

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XVI.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 21, 1898.

Number 783

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.

## Everything in the Plumbing Line

## Everything in the Heating Line

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

WEATHERLY & PULTE, 99 Pearl St., Grand Rapids

WORLD'S BEST

# S.C.W.

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

## Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.



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.

# 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.



## Have You Read

What Mr. S. A. Morman says about PETOSKEY LIME in the Anniversary Number of the Tradesman?

PETOSKEY STANDARD LIME is a great big success; and a trial order always leads to a large trade.



**PETOSKEY LIME CO., Bayshore, Mich.**

**JESS**

**TOBACCO**

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

**JESS TOBACCO**

FOR SALE ONLY BY

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

**OUR**

**LEADER**

# 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.

## 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.

## 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.**

## THE "CLIMAX" FAMILY OIL CAN



The Hinged Cover on this can Protects the Entire Top, preventing Rain or Dirt from entering the can.

Are made from the Best Quality Galvanized Iron, and Every Can Carefully Tested for Imperfections before leaving the factory.

Has a Steady Stream Pump which is Removable from the Can in Case of Obstructions or for Repairs, and the Discharge Tube is arranged so that It Can Be Turned to the Outside for Filling High Lamps.

Has No Equal on the Market at the Price. Sold by jobbers everywhere. Manufactured by

**The Winfield Manufacturing Co., Warren, O.**



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## 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., Fair week, Tuesday morning to Friday evening, Sept. 27 to 30. 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 at \$2. Send for sample leaf.

**BARLOW BROS.,**  
GRAND RAPIDS, MICH.

## THE MERCANTILE AGENCY

Established 1841.

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

Widdicomb Bld'g, Grand Rapids, Mich.

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

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

**Commercial Credit Co. Ltd.**  
Prompt Credit Advances  
Collections and Commercial  
Litigation  
GRAND RAPIDS, MICH.  
L. J. STEVENSON, Manager and Notary,  
R. J. CLELAND, Attorney.

### THE FORGOTTEN PAST

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

**TRADESMAN COMPANY,**  
GRAND RAPIDS.

### Good Fellowship a Necessity to Good Salesmanship.

Written for the TRADESMAN.

"Two of a kind is a strong combine, four a stronger, and when an even half dozen all alike are grouped, one can expect almost invincible strength."

The foregoing remark prefaced a conundrum given by one of six Western merchants seated by chance at the same table, while in the East looking for fall stocks, and naturally talking of their business helpers. He who gave utterance to the remark continued, "It is always admitted that traveling salesmen are good fellows, as a rule, yet we seldom hear of the house salesman in such language, so I would propound to this assembled six of a kind a negative conundrum on this thought, namely, Wherein is the good fellow the direct opposite of the good salesman?"

Various pertinent and witty answers were forthcoming, but not one to the point, so the propounder answered, "The good fellow is one who will sell me a \$2 hat for 50 cents, while the good salesman sells a 50 cent hat for \$2."

This was loudly applauded by those at table, but the answer struck me forcibly as being entirely wrong, for, according to my idea, the two are one and the same thing, always and inseparably connected, for these reasons: In the first place, a good salesman is he who has the ability to sell a \$2 hat for \$2 and still hold good fellowship with his customer. One who, in the capacity of salesman, must buy his badge of good fellowship by any deviation from the standard of value in things sold, as gauged by the marked price, loses at once his claim to the title of "Good fellow—well met" in that he offers an insult to him he caters to, in form of a bribe, and no one may be called a good salesman who habitually changes or lowers the price on whatever he may be selling. Again, the good salesman will sell a 50-cent hat for 50 cents without suggesting it is a bargain because cheap; nor yet make his customer feel that he, in purchasing a cheap hat, stamps himself a cheap man. That bond of good fellowship which draws other men to him through a vigorous personality always exists in a good salesman, and a warm personal feeling is carried away by that man who has been served in any of his wants by a thoroughly good salesman.

In the second place, the truly good fellow is a salesman by nature, as such a personage has the qualities within his make-up that stamp him at once as the one to stick to, whether the business deal be much or little; whether the man be in high or low estate socially matters not to business men of to-day. "It is the man in man that man doth love," and this inherent manhood is what makes anyone a good fellow, while good fellowship carries the essential features that decide, once and for all time, that its possessor is, from the very nature of things, a good salesman, and one whom any sound business man would endorse as worthy his hire.

In the third place, the point is weakly taken that "The good fellow would

sell me (note it is always me to whom favors are shown) a thing at less than he is instructed by his employers." This at once stamps the man as one not to be trusted; and who would seek his friends among other than those who can be trusted?

Again, the good-fellow salesman is one who is held as such not only by his employers, but by his fellow employes as well. He it is who is always willing to cheerfully lend a helping hand whenever needed, who does this with manner that indicates the pleasure he takes in being able to aid a co-laborer with hand or brain, without so much as a single thought of "How or where will I ever receive recompense?" That salesman is a good fellow who harmoniously works with his associates in matters of business, whose hand is ever ready to advance the interests of the firm by doing whatever it finds to do, who works with his fellow laborers in a true spirit of unity; and right here is always one of the best tests of a good, or in other words valuable, salesman, that his heart and head and hands are united in his personality no more solidly for the advantage of his employers than for the interest of those among whom he works. To illustrate my meaning on this point, I make the statement, without restriction, that two working together will accomplish more than twice as much as one alone, and do it easier. To prove this assertion to your own satisfaction, time yourself while using both hands to wash your face, neck, ears and head. Then put into your pocket the hand of lesser aid and again time yourself in the same operation, noting the awkwardness of the act, and the thoroughly disagreeable job you have to do with only one hand "away from its accustomed work." Notice how well the other hand comes into play when worked in unison with its mate, and how hard it is for the right hand to accomplish the work habitually done with the left. Then apply the same line of investigation and see how exactly your best salesman fills his niche in the business world. See how smoothly he gets on with his business associates; how your customers prefer his services when they purchase, or even casually look at goods. Learn, if you know it not already from observation, that the salesman who is popular with his associates holds the good opinion of his patrons; that much more work of a better quality is done under circumstances of harmony engendered by good fellowship among salespeople and customers than where a disturbing element is introduced in shape of an unaffiliating man, one who is too entirely for self to be a good fellow.

The thought that used to hold, in relation to the conviviality of the good fellow, is not touched upon, this idea being eliminated from our estimate of character when we seek to enter into good fellowship as it exists between man and man, simply treading along that higher plane of exalted manhood, man's mind, in selecting our friends or business associates. Especially does it become incumbent on us, when selecting a salesman, that we get one who com-

bines this quality of salesmanship of high order with good fellowship of a still higher value to the business man, for, while a man may be one and not the other, he ought to, and most frequently does, combine both in his make-up, else he lacks woefully in the second requisite, the good fellowship overbalancing salesmanship; but, as stated before in this article, I consider the two characteristics are inalienably joined, for the good fellow is a natural salesman, while he who has natural ability to sell is perforce a good fellow.

L. A. ELY.

### The Sulter Matter Getting Worse and Worse.

Cleveland, Sept. 20—I note that a correspondent of the Tradesman intimates that the creditors of the late A. Sulter would probably receive 15 to 20 cents on the dollar. This is ahead of my information. I understand that the assignee has said to some people here that he thought he would be able to settle on a 10 per cent. basis.

I hardly expect to see the boys succeed in the business, for the simple reason that they are following their old tactics, that of sending out cards offering fresh eggs and Elgin butter at a cut price, and giving the trade storage goods as though they were fresh. I find, too, notwithstanding they are sending cards broadcast every week, that the trade pay little or no attention to them—not nearly as much as they have in the past.

If Mr. Sulter had money deposited in some bank elsewhere, and the boys un-  
ceto took to get at it, the trade is wonder-  
ing whether it would likely be necessary for an administration on the account as on the estate, which would have to be published, therefore be made known, so that the creditors would catch onto it.

Another thing: If the American Butter Co. proves to have capital to any great amount, and the stockholders are mainly the two Sulter boys, could not the court compel them to show up how they came into possession of so much capital? Having only been in the employ of their father, they could not reasonably expect to accumulate on their own account so large an estate. The President, Secretary and Treasurer are the two boys.

I am told they paid an attorney \$5,000 to hush up their suit, to avoid the case getting into the Common Pleas Court, where they would have to go on the stand and be sworn.

I believe the right will prevail, and if enough of the creditors combine to make a strong case, they could expose the whole Sulter proceedings and better themselves financially.

### No Necessity for Embarrassment.

A traveling man, who had been royally entertained by a prosperous farmer in the outskirts of a little town, where the only hotel had been burned down a few days before, was a little uncertain, when about to depart, whether he should simply return his thanks or risk offending his host by offering pay.

"You have placed me under great obligations, Mr. Millsaps," he said. "When I come in from a trip of this kind I am accustomed to turning in an expense account, and it seems to me I ought to put down in it something pretty handsome for this excellent entertainment I have had at your house."

"You can turn in what you darn please," returned Mr. Millsaps. "My bill will be \$16."



## Dry Goods

### The Dry Goods Market.

**Staple Cottons**—The past week has brought forward a goodly number of orders for staple fabrics, but buyers seem to know no other method of buying except that required to provide immediate necessities. They are pursuing a distinctive "buy as you go" policy, the future necessities seemingly being entirely eliminated from their plan of proceedings. The result is that, while orders are numerous, they are far from extensive in aggregate, and consequently the situation remains unrelieved. The lower lines of goods, while no easier, do not show any added strength either.

**Prints**—Printed fabrics of about all classes continue to be favored with a very fair demand, fancy calicoes and the more staple lines being the most sought for. In fact, taken as a whole, the demand for printed fabrics appears to have improved during the week. Spring specialties in the finer lines have received considerable attention, and a very fair business has resulted in printed organdies, Bedford cords, piques, etc. Napped goods have also done fairly well.

**Ginghams**—The gingham situation is without special change, dress and staple goods continuing to receive fair attention. The spring lines of fine ginghams are selling quite well in a quiet way.

**Woolens**—There is not enough business moving in any one line of woolen or worsted men's wear to give it special prominence; and this in a market of almost unprecedented dullness. Many agents and manufacturers, as heretofore, are anticipating a good duplicate business, but the majority, remembering the disappointment that has always been the outcome of such expectations, are simply resting upon their oars and taking matters as they come. Some business is being done in heavyweights, but almost entirely at terribly low prices. There has been no improvement in the cloaking or overcoating market, but manufacturers of these goods who can do indigo work will receive considerable aid from a large Government contract to be awarded soon for 400,000 yards of standard kersey for overcoatings. This contract also includes 150,000 yards of dark blue shirting flannel and 50,000 yards of dark blue cloth. The whole order is small but of importance, because the early delivery required will probably necessitate the splitting of the award among several manufacturers, and by so much aid the market during the next few weeks.

**Carpets**—The carpet market is between seasons, so far as manufacturers are concerned, and the large proportion of the looms of the country are idle. The retailers and jobbers are heavily stocked with goods, and there is nothing to warrant an early opening of the spring season. The fact that the large manufacturers of tapestries and cheap velvets are again turning out large quantities of these goods leads the trade to anticipate another auction, and further complicates the situation. An advance in prices is imperative, but the outlook for such an event in the near future is very poor.

**Upholstery**—The cotton derby curtains are in moderate demand in Habana ground, ecru, and old gold with dado and all-over effects are selling in moderate amounts. The leaders to-day in tapestry curtains and covers are the flame reds and dark green grounds with old gold, bronze, ecru and light green

jacquard effects made with mercerized cotton yarn. Some of these are very beautiful, and are so near an imitation of silk that goods made with this material are sold for real silk. The price for mercerizing yarn has been reduced, owing to sharp competition, and this has induced upholstery manufacturers to use it more extensively. Silk is also used, but only in the better goods, some with a cotton warp and silk filling. Gobelin tapestry curtains and couch covers are coming to the front more largely each season. As the manufacturers gain in experience, they are producing some very attractive goods.

**Lace Curtains**—Continue to receive attention and jobbers have sold larger amounts of Nottinghams than in any preceding season, ranging in price from 75c@\$2.50 per pair. Some of the leading jobbers report chenille curtains as improving in demand on grades selling at \$2@2.50 wholesale. The road men are covering their territory the second time, and report trade in much better shape as compared with their first trips. Velours are still in good demand. Manufacturers engaged on the three and four color grades are busy. Kremlin silk goods, with a cotton warp and silk filling, are in demand at \$1 per yard, wholesale.

**Matings**—The tariff on straw matings is far from what it should have been. The large supplies imported prior to the passage of the bill have not all been sold and the new importations, while not so large, were purchased in China and Japan cheaper this last season than the preceding one, as the manufacturers realized that without the reduction it would be difficult to induce importers to purchase any large amount. Prices continue low for matting, and medium grades continue to sell at 18c, 20c and 25c per yard, the same as last year. The average retailer prefers to sell the regular ingrain carpets, as they make more money at less trouble, and with the general industrial improvement, the demand for the better goods is expected to increase.

## STEPHEN T. BOWEN

REPRESENTING

JOHN G. MILLER & CO.

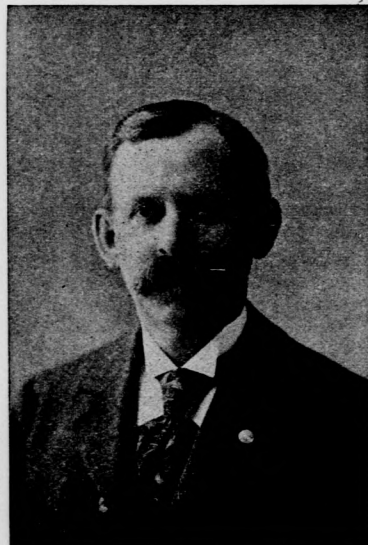
MANUFACTURERS OF

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.

## The Cheapest House In the West

MR. MERCHANT:

Our Fall and Winter Catalogue for 1898 is now ready to mail. If you have not received a copy you are not on our mailing list. You may have it for the asking if you will drop us a penny postal card. It is the book that quotes the lowest prices on reliable lines of fancy dry goods, notions, furnishing goods, hosiery and underwear adapted to general stores and country merchants.

**Eisinger, Kramer & Co.,**

131-133 Market St.,

Chicago, Ill.

