fair.....9 Good.....10 Prime.....11 Golden.....12 Peaberry.....13 <b>Santos.</b> Fair.....12 Good.....13 Prime.....14 Peaberry.....15 <b>Mexican and Guatamala.</b> Fair.....15 Good.....16 Fancy.....17 <b>Maracaibo.</b> Prime.....19 Milled.....20 <b>Java.</b> Interior.....19 Private Growth.....20 Mandehling.....21 <b>Mocha.</b> Imitation.....20 Arabian.....22 <b>Roasted.</b> Clark Jewell-Wells Co.'s Brands Fifth Avenue.....23 Jewell's Arabian Mocha.....25 Wells' Mocha and Java.....24 Wells' Perfection Java.....24 Samsalbo.....21 Breakfast Blend.....18 Valley City Maracaibo.....18 1/2 Ideal Blend.....14 Leader Blend.....13 <b>Package.</b> Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 1/2 c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. Arbuckle.....10 50 Jersey.....10 50 <b>McLaughlin's XXXX.</b> McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. <b>Extract.</b> Valley City 1/4 gross.....75 Felix 1/4 gross.....75 Hummel's full 1/4 gross.....85 Hummel's tin 1/4 gross.....85 <b>CLOTHES PINS.</b> 5 gross boxes.....40 <b>CONDENSED MILK.</b> 4 doz in case. Gall Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champton.....4 50 Magnolia.....4 25 Challenge.....3 35 Dime.....3 35 <b>COUPON BOOKS.</b> <b>Tradesman Grade.</b> 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 <b>Economic Grade.</b> 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 <b>Superior Grade.</b> 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 <b>Coupon Pass Books.</b> Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1000 books.....17 50	 <b>Universal Grade.</b> 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 <b>Credit Checks.</b> 500, any one denom'n.....3 00 1000, any one denom'n.....5 00 2000, any one denom'n.....8 00 Steel punch.....75 <b>DRIED FRUITS—DOMESTIC</b> <b>Apples.</b> Sundried.....2 5 Evaporated 50 lb boxes.....2 8 <b>California Fruits.</b> Apricots.....2 8 1/2 Blackberries.....2 7 1/2 Nectarines.....2 7 1/2 Peaches.....6 1/4 @ 7 1/4 Pears.....8 @ 7 1/4 Pitted Cherries.....2 8 Prunelles.....1 48 Raspberries.....1 20 <b>California Prunes.</b> 100-120 25 lb boxes.....2 5 90-100 25 lb boxes.....2 5 80-90 25 lb boxes.....2 5 70-80 25 lb boxes.....2 5 1/2 60-70 25 lb boxes.....2 5 1/2 50-60 25 lb boxes.....2 9 40-50 25 lb boxes.....2 9 30-40 25 lb boxes.....2 9 1/2 cent less in 50 lb cases <b>Raisins.</b> London Layers 3 Crown.....1 45 London Layers 4 Crown.....1 55 Dehesias.....3 1/2 Loose Muscatels 2 Crown.....4 1/4 Loose Muscatels 3 Crown.....5 1/2 <b>FOREIGN.</b> <b>Currants.</b> 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 <b>Peel.</b> Citron American 10 lb bx.....2 13 Lemon American 10 lb bx.....2 12 Orange American 10 lb bx.....2 12 <b>Raisins.</b> Ondura 28 lb boxes.....8 @ 8 1/2 Sultana 1 Crown.....2 @ 7 1/2 Sultana 2 Crown.....2 @ 7 1/2 Sultana 3 Crown.....2 @ 7 1/2 Sultana 4 Crown.....2 @ 7 1/2 Sultana 5 Crown.....2 @ 7 1/2 Sultana 6 Crown.....2 @ 7 1/2 Sultana package.....2 @ 14 <b>FARINACEOUS GOODS.</b> <b>Farina.</b> 24 1 lb. packages.....1 50 Bulk, per 100 lbs.....3 50 <b>Grits.</b> Walsh-DeRoo Co.'s Brand.  24 2 lb. packages.....1 80 100 lb. kegs.....2 70 200 lb. barrels.....5 10 <b>Hominy.</b> Barrels, 50 lb. drums.....2 50 Flake, 50 lb. drums.....1 00 <b>Beans.</b> Dried Lima.....3 1/2 Medium Hand Picked.....2 05 <b>Maccaroni and Vermicelli.</b> Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 <b>Pearl Barley.</b> Common.....1 00 Chester.....2 25 Empire.....3 00 <b>Peas.</b> Green, bu.....95 Split, per lb.....2 1/2 <b>Rolled Oats.</b> Monarch, bbl.....4 25 Monarch, 1/2 bbl.....3 50 Monarch, 1/4 bbl.....1 85 Monarch, 90 lb sacks.....3 20 Quaker, cases.....1 75 Huron, cases.....1 75 <b>Sago.</b> German.....4 East India.....3 1/2 <b>Tapoca.</b> Flake.....3 1/2 Pearl.....3 1/2 Anchor, 40 1 lb. pkgs.....3 1/2 <b>Wheat.</b> Cracked, bulk.....3 1/2 24 2 lb packages.....2 50	<b>Salt Fish.</b> <b>Cod.</b> Georges cured.....2 4 Georges genuine.....2 5 Georges selected.....2 5 1/2 Strips or bricks.....6 @ 3 1/2 <b>sterring.</b> Holland white hoops, bbl.....2 75 Holland white hoop 1/2 bbl.....1 30 Holland, 1/4 bbl.....75 Holland white hoop, keg.....75 Holland white hoop mchs Norwegian.....2 75 Round 100 lbs.....1 30 Round 40 lbs.....1 13 Sealed.....13 <b>Mackerel.</b> Mess 100 lbs.....15 00 Mess 40 lbs.....6 30 Mess 10 lbs.....1 65 Mess 8 lbs.....1 35 No. 1 100 lbs.....13 25 No. 1 40 lbs.....5 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 <b>Trout.</b> No. 1 100 lbs.....5 25 No. 1 40 lbs.....2 40 No. 1 10 lbs.....68 No. 1 8 lbs.....57 <b>Whitefish.</b> No. 1 No. 2 Fam 100 lbs.....6 65 2 25 40 lbs.....3 00 1 20 10 lbs.....81 33 8 lbs.....88 33 <b>FLAVORING EXTRACTS.</b>  <b>Jennings'.