## FAIR WEEK

SEPT. 26, 27, 28, 29 AND 30

Our traveling men will remain in the house all the week to attend to the wants of our customers.

**P. Steketee & Sons, Grand Rapids.**

## Come to the State Fair

and make your headquarters at our store while in the city. We will extend to you all the courtesies at our command.

**Voigt, Herpolsheimer & Co.**

Grand Rapids, Michigan.



**WALL PAPER COMBINE.**

**Must Buy of the Trust or Go Out of Business.**

Philadelphia, Sept. 19.—The incorporation, under the laws of the State of New York, of the Continental Wall Paper Co., composed of the National Wall Paper Co., formed in 1892 with a capitalization of \$38,000,000, and the manufacturers who controlled the plants that formerly opposed the National company, will place the combined companies in a position to control absolutely the entire output of wall paper, and prices, it is expected, will be advanced in consequence. A better time for the consolidation could not have been chosen, as the season has just opened, and the dealers must go to the Continental Wall Paper Co. for their supplies or go out of business.

It seems that the method adopted by the combination is as follows: Each factory has been classified according to the number of rolls it turned out last year. The total output of the combined factories has been placed at 100 per cent., and each individual factory has been allotted its quota of output for the current season. The goods will be sold by the factory making them, but all will be shipped, billed and paid for through the new company. In case one factory sells more than its quota and would be compelled to run overtime to turn out the orders, the surplus will be manufactured by one of the factories whose sales have not reached the amount allowed by the management. The idea of this arrangement is said to be to prevent overproduction, to properly look after credits and to classify dealers so that large retailers will not get as close profits and discounts as legitimate jobbers.

The stock of the new company is to be merely nominal and only sufficient to carry it through in a businesslike manner, without embarrassment. The directorate is said to consist of seven members, three of whom were appointed by the National Wall Paper Co., three by the manufacturers formerly opposed to the trust, and a seventh, not a member of the trade, but mutually agreeable to the other six. All questions of credit, and, in fact, everything pertaining to the general business, are to be decided by this directorate.

H. T. Allman, President of the Columbia Wall Paper Co., said: "The combination is a fact, but I desire to state that it has not been formed with any idea of fleecing the public, and stories of a 50 per cent. rise in prices are bosh. The fact of the matter is that for some years the manufacturers have been steadily losing money, and a combination, not so much a trust as a pooling of issues, was necessary. For that reason we consented to enter, and I carefully canvassed our trade first and found that dealers and jobbers alike wanted a combination."

The dealers are not unanimous in confirmation of this statement.

"I will say that I would never have gone into the deal if I could have helped myself," said one large dealer. "If there had been any factories at all left out of the combination I would have cast my lot with the outsiders. The prices have advanced 50 per cent., and in some cases more."

"This new agreement comes at a most opportune time for the National Wall Paper Co., popularly known as the trust," continued this dealer. "That company, according to its incorporation papers, has a capital of \$38,000,000, of which \$8,000,000 is in debenture bonds bearing a guaranteed interest of 8 per cent., payable quarterly. On July 1 last the company owed a full year's interest on these bonds, amounting to \$640,000, and no payment has since been made in liquidation. It seems strange to me that the outsiders should come to an agreement with these men when they are apparently on their last legs and would possibly be compelled to go into the hands of a receiver unless bolstered up by some such deal as this one. The millions of dollars of common stock of

the old trust was issued on 'water,' and not a dollar of dividend has ever been paid upon it."

**Commendation of the Anniversary Issue.**

American Artisan: The Michigan Tradesman has entered upon its sixteenth year of publication. It is a strapping youth of excellent appearance and vigorous utterance. If a Michigan dealer diligently reads the Tradesman's constant exposes of rascals, of all stripes of gentility, and then goes and gets buncoed, why, he's simply past redemption—one of those fellows on whose brow the word "Sucker" is indelibly stamped, to remain from the cradle to the grave.

Merchants' Review: The Michigan Tradesman is nearly old enough to vote, for a week ago it celebrated its fifteenth birthday with a sumptuous edition, in which the leading industries of Michigan were represented by special articles written by the heads of the industries. The Tradesman has a clear record as the Michigan merchants' guide and friend, having always been faithful to its readers. Long may it live to issue birthday numbers!

American Grocer: It seems as if all the commercial interests of Michigan, during the first week in September, marched around to the office of the Tradesman Company, and there presented to E. A. Stowe, editor of the Michigan Tradesman, such generous marks of their appreciation of his services to the business men of Michigan for fifteen years as compelled him to issue a sixty-four page issue as an anniversary edition. We congratulate our esteemed friend and contemporary upon the success he has achieved, and which is so richly deserved. Mr. Stowe, by force of strong traits of character, heroic determination, great will-power, thorough business qualifications, hard and incessant work, thrift and unusual ability, has made his way from small to great things. Steadily has he increased in usefulness and resources, until to-day the Michigan Tradesman is housed in one of the finest structures in the beautiful city of Grand Rapids, where its proprietor and editor is recognized as a representative business man and citizen. Mr. Stowe has always been independent, fearless and aggressive; the faithful friend and ally of the retail merchants of the State; the earnest advocate of whatever promised to advance the interests of Grand Rapids as a business center or the prosperity of Michigan. By pluck, perseverance and economy, he has forced his way to success and proud position, and we trust will continue to advance and be a blessing to the State, city and constituents of the Michigan Tradesman for many years to come.

Sparta Sentinel: The Michigan Tradesman was fifteen years old last week and has very successfully filled the field for which it is intended. We wish for it a continuation of its phenomenal success.

Freeport Herald: The Michigan Tradesman has completed its fifteenth year of publication and last week began its sixteenth year with a brief history of the Tradesman and its patrons. The edition was illustrated with half-tone portraits of the principal contributors and well filled with neatly constructed advertisements.

**Still in Her.**

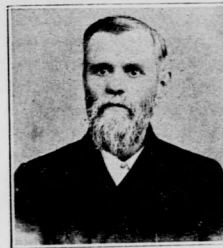
Miss Squeak: Do you think there is any music in me?

Professor: There ought to be, miss. I have heard none come out.

**Muskegon Business College.**

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

E. C. BISSON, Muskegon, Mich.

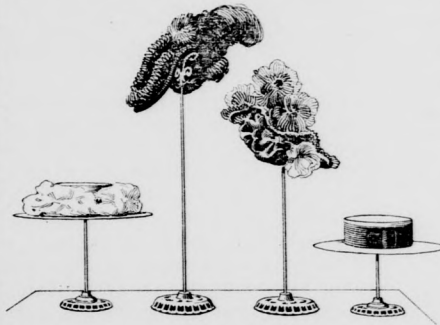


I. W. LAMB, original inventor of the Lamb Knitting Machine, President and Superintendent.

**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.



**Peninsular Brass Co.,**

Erie Street,

Grand Rapids.

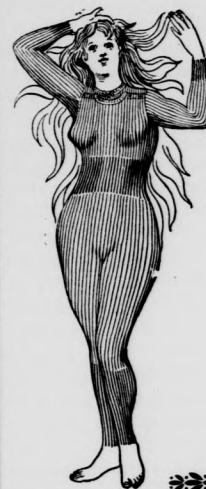
M'f'g'rs of Brass Castings. Platers in Gold, Silver, Nickel, Copper and Brass.

Correspondence solicited.

**Display Stands**

for Ladies or Gentlemen's Hats.

Any height \$2.50 per dozen. Bronze base nickel-plated support.

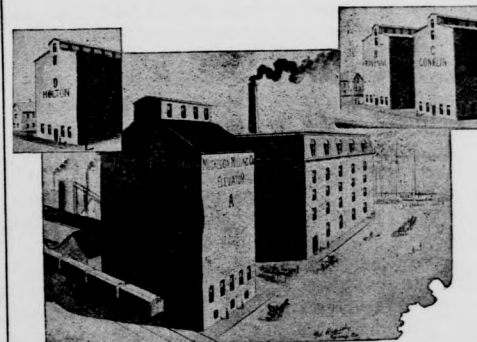


**THE GEM UNION SUIT**

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.

**MUSKEGON MILLING CO., MUSKEGON, MICH.**



Manufacturers of

**FLOUR, FEED AND MILL STUFFS**

Receivers and Shippers of

**GRAIN**

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

**MIXED CARLOADS A SPECIALTY.**

**Mills and Office:**  
Water Street, Foot of Pine.



## Around the State

### Movements of Merchants.

Cassopolis—B. H. Wood has sold his bazaar stock to W. W. Warren.

Marlette—Max H. Marienthal has sold his general stock to Mores Marks.

Long Rapids—John Ferguson has sold his general stock to Jacob Niergarth.

Coldwater—Anna J. Dorrance succeeds A. A. Dorrance in the drug business.

Dundee—F. E. Girard has purchased the boot and shoe stock of L. B. Smith.

Dryden—Allie Haynes succeeds Randolph & Briggs in the millinery business.

Ishpeming—J. L. Johnson succeeds J. L. Johnson & Co. in the grocery business.

Niles—J. H. Steele & Co., of Chicago, will open a dry goods store at this place.

Shepherd—Miss Hattie Bigelow succeeds Bigelow & Bent in the millinery business.

Fennville—Mrs. Amy Swarts has sold an interest in her millinery business to Mrs. Cain.

Calumet—John Nelson has purchased the confectionery and cigar stock of Adolph Norbom.

Watersmeet—F. C. Payne, druggists and grocers, have dissolved, F. C. Payne succeeding.

Lansing—Charles Longstreet, the grocer, is convalescent after three months' siege with typhoid fever.

Alma—A. J. (Mrs. A. R.) Dingman, dealer in dry goods, notions and shoes, is removing to Hillsdale.

Union City—R. F. Watkins & Son will hereafter conduct the grocery and bakery business of R. F. Watkins.

Plainwell—J. D. Wagner has purchased the interest of F. P. Heath in the dry goods firm of Bishop & Co.

Sault Ste. Marie—A. J. Eaton has purchased the Abe Prenzlaue stock of clothing and men's furnishing goods.

Saginaw—Fred Jerome continues the merchandise brokerage business formerly conducted by Traver & Jerome.

Stanton—H. D. Selden, of Grand Rapids, will shortly engage in the furniture, house furnishing and stove business.

Marcellus—C. E. Carpenter has sold his grocery and crockery stock to O. N. Hunt & Son, retaining his elevator business.

Alden—Gus Meyer is erecting a new store building at Rapid City, where he will carry on a branch of his hardware business at this place.

Au Sable—Philip Rosenthal, who conducts a general store here and at Turner, has sold his stock at the latter place to Samuel Rosenthal.

Cheboygan—W. D. Willets has sold the James Lee general stock to P. Medalie, of Mancelona, who will continue the business under the style of the Boston Store.

Ionia—The grocery firm of Young & Hanigan has dissolved, Mr. Young retiring. The new firm will continue the business under the style of Hanigan & Franklin.

Coopersville—J. B. Watson will remove his drug stock to Boyne City as soon as a new store building, now in process of construction at that place, is completed.

Rockford—M. A. Potter is preparing plans for a three-story brick block, which he expects to erect at once. The lower floor will be occupied by his sons, who will embark in the drug business under the style of Potter Bros.

Port Huron—Herbert Dorland, of Detroit, and Samuel Cullen, for the past sixteen years identified with the grocery trade of this place, have purchased the grocery stock of Chas. Baer.

Traverse City—Victor C. Roblin has resigned his position with A. V. Friedrich and will leave for his former home in Charlotte, where he will embark in the shoe business with his father.

Owosso—The drug firm of Johnson & Henderson has been dissolved by mutual consent on account of the ill health of John M. Henderson. The business will be continued by John C. Johnson.

Paw Paw—The grape growers in this vicinity loaded 72 cars with the fruit in four days last week. A good price is obtained, 8½ cents being offered at the car for eight-pound basket of Concord.

Marquette—The grocery business heretofore carried on by the late Arthur Delf, will be continued under the management of his son, P. J. Delf, who has been in the store for the past twelve years.

Hillsdale—A dry goods store has been opened at this place under the style of Dingman & Co., the members of the firm being A. R. Dingman and son, Richard, of Alma, and Mrs. Geo. Mitchell, of this city.

St. Joseph—A. L. Church has sold a half interest in his stationery, cigar and confectionery business to Frank Herring, who was engineer on the Big Four for several years. The firm name will be Church & Herring.

Quincy—J. C. Joiner has sold his dry goods stock to E. K. Pearce and F. A. Lyon, of Hillsdale. Mr. Pearce will assume the management of the business and Mr. Lyon will remain at Hillsdale and continue his law practice.

Midland—J. W. McCann, a leading grocer and business man of this place, took \$192 home the other night and laid it down on a stand in his bedroom. Next morning when he awoke the money had disappeared. No clue.

Detroit—L. G. Hupp & Co., successors to the coal firm of Hupp, Bowles & Paxton, have filed articles of incorporation. The capital stock is \$10,000, all paid in. The stockholders are as follows: Louis G. Hupp, 500 shares; Louis G. Hupp, trustee, 300; Joseph G. Palmerlee, 150; Robert C. Hupp, 50 shares.

### Manufacturing Matters.

Perry—H. C. Deaninger & Bro. succeed H. C. Deaninger in the flouring mill business.

Memphis—McCall & Coburn succeed Adrian D. Joyce in the elevator, hay and coal business.

Greenville—The Ranney Refrigerator Co. has declared a 10 per cent. dividend from the earnings of the past year.

Lake Odessa—J. H. Leslie & Co., of Chicago, are equipping a building with the necessary machinery for a canning factory. They will employ about thirty hands.

Barryton—Plato, Renwick & Co. will complete their season's cut this week, and will at once commence work in the woods getting out logs for next year's run. They expect to put in about 10,000,000 feet of logs, hardwood and hemlock.

Saginaw—Col. A. T. Bliss has cut out about all of his stock at his Carrollton sawmill, and it is likely to shut down. The Central Lumber Co., in which he is the principal stockholder, has enough logs to keep the mill humming until the river freezes over.

Detroit—The American Electro-Neurotome Co. has filed articles of association. Its intention is to manufacture and sell neurotomes upon a capital stock of \$30,000, of which \$9,600 has been paid in. The incorporators are residents of Niagara Falls, Toronto and Pine Bluff, Ark.

Coloma—The Southwestern Michigan Fruit Growers' Association is negotiating for a controlling interest in the Kreusser, Gilson & Co. fruit package factory at this place. It is proposed to enlarge the plant to several times its present capacity and give employment to a large force the year around.

Port Huron—The McCormick harness factory at this place will be removed to Flint. John McCormick, the founder of the enterprise, will retire from the business permanently and Byron McCormick, who has had charge of the business for several years, will become manager of the reorganized company.

Petoskey—The W. W. Rice Leather Co. is making many improvements at its plant at Kegonic. It is enlarging the hide house, and has put in a new scrubbing machine and a large platform scale, which will greatly facilitate the handling of hides. It has also covered the liquor vats with steel to prevent danger by fire.

West Bay City—The Corunna Coal Co. has transferred leases of coal lands in Monitor township, to W. A. Knapp, who is required, by the terms thereof, to sink test holes at once and commence work on a shaft not later than November. The West Bay City Coal Co. has been organized and will at once commence sinking a shaft in Monitor township.

Flint—The White Hickory Wheel Co. has been organized, with a capital stock of \$40,000. The plant will be located and operated in Jackson, while the headquarters will be maintained here. The capacity of the factory will be 90,000 wheels per year. Following are the officers: W. C. Orrell, President; A. B. C. Hardy, Vice-President; W. C. Durant, Treasurer; F. A. Aldrich, Secretary.

### Down on Hucksters in New England.

Marketmen and grocers and other merchants in North Attleboro complain bitterly of the methods of hucksters who swarm into the town, sell cheap goods at ruinously low prices, and knock the lines of legitimate trade all askew. These peddlers buy the fag ends of what the wholesalers consider hardly fit to throw away, and of course sell them at a price below what the legitimate merchants pay for their first-quality berries. The hucksters buy potatoes that have begun to rot. Then they throw out those that show signs of decay on the outside and sell the rest as being of first quality. The people have been swindled and cheated by these hucksters. These aliens leave no money in town, pay no taxes there, and accomplish nothing less than the tearing down of the lines of legitimate trade.

### The Old Garden.

He thinks of a dear old garden where the old-time flowers blow—  
Proud hollyhocks and roses and white lilies in a row;  
He dreams of vanished summers and his heart in fancy bleeds,  
For he thinks of a dear old lady who made him pull the weeds.

### Sure Certainty.

Louise: I've fixed Kitty so she will answer my letter at once.  
Belle: What did you do?  
Louise: I wrote her a lot of gossip, and forgot to send the middle pages.

Man's trouble with woman began in an ancient garden—and now he wonders where it will end.

### The Produce Market.

Apples—Buyers who have visited all parts of the State assert that the fall fruit in Kent county is superior in quality this year to that raised in any other part of the State, not even excepting the Grand Traverse region, where the fruit is nearly always up to standard. Buyers are paying \$1@1.50 for fruit alone, which brings the selling price up to \$1.75@2.25 per bbl.

Beets—25c per bu.

Butter—Dealers have no difficulty in getting 17c for fancy dairy and 19@20c for separator creamery, but how to obtain adequate supplies to meet their requirements is another matter. Unless all signs fail, butter will be higher before we see grass butter next spring.

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

Carrots—25c per bu.

Cauliflower—\$1 per doz and very scarce on account of the drought.

Celery—White Plume, 10@13c per bunch.

Cocoanuts—4@5c.

Corn—Green, 10c per doz. ears.

Crab Apples—40@50c per bu. for Siberian.

Cranberries—Cape Cods command \$2.50 per bu. or \$2.25 per box.

Cucumbers—Pickling stock is in active demand at 25@40c per 100.

Egg Plant—75c@\$1 per doz.

Eggs—Dealers pay 13c for strictly fresh, holding at 14c. The advance is due to the increasing scarcity of fresh stock and the inability of dealers to obtain supplies adequate to their requirements. From now on the supply will be short and prices high.

Grapes—Pony (4-lb.) baskets of Delaware command 10c. Eight pound baskets of Wordens and Concord command 10@12c. Brightons and Niagaras fetch 1c per basket more than Wordens and Concord.

Green Peppers—50c per bu.

Honey—Fine new comb commands 12@13c.

Muskmelons—40c per bu.

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

Peaches—All kinds of prices have ruled during the past week, but the market now appears to have settled down to business again. Crawfords, Wheatlands and Albertis command \$1.50 @2; Chilis, 90c@\$1.25; Golden Drop, 75c@\$1; White, 60@75c. Growers never had such a prosperous season as this year and the amount of money which has poured into the city in exchange for the peach crop tributary to this market is away beyond the wildest expectations and predictions indulged in earlier in the season.

Pears—Duchess and Keefers have advanced to \$1.

Plums—Lombards, Green Gages, Blue Damsons and German Prunes have advanced to \$1@1.25.

Pop Corn—50c per bu.

Potatoes—50c per bu. There are premonitory symptoms of an active shipping demand, but it is almost too early to form a conservative conclusion as to the outcome of the crop of late tubers.

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

Tomatoes—75c per bu.

Watermelons—8c for home grown, which are about out of market.

### Failed to Keep His Vows.

Lawyer—What can I do for you, madam?

Client—I want a divorce from my husband.

"Upon what grounds do you desire to bring suit?"

"He hasn't been faithful to his marriage vows."

"In what particular has he violated them?"

"He promised to die for me and he hasn't done it."

Seven out of every 10,000 inhabitants of the United States are deaf and dumb. Of these 55 per cent. are males and 45 per cent. females. The affliction is much less common among colored people than among whites.



## Grand Rapids Gossip

### The Grocery Market.

**Sugar**—The market is strong, but conservative dealers are not looking for higher prices. Shipments are very heavy, some houses reporting shipments 25 per cent. in excess of the transactions for the corresponding period last year.

**Tea**—It is becoming evident that retailers all over the country were stocked up prior to placing the duty on tea and that many of them will not be on the market for some time. There is still a good undertone to the market, however, and it is impossible to get any concessions whatever. The markets are firm, rather than otherwise, and no fluctuation, either up or down, is expected in the near future.

**Coffee**—Receipts at Rio and Santos continue moderately small. Firm offers from Brazil are a trifle lower, but still above the parity of our market. The demand is fair, but not quite equal to expectations, but most jobbers are hopeful for a marked improvement. At present figures buyers can not go far wrong in keeping a full assortment.

**Dried Fruits**—Apricots are strong and higher, due to confirmation of the reports of a short crop. Dryers have taken about everything to be secured on the coast and have had to pay high prices all the season. Canners took the lion's share of stock in sight, with virtually the same conditions ruling on fancy peaches. The raisin market continues easy, with no immediate prospects of improvement. California grapes in sacks are out of market. The reports from the coast continue that a good crop is in prospect, but it will take some time to prove or disprove the reports, and the growers are still working at their plan to pool the crop in order to hold up prices and head off any weakening tendency that may have had its origin in the minds of Eastern jobbers. The market is firm on prunes. Quotable prices show very slight changes from last week.

**Canned Goods**—The tomato market has really advanced 5@7½c from the lowest point, with very few concessions obtainable. Corn is rather quiet. Packers are offering goods, but sellers take no interest. The high price is probably the cause of this, sellers' ideas being from 2½@5c above buyers' ideas. Peas are very quiet, with no business of any consequence being done, except on special brands. Some trade is being done in Eastern-packed peaches, but the very high prices curtail the demand. There seems to be no likelihood of any decline in peaches.

**Provisions**—There has been a fair demand for hams, prices of which are unchanged. There will likely be no advance, as packers will soon commence to kill, which will augment the supply. Bellies are very scarce all over the country, the cause of which condition is that butchers did not kill, on account of the warm weather. Lard is unchanged, and the consumption is very large. Compound lard is as low as it has ever been in the history of the trade.

**Salt Fish**—John Pew & Son (Gloucester) write the Tradesman as follows: The mackerel catch has turned out a great disappointment, and the cause of the shortage is unknown. Large bodies of mackerel were seen in June and early in July and a few thousand barrels of them caught off "No Man's Land" and on Georges Bank, and at that time very

good doings were anticipated. A few mackerel are being taken off Block Island, running from 500 to 700 to the barrel, but not enough to supply the immediate demand from day to day for them. The American fleet is a very small one at present, as many vessels, on account of the discouraging outlook for the fall season, have given up the mackerel fishery and gone into other fisheries. In the Gulf of St. Lawrence there are a few vessels and they may bring home in October and November 1,500 to 2,000 barrels. They will be large mackerel, mostly No. 1's and Bloaters. The trade want mackerel counting from 300 to 350 to the barrel, and only a very few of this size are coming into the market from any source. The very few that arrive are taken eagerly and are so few that they are not quotable. The Gloucester Grand Bank fleet have landed at this port, thus far, about nine million pounds salt codfish, about two million pounds increase over last year for the same period. The stock on hand unsold is less than a year ago, as many have been sold bench cured for export trade. Port Rico, in 1896, received nearly one million dollars' worth of fish kinds from Canada alone, and with Porto Rico under the American flag, this trade is expected to be transferred to American exporters, which will be a help to the New England and Atlantic fisheries, as they can catch at reasonable prices a supply for the United States and U. S. colonial markets.

### Grand Rapids Retail Grocers' Association.

The regular meeting of the Grand Rapids Retail Grocers' Association was held at the Tradesman office Tuesday evening, Sept. 20, President Dyk presiding.

Two applications for membership in the organization were received and accepted—Geo. Tower, 73 Fourth street, and L. Murray, 307 Jefferson avenue.

A communication was received from the carnival management, asking the grocers to participate in the parade of fraternal night. The invitation was received with marked coolness, experience of last year having convinced the members that a carnival was about the worst thing that could happen to the retail grocery trade, because it killed business for a week and demoralized business so that it took a week to recover from the effects of the demoralization. The matter was fully discussed in all its bearings, the unsolved problem being the inability of any one to explain why the carnival should have such an adverse effect on the grocery trade. J. Geo. Lehman moved that the invitation be laid on the table, which was supported by B. S. Harris, and unanimously adopted.

Election of officers resulted in the selection of the following:

President—Frank J. Dyk.  
Vice-Presidents—Julius J. Wagner, M. H. Barber, Chas. W. Payne, L. John Witters, Peter Braun.  
Secretary—Homer Klap.  
Treasurer—J. Geo. Lehman.

Samples of spices which are being exploited in the city now by children for W. G. Baker, of Springfield, Mass., were exhibited. The general impression being that the goods were impure, the Secretary was requested to bring the matter to the attention of the State Food Commissioner.

There being no further business, the meeting adjourned.

T. H. Royston has purchased the interest of C. A. Swortfiguer in Sherwood Swortfiguer Co., manufacturer of straw hats at the D. & M. Junction, and succeeds Mr. Swortfiguer as Director and Treasurer of the corporation, the name of which will be changed to the Sherwood-Royston Co.

### The Morning Market.

The factor which has had most effect in steadying trade and holding offerings within bounds has been the uniform cool weather. A few days more of the hot spell which ushered in the month would have hastened ripening to an extent which must have brought the demoralization in prices which was predicted by so many; for, while the preparations for handling a greatly increased harvest, in enlarged buying force and better provisions for shipment, were extensive, the limit would have been quickly reached in these departments of the trade, and also in the ability of the growers to handle the crop.

As it has been, some days have shown an actual shortage of offerings in peaches to an extent which has stimulated prices of fancy varieties and qualities to an unusual degree. In many cases large sales have been made as high as \$2 per bushel. While this figure has often been reached in former years of scarcity, so that it excites less comment, there is really great significance in the fact that day after day many growers have returned with from \$50 to \$100 per load, and a still greater number with less, but all far in excess of any former years. The inflow of such a tide of money will not only quickly liquidate the farm indebtedness in the fruit region, but will be in evidence in the general trade of the city. It is safe to predict an unprecedented season in the clothing and shoe trade, for instance, and in farm apparatus the demand will be still greater. It will not be the fault of local conditions if manufacturers and dealers in implements do not reap an abundant harvest.

The contrast between the conditions governing the fruit and vegetable markets during recent years and the present is sufficiently marked. Then there was a struggle in many instances to realize enough to meet the demands of taxes, and perchance interest. Apples, potatoes and other products were sold often at 10 cents per bushel and many times sales could not be effected at even that. Such a method of meeting the most urgent necessities must have been discouraging, and it is not strange that all lines of trade suffered. After a long period of such experience it is interesting to note the difference. While the degrees of success are not as various as in the experiences of new mining strikes, they are uncertain enough to keep up a considerable excitement. And such a great number of moderate financial successes in a community, changing the struggle for existence to comfortable or affluent living, are of vastly more permanent value than the isolated strikes of adventurers in a Klondike. Not only will local trade be vastly stimulated by the present conditions, but the effects must be felt for years, not only in trade, but in the demands upon the educational and refining influences of the city.

But there is no reason to believe that the present conditions may not be extended over years to come. The basis of the Western Michigan fruit industry lies in the exceptional climatic conditions of a limited area. The fact that the increase in production is more than met by the demands of foreign buyers, and that its magnitude is coming to receive especial recognition at the hands of the transportation companies, gives assurance of permanence as long as production continues. And this is increasing at such a rate that the effects of

unfavorable seasons will be relatively less every year.

While the favorable season has made the current business so satisfactory as to engage all the attention of the growers, there has been an increasing sentiment on the part of the business men of the city that something must be done in the way of establishing a factory for the canning, preserving and otherwise utilizing of such fruits and vegetables as do not find a more profitable market. It is certainly an anomaly that the products of the Niagara and other less favored fruit regions than this should be sent to supply even our local needs when we ought to exceed any of them with our wealth of supplies to draw from. Even during the present season such an enterprise would serve an excellent purpose in the disposal of cheaper qualities, and especially in utilizing the enormous harvest weighing down the vineyards. The project is receiving considerable attention from officials of the Board of Trade and others and there is little doubt but that it must assume form before long.

### The Grain Market.

Wheat has been very steady during the week. While exports have been large, the receipts in the Northwest have been more than equal to the shipments. The quantity of winter wheat offered at primary points has not been up to expectation, owing to other press of work, principally seeding. However, with the large shipments, the visible showed an increase of 1,782,000 bushels, which was more than double what was expected, which leaves the visible at 10,188,000 bushels, against 17,140,000 bushels last year, and this has a tendency of strengthening prices. Other exporting countries are also marketing their wheat, with the exception of Russia, which seems to be short, as some of her provinces will have to import from other localities, a thing not expected in the early part of the season. Unless there is a freer movement of wheat, prices will certainly be advanced, especially as cash wheat is very strong in the Northwest.