</b> D. C. Vanilla.....1 20 2 oz.....1 50 3 oz.....1 50 4 oz.....2 00 6 oz.....3 00 No. 8 1 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 D. C. Lemon.....2 00 2 oz.....75 3 oz.....1 00 4 oz.....1 40 6 oz.....2 00 No. 8 2 40 No. 10 4 00 No. 2 T. 80 No. 3 T. 1 25 No. 4 T. 1 50 <b>Northrop Brand.</b> 2 oz. Taper Panel.....75 2 oz. Oval.....75 3 oz. Taper Panel.....1 35 4 oz. Taper Panel.....1 60 <b>Souder's.</b> Oval bottle, with corksew.....1 50 Best in the world for the money. <b>Regular Grade Lemon.</b> 2 oz.....75 4 oz.....1 50 <b>Regular Vanilla.</b> 2 oz.....1 20 4 oz.....2 40 <b>XX Grade Lemon.</b> 2 oz.....1 50 4 oz.....3 00 <b>XX Grade Vanilla.</b> 2 oz.....1 75 4 oz.....3 50 <b>HERBS.</b> Sage.....15 Hops.....15 <b>INDIGO.</b> Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50	<b>GUNPOWDER.</b> <b>Rifle—Dupont's.</b> Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb. cans.....30 1/2 lb. cans.....18 <b>Choke Bore—Dupont's.</b> Kegs.....4 25 Half Kegs.....2 40 Quarter Kegs.....1 35 1 lb. cans.....34 <b>Eagle Duck—Dupont's.</b> Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb. cans.....45 <b>JELLY.</b> 15 lb palls.....35 30 lb palls.....65 <b>LYE.</b> Condensed, 4 doz.....1 20 Condensed, 2 doz.....2 25 <b>LICORICE.</b> Pure.....20 Calabria.....85 Sicily.....14 Root.....10 <b>MINCE MEAT.</b> Ideal, 3 doz. in case.....2 25 <b>MATCHES.</b> Diamond Match Co.'s brands. No. 3 sulphur.....1 05 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 <b>MOLASSES.</b> <b>New Orleans.</b> Black.....11 Fair.....24 Good.....20 Fancy.....24 Open Kettle.....25 @ 35 Half barrels 2c extra. <b>MUSTARD.</b> Horse Radish, 1 doz.....1 75 Horse Radish, 2 doz.....3 50 Bayle's Celery, 1 doz.....1 75 <b>PIPES.</b> Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....85 <b>POTASH.</b> 48 cans in case.....4 00 Babbitt's.....8 00 Penna Salt Co.'s.....8 00 <b>PICKLES.</b> <b>Medium.</b> Barrels, 1,200 count.....4 75 Half bbls, 600 count.....2 90 <b>Small.</b> Barrels, 2,400 count.....6 00 Half bbls 1,200 count.....3 50 <b>RICE.</b> <b>Domestic.</b> Carolina head.....6 1/2 Carolina No. 1.....5 Carolina No. 2.....4 Broken.....3 1/2 <b>Imported.</b> Japan, No. 1.....6 1/2 Japan, No. 2.....6 Java, fancy head.....6 Java, No. 1.....5 1/2 Table.....5 1/2 <b>SALERATUS.</b> Packed 60 lbs. in box. Church's.....3 30 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 00 <b>SODIO</b> 60 lb. case \$3.15 <b>SAL SODA.</b> Granulated, bbls.....75 Granulated, 100 lb cases.....80 Lump, bbls.....75 Lump, 145 lb kegs.....85	<b>SNUFF.</b> Scotch, in bladders.....37 Macaboy, in jars.....35 French Rappee, in jars.....43 <b>SEEDS.</b> Anise.....9 Canary, Smyrna.....3 1/2 Caraway.....8 Cardamon, Malabar.....60 Celery.....11 Hemp, Russian.....3 1/2 Mixed Bird.....4 1/2 Mustard, white.....5 Poppy.....10 Rape.....4 1/2 Cuttle Bone.....20 <b>SALT.</b> <b>Diamond Crystal.</b> Table, cases, 24 3-lb boxes.....1 50 Table, barrels, 100 3 lb bags.....2 75 Table, barrels, 40 7 lb bags.....2 40 Butter, barrels, 280 lb. bnlk.....2 25 Butter, barrels, 20 14 lb bags.....2 50 Butter, sacks, 28 lbs.....25 Butter, sacks, 56 lbs.....55 <b>Common Grades.</b> 100 3 lb sacks.....1 90 60 5-lb sacks.....1 75 28 10-lb sacks.....1 60 <b>Worcester.</b> 50 4 lb. cartons.....3 25 115 2 1/2 lb. sacks.....4 00 60 5 lb. sacks.....3 75 22 14 lb. sacks.....3 50 30 10 lb. sacks.....3 50 28 lb. linen sacks.....32 56 lb. linen sacks.....60 Bulk in barrels.....2 50 <b>Warsaw.</b> 56-lb dairy in drill bags.....30 28-lb dairy in drill bags.....15 <b>Ashton.</b> 56-lb dairy in linen sacks.....60 <b>Higgins.</b> 56-lb dairy in linen sacks.....60 <b>Solar Rock.</b> 56-lb sacks.....24 <b>Common.</b> Granulated Fine.....70 Medium Fine.....70 <b>SOAP.</b> <b>JAXON</b> Single box.....2 75 5 box lots, delivered.....2 70 10 box lots, delivered.....2 65 <b>JAS. S. KIRK &amp; CO.'S BRANDS.</b> American Family, wrp'd.....2 66 Dome.....2 75 Cabinet.....2 30 Savon.....2 50 White Russian.....2 35 White Cloud, laundry.....2 25 White Cloud, toilet.....3 50 Dusky Diamond, 50 6 oz.....2 10 Dusky Diamond, 50 8 oz.....3 00 Blue India, 100 3/4 lb.....3 00 Kirkoline.....3 50 Eos.....2 50 <b>SCHULTE SOAP CO.'S BRANDS.</b> Clydesdale, 100 cakes, 75 lbs.....2 75 No-Tax, 100 cakes, 62 1-2 lbs.....2 00 Family, 75 cakes, 75 lbs.....2 50 German Mottled, 60 cakes, 60 lbs.....1 75 Cocoa Castile, 18 lbs., cut 1-4 & 1-2.....1 80 Chipped Soap for Laundries. Allen B. Wrisley's Brands. Old Country, 80 1-lb. bars.....2 75 Good Cheer, 60 1-lb. bars.....3 75 Uno, 100 3/4-lb. bars.....2 50 Doll, 100 10-oz. bars.....2 05 <b>Scouring.</b> Sapollo, kitchen, 3 doz.....2 40 Sapollo, hand, 3 doz.....2 40 <b>SODA.</b> Boxes.....5 1/2 Kegs, English.....4 1/2
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SPICES.