Corn is rather tame and prices are easy, both for cash and futures. However, we think that prices can not remain so low as at present, as the crop is certainly very deficient in quality and quantity.

Oats are stationary, with upward tendency.

Receipts of grain at this place were 38 cars of wheat, 10 cars of corn, and 19 cars of oats.

The mills are to-day paying 60c per bushel for wheat. C. G. A. VOIGT.

The Commercial and Savings Bank of Fenton has been organized, with a cash capital of \$25,000, to engage in the banking business at Fenton about Oct. 1. The new institution will take possession of the building which has been occupied several years by the private bank of H. B. Latourette, who becomes President of the new bank.

M. E. Town, general dealer at Crystal, has opened a branch store at Ferris. The grocery stock was furnished by the Worden Grocer Co.

Wm. F. Waltz succeeds Waltz & Smith in the meat business at 41 West Bridge street.

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



## Woman's World

### About the Science of Happiness.

The other day when Elise and I came home from a Sunday at Macatawa Park, we sat behind a man and woman on the cars whom even a blind person could have told were married. He read his paper the entire way, apparently oblivious of her existence, and she gazed out of the window with an absent and bored look, every whit as indifferent to him as he was to her.

"It seems a pity, doesn't it," observed Elise, cynically, "that there isn't a station somewhere on the road where such couples could stop twenty minutes for divorce?"

"And yet," I said, "it isn't such a great while since the trip wouldn't have been long enough for all they had to say to each other. He wouldn't have dreamed of opening his paper, although it had contained accounts of a dozen Santiagos and forty Hobsons, and had scare headlines an inch long, and—"

"And she," put in Elise, "would have nestled up to him and begged him to tell her just how the war ought to have been conducted and how he wouldn't have made any mistakes about transports or hospital supplies or unsanitary camps, if he had been the Secretary of War, and she would have sat and beamed on him like he was incarnate wisdom while he talked and talked."

"Now," I began.

"Now," said Elise, eyeing them critically, "they look to me like a couple where the wife receives the husband's best stories in stony silence and when he tells a joke she informs him that she read that in the comic papers a month ago."

After a bit Elise asked, "What do you suppose is the reason that women—clever, intelligent women—have so little sense?"

The question was a poser and I promptly gave it up.

"Well," she said, "when I look at a couple like that—and they are a fair sample of the general average of married people—it seems to me that the great sorrows and tragedies of life come not so much through the few married people who are untrue and actually wicked as the great mass who simply bore each other, who have no sort of companionship together, and who, having all the material for happiness in their hands, get nothing but misery out of it. It is stupidity, it is ignorance, it is lack of training, and if I were rich, I'd turn philanthropist and establish a chair in all the colleges in the land where people should be taught the rudiments at least of the science of happiness."

"And I'd begin with the girls, because it is mostly women who make or mar the happiness of a family. Of course, you may say that it is just as much a man's duty to make himself agreeable and pleasant to his wife as it is hers to entertain him, and I dare say, as a matter of abstract justice, it is; but then, you see, there isn't any such thing as abstract justice in married life. It is a series of expedients. Besides, it is a woman's place to charm. Do you remember what Richard Le Gallienne says in one of his stories? 'It is no disgrace for a man to be jilted; it is for a woman. For a woman to be jilted is for her to have failed—as a woman.' It seems like that to me. For a woman not to be able to interest

and entertain her husband is about the most mortifying admission of defeat in the world. It is like a person being beaten through bungling playing in a game where she held all the trumps."

"When you come to think of it, the situation is like this: For the great majority of women their sole chance of happiness is bound up in their husbands and homes. If their homes are unpleasant; if, after the first fervor of love in the honeymoon passes, they fail to be companions and chums with their husbands, they have laid up for them a future of desolate wretchedness. Now, this being the case, one would think that any woman with a single, solitary glimmering of reason would, if only for her own selfish benefit, make every effort to render herself so agreeable and so attractive that her husband would prefer her society to that of anyone else. But do they? Gracious, no! There is nothing else in the world that fills me with as much amazement as the recklessness with which women deal with their husbands. I know plenty of women who never let their husbands make a statement without contradicting them; who parade their husbands' failings before company, and who, if there is some one topic that can always bring on a family row, never miss a chance to lug it into the conversation. And these women actually complain when their husbands go off to seek congenial company elsewhere. Think of it!"

Elise paused a moment. "Anyway," she added rather irrelevantly, "a woman is too big a chump to live who can't manage her husband. Oh, don't look shocked," she went on in answer to the expression in my face; "I don't mean it in the way you think. I don't believe in a woman interfering in her husband's business affairs any more than I believe in her letting him come poking around the kitchen; but I think, by the time I had lived with a man some thirty-five or forty years, I would be able to make a pretty accurate guess at his little weaknesses and know how to humor them. If he was given to telling stories, I would have a fresh and apparently spontaneous laugh on tap for them if I had to go to a dramatic school to learn how to do it. If he liked flattery, I'd give it to him so strong it would make every other woman's brand seem as mild as milk by the side of champagne frappe. If he liked to be appealed to, I'd ask his advice about everything, from the best way to put on a graduated flounce to who would be the next President. Sounds a little hypocritical? Not a bit of it. Most of us think our husbands know everything and are the wittiest and most delightful men in the world, anyway. Why shouldn't we give them the pleasure and satisfaction of knowing our opinion of them and reap the benefit of making ourselves agreeable?"

"One of the reasons men don't take their wives out any oftener is because so many women are such kill-joys. When a man goes out to have a good time he leaves cares and worries behind him; but a woman takes all of hers along, and borrows a few extra ones for good measure. What is the good of taking a woman to see a screamingly funny farce and have her interrupt the most hilarious situations to ask if you are perfectly sure you put the cat out of the kitchen, or enquire in an anxious way if you reckon the children will fall in the fire and get burned while she is away? It must seem to any man that it is a waste of money to try to amuse her, and the next time he goes off by himself, and the woman has nobody but herself to blame for it. If she'd been chummy and

laughed and enjoyed it and made her husband feel like he was giving her a good time that she appreciated, they would both have been the better and happier for it."

"The trouble is that when every woman gets married she expects that her husband is going to spend the balance of life at the same high-pressure state of lovemaking as he was during the courting days, and when she finds out her mistake about that it gives her such a jar she fails to appreciate that there is a companionship, a comradeship that can take its place, and that is a thousand times more desirable and valuable. Then it is that she has the chance of her life, and if she has sense enough to study him, and affection enough to try to please him, they drop into that good fellowship that is the strongest tie on earth and the fullest of happiness. You never see a man with that kind of a wife selfishly reading the paper with his back turned to her. He couldn't enjoy it unless she shared the news with him or laughed with him over the jokes, and just to see such a couple together warms your faith in everything that is good and true in life."

"The woman with that kind of a husband is universally regarded among her sisters as having drawn a prize in the matrimonial lottery and having gotten more than her just deserts. That's sheer envy. The average good husband is not the result of luck, but judicious management. Given a man who marries you because he is in love with you, you can either kill his affection by a constant course of nagging and fault-finding and nerves and tears and curl papers and wrappers, and drive him to clubs and other women for sympathy, or by smiles

and pleasantness and good humor and agreeableness you can bind him to you with hoops of steel. It's a perfectly plain and simple proposition. Anyway," added Elise in conclusion, "if I couldn't entertain a man from Macatawa Park to Grand Rapids, I'd give up traveling." DOROTHY DIX.

## MASON FRUIT JARS

### NEW REDUCED PRICES

Prepare for the largest fruit crop of recent years with thirty days of probable fruit jar selling. We offer for immediate shipment, no delay, the following new reduced prices. Terms 60 days, 2 per cent to days. No charge for box or cartage.

1 doz. boxes  
Pints, per gross . . . . . \$4.75  
Quarts, per gross . . . . . \$5.00  
Half Gallons, per gross . . \$6.75  
Caps and Rubbers, pr gross \$2.00  
(Just received new lot of Caps and Rubbers.)

Rubbers only, best quality,  
white, per pound . . . . . .25  
Sealing Wax, per pound . . . . . .02

SEND US YOUR ORDERS.

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and can substantiate our claim. We sell you samples at about the cost of material and guarantee our goods to be better made and better finished than the stock that goes to the furniture dealers.

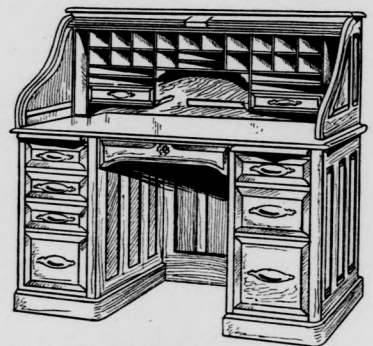
Our No. 61 Antique Oak Sample Desk has a combination lock and center drawer. Raised panels all around, heavy pilasters, round corners and made of thoroughly kiln dried oak. Writing bed made of 3-ply built-up stock. Desk is castered with ball-bearing casters and has a strictly dust-proof curtain. Our special price to readers of the Tradesman \$20. Write for our illustrated catalogue and mention this paper when you do so.

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**RUBBER INTERLINED**

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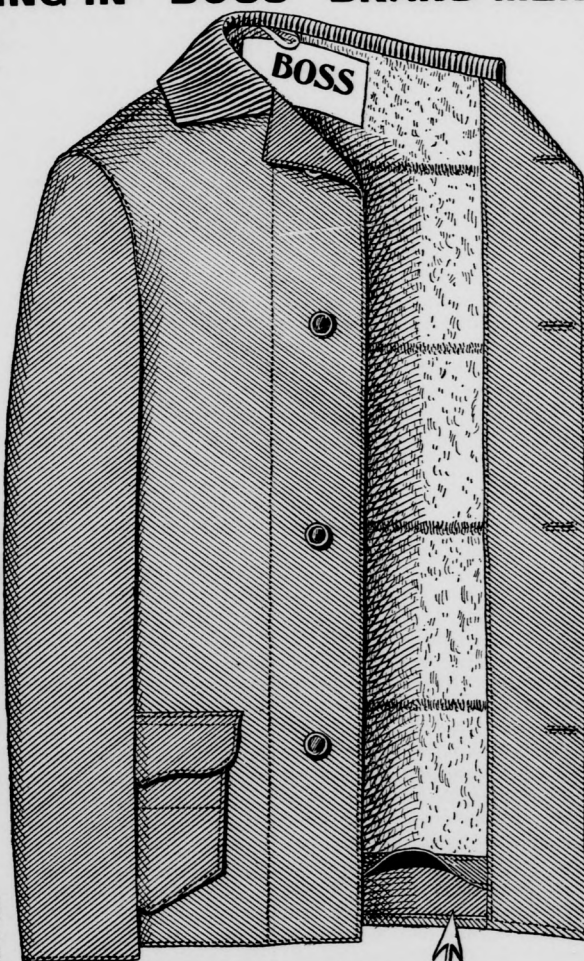
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IN....

**Duck  
Coats**

**\$11<sup>00</sup>**  
PER DOZEN

**THE "BOSS" BRAND**  
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Made of an 8-oz. staple duck, style, 4-button single-breasted sack, lined with a heavy, warm blanketing, 3 outside pockets with laps, 3½-inch corduroy storm collar, black japanned rivet buttons, strong worked buttonholes, lined with a standard water proof rubber, that is guaranteed against water or dampness.



The "Boss" Duck Coat is exactly the same as the well-known Nos. D82 and D84 "Pride" Duck Coat of 1897.  
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ASSORTED SIZES  
TO EACH DOZEN.  
Sizes, 36, 38, 40, 42, 44  
Coats, 1, 2, 4, 3, 2  
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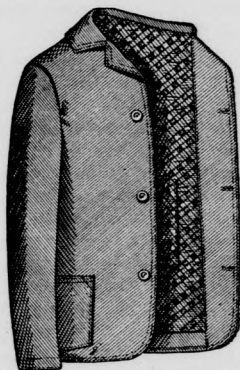
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Coat**

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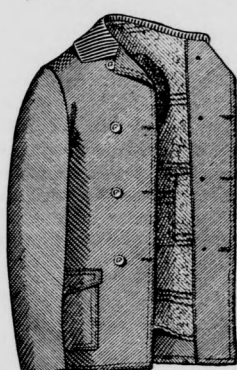
**\$11<sup>00</sup>**  
PER DOZEN  
WITH WATER-PROOF  
INTERLINING.

**THE "BOSS" BRAND**  
RUBBER INTERLINED  
DUCK COAT .....

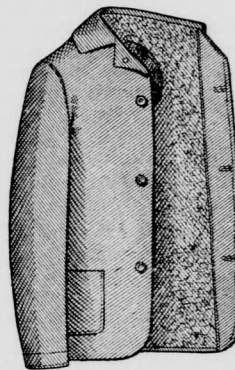
The phenomenal demand of last year on this garment forced us to cancel orders for hundreds of dozens, so we would advise our patrons to order early. We are having it manufactured expressly for our trade.



41240 SPECIAL. The only high Doz. grade full rubber interlined duck coat ever offered at the price. 4 button single-breasted square cut sack, made of an 8 oz. dead grass color duck, warm blanket lining, 4 inch collar, riveted buttons, strong worked buttonholes, 2 plain pockets, all body seams double stitched. The interlining used on this garment is absolutely warranted water and damp proof.....\$9.50  
41241 SAME AS 41240, IN BLACK..... 9.50



41282 Style 4 button single-breasted Doz straight cut, coat made of a standard 7 oz. brown duck, 1 plain and 2 outside pockets with laps, 3½ inch corduroy collar, japanned rivet buttons, strong worked buttonholes, lined with a fancy pattern blanketing.....\$8.25  
41283 SAME AS 41282, IN BLACK..... 8.25



41238 Made of a dead grass color Doz. 7 oz. standard duck, a durable made garment for the money. 4 inch collar, 2 outside pockets, double stitched body seams, lined with fancy pattern blanketing, strong worked buttonholes.....\$7.25  
41239 SAME AS 41238, IN BLACK..... 7.25



492 4 button single-breasted cut Mackinaw Coat, made of a 30 oz. brushed Mackinaw blanketing in a handsome variety of high color Indian check patterns. Special feature of manufacture is represented by double stitched felled seams, which guarantees the durability of the garment. Other features include a regulation pointed end, rolling collar, 2 inch belt with 2 belt tabs, japanned harness buckle, 2 deep pockets with laps; garment trimmed with fancy horn buttons.....\$12.50  
493 Mackinaw Pants to Match Above Coat.....\$12.00  
581 Coat. Same as 492, made of Plain Army Blue Mackinaw Blanketing.....\$13.50



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E. A. STOWE, EDITOR.