Table listing various spices such as Allspice, Cassia, Cloves, and Nutmegs with their respective prices.

Table listing Pure Ground in Bulk spices including Cassia, Cloves, and Mustard.

Table listing SYRUPS and Pure Cane products like Fair, Good, and Choice.

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

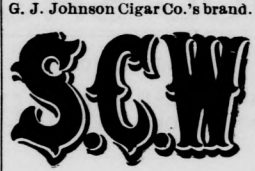
SUGAR.

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.

Table listing various types of sugar including Domino, Cut Leaf, Crushed, and Powdered.

TOBACCOS.

Table listing Cigars from Clark-Jewell-Weils Co. and H. & P. Drug Co.



S. C. W. 33 00

Table listing Ruhe Bros. Co.'s Brands including Double Eagles, Gen. Maceo, and Mr. Thomas.

Table listing TABLE SAUCES including Lea & Perrin's, Halford, and Salad Dressing.

Table listing VINEGAR including Malt White Wine and Pure Cider.

Table listing WICKING including No. 0, No. 1, No. 2, and No. 3.

Crackers.

The National Biscuit Co. quotes as follows:

Table listing various types of crackers and biscuits like Seymour XXX, Family XXX, and Boston.

Table listing Soda products including Soda XXX and Long Island Wafers.

Table listing Oyster products like Saltine Wafer and Farina Oyster.

Table listing SWEET GOODS-Boxes including Animals, Bent's Water, and Cocoa Nut Taffy.

Table listing Oils including Eocene, XXX W.W. Mich. Hdit, and Diamond White.

Candies.

Table listing Stick Candy including Standard, Standard H.H., and Cut Leaf.

Table listing Mixed Candy including Grocers, Competition, and Standard.

Table listing Fancy-In Bulk including Lozenges, Choc. Drops, and Gum Drops.

Table listing Fancy-In 5 lb. Boxes including Lemon Drops, Sour Drops, and Peppermint Drops.

Table listing Caramels including No. 1 wrapped, 2 lb. boxes.

Fruits.

Table listing Oranges including Late Valencias.

Table listing Lemons including Strictly choice 300s.

Table listing Bananas including Medium bunches and Large bunches.

Table listing Foreign Dried Fruits including Figs.

Table listing Dates including Fards in 10 lb boxes.

Table listing Nuts including Almonds, Walnuts, and Pecans.

Table listing Peanuts including Fancy, H. P., and Roasted.

Nuts.

Table listing various types of nuts like Almonds, Walnuts, and Pecans.

Table listing Peanuts including Fancy, H. P., and Roasted.

Table listing other nut products like Caramels and Fruits.

Grains and Feedstuffs

Wheat.

Table listing Winter Wheat Flour including Patents, Straight, and Clear.

Table listing Spring Wheat Flour including Clark-Jewell-Weils Co.'s Brand and Pillsbury's Best.

Table listing other flour products like Quaker and Ball-Barnhart-Putman's Brand.



Table listing other flour products like Duluth Imperial and Gold Medal.

Meat.

Table listing Bologna and Liver.

Feed and Millstuffs.

Table listing St. Car Feed, screened and Unbolted Corn Meal.

Table listing Corn including Car lots and Less than car lots.

Table listing Oats including Car lots and Less than car lots.

Table listing Hay including No. 1 Timothy carlots.

Fish and Oysters

Table listing Fresh Fish including Whitefish, Trout, and Black Bass.

Table listing Oysters in Cans including F. J. Standards and F. H. Counts.

Table listing Bulk products including Counts and X Selects.

Table listing Shell Goods including Oysters and Clams.

Provisions.

Swift & Company quote as follows:

Table listing Barreled Pork including Mess, Back, and Short cut.

Table listing Dry Salt Meats including Bellies, Briskets, and Extra shorts.

Table listing Smoked Meats including Hams, 12 lb average and 14 lb average.

Table listing Lards in Tierces including Compound and Kettle.

Table listing Sausages including Bologna, Liver, and Frankfort.

Table listing Beef including Extra Mess, Boneless, and Rump.

Table listing Pigs' Feet including Kits, 15 lbs and 1/4 bbls, 40 lbs.

Table listing Tripe including Kits, 15 lbs and 1/4 bbls, 40 lbs.

Table listing Casings including Pork, Beef rounds, and Sheep.

Table listing Butterline including Rolls, dairy and Solid, dairy.

Table listing Canned Meats including Corned beef, 2 lb and 14 lb.

Fresh Meats.

Table listing Beef including Carcass, Fore quarters, and Hind quarters.

Table listing Pork including Dressed, Loins, and Shoulders.

Table listing Mutton including Carcass and Spring Lambs.

Table listing Veal including Carcass.

Hides and Pelts.

Table listing Hides including Green No. 1 and Green No. 2.

Table listing Pelts including No. 1 and No. 2.

Table listing Tallow including No. 1 and No. 2.

Table listing Wool including Washed, fine and Unwashed, fine.

Crockery and Glassware.

AKRON STONEWARE.

Table listing Butters including 1/2 gal, per doz and 1 to 6 gal, per gal.

Table listing Churns including 2 to 6 gal, per gal and Churn Dashers.

Table listing Fruit Jars including Pint, Quart, and 1/2 gal.

Table listing Milkpans including 1/2 gal flat or rd. bot. doz.

Table listing Fine Glazed Milkpans including 1/2 gal flat or rd. bot. doz.

Table listing Stewpans including 1/2 gal fireproof, ball, doz.

Table listing Jugs including 1/2 gal, per doz and 1/4 gal.

Table listing Tomato Jugs including 1/2 gal, per doz and 1 gal.

Table listing Preserve Jars and Covers including 1/2 gal, stone cover, doz.

Table listing Sealing Wax including 5 lbs. in package, per lb.

Table listing LAMP BURNERS including No. 0 Sun and No. 1 Sun.

Table listing Common including No. 0 Sun and No. 1 Sun.

Table listing First Quality including No. 0 Sun, crimp top, wrapped and labeled.

Table listing XXX Flint including No. 0 Sun, crimp top, wrapped and labeled.

Table listing CHIMNEYS-Pearl Top including No. 1 Sun, wrapped and labeled.

Table listing La Bastie including No. 1 Sun, plain bulb, per doz.

Table listing Electric including No. 2, Lime (70c doz) and No. 2, Flint (80c doz).

Table listing OIL CANS including 1 gal tin cans with spout.

Table listing Pump Cans including 5 gal Rapid steady overflow.

Table listing LANTERNS including No. 0 Tubular, cases 1 doz.

Table listing LANTERN GLOBES including No. 0 Tubular, cases 2 doz.

Table listing other lantern products like No. 1 Tub, glass fount.

## Shoes and Leather

### Minor Shoe Notes.

Not over one retail shoe dealer in twenty-five knows the full value of his window display as a means of increasing his trade. It's not a question of merely filling your window with shoes to fill up space and perform a sort of duty to your store, but a question of making your windows eloquent and most effective aids to the selling of your goods.

An employe of a Western shoe factory with a head on him, realizing that he had all the necessary motive power right in the factory, went to work and rigged up a series of large fans, with the result that he and the other employes are kept cool through the hot summer days at little or no expense to anyone.

Some shoe manufacturers are trying hard to introduce red kid slippers for the coming season. We would suggest that there is a demand for this style of footwear in Cuba, Porto Rico and the Philippines.

The only reason why some men don't keep watermelons over from one season to another is because watermelons won't be kept, and yet some stocks of shoes are held onto long after they have gone to seed.

It's not how big a stock of shoes you have, but how well assorted and how well adapted to your locality's need, that you must depend upon in bidding for public favor.

Some merchants now employ women to come into the store several times during the day and make large purchases to give an air of activity to the place.

You might hang in your window a sign reading: "Shoes like grandfather used to make," as a suggestion of durability.

You had better prepare now for a run on men's low cut shoes for the spring and summer of 1899, in medium and fine grades. We tell you early enough to have you make due calculations.

It's not the stock of shoes you have, but how much the public knows about them that will bring you success in the selling.

If we had fewer storehouses and more up-to-date retail shoe stores there would be fewer complaints about profits in the shoe business.

Better a small stock of shoes in which every shoe is right than a large one in which many must be wrong.

### Working Along Horse Car Lines.

There is just as much show for the retail shoe dealer to-day to make a success of his business as there ever was. Too many retailers are sitting around talking about how the other fellow is getting all of the business instead of going to work in a resolute, courageous way to work for their share. It is true we have to work harder, but this is an age of swift motion, and the company who now operates the old-time horse car is not making a success of its business, and the trouble to-day with lots of retail shoe dealers is that they are still working along horse car lines instead of getting a trolley gait on them. That is the trouble with lots of them and if their business is failing off or going to others it's good evidence that they are not working industriously for their own share.

### Influence of the Shoe Dealer's Show Window.

How many dealers who really give some attention to their windows really realize the full influence which they exert? A master of window dressing puts it this way: "Did you ever think how many people buy things because they see them in the windows, and how many people, when they have concluded to buy a certain article, walk about from store to store until they see what they want in a window? These people, if they don't find it in the window, con-

clude that the merchant hasn't got it. I know that this is a foolish conclusion to come to, but I find it hard to avoid. I find it hard to buy my bats and shoes, for instance, in any other manner than by walking from store to store, until I see what I want in the window. No doubt a very large slice of the dear public goes about the thing in just the same way." But, aside from this, the window which is properly taken care of and given its full share of attention soon becomes an educator to the thousands of people who do not have the opportunity to see well appointed homes in which good taste is given a place along with a lot of furniture, some of which may be good in itself, but which may be sadly out of place in conjunction with other things equally as good if taken by themselves.

### Buy Shoes on Your Own Judgment.

It is well for the retailer not to permit the traveling salesman to suggest to him too much as to what shall be bought for his store and what not, for the retailer naturally knows more about the requirements of his customers than does the traveling salesman from a far-distant city. Nor should the retailer, when looking over samples, fail to keep faith in himself and to give full sway to his best judgment, keeping a halter all the while on the traveling salesman's glib tongue. Of course, the retailer has to buy shoes that are originated and made by the traveling man's firm, but he must always be the best judge of what his customers will need. Never the traveling man. In other words, he must buy to please his customers, and then he will be best pleased himself. He must learn to think for himself and to be original in his ideas. It is not an impossibility to think out one's needs, nor a gift bestowed by the gods on a favored few retailers.

Shoe manufacturers in the East appear to be going crazy on the subject of silk embroidered topping for ladies' footwear, and the same extends to silk embroidered quarters in oxfords. Now, with all due respect to the judgment of these firms, it must not be overlooked for one moment that silk embroidered footwear has no place in the shoe world outside of the ball room, the home, the tenderloin district, or the carnival, and retailers must not be led away by bright dreams of extensive sales on this class of goods for the everyday needs of the Twentieth Century. Delicate footwear of this kind has its place as stated, but not for the practical side of everyday life. The question is now raised as to whether there will be a run on this class of goods for 1899, to which we would answer, nit, nit, nit.

The value of using your own name on a line of footwear and selling it at a popular price, as for instance \$2.50 or \$3 a pair, must not be overlooked. It is of the greatest value to a retailer to buy a reliable line of footwear from a reliable factory and order the goods to be stamped thus: Hull's \$3 shoe. All the advertising you do on the goods under this name continually brings you increased publicity among shoe buyers. This course is open to you as a retailer in your own particular community, as it is in the Douglas \$3 shoe, the Regal \$3 shoe, or any other brand now before the public, and every retailer ought to have at least one line of this kind, in both men's and women's wear, always before the trade, and should push it with continued energy.

It is a difficult matter to persuade a handsome woman to engage in the woman's rights business.

## HEROLD-BERTSCH SHOE CO.

MANUFACTURERS  
AND JOBBERS OF

## GOOD SHOES

AGENTS FOR

WALES-GOODYEAR RUBBERS  
AND CONNECTICUT

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

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

## 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.

## 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.

## 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.



MISDIRECTED ENERGY

In Careless Charity and Other Useless Work.

Many people in Grand Rapids think there is no way of doing more practical charity than by filling the "Charity Organization basket." This basket is circulated about the town and some person each week makes himself responsible for filling it. This means that that person must go from house to house in his neighborhood and ask for donations of groceries, old linen or money. Most people are willing to give something toward such a cause, so that generally there is no trouble to fill the basket. The only loss is of time and labor.