WEDNESDAY, - - - SEPTEMBER 21, 1898.

### BACKING DOWN.

The W. M. Hoyt Company is making a desperate attempt to crawlfish and divert attention from the damaging disclosures of the State Chemist that it is selling a vile compound of acids and gypsum as cream of tartar, charging 14 cents for a mixture which actually costs less than 2 cents per pound to manufacture.

Under the quotation of its Pure brand of spices the Hoyt house has been running the following reference to the goods:

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.

On account of the disclosures of the State Chemist and the publicity given the matter by the Tradesman, the paragraph has been radically revised, so that it now reads as follows:

Our "Pure" brand of Spices, while not the best, are very good goods and will compare favorably with many sold for strictly pure. We warrant them to give good satisfaction.

Instead of a 2-cent mixture of acids and gypsum being "good, honest goods," it is now "very good goods," and instead of comparing "favorably with most goods sold for the very best," it now compares "favorably with many sold for strictly pure."

It will be noted that the W. M. Hoyt Company still warrants the goods to "give good satisfaction." How a mixture of acids and gypsum can "give good satisfaction" is more than the Tradesman can understand. As a fertilizer of clover or potatoes, the gypsum might be all right, but the acid ingredients might kill the stalks and vines. If any satisfactory use can be made of such a mixture, the house which stands sponsor therefor should inform the deluded mortals who imagine that it can be utilized as cream of tartar that its proper use is as a disinfectant, or a rat exterminator, for either of which uses it is better adapted than as an article of diet.

The manner in which the Hoyt house undertakes to dodge the issue and parry the charges made against it, instead of meeting the criticism in man fashion, admitting that it has made a mistake and immediately abandoning the sale of adulterated goods which are prohibited by both the moral and municipal laws, can not fail to confirm the unfavorable opinion already formed as to the

policy and methods of the house; and those merchants who are so unfortunate as to have any of the adulterated Hoyt goods on their shelves would do well to profit by the warning of the State Food Commissioner and return them to Chicago without any unnecessary delay.

Statistics as to the comparatively few deaths from lightning may not avail to lessen the nervousness of those who view every "thunder head" with alarm, but they may avail to quote to children old enough to be apprehensive, and who may have many summers ahead of them. Investigations made a year or two ago showed that of 208 classes of objects of which 1,707 persons confessed fear, lightning was dreaded by the greatest number. Yet in the record of fatalities there is a very small record against lightning, as compared with other causes of accidental death. Statistics prepared by the United States Weather Bureau show that for four years the average number of persons killed by lightning annually was 196. More than that number are drowned annually in the waters about New York City, it is said, and many more than that number annually lose their lives throughout the country in bicycling. It might even appear that one is in greater danger of being fatally kicked by a horse, or of being killed by a falling chimney, than of being struck by lightning.

The observations of the earth currents at Greenwich observatory have been made practically useless for several years by the electric railway from Stockwell to London, modern instruments being so sensitive that indications of the current of this railway have been detected more than 100 miles away. An early effect of the railway led to a funny experience. The generating station was visited by the magnetic superintendent of the observatory, and on his return to work the tracings of his magnets showed a curious deflection, which continued day after day—but only during the hours of his attendance. The idea that he was magnetized was a startling one. One day he left his umbrella at home, and there was no disturbance, the umbrella having been a permanent magnet since the visit to the power station.

Thirty-seven carloads of muskmelons consigned to a New York dealer were rejected in the Erie Railroad yards at Jersey City the other morning by the consignee. The only reason given for the rejection was that there were too many melons in the market. The cars containing the melons went to the foot of Manhattan avenue. There the cars were opened. The melons were to be dumped in the meadows west of Jersey City Heights, but news of the windfall spread like wildfire. Hundreds of residents hastened to the scene and carried home basketful of melons.

It is curious to learn that an annual hair market still takes place at Limoges. The peasant girls attend it for the purpose of selling their beautiful hair, and there is a good deal of haggling in the market place at St. Jean. Each year the price diminishes. Twenty years ago 100 francs per kilogramme could be obtained. Now only 60 francs is given.

Ceylon is said to be alarmed at the news that the world will end next year and that the beginning will be the submergence of Ceylon. The villagers on the island are trying to atone for their sins by acts of charity and by flocking to the temples.

### GENERAL TRADE SITUATION.

The general record is the continuance of a healthy business activity in all parts of the country. The only apparent exception are the dulness and tendency to reaction in some of the leading Wall Street stocks, notably sugar, which seems to be a result of a speculative scare made possible by the hardening in money rates which characterized the week. The conditions which it would seem should govern in stock values—good reports of railway earnings and unabated industrial demand—may be temporarily overborne by speculative influences, but they are still potent and must eventually have effect. Railway earnings for the first of the month are in excess of the corresponding period of any previous year, exceeding 1897 by 5 per cent. and 1892 by over 1 per cent.

The favorable condition of foreign trade is a feature which gives the utmost assurance for the future, in addition to the favorable showing of our industries. The report for August breaks all records of reports for the corresponding month and increases the indebtedness of the rest of the world to us no less than \$20,000,000. No wonder that the inflow of gold continues; indeed, it is an interesting question as to when it will end.

But it is in the iron trade that the most substantial and healthy indications of solid prosperity are manifest. With the starting of the furnaces which were idle during the repair season there is no increase of stocks on hand, demand materializing so as to keep pace with the increase of production. Structural demand is increasing at Pittsburg and in the West. Sheet mills are crowded and the rail mills are unable to take orders for delivery under several months.

The unfavorable feature of the textile industry is the fact that cotton is down almost to the lowest point on record. Prices of print cloths are still maintained, but many mills are shutting down or decreasing production. Woolen goods makers report increased demand, but there is yet much machinery idle. The boot and shoe demand holds good and orders are more liberal.

Wheat and other grains have shown increased strength during the week, the advance on the first amounting to two or three cents. Export movement has lessened somewhat for all grains.

### ACCURATE STATEMENTS.

The last issue of Hoyt's Criterion contains the following pertinent paragraph:

If you know of a friend that is about to embark in the grocery business and would like to do him a good turn, send him to the No-Agent House. Our prices are low and quality of goods unsurpassed, and we don't stick a new man on a single item. He is safe in our hands. We guarantee everything he buys to suit or goods may be returned at our expense.

Yes, do your friend a good turn and send him to the No-Agent House. If he puts in a line of the W. M. Hoyt Company's Pure Spices, he will soon find himself in jail and you can then do him another good turn by bailing him out and assisting him to pay his fine.

The statement that "our prices are low," is true, as is also the statement that "the quality of the goods is unsurpassed." Fourteen cents is a low price for cream of tartar, even if there is no cream of tartar in it, and alleged cream

of tartar composed of acid and gypsum is certainly unsurpassed—in point of adulteration.

The statement that "we don't stick a man on a single item" is probably correct, inasmuch as the customer probably gets "stuck" on a good many items.

The guarantee that the goods will suit is probably correct. It will suit the family physician to have his patient swallow a mixture of acid and gypsum and then attempt to digest it.

In a play new this season one of the actors is made to say the whole Spanish navy could be vanquished with no better missiles than an armful of snowballs. The audience always applauded this statement, but a sailor from one of our warships who saw the performance stopped to see the manager after the show and said: "It took good men and well armed ships to do up the Spanish fleet, and anybody who says the job was easy insults the American navy." Upon this it was promised that the objectionable line should be cut out.

It is a common thing for hotels to have their own laundries, their own electric lighting plant and their own bottling machinery; but a hotel in New York does its own electro-plating for the purpose of renovating its spoons and forks and other articles from which the silver has been worn off. The plant, which has been in operation for some time, has justified fully the first cost of the output, and has shown the economy and feasibility of this novel scheme.

The owner of the largest tin plate plant in the world, situated at Swansea, Wales, has sold out, and it is said will come to the United States to establish a new plant. The leading tin plate makers abroad have concluded that the industry has shifted to the United States, and if they are to continue in the business they must shift with it. This will bring capital and desirable immigrants and increase of consumers to this country.

If any Michigan merchant has any doubt as to the risk he assumes in buying goods of the W. M. Hoyt Company, it would be well for him to peruse the official warning promulgated against that house by the State Food Commissioner in the August Bulletin. Copy of the warning may be found elsewhere in this week's paper.

New York is the richest State, being worth more than \$8,500,000,000. Pennsylvania comes next, with nearly \$7,000,000,000, and Illinois is third, with over \$5,000,000,000. Nearly two thirds of the total wealth of the country is in real estate and improvements.

The size of the average family since 1850 has diminished from a little over five and a half persons to a little less than five. People in the Southern States have the largest number of children, while in New England the families are smallest.

The newest thing provided for smokers is the all-amber pipe. The effect produced by an amber bowl is pleasing to the onlooker, as the smoker seems to be inhaling his comfort from tobacco actually burning in amber.

Ignatius Donnelly, having done himself up in literature and politics, is now looking for the wrong side of something else to get on.



## AMERICA'S EASTERN QUESTION.

The public question which is of the greatest importance in the United States, and will be until it shall be finally settled, is, What is to be done with the Philippine Islands?

It is not yet decided whether these islands, or archipelagoes, over which the American flag floats to-day, shall be surrendered to the Spaniards or are to be retained by the United States. That interesting and valuable territory came into the possession of the United States by a stroke of extraordinary good fortune, combined with the heroic and brilliant act of a great naval commander. Such a conjunction of circumstances does not occur oftener than once in centuries, and to reject and spurn its magnificent offering would seem imbecile and ungrateful to the remarkable dispensation of Providence that put in the reach of the American people such a boon.

But little is known in the United States concerning the vast island world in the seas of the Eastern Hemisphere. The Americans have few ships engaged in foreign commerce and, as a result, they have but little intercourse with the countries of the Far East. The steamers of the Pacific Mail Company, which ply between San Francisco and some ports of China and Japan, make up the whole of the shipping that trades under the United States flag in the Asiatic seas. It is this ignorance that prompts the contempt or indifference with which the rich and remarkable conquests by the United States in the Spanish East Indies are too often mentioned.

The "Eastern Question," which so long endangered the peace of Europe, turned on whether or not Russia should be allowed to capture and occupy Constantinople. To-day there has arisen in the Far East another question of interest still more absorbing to the great nations of Europe and of Asia; but it concerns the United States also. It is the manifest determination of Russia, Germany and France to dismember the Chinese Empire and to seize upon the vast fragments which they propose to sever from it.

The United States could have no direct interest in questions involving the ownership of Constantinople, but they have a vast concern in the possible control of China by nations whose commercial policy is opposed to that of the United States. This country, next to Great Britain, enjoys the largest share of the foreign commerce of the Chinese Empire. France and Germany, unable to secure any large portion of the trade of China, have commenced to encroach upon the territory of the empire. No matter whether they have gained such territory by war or by treaty, it means in the end the monopoly for themselves, respectively, of all the trade of the country they cover.

So long as the ports of China are open Great Britain and the United States will continue to enjoy their present commercial advantages. They have no interest in the destruction of the integrity of the Chinese territory. On the contrary, their commercial interests are opposed to it. This fact puts the United States and Great Britain in opposition to the dismemberment of China, and in this they are joined by Japan.

As the present is essentially a commercial age, every nation is employing every energy towards extending its trade. This is done by opening up to civilization the undeveloped countries of the globe. Man in a state of savagery needs

little save the simplest food and the rudest dress and shelter. As society rises in the scale of civilization human wants are more numerous, more complex, and are satisfied only at increased expense. To this end the nations of Europe have partitioned the continent of Africa, are seizing on the islands in every sea, and now meditate the breaking up of the Chinese Empire.

The United States is not expected to enter wantonly and without provocation into the land-grabbing business, but having, through the fortunes of war, acquired important possessions, they can not afford to abandon what, apparently, a special Providence has put into their grasp. American commerce is in crying need of new fields for the increase and expansion of its operations. The American people are suffering most seriously from over-production of many articles of manufacture, as well as of agriculture. When all other great nations are bending every energy to secure larger commercial fields, what sort of policy and statesmanship would counsel the deliberate casting away of the extraordinary gifts of fortune now in the grasp of the American people?

Sweden, it appears, is another nation which is disposed to take with some grains of salt the Czar's assurances of an ardent desire for a general disarmament. The Swedish doubt is based upon the circumstance that while Nicholas is sending out invitations to a peace congress Russia is unobtrusively concentrating large bodies of troops on the Swedish frontier. The amiable Swede is not prone to hasty judgment or undue suspicion, but he is disposed to look upon the Czar's theory and his practice as somewhat incongruous, says an exchange. His uneasiness is no doubt well founded. The Czar may be a sincere advocate of peace, but Count Muravieff knows that the proposition is a mere dream, and Count Muravieff is no doubt looking after cannons and ammunition while his imperial master is carrying around the olive branch. Russia may entertain no predacious designs upon Sweden, but the latter country will do wisely to maintain its vigilance, despite the pacific attitude of St. Petersburg.

Germany's discrimination against our pigs and cattle has inflicted on her something like a meat famine. The price of all varieties of these commodities has advanced so much as to impose a serious hardship on the poorer classes and greatly inconvenience those who are better off. Within the last three years the importation of horned cattle has fallen off more than one-third, while that of swine has almost entirely ceased. Home breeders have been unable to supply the deficit, and famine prices now rule. They have no stock to meet the demand, and the interdictions intended for their advantage have done them no good whatever. They started selfishly on the road to injure America's trade and went the whole hog.

Nearly everyone that travels by rail likes to know how fast his train is moving, and the conductors are continually pestered with questions on that very interesting subject. Here is a simple and correct way to tell the speed: The rails are about 30 feet long. By means of the sound of the trucks in passing the joints count the number of rail lengths passed in twenty seconds. This will give about the number of miles per hour.