There is no doubt such a basket can and does do a world of good. The only question is whether the same result can not be obtained by simpler means. As the conditions now are a lady must devote at least half a day in getting contributions promised. She must approach her neighbor with the humility of a beggar and make use of her friends as though she had her own axe to grind. Afterwards, in most cases, she must go after the supplies, and wear out mind and body, not to say anything about a plentiful supply of shoe-leather. After a lady has been through one such experience, especially in summer with the thermometer galloping up to the 100 notch in the shade, when most good Christians are indulging in cooler retreats than Grand Rapids streets, she is apt to question the feasibility of such an arrangement and wonder whether it pays, after all, and finally comes to the conclusion that common sense ought to have a fairer chance.

In the first place, a person's time ought to be worth almost the value of the contents of the basket; i. e., in the time one consumes in getting a basket ready he ought to be able to earn, or nearly earn, the value of the contents. If people are willing to donate flour, butter, eggs, etc., why are they not willing to contribute the value of these same articles in ready money? The money would go farther than the supplies, for what was needed most could be bought at wholesale, and nurse and patient alike would be better satisfied.

"But," remarks Mrs. Grundy, "if money were depended upon there would be no supplies, for, as a rule, husbands do not trust their wives with money, but keep accounts at the butcher's and grocer's, so ladies can get what they wish, and have it charged, but do not have money to handle."

Is not this a strange state of affairs in this enlightened Nineteenth Century! A man chooses one woman from all the world and confers on her his name and his honor. She is to be his partner, his companion, his helpmate. She can go to any store, and order whatever she wishes and he holds himself responsible to pay her debts; yet he can not trust her with any money. Is it strange that many times she never learns the value of money? It would seem as though, if a wife were fit to order groceries by telephone, she ought to be able to go to the store, pick out the desired articles and pay cash down. No matter if she is ignorant of the art of buying, she soon learns by practice. How many times does she now telephone for luxuries which the family could easily do without, when, if she went to the store and realized their value, she would think twice before ordering, and would many times find something cheaper to use in their place.

For the rich the running of accounts may be desirable, but not for people of limited means, as the bills grow like snowballs and are invariably harder to pay than was expected.

Another misuse of energy is found among the church workers, on the plea of helping support the church. It sometimes seems as though the laziest people accomplish the most. They appear to enjoy being drudges. If a woman is not a slave to her family she is a slave to society, to her church, to her clubs, to public opinion. People get into ruts and do not know how to get out of them. There is no place where people adhere more to the old customs than in the churches.

Most churches demand an eloquent minister and a fine choir, yet how many members are ready to pay their share of the cost? The raising of money falls to the share of a few of the more conscientious members, and indirect methods must be resorted to to get money out of the tight fisted. As a result, we have the numerous church bands, church suppers, socials and fairs. Let us see what is accomplished by them. Take, for instance, the Ladies' Band, which is a strong feature of every church. Ladies pay their quarterly dues and attend the meetings of the Society. That means they must spend one afternoon each week or two away from home. They sew a little, gossip a great deal and go home feeling they have performed their true Christian duty in a most creditable manner. This experience actually occurs in many more churches than one.

There was in Grand Rapids, once upon a time, a church Society which chose for its work one winter the tying of comforters. It found plenty of work and was in a prosperous condition. Each ten ladies were able to earn \$1.50 in an afternoon, which meant 15 cents apiece. One of the rules of the Society was that, if any member were absent from a meeting, she must pay 5 cents at the next meeting. Now, as most of the ladies lived some distance from the meeting place, they were obliged to pay 10 cents in carfare, so that it was cheaper to stay at home than to go. If each lady had been willing to pay the fine and her carfare, she could have spent her time to greater advantage to herself and others, the treasury would have been as rich and some poor woman who needed the work could have earned an honest living.

Parallel cases could be cited of church socials, church fairs, etc.; in fact, most charity work is done on a similar scheme. If it is not working with little to show for the pains, it is begging unmercifully from the rich. Business men are hounded to death to give to this charity or that. One or two such demands would not count for much, but when it means every day in the year, and sometimes several times in the course of a day, life seems almost unbearable and beggars for worthy causes a pest to civilization.

Charity is like work: if each person did his just share no one would be overburdened. Every family in Grand Rapids, or in any town in Michigan or out of it, ought to visit and know all about each charity institution in the place. Then it would be known which ones ought to flourish, consequently those which were not necessary would die a natural death. At the beginning of each year a family ought to conscientiously pledge itself to pay a stipulated sum, whether small or great, to those institutions which for any reasons it prefers. Moreover, such sums ought to be paid with as much care and regularity as the gas or telephone bill and the water rates. Then the greatest amount of good could be accomplished with the least expenditure of time, force and money and there would be fewer nervous wrecks.

ZAIDA E. UDELL.

How He Felt When Doing His Wife's Shopping.

"If you want to experience that 30-cents feeling," said the man with the much tanned countenance, "just get your wife to send you around on a little shopping expedition on her account. I've been off vacationing with my wife and I just came up last night. She didn't want to return home, and yet she wanted to make some purchases. So she gave me a list.

"The list included night robes and stockings. I made a couple of side steps and shied when I saw those things on the list, but I'm dead game, if I do say so myself, as hadn't ought to, and I went after those things in one of the big dry goods stores. I didn't go after 'em in any grumpy, chessy-catty way at all, but I just waltzed up to the girl and was as solemn as a judge when I asked her for a \$1.39 empire, embroidery-trimmed night robe, No. 14, for a lady.

"The salesgirl was all right, and she didn't look at me out of the tail of her eyes as if she thought I was a lunatic, but all of the women shoppers around that part of the store began to giggle when they heard me give the order. I pretended not to see or hear 'em, but they just suspended business and eyed me from a little distance, giggling and pointing me out to their friends. I felt as if they were, anyhow, and I never was so warm or moist in my life, and I felt as if I'd give any old figure just to be out in the open air.

"I grabbed the bundle and was chasing myself out without the change of a \$10 bill, when the salesgirl called after me, and then I had to stand there and try to look unconscious until the change arrived. I thought I'd get the stockings on the quiet, and so, when I reached the stocking counter on the second floor, I leaned over and said in a very low tone to the girl: 'Will you please give me three pairs of 85-cent lisle thread, open-work, No. 9 1/2 stockings?'