## GREAT BRITAIN ALL RIGHT.

Not long ago it looked as though Great Britain's influence in Old World affairs was on the wane. European diplomats were laughing in their sleeves over the way Salisbury's government appeared to have been overreached by Russia in Chinese relations, and even at home it was criticised for its hesitating policy and a lack of that firmness in dealing with international questions so necessary to the continuance of its political prestige and the extension of its commercial advantages. Of late, however, events have taken a turn that must have revealed to even the blindest critic of Great Britain's policy the folly of his intimation that Salisbury's government was not holding its own among the nations. For the fact is now very clear that Great Britain, both through diplomacy and force of arms, holds as strong an international position to-day as it has ever held.

In the first place, by its refusal to permit European intervention between Spain and the United States, Great Britain has won the lasting friendship of the Great Republic, and paved the way to a closer alliance in the future should it be considered essential to the international interests of either nation.

In the second place, Great Britain has established its right to equal privileges with Russia in the conduct of Chinese affairs. It has forced the dismissal from power of Li Hung Chang, because he gave the Russo-Chinese bank financial control of the Peking-Hankow Railroad, which, as it was to be built in the British sphere of influence, it was insisted should be controlled by British capital. Moreover, it has come to an understanding with Russia, whereby, in case of the dismemberment of China, the great Yang-tse valley, with its enormous trade possibilities, will become a British possession.

Great Britain's third important achievement concerns the continent of Africa, and the eventual opening up to trade and civilization a great belt from the Mediterranean to the Cape of Good Hope. The crushing of the dervish power in the Soudan will be followed by the recovery of the Upper Nile country to the lakes. The occupation of this territory will permit of the extension of the Nile railroad to head-waters. The control of the entire length of the great river will open the way to vast engineering operations in the shape of dams and locks, whereby the stream can be made navigable at all seasons and in spite of its cataracts, and water can be stored for irrigation purposes. The possibilities of such operations are beyond calculation, but when successfully carried out they promise to make the Nile valley the garden of the world.

And the march of civilization from the British possessions in South Africa, to merge with that of the Nile valley, is made possible by another diplomatic achievement of the Salisbury government. An agreement has been effected with Germany whereby Great Britain is left free to acquire Delagoa Bay, do what it will with the Transvaal, and is given an opportunity to secure a right of way across German territory lying between the lakes and the British possessions to the southward. In return Germany receives a substantial addition to the area of its African possessions. The Anglo-German agreement, furthermore, will check further extension of the French possessions, and force Abyssinia to keep within bounds, or lose its independence.

Finally, an enlargement of Great Britain's international influence has been forced by the Mohammedan uprising in Crete. British soldiers and subjects were killed by the mob at Candia, and the powers will doubtless consider it right for the British not only to restore order but to exert authority over the entire island. It has long been evident that the readiest, if not the only, way to settle the Cretan question is for the pretense of concerted action to be abandoned, and for one power to go in alone and settle it with a strong hand. Beyond question the best power to undertake such a task is Great Britain. It is regarded with greater confidence than is any other by the Cretan people, both Christian and Moslem, and its authority would be more willingly accepted than any other.

In view of these events it is clear that Great Britain is to-day as strong, if not a stronger international force than ever before.

Virginia is to have a new industry for the consumption of a Virginia product—the peanut. A company has been formed for the purpose of extracting oil from the peanut. This oil makes a very excellent material for the manufacture of toilet soap, and it is to that purpose the product of the Virginia mill will be devoted. The utilization of the waste will also increase the profits of the concern. To extract the oil from the peanut it is necessary to grind the earth nut into a flour. One grade of this flour is used for making bread and cakes, which are in great favor in European hospitals. The other grade is used for stock feed. It is claimed from five tons of peanuts 225 gallons of oil can be extracted and 3,680 pounds of flour and the same number of pounds of meal obtained.

The march of civilization in Burmah is full of interest and amusement, even to the most casual observer. Young Burmah can not now go forth as his father did, in loose but comfortable sandals; he must have fancy colored socks, held in rigid order by fancy garters worn about the swell of the calf, while Cromwellian shoes with large steel buckles have caught on famously. A young student who purchased his first pair on a Saturday wore them to church on Sunday, but took them back to the store on Monday to be changed because they did not creak.

According to ill-health statistics, the greatest mortality from consumption occurs on the Pacific coast and in the eastern part of the upper Mississippi valley. Pneumonia is most prevalent in the Rocky Mountain region and in Eastern Texas. Diphtheria is worst in the Rocky Mountain region, on the plains and prairies and near the great lakes. Cancer and tumor appear to increase with density of population, their victims being more numerous, proportionately, in New England and the northern part of the Mississippi valley than elsewhere. Malaria fever is most destructive in Eastern Texas, Louisiana, Arkansas, Southern Missouri and the cotton belt. Measles ranges most persistently in the southern mountain regions, and whooping cough is particularly fatal in the Southern Appalachians. The danger from scarlet fever is greatest among the Rocky Mountains and in the plains region. Heart disease and dropsy kill most people in the upland country of New England and on the South Atlantic coast.



## Hardware

### How the Hardware Salesman Outwitted His Competitor.

Howard W. Peak in Les'ie's Weekly.

In the spring of 1884 I was representing the wholesale hardware house of J. S. B. & Co., Galveston, Texas, and my territory was in the northwest part of the State. One morning I started on a trip to San Angelo, about 100 miles southwest from Abilene, then a small town on the Texas & Pacific Railroad, about 200 miles west of Fort Worth. Two other traveling men were going to make the trip with me, and as we journeyed on to Abilene we were quite jubilant over our anticipated trip overland to this frontier town.

Reaching Abilene, the stage coach that connected us with the train drove up. In it was a corpulent gentleman, whose objective point, as soon made known to us, was the same as ours. We four soon became acquainted. I ascertained that this gentleman, whom we will call B., was from New York and that he was representing a hardware firm, and that he was going to S. to sell his line of goods. This latter revelation was far from comforting to me, as I knew that such competition as he offered was not the kind that I was accustomed to meet; and further, that it was a serious question whether I could compete with him in a square fight or not. As we journeyed on over the rolling prairies our four mustang horses, invigorated by the pure spring atmosphere, fairly made the coach whiz as down the extended slopes we rolled along. My companions all seemed in joyful spirits, and occasionally would twit me (for I evidently revealed to them that I was mentally worried) with such remarks as "Cheer up, old boy," and "It will be all right by and by," etc. It was a long ride. I was in deep thought. Scheme after scheme ran through my brain, and finally exhausted, I fell fast in the arms of peaceful slumber. We were aroused by a sudden pause, which revealed to us that we were in front of the Nimitz hotel at San Angelo, having traveled the hundred miles from Abilene in fifteen hours. B. and myself repaired to the establishment of V., which was the principal store in the town. We learned that Mr. V. was in the market for a good bill of hardware. He informed us that he would buy of the cheapest man, and as he wanted to be fair, would submit specifications and have us make prices, allotting the order to the cheaper figures, considering freight, etc., etc. I suggested that as B. was from New York, and as he was the older man, I (through courtesy, of course) was willing to yield first chance to him. He was soon closeted with the buyer, where he remained for several hours.

At noon I was advised that Mr. V.'s buyer wished to see me. I called and he told me that he was now ready for figures. I discovered that he had taken B.'s prices in "letters" opposite the quantities of articles wanted, as set down in his "want" book. A thought occurred to me, which I readily imparted to the buyer, and which was agreed to. I was to take the "want" book to my room, where I could make my figures more satisfactorily to myself, having urged that, as I was representing a home market and was "bucking" against New York prices, I wanted all the time to figure I could get. I was to report the following morning.

My rival went off to "take in the town." After noon I leisurely walked down to V.'s store, which was spread out under one roof, but divided into several apartments. I stalked into the clothing room and acquainted myself with the manager of it, as I did with men in each department. I took my time and made my observations. Seeing a hat marked in certain letters I would innocently ask what this hat sold for; the reply being given me, I would, unobserved, put the price on a paper. I carried out this plan throughout the several departments, as I would price various articles of merchandise, and in the

course of two hours I had a pocketful of figures. I then repaired to my hotel, and this is what I did. I got a large piece of paper and put down the following figures: 1-2-3-4-5-6-7-8-9-0. I then arranged beneath them the letters I had secured, and transposed and calculated until I had figured out V.'s selling mark. This corresponded with the letters in the "want" book comprising the prices made by my friend B.

It was no trouble then to figure out exactly what I had to meet, and I assure you that I proceeded to get in my work. I slept soundly that night and in the early morning was on hand to submit my figures. The result was that I secured the order and my friend from New York was considerably chagrined. The same evening we boarded the stage-coach on our return trip to Abilene, and it was then that the tables were turned, I being the "warm member" this time; and I fully realized the potency of the adage that reads, "He laughs best who laughs last."

### Some Essentials to Success as a Merchant.

From the Stoves and Hardware Reporter.

There are merchants who are fond of sporting this sign in their stores: "A Pleased Customer Is Our Best Advertiser," yet who do not always make every effort to give their patrons the enjoyment of this felicitous condition. Such merchants frequently neglect to spend money in other forms of advertising, and this negligence unfortunately extends to some other departments of the store. They are often the same individuals who lose sales and frequently customers by showing an unwillingness to offer to get desired articles—which through carelessness are not in stock. Or, in addition to this, may become angry or offended if patrons comment on a difference in price between articles in their stores and those in their competitors' establishments. Instead of trying to propitiate them by making a suitable and satisfactory explanation, ill advised merchants will send customers away with some curt remark, which reacts most beneficially to the eager rival over the way, who is most zealous in his attentions and courteous treatment of such customers. All these things have a detrimental effect upon trade, as it is difficult to regain patronage once it is lost. Unfortunate occurrences like these and many similar to them serve as bitter food for reflection to the disappointed merchant, while at the same time they are rolled under a rival's tongue as a sweet morsel for rumination and discussion to delighted listeners who, as every one knows, bear others' misfortunes with much equanimity.

Another essential which should not be ignored in the store is the appearance of the front. It should by all means look inviting; windows ought to be clean and well lighted; what signs are displayed should be plain and not too numerous. The front vestibules should be free from dust. It would not be amiss to have the latter dusted several times a day, or as occasion demands it. Although the retailer in the small town does not need to carry a large stock, yet this apparent smallness need not necessarily preclude a care in the selection and a taste in the arrangement which will give the store an attractive and pleasing appearance. An energetic merchant whose eye is continually upon the main chance will not hesitate to spend a small sum each week on his window dressing. It is one of the best ways to catch transient trade, which may be secured in a greater or less degree in every locality.

### A Woman's Idea of Economy.

Mrs. Youngwon—George, you know that \$20 you gave me to buy a hat?  
Mr. Youngwon—Yes, dear.  
"Well, I've saved the money."  
"How? I see you're wearing a new hat."  
"In order to be economical, George, I kept the \$20 for pin money and had the hat charged."

## We Invite You All

to call upon us  
during

## State Fair

which opens  
September 26th and  
continues during  
the week.  
Anything we can do to  
make your  
visit pleasant  
will be a pleasure  
to us.

Foster, Stevens & Co.

## CLARK-RUTKA-JEWELL CO.,

38 & 40 South Ionia St.  
Opposite Union Depot.

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

### STRICTLY WHOLESALE

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

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

## WILLIAM REID

Importer and Jobber of

POLISHED PLATE  
WINDOW  
ORNAMENTAL

## GLASS

## PAINT

OIL, WHITE LEAD,  
VARNISHES  
BRUSHES

GRAND RAPIDS, MICH.



We have the largest and most complete stock of Glass and Paint Goods in Western Michigan. Estimates furnished. All orders filled promptly. Distributing agents for Michigan of **Harrison Bros. & Co.'s Oil Colors, Dry Colors, Mixed Paints, Etc.**



### Are We Prepared for the Sacrifice?

The expected has happened. The reports from Manila are beginning to speak of growing sickness among the American troops and we may listen for another sad story from the Philippines any day hereafter. In the island of Porto Rico the sickness in the invading army is steadily on the increase.

If the people of the United States will stop to read the history of the French campaigns in Tonquin and Madagascar, of the long years of British experience in India and in tropical possessions in other parts of the world, not to mention Spain's losses in the islands we are now occupying, they will have some conception of the sacrifices in store for us if we intend keeping large armies abroad. It was, among other things, the recognition of this costly price which we would have to pay annually in life and treasure if we undertook an imperial colonizing policy that has caused the writer to declare for fortified coaling stations in other parts of the world rather than colonies.

The island of Porto Rico should give us little trouble if the Spaniards were removed and something like a territorial government were erected. It is small and within easy reach and a few batteries of artillery, a few companies of infantry and a few troops of cavalry would be sufficient for our military force down there. The strategic value of the island in the West Indies is commanding and it was proper to demand it as a part of our spoils of war. Small garrisons can be easily protected in a sanitary way and be often relieved without great expense.

If we retain a coaling station only in the Philippines, and we only need a good harbor and a few miles of surrounding territory, the headquarters of our Asiatic fleet can be kept there and a battalion of artillery for the fortifications. Such a garrison could be guarded against the ravages of the climate by taking the proper sanitary precautions and by an ample supply of everything needed. So with a company of artillery at Guam in the Ladones. These garrisons should, however, be relieved at proper intervals. In this way we can extend our sea power and protect our commerce, but to enter upon a more ambitious plan of expansion means the maintenance of armies in climates and under conditions that will annually carry sorrow into thousands of American homes, to say nothing of the financial loss to the Nation.

Are we ready to continuously offer up as a sacrifice thousands of our young men upon the altar of colonial expansion? American armies can not permanently occupy the Philippines, or the West Indies, without immense loss of life—as we are now beginning to learn.

FRANK ST. WELL.

### Ten Factories Manufacturing Calcium Carbide in France.

Washington, Sept. 19.—Regarding the production of acetylene gas from calcium carbide in France, Consul Thackara, writing from Havre, Aug. 4, 1898, says there are no official statistics bearing upon the annual output of calcium carbide, so that the amount furnished yearly by the different manufacturers has to be estimated. These estimates vary from 1,000 to 5,000 tons per year from each factory, depending upon the demand and the number of hours each establishment works.

There are ten factories at present engaged in the manufacture of carbide of calcium in France. Two are at La Bathie, and one at each of the following places: Sechillienne, Froges, Chap-

areillan, Lancey, Notre Dame de Briancon, St. Berom, Bellegarde and Crampagna. Four factories are undergoing construction. They will be situated at St. Etienne de Maurienne, Epierre, Serres and Chute du Giffre. They will be able to produce, when running at their full capacity, from 2,500 to 3,000 tons per year. The wholesale price of carbide of calcium in France is from \$67.55 to \$77.20 per ton, exclusive of cost of packing. The cost of packing is 87 cents per iron drum containing 110 pounds; \$1.10 per drum of 220 pounds; and \$2.22 per drum of 440 pounds. The drums, when empty, are taken back by the manufacturers at the invoice price.

The carbide of calcium manufactured in France is guaranteed to give 300 cubic liters of gas per kilogram. The output is constantly increasing, and the supply is fully equal to the demand. The retail price of the article is from \$10.615 to \$11.58 per 220.46 pounds, not including packing.

There are two villages in France completely lighted by acetylene. They are Alzonne, in the department of Aude a town of 1,506 inhabitants, and Saurat par-Tarascon, in the department of Ariège, a place of 3,024 inhabitants.

The ordinary method of introducing acetylene gas into towns has been the same as used by coal gas companies. For the privilege of furnishing gas to consumers at certain rates, the municipality usually demands of the contracting company that the lighting of the city itself shall be virtually free.

### Official Warning Against the Hoyt Goods.

The August Bulletin of the Dairy and Food Commissioner contains the following timely warning to those dealers who buy goods of the W. M. Hoyt Company:

We desire in this issue of the Bulletin to call the attention of the trade to a certain class of food products being shipped into the State, namely, goods ordered by mail from points outside the State, beyond the jurisdiction of this Department. Under the law the responsibility for the purity of all articles purchased in this manner must necessarily be confined solely to the retail dealer handling the same.

As a general proposition of law, each and every dealer is strictly responsible for the character of the goods he handles, without regard to the source from which he receives them, and we shall continue our policy, as sustained by the Supreme Court, of holding them thus liable.

But our experience in the last eighteen months has clearly demonstrated to us that it requires greater vigilance and more drastic measures to correct and control the quality of those food products which are purchased of manufacturers or jobbers beyond the jurisdiction of our State courts.

While we do not wish to be understood as saying that all non-resident concerns shipping food products to the retail trade in the State on mail orders are supplying goods that do not comply with the law, we do wish to caution the trade to exercise the utmost care in buying goods in this manner.

In this connection, we believe it our duty to call the attention of the trade to the frequent adulterations found in the goods sold in this State on mail orders by the W. M. Hoyt Company, of Chicago, as published in our monthly Bulletins. We regret exceedingly that this concern is beyond our jurisdiction and can not be reached by process from our criminal courts.

The extent and decidedly dangerous character of this company's adulterations, as published in our monthly Bulletins, are such that we will extend no leniency to any dealers found having the same in their possession.

### The Life-Saving Hat.

Sole: Dawson says in the railroad accident he was thrown twenty feet in the air, but escaped without a scratch. Heel: Marvelous! How did it happen?

Sole: He landed on his wife's hat.

### Hardware Price Current.

#### AUGERS AND BITS

Snell's..... 70  
Jennings, genuine..... 25&10  
Jennings, imitation..... 60&10

#### AXES

First Quality, S. B. Bronze..... 5 00  
First Quality, D. B. Bronze..... 9 50  
First Quality, S. B. Steel..... 5 50  
First Quality, D. B. Steel..... 10 50

#### BARROWS

Railroad..... \$12 00 14 00  
Garden..... net 30 00

#### BOLTS

Stove..... 60&10  
Carriage new list..... 70 to 75  
Plow..... 50

#### BUCKETS

Well, plain..... \$ 3 25

#### BUTTS, CAST

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

#### BLOCKS

Ordinary Tackle..... 70

#### CROW BARS

Cast Steel..... per lb 4

#### CAPS

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

#### CARTRIDGES

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

#### CHISELS

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

#### DRILLS

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

#### ELBOWS

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

#### EXPANSIVE BITS

Clark's small, \$18; large, \$20..... 30&10  
Ives', 1, \$18; 2, \$21; 3, \$30..... 25

#### FILES—New List

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

#### GALVANIZED IRON

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

#### GAUGES

Stanley Rule and Level Co.'s..... 60&10

#### KNOBBS—New List

Door, mineral, jap. trimmings..... 70  
Door, porcelain, jap. trimmings..... 80

#### MATTOCKS

Adze Eye..... \$16 00, dis 60&10  
Hunt Eye..... \$15 00, dis 60&10  
Hunt's..... \$18 50, dis 20&10

#### NAILS

Advance over base, on both Steel and Wire.  
Steel nails, base..... 1 55  
Wire nails, base..... 1 00  
20 to 60 advance..... Base  
10 to 16 advance..... 05  
8 advance..... 10  
6 advance..... 20  
4 advance..... 30  
3 advance..... 45  
2 advance..... 70  
Fine 3 advance..... 50  
Casing 10 advance..... 15  
Casing 8 advance..... 25  
Casing 6 advance..... 35  
Finish 10 advance..... 35  
Finish 8 advance..... 35  
Finish 6 advance..... 45  
Barrel 1/2 advance..... 85

#### MILLS

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

#### MOLASSES GATES

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

#### PLANES

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

#### PANS

Fry, Acme..... 60&10&10  
Common, polished..... 70& 5

#### RIVETS

Iron and Tinned..... 60  
Copper Rivets and Burs..... 60

#### PATENT PLANISHED IRON

"A" Wood's patent planished, Nos. 24 to 27 10 20  
"B" Wood's patent planished, Nos. 25 to 27 9 20  
Broken packages 1/2 per pound extra.

#### HAMMERS

Maydole & Co.'s, new list..... dis 35 1/2  
Kip's..... dis 25  
Yerkes & Plumb's..... dis 40&10  
Mason's Solid Cast Steel..... 30c list 70  
Blacksmiths to 6-12 1/2 inch Steel Head 10 1/2 40&10

#### HOUSE FURNISHING GOODS

Stamped Tin Ware..... new list 75&10  
Japaned Tin Ware..... 20&10  
Granite Iron Ware..... new list 40&10

#### HOLLOW WARE

Pots..... 60&1  
Kettles..... 60&10  
Splders..... 60&10

#### HINGES

Gate, Clark's, 1, 2, 3..... dis 60&10  
State..... per doz. net 2 50

### WIRE GOODS

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

### LEVELS

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

### ROPES

Sisal, 1/4 inch and larger..... 10 1/2  
Manilla..... 11 1/2

### SQUARES

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

### SHEET IRON

com. smooth..... com.  
Nos. 10 to 14..... \$2 70 \$3 40  
Nos. 15 to 17..... 2 70 3 40  
Nos. 18 to 21..... 2 80 3 45  
Nos. 22 to 24..... 3 00 3 55  
Nos. 25 to 26..... 3 10 3 65  
No. 27..... 3 20 3 75  
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.

### SAND PAPER

List acct. 19, '86..... dis 50

### SASH WEIGHTS

Solid Eyes..... per ton 20 00

### TRAPS

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

### WIRE

Bright Market..... 75  
Annealed Market..... 75  
Coppered Market..... 70&10  
Tinned Market..... 62 1/2  
Coppered Spring Steel..... 50  
Barbed Fence, galvanized..... 2 00  
Barbed Fence, painted..... 1 70

### HORSE NAILS

An Sable..... dis 40&10  
Putnam..... dis 5  
Northwestern..... dis 10&10

### WRENCHES

Baxter's Adjustable, nicked..... 30  
Coe's Genuine..... 50  
Coe's Patent Agricultural, wrought..... 50  
Coe's Patent, malleable..... 80

### MISCELLANEOUS

Bird Cages..... 50  
Pumps, Cistern..... 30  
Screws, New List..... 85  
Casters, Bed and Plate..... 50&10&10  
Dampers, American..... 50

### METALS—Zinc

600 pound casks..... 6 1/2  
Per pound..... 6 1/2

### SOLDER

12 1/2%  
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

### TIN—Melyn Grade

10x14 IC, Charcoal..... \$ 5 75  
14x20 IC, Charcoal..... 5 75  
20x14 IX, Charcoal..... 7 00  
Each additional X on this grade, \$1.25.

### TIN—Allaway Grade

10x14 IC, Charcoal..... 4 50  
14x20 IC, Charcoal..... 4 50  
10x14 IX, Charcoal..... 5 50  
14x20 IX, Charcoal..... 5 50  
Each additional X on this grade, \$1.50.

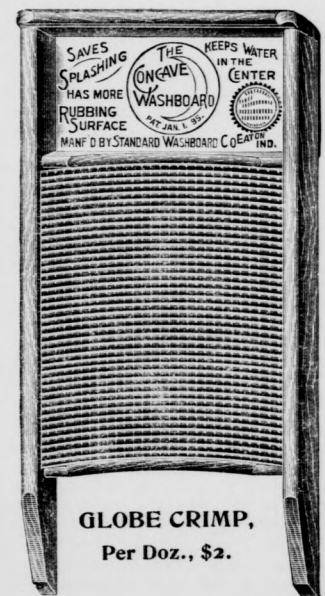
### ROOFING PLATES

14x20 IC, Charcoal, Dean..... 4 50  
14x20 IX, Charcoal, Dean..... 5 00  
20x28 IC, Charcoal, Allaway Grade..... 4 00  
14x20 IX, Charcoal, Allaway Grade..... 5 00  
20x28 IC, Charcoal, Allaway Grade..... 8 00  
20x28 IX, Charcoal, Allaway Grade..... 10 00

### BOILER SIZE TIN PLATE

14x56 IX, for No. 8 Boilers, per pound..... 9  
14x56 IX, for No. 9 Boilers, per pound..... 9

## The "Concave" Washboard



GLOBE CRIMP,  
Per Doz., \$2.

SAVES THE WASH.  
SAVES THE WASHER.



## Fruits and Produce.

### Moldy Butter Due to Poor Refrigerators.

From the New York Produce Review.

We are getting some very strong proof these days that the refrigerators at the creameries throughout this country are largely responsible for the great amount of moldy butter that is coming to market. There is undoubtedly more or less trouble from improperly dried wood in the tubs, but we are quite certain that many of the large tub manufacturers have given this matter serious attention, and are endeavoring to remove the cause of mold so far as the package is concerned. But if a fairly well dried tub is furnished to the creamery and the butter when packed is put into a damp, poorly ventilated ice box until ready for shipment, the chances are very strongly in favor of the development of mold, which will continue to grow rapidly under certain favorable conditions.

Recent cases have come to our notice where two or more creameries have been supplied with tubs from the same manufacturers of exactly the same size, style and cost, in fact, they were all of one lot. Shipments have come along regularly from some of these creameries without showing the slightest trace of mold, while others have been so covered with mold, inside and outside, that the butter had to be turned out, scraped and new paper and new tubs used before it could be offered for sale. Investigation into these cases has generally shown a poor box in which the butter had been held at the creamery until ready for shipment, and in some instances the buttermakers admitted that the tubs were slightly moldy when shipped, but they thought the butter would go through.

This question is one of very vital importance and demands the attention of our creamery managers at once. It is absolutely dangerous to attempt to get along with a make-shift refrigerator—one that has no circulation of air, nor opportunity for the dampness that comes from melting ice to escape.

### Prune Harvest Shows a Shortage.

California's prune harvest is about completed. It shows a considerable shortage, compared with previous reports. The yield was estimated early in the season at 100,000,000 pounds. A recent estimate, based upon a careful examination, has cut the yield down to less than 60,000,000 pounds.

Another unfavorable feature of the season's yield is that all the fruit is in small sizes. The first carlots to arrive in New York are principally 60-80s, but the quality is reported up to the average.

The Santa Clara Fruit Exchange has made prices on the basis of 3½¢ for the four sizes. These prices are not satisfactory to buyers, and business on the coast is narrow. There is hesitancy in making purchases of round lots, through fear that prices will go down as the season advances.

The situation on the spot reflects the situation on the coast. Trading is not large, but demand is increasing. Business is confined principally to jobbing orders or orders for immediate delivery, but it is expected that business will be better after trade becomes adjusted to the unexpected price conditions imposed by the Santa Clara Exchange.

### New York Market Glutted With Muskmelons.

From the New York Commercial.

The receipts of muskmelons this season have been the heaviest New York has ever experienced. Nearly 150,000 packages of the fruit have been received since June 3, when the season opened, and enormous quantities are expected from the West. Prices have been fair, but the South's output hardly paid for shipment to this city. Choice Floridas brought as high as \$2@2.25 a bushel, and some choice lots of Charleston melons shipped by express sold for \$2@2.25 and some New Orleans varieties of the best grade brought the same

price. Mexican muskmelons sold for \$2.50@3.

Baltimore cantaloupes and South Jerseys fared somewhat better. Shipments were of fair quality and brought average prices. Colorado production is heavy, but shippers have displayed better judgment in sending their fruit to the market than the Southern growers. Some of the crop of Colorado shipped by express brought \$3 a case. The Jersey cantaloupes, although not as fine in quality, having the advantage of being near New York market, have completely barred out the Colorado production, and growers in that State have decided to ship the product elsewhere next season.

Edward Bennett, of Bennett & Hall, in speaking of the situation, said: "The great glut on the market is caused, not by the overproduction, but by the manner in which the melons are shipped. If growers would wait until the fruit ripened and then ship it a carload at a time, instead of sending carloads of green and dried up melons every day, they would get ready buyers and receive much better results."

### The Wrong Kind of Economy.

From the New York Produce Review.

We have heard more complaints again of late in regard to arrivals of Western eggs in bad order, caused by the use of weak and flimsy fillers. It is certainly a very poor attempt at economy to cheapen the cost of the package and packing at the expense of a loss of value of the contents. It is like "saving at the spigot and wasting at the bung-hole." There is very little difference between the price of these poor, cheap fillers and a stiff, strong and reliable article—only a few cents per case. And yet some shippers will persist in using them, even when they should know the danger. A few extra broken eggs will more than lose for him the amount saved on the fillers and it is not only this loss which must be considered, but the damage which is done to the sound eggs by the breakage of even a few. Weak fillers will almost certainly cause some breakage and the bad condition arising from the broken eggs running through the case reduces the selling value of all.