"The girl was all right again, and I thought I was going to get through this without any trouble, but when the women shoppers saw the girl showing me the stockings I could see them smile and smile and smile—and, say, I was in two minds about chucking the whole thing and making a run for it.

"'Do you like this kind?' the salesgirl asked me. I didn't even see 'em. 'Yes,' said I, 'they're great—the real thing—give me two dozen of 'em—I mean three pairs,' and I guess the girl began to think I hadn't ought to be loose. Say! when I got out of that store I wasn't satisfied, but I just chased myself off the street altogether, and while I was running away I thought I recognized dozens of women that had seen me doing the buying, and was making 2 to 1 bets with myself that they were poking at each other and saying, 'There goes that queer imbecile-looking man we saw buying stockings and night robes a while ago.'"

No one seems to have as hard a time earning money as the woman who marries for it.

EVERY DEALER

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

PEDA-CURA CO., Chicago.

We have ..

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

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

FOLDING TABLE



STERLING FURNITURE CO.  
GRAND HAVEN, MICH.

We 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.



## FIRST SALT WELL.

## Early Explorations and Experiments in Grand Rapids.

The production of salt in Michigan in August amounted to 506,607 barrels, and eight counties contributed to this vast supply. In the list of salt producing counties the name of Kent county does not appear, and yet in Kent county was manufactured the first salt that this State produced. The salt industry was "born" here nearly sixty years ago and for a time it thrived, but the conditions were not favorable for its continued prosperity. Much money was spent in its promotion and much work was done, but to-day the industry, so far as Grand Rapids is concerned, is merely a reminiscence.

Early in the history of the State—almost as soon, in fact, as Michigan became a State—the Legislature made an appropriation to sink wells in different parts of the State to explore for salt. One was put down here, but before it had reached any great depth the work was practically abandoned. Lucius Lyon was determined to prosecute the search as a private enterprise. He had

whether in this State, Indiana, Illinois or the territory of Wisconsin, say about 350,000 persons, who, if they consume an average of half a bushel each, will require 175,000 bushels annually." He then figured that he could manufacture salt at a total cost of 14 cents a bushel, or \$1 a barrel, including the barrel, while salt had never sold for less than \$2.12½ a barrel. He figured, also, that the production of his well would be about fourteen barrels a day when in full operation.

Under date of December 15, 1841, Lyon wrote that his well had reached a depth of 661 feet, that it was 5 inches in diameter to the depth of 309 feet and three inches the rest of the way down; that the flow, re-inforced by a pump, would be 20,000 gallons of brine every 24 hours, and that 100 gallons of the brine would yield a bushel of salt. He estimated that it would cost \$17 a day to operate the works; that 150 bushels of salt will be produced at a cost of 11½ cents a bushel, or 90 cents a barrel, including the barrel. The cost at Salina, N. Y., where he had investigated the subject, was 98 cents a barrel. He described his plant as follows:

"We shall evaporate the salt water in cast-iron pans 4 feet wide, 9 inches deep, and covering two flues 126 feet long each, so that the surface of the pans exposed to the fire and hot air of the flues will be about 1,200 square feet.

July 17, he tells how it occurred: "Knowing that the brine as it ran from the tubes weighed 8 pounds 10 ounces to the gallon, I supposed each gallon contained 10 ounces of salt, that 90 gallons would yield a bushel and that 8,500 gallons, the quantity we evaporated every 24 hours, ought to produce 94 bushels while the brine remained at full strength. I had seen it stated in books that a gallon of pure water weighed 8 pounds and considered it good authority. Finding that we could not get one-half the expected quantity, I began to suspect that there was some error in my calculations as to the weight of pure water, and on investigation soon found that a gallon of pure water weighed 8 pounds 5½ ounces, so that the brine which I supposed contained 10 ounces of salt to the gallon could not contain more than 4½ ounces."

The Lyon well was sunk to a still further depth in the hope of striking a stronger brine, but the hope was in vain. With such brine it was useless to continue operations dependent upon fire as an evaporating agent, and a "graduating house" was built as an auxiliary to the evaporating pans. He began work on the graduating house in the spring of 1843 and on May 2 wrote:

"I have now seven and sometimes ten men employed in cutting and binding faggots, and by the middle of June or the first of July I mean to have about 2,000 bundles, averaging a foot in diameter and 5 feet long, cut and laid upon the spars in layers one above another in the graduating house." He expected to have 10,000 bundles of faggots of the average size of a man's finger, and he estimated that the surface evaporation would be 25,000 gallons every 24 hours during the summer months. The plan described fragmentarily in different letters was to have a platform for a base and above this to erect a framework upon which the faggots were to be piled. The brine was to be pumped from the well to the top of the graduating house and, as the brine trickled down, much of the water would evaporate. The brine which eventually reached the platform below would be concentrated to such a degree that it could be boiled in the usual way in the pans. The plan was tried and it worked fairly well, but Mr. Lyon was elected to Congress and, instead of carrying on the operations himself, he leased the works. The works were operated for several years, but eventually the well caved in and that ended it.

Several other attempts were made to manufacture salt here at that time, and also at a later date, and much money, time and labor were expended in explorations and experiments; but, while brine could always be struck, the brine was never strong enough to do business with. Salt was not successfully manufactured until the State offered a bounty. This induced Saginaw capitalists to put down a well. The right kind of brine was struck then, and the salt industry dates from that time. Manistee came into the field at a later date. To-day Michigan has eight salt-producing counties and the annual product is greater than that of all the remainder of the country combined.

**WOOD WANTED IMMEDIATELY  
IN EXCHANGE FOR SALT!**

at the  
**Grand Rapids  
SALT WORKS!**

**110 pounds of Salt will be given per cord for**  
good sound hard wood, (including white and yellow Oak,) delivered at the  
works. The wood to be cut 4 feet long, split into suitable size for burning  
and compactly corded. The Salt warranted to be of good quality.

**N. B. Salt constantly on hand for sale, and  
most kinds of produce received in payment.**

Grand Rapids, Jan. 21, 1843.

just returned to Michigan from Washington, where, as the short term member, he had served as one of the first two Senators from this State. He had large real estate holdings here and elsewhere about the State and was reputed wealthy, but his wealth was mostly in lands, and at a little later date land ownership was rather an incumbrance than a recognized asset. He had observed the salt explorations here and in January, 1840, began sinking a well of his own on the bank of Grand River, in the heart of what is now Grand Rapids. He estimated that it would cost \$4,000 or \$5,000 to sink a well to the depth of 700 feet. He brought a couple of well-sinkers from the East and the necessary apparatus and early in the spring began work, and in April made a tour of the salt works on the Muskegon and elsewhere to learn the methods used for evaporating the brine. The work progressed very slowly, but in May, 1841, it had reached a depth of 550 feet, and he wrote confidently of the future. "From present appearances," he wrote to a friend, "it is probable that salt enough will be manufactured on Grand River within five or six years, or as soon as the required number of wells can be sunk, to supply all the people living around Lake Michigan,

The pans will boil at least to the distance of 100 feet from the front of the arches, so that 1,000 square feet may be kept at boiling heat. Now, it is known from experience that 10 square feet of surface of a pan exposed to fire or hot air and heated barely hot enough to boil will evaporate fully one pound of water a minute; 1,000 square feet will, therefore, evaporate 100 pounds of water every minute, or 120,000 pounds in 20 hours, which, after making allowance for cleaning the pans and other delay, may be taken as the average boiling. A gallon of pure water weighs about 8 pounds so that the above mentioned 120,000 pounds amounts to about 15,000 gallons, which, at 100 gallons to the bushel, would make 150 bushels of salt per day."

In February, 1842, he wrote that the works were nearly completed and that within a year or two he expected to be producing 30,000 and perhaps 50,000 bushels of salt at a cost not exceeding 18 cents. On May 5, 1842, he gave Charles Trowbridge, Esq., of Detroit, a receipt for \$2 "for the first barrel of salt ever sold by me from the Grand Rapids Salt Works, being some of the first salt ever manufactured for sale in the State of Michigan." In July following, after his works had been in operation two months, he suddenly discovered that he had made a sad miscalculation. In a letter to Douglas Houghton, dated

## 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 CHEAP—SET OF FIRST-CLASS** modern drug fixtures. Address No. 711, care Michigan Tradesman. 711

**FOR SALE—A FINE SELECTED STOCK OF** shoes, rubbers, etc.; best town in the State; stock at low rent; splendid opening. Reason for selling, other business. Address Box 96, Fenton Mich. 7.0

**FOR SALE—CLEAN STOCK OF DRY GOODS,** clothing, boots and shoes, hats and caps and men's furnishing goods and groceries, well-adapted frame store building and convenient residence, well located in a thriving Northern Michigan town. Sales aggregate \$10,000 per year, practically all cash transactions. No old stock. No book accounts. Reason for selling, ill health. Investigation solicited. Address No 709, care Michigan Tradesman. 709

**I HAVE SMALL STOCK OF DRUGS AND** fixtures in Ionia, taken on mortgage. Will sell cheap for cash or trade for productive real estate. Answer immediately. Will sell soon. W. W. Hunt, Under National City Bank, Grand Rapids. 707

**FOR SALE—COMPLETE STOCK OF GENERAL** merchandise, invoicing about \$5,000. Huskling Michigan town of 2,500 inhabitants. Seven good factories. Cleanest and most up-to-date stock in county. Will rent the store building for term of years. Other urgent interests cause for selling. Herbert F. Caswell, Portland, Mich. 704

**FOR SALE—STOCK OF GROCERIES, FIX-** tures, delivery wagons, horses and building owned by the late A. Rasch. 122 Canal street. Address Robt. Rasch, Clarendon Hotel, Grand Rapids. 708

**FOR SALE—ALMOST NEW DAUGHTERTY** typewriter, for \$300 cash—\$5 with order, balance C. O. D. Cost \$75 when new. Perfect work guaranteed. L. A. Ely, Alma, Mich. 702

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

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

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

**FOR SALE—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 ESTABL-** lished for a term of years. Splendid opportunity for right party; will be sold cheap for cash or part cash and good security. DuBois Hardware Co., Batt e Creek, Mich. 689

**FOR SALE—NEW GENERAL STOCK A** splendid farming country. No trade s. Address No. 670, care Michigan Tradesman 680

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

**FOR SALE—DRUG, BOOK AND STATION-** ery stock invoicing \$1,500, and fixtures invoicing \$300, which includes show cases, shelving and bottles. Daily cash sales in 1891, \$2; 1892, \$30; 1893, \$31; 1894, \$34.65; 1895, \$25; 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 UNDERTAK-** ing business in the most enterprising town in Southwestern Michigan. Best location in the city. Address No. 673, care Michigan Tradesman, for particulars. 673

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

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

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

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

## COUNTRY PRODUCE

**WANTED—BUTTER, EGGS AND POUL-** try; any quantities. Write me. Orrin J. Stone, Kalama, Mich. 706

**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 Washnaw St. E., Lansing, Mich. 635

## MISCELLANEOUS.

**SITUATION WANTED BY A COMPETENT,** reliable man, 30 years old, in or out of city. Experience in book-keeping, billing, correspondence, stock-keeping, etc. good penman. If requiring such services, please address B. 30, care Michigan Tradesman. 712

**WANTED—REGISTERED ASSISTANT** pharmacist. Address No. 705, care Michigan Tradesman. 705

**POSITION WANTED BY YOUNG MARRIED** man with hardware and implement house. Ten years' experience, three as manager. Good references. Address Hardware, care Michigan Tradesman. 685

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

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

**Travelers' Time Tables.**

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

**Chicago.**  
Lv. G. Rapids..... 7:30am 3:40pm \* 2:15am  
Ar. Chicago..... 2:10pm 9:05pm 7:30am  
Lv. Chicago..... 7:20am 4:15pm \* 8:45pm  
Ar. G'd Rapids..... 1:25pm 10:30pm \* 2:15am

**Traverse City, Charlevoix and Petoskey.**  
Lv. G'd Rapids..... 2:15am 8:05am 2:10pm  
Parlor and Sleeping Cars on afternoon and night trains to and from Chicago.  
\*Every day. Others week days only.

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

**Detroit.**  
Lv. Grand Rapids..... 7:00am 1:35pm 5:35pm  
Ar. Detroit..... 11:40am 5:45pm 10:05pm  
Lv. Detroit..... 8:00am 1:10pm 6:10pm  
Ar. Grand Rapids..... 12:55pm 5:20pm 10:55pm

**Saginaw, Alma and Greenville.**  
Lv. G R 7:00am 4:20pm Ar. G R 12:20pm 9:30pm  
Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only.  
Geo. DeHAVEN, General Pass. Agent.

**GRAND Trunk Railway System**  
Detroit and Milwaukee Div

(In effect May 15, 1898.)

**Leave.** **EAST.** **Arrive.**  
† 6:45am Sag., Detroit, Buffalo & N Y. † 9:55pm  
† 10:10am..... Detroit and East..... † 5:27pm  
† 3:20pm Sag., Det., N. Y. & Boston. † 12:45pm  
\* 8:00pm..... Detroit, East and Canada..... † 6:35am  
† 10:45am..... Mixed to Durand..... † 3:15pm

**WEST**  
\* 8:35am..... Gd. Haven and Int. Pts..... \* 7:05pm  
† 12:55pm Gd. Haven and Intermediate. † 3:12pm  
† 5:32pm Gd. Haven and Intermediate. † 10:05am  
\* 7:40pm..... Gd. Haven and Chicago..... 8:15am  
† 10:00pm..... Gd. Haven and Mil..... 6:40am  
Eastward—No. 16 has Wagner parlor car. No. 22 parlor car. Westward—No. 11 parlor car. No. 17 Wagner parlor car.  
\*Daily. †Except Sunday.  
E. H. HUGHES, A. G. P. & T. A.  
BEN. FLETCHER, Trav. Pass. Agt.,  
C. A. JUSTIN, City Pass. Agent,  
97 Monroe St. Morton House.

**GRAND Rapids & Indiana Railway**

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

**Southern Div. Leave Arrive**  
Cincinnati..... † 7:10am † 8:25pm  
Ft. Wayne..... † 2:10pm † 2:00pm  
Cincinnati..... \* 7:00pm \* 7:25am  
7:10 a. m. train has parlor car to Cincinnati  
2:10 p. m. train has parlor car to Fort Wayne.  
7:00 p. m. train has sleeping car to Cincinnati.

**Chicago Trains.**  
**TO CHICAGO.**  
Lv. Grand Rapids... † 7:10am † 10pm \* 11:35pm  
Ar. Chicago..... † 2:0pm † 9:10pm † 6:30am

**FROM CHICAGO.**  
Lv. Chicago..... † 3:02pm \* 11:45pm  
Ar. Grand Rapids..... 9:30pm 7:25am  
Train leaving Grand Rapids 7.10 a. m. has buffet parlor car to Chicago. Train leaving Grand Rapids 11:35 p. m. has coach and Pullman sleeping car to Chicago.  
Train leaving Chicago 3.02 p. m. has buffet parlor car to Grand Rapids. Train leaving Chicago 11.45 p. m. has coach and Pullman sleeping car to Grand Rapids.

**Muskegon Trains.**  
**GOING WEST.**  
Lv. G'd Rapids..... † 7:35am † 1:00pm † 5:40pm  
Ar. Muskegon..... 9:00am 2:10pm 7:05pm

**GOING EAST.**  
Lv. Muskegon..... † 8:10am † 11:45am † 4:00pm  
Ar. G'd Rapids..... 9:30am 12:55pm 5:20pm  
Sunday trains leave Grand Rapids 9.00 a. m. and 7.00 p. m. Leave Muskegon 8.35 a. m. and 6.35 p. m.  
†Except Sunday. \*Daily. †Saturday only.  
C. L. LOCKWOOD,  
Gen'l Passr. and Ticket Agent.  
W. C. BLAKE,  
Ticket Agent Union Station.

**DULUTH, South Shore and Atlantic Railway.**

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

**EAST BOUND.**  
Lv. Duluth..... † 6:30pm  
Ar. Nestoria..... † 11:15am 2:45am  
Ar. Marquette..... 1:30pm 4:30am  
Lv. Sault Ste. Marie..... 3:30pm  
Ar. Mackinaw City..... 8:40pm 11:00am  
G. W. HIBBARD, Gen. Pass. Agt. Marquette.  
E. C. Oviatt, Trav. Pass. Agt., Grand Rapids

**MANISTEE & Northeastern Ry.**  
Best route to Manistee.

Via C. & W. M. Railway.  
Lv. Grand Rapids..... 7:00am  
Ar. Manistee..... 12:05pm  
Lv. Manistee..... 3:30am 4:10pm  
Ar. Grand Rapids..... 1:00pm 9:55pm

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

**Walter Baker & Co. LTD.**

Established 1780.  
Dorchester, Mass.  
The Oldest and Largest Manufacturers of  
**PURE, HIGH GRADE COCOAS AND CHOCOLATES**  
on this Continent.  
Trade-Mark. No Chemicals are used in their manufactures.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.  
Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.  
Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.  
Buyers should ask for and be sure that they get the genuine goods. The above trade-mark is on every package.

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

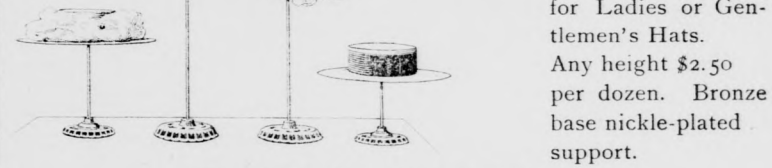
**Spain Is Settling**

Dwight's Liquid Bluing never will.  
Manufactured by  
**The Wolverine Spice Co.,**  
Grand Rapids, Mich.

**What Is Your Husband Doing**  
about decorating those rooms?

**Do You Know**  
our stock of Wall Paper is new, and consists of only the latest designs and colorings?  
**C. L. HARVEY & CO.**  
59 MONROE STREET,  
GRAND RAPIDS, MICH.  
Picture Framing and Painting of the Highest Art.

**Display Stands**



for Ladies or Gentlemen's Hats.  
Any height \$2.50 per dozen. Bronze base nickel-plated support.  
**Peninsular Brass Co.,**  
Erie Street, Grand Rapids.  
Mfg'rs of Brass Castings. Platers in Gold, Silver, Nickel, Copper and Brass.  
Correspondence solicited.

**LANSING BOILER AND ENGINE WORKS, Lansing, Mich.**

MANUFACTURERS OF  
**FREIGHT ELEVATORS** of all capacities.  
A new 800-lb **SCALE TRUCK**, indispensable for warehouses, stores, etc.  
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.

**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.

# 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.

## THE "HOME RULE" OIL AND GASOLINE CAN



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

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

Sold by jobbers everywhere  
Manufactured by

THE WINFILD MANUFACTURING CO., Warren, Ohio.

## 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.



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.**