Use good fillers and good cases and great care in packing so that the fillers can not shift. A cardboard should always be placed under the bottom layer and over the top layer, and between these and the covers a little excelsior to make a springy and yet firm package. Care here is money gained and vice versa.

### The Best and the Worst.

"This coffee has its good qualities as well as its bad points," remarked the dyspeptic boarder as he called for a second cup.

"Indeed?" queried the landlady.

"Yes," he continued; "the best that can be said about it is that it contains no chicory."

"And its worst point?" asked the landlady.

"Is that it contains no coffee," was the ungallant reply.

## 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.

## MAYNARD & REED

## WHOLESALE FOREIGN AND DOMESTIC FRUITS

GRAND RAPIDS, MICHIGAN.

TELEPHONE 1348.

54 SOUTH IONIA STREET.

AGENT FOR ST. JOE FRUIT PACKAGES.

## SEEDS

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

**ALFRED J. BROWN SEED CO.**

24 and 26 North Division Street,

Grand Rapids, Mich.

## SEEDS

ALL KINDS FIELD SEEDS

ORDERS SOLICITED  
AT MARKET VALUE

## PEACHES

**MOSELEY BROS.**

26-28-30-32 OTTAWA ST.

EST. 1876.

GRAND RAPIDS, MICH.

Ship your BUTTER AND EGGS to

**N. WOHLFELDER & CO.**

WHOLESALE  
GROCERS.

399-401-403 High Street, E.,

DETROIT, MICHIGAN.

HARVEY P. MILLER.

EVERETT P. TEASDALE.

**MILLER & TEASDALE CO.**

WHOLESALE BROKERAGE AND COMMISSION.

## FRUITS, NUTS, PRODUCE

APPLES AND POTATOES WANTED

WRITE US.

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

ST. LOUIS, MO.

Ship your BUTTER AND EGGS to

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

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

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



## FREE SAMPLE TO LIVE MERCHANTS

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

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

## POULTRY WANTED

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

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



## GOTHAM GOSSIP.

## News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Sept. 17—A stringent money market has been one thing that our merchants have had to contend with during the past two weeks. Of course, if they have to pay higher rates of interest, they are going to buy smaller stocks of goods. It seems too bad that this should come just when we seemed to be on the edge of a veritable boom; but there seems to be a little easier feeling now and perhaps the matter will, after all, work out in a satisfactory manner. People from the West report a wave of prosperity that they say is rolling Eastward, and its approach is heralded as fair weather or storms are. "You will see it in New York about the middle of October," patronizingly says the Chicago man. And so we hope.

The coffee market has been rather dull and invoice lots of Rio No. 7 have sold at 6½c, or, at least, that is the quotation. Holders do not seem over-anxious to dispose of their holdings at that and think they will do better to hang onto what they have. Jobbers generally say that orders from the country have been few and still they characterize the market as "steady." The stock here and afloat aggregates 1,061,729 bags, against 782,204 bags at the same time last year. The supply of mild coffees here was augmented on Thursday by the arrival of a steamer with 27,000 bags of Maracaibo. A great many samples of this lot indicate that there will be a portion of the cargo which will not come up to the required standard, and jobbers are not falling over each other to load up. East India sorts are rather dull and transactions have been of a moderate amount. Good Cucutas are offered at 9c.

There are reports of a breaking up of the sugar trust and a general three-cornered fight all around; but there will be time to discuss these things later on. So far, all that can be said is that the agreement between the American Sugar Refining Co. and the "independent" refiners has been cancelled. But as all the independent concerns and Arbuckle together can turn out only about half as many barrels per day as the American, the advantage will probably be with the latter. Granulated sugar is listed to-day at 5½c.

Absolutely nothing is doing in tea. This is the general report, whether one asks the jobber or any one else connected with the tea trade. Orders have simply stopped coming, and until stocks are depleted again there seems to be no reason to expect anything better than now prevails. Quotations are nominal.

The rice market has been fairly active and stocks of domestic are pretty closely sold up. Moderate sales of new crop Louisiana have been made at fair rates. Prime to choice Southern rice, 5¼@5½c. Foreign sorts have not been especially sought for, although Japans are about steady on the basis of 5c for prime.

There has been some let-up in the demand for spices, but the market remains firm and holders are not inclined to make any concession; nor is any asked. Fifty tons of black Singapore pepper was reported sold Wednesday, on private terms, but the report seemed to have been sent out for speculative purposes and it could not be verified.

The molasses outlook improves and quite a firm market is reported for desirable sorts of grocery molasses. While orders have been for rather small lots, they have come with frequency and aggregate a very decent total. Prices are practically unchanged. Syrups have been in moderate supply and yet buyers seem to find all they need without any trouble.

In canned goods, while there is a light jobbing demand, there is serious consideration being given to certain articles, notably salmon, apples and some other fruits. Reports from the New Jersey tomato districts continue to be of a very discouraging nature and packers are reported as making purchases to cover contracts. A. Booth & Co., of

Baltimore, have withdrawn from the market. There have been quite liberal offerings, both of Maine and New York corn. New York corn was offered at 70c, without finding buyers, and bids stopped when 65c had been recalled. Maine corn, 85c, delivered here. New Jersey grades range from 90c@\$.05, as to brand.

There is a better demand for dried fruits and the situation is improved all around. All available California raisins for September are said to be disposed of and buyers took liberal quantities, believing that higher prices must soon prevail. Valencia raisins, new crop, are worth 6½@6¾c to arrive. Currants are firm at 5½@5¾c for old. Prunes are in about the usual request, with offerings rather light. Evaporated apples are moving slowly. Arrivals are not up to standard in many cases.

The butter market has developed great strength and full figures are obtained without any trouble. Best Western creamery is held at 20½c, while firsts move from 19@20c. Stock is well cleaned up and the outlook is encouraging for good prices for the future. Western seconds are worth 17½@18½c. Finest imitation creamery is held at 16c; firsts, 14@14½c; June factory extras, 14c; firsts, 13@13½c.

Export trade in cheese has shown increased activity and home trade is also picking up. Large size full cream State cheese is worth 7½c, with small sizes about ½c more.

The egg market retains its lately-gathered strength, but the top seems to be reached. Western fresh gathered command 16@16½c. Receipts Friday were about 5,000 cases.

Trading in beans during the week has been quiet and prices remain practically unchanged. Choice marrow, \$1 62½@1 65; red kidney, \$1.82½@1.85.

## Why the Home Merchant Deserves Patronage.

From the Pontiac Post

Stand by the home merchant. He is the man who helps to pay for the streets upon which you walk; for the school in which your children or perhaps you were educated; he helps to keep up the church in which you worship. He is the man who built a home which enhances the value of your property. Every subscription paper that is passed has his name on it; he is the one who can not afford to swindle you. Self-interest, if nothing else, would prevent this; he bears his share of the burden of the city government; stays right with you in sunshine and darkness, in days of prosperity and adversity. These are but a few reasons why your patronage should be given to the home merchant.

## His Words Came Back.

His Wife: You would not have half the nervousness you do if you would give up smoking.

Himself: Oh, I couldn't live without my pipe.

His Wife: Yes, you could. You told Millie Perry you could not live without her, before you met me.

## 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.

## REFERENCES:

Wm. M. Hoyt Co., Wholesale Grocers, Chicago.  
W. J. Quan & Co., Wholesale Grocers, Chicago.  
"Chicago Produce," Chicago.  
Bradstreet's and Dun's Agencies.  
Hibernian Banking Association, Chicago.  
BANKERS: Merchants' National Bank, Chicago.

## 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.**

**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.

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

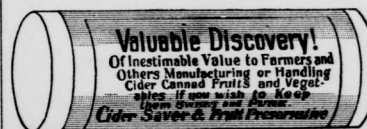
## HARRIS &amp; FRUTCHEY

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.

## FINEST CRAWFORD PEACHES

Grapes, Pears, Plums, Apples, Celery, Tomatoes, Cranberries, Spanish Onions, Jersey and Virginia Sweet Potatoes, Lemons, Oranges and Bananas.

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



## 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.**



### Two Produce Houses Which Should Be Avoided.

The Tradesman feels called upon this week to warn its readers against having any dealings with P. H. Dolan & Co., who purport to conduct a produce and commission house at 187 East Chapel street, Columbus, Ohio. The location named is said to be on an alley and the office of the firm is alleged to be over a livery stable. Urgent letters are being sent into this State, soliciting consignments on the ground that the Columbus market affords a profitable outlet for fruit, but those who have responded to the invitation insist that they have received no returns.

Similar complaints reach the Tradesman relative to Patrick N. Murphy, who pretends to conduct a commission house at 553 and 555 West Town street, in the same city. It is claimed that Mr. Murphy is located in a little box-like building and that the goods he receives, either on consignment or purchase promptly find their way into the hands of other dealers, so that a shipper who sends goods to Columbus in response to Murphy's invitation finds himself "in the soup" unless the shipper consigns the goods to himself.

The Tradesman is informed that neither house has any standing in the Columbus market and the ratings accorded them by the mercantile agencies are not such as to inspire any confidence in their inclination or ability to meet their obligations.

### The Proper Way To Pack Apples.

We will take the barrel as the standard package for use in storing apples, but the writer firmly believes that in the near future the bushel box will be used quite extensively for storing the better grades of apples for late keeping. The barrel should be made of No. 1 staves, heads and hoops, the face end head lined, top and quarter hoops nailed with  $\frac{3}{4}$  in. cut nails before going to the orchard. Never use a wire nail. Our experience has taught us that apples hand-picked from the tree and carefully placed in the barrel show best results. Apples thus packed hold their bloom better and show a life or freshness that apples which are run over a table or laid on the ground for a time before going into the barrel, do not have. When you please a buyer's eye the sale is half made.

We believe in double facing, using apples as nearly one size and color as possible, and to have the face apples represent the remainder of the barrel in size near as practicable. Shake the barrel gently after each basket is emptied until the barrel is filled. Some varieties will stand filling one inch above the chine, others not so much; right at this point is where great care is needed. Apples properly filled in the barrel and an experienced man with a press can add very much to the keeping and selling quality of the apples. How often do we find from eight to twenty or more apples badly bruised on the bottom, caused by too hard pressing, simply a waste and loss, and frequently a barrel will shake and the dealer must use a like quantity to plug or fill the barrel before sending out to a customer. With proper care in barreling and heading, all this extra work and waste of apples could be avoided. Shake well and level off the face before putting in the head, then nail and head line carefully. It takes a little time, but one barrel to burst open in a car will cause more loss than the extra labor spent in securely

nauling the bottom. A careful packer will put a private or distinguishing mark on an extra fine-colored barrel, that will frequently bring his employer an additional 50 cents or \$1 from stand buyers who want quality, and the same plan followed by marking an off barrel will assist the salesman materially in satisfying his trade, who wants a lower-priced apple.

We prefer to load apples on car same day as packed, and find apples placed in storage soon as possible after packing keep better than when laying on the ground or stacked up in piles under trees or along side station, and exposed to rain and sun. The question on what day to begin barreling for storage is frequently asked; our rule when seeds are black, apples pull fairly free from the limb with the short stem remaining in the apples even if the proper color is lacking. Above all, use only a standard-sized barrel, and make three grades of apples, firsts, seconds and drops. The apples that drop while picking are often the largest and best colored, but should not be put in with the firsts for storage, even if they fall on soft ground or grass; the fall injures them even if skin is unbroken, they will show dead color in a few weeks and injure the sale. The header should use care in marking plainly the variety and face end of each barrel to save the salesman much annoyance and labor. L. K. SUTTON.

### Georgia Will Enter the Canning Industry.

The tremendous fruit yield of this year seems to have opened the eyes of the members of the Georgia Agricultural Society to the fact that canning factories increase the value of crops, and besides, in years like the present, save a vast quantity of fruit from actual waste. The production of green fruit is now so heavy that it is impossible to market the crops, and the only way the surplus can be saved is by putting it up in cans. In view of the opinions expressed by the members of the Agricultural Society it is very probable that there will be a large increase in the number of fruit and vegetable canneries in Georgia next year. Not only is it likely that private parties and companies of fruit-growers will erect canneries, but the railroads also are giving attention to the importance of the industry. The Georgia Southern and Florida Railroad already has six canneries in operation along its lines, and contemplates the erection of six more.

### Don't Like Spanish Meat Dealers.

Chicago packers are in an uproar because the Government is reported as buying most of the canned meat to be used in sending the Spanish prisoners back home from Spanish firms. A protest, it is said, will be sent to Washington. Government officials thought it would be more convenient to allow transports leaving the peninsula for Cuba to provision before leaving home. The Chicago packing houses want them to come to an American port for the meat rations anyway.

Some women can't believe a word their husbands say—unless they talk in their sleep.

### 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.

## WE GUARANTEE

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

### ONE HUNDRED DOLLARS

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

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

J. ROBINSON, Manager.

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



## Price Has a Loud Voice

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

**SILVER BRAND CIDER VINEGAR**

has no equal.

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

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

Every Grocer should sell it.

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

### Butter, Eggs and Poultry

23 South Water St. Philadelphia, Pa.

#### REFERENCES

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

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

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

W. R. BRICE & CO.



# LOST OPPORTUNITIES.

## What Came of Hunting Up an Old Acquaintance.

Written for the TRADESMAN.

It was on one of the excursions to Niagara Falls. Every seat in the day coaches was full, every berth in the sleeper had been engaged and there was only one place vacant in the smoker, when a tall, finely-built man with an air that showed the world was his entered the car and took possession of the seat.

The gentleman at his side was deeply engrossed in the war news and did not notice the stranger as he sat down. Later, he finished his newspaper, folded it in a neat packet and looked up as he prepared to stick it in his coat pocket. He was smaller and more delicately organized, and no one could mistake his calling, for he wore the clerical dress. He gave a quick glance which took in his companion, started back and his pale cheeks slightly flushed; but he had self-possession enough left to enquire, "Excuse me, sir, but did you ever know James (they used to call him Jim) Morse, of Youngsville?"

"You bet your life!" exclaimed the newcomer heartily. Then, apologetically, "Excuse the slang, but he is closer than a brother, and I have had to live with him more than sixty years. Why, I am Jim Morse myself. But, bless me, everybody has forgotten that name long ago and they call me simply Judge Morse. Let me see your face again—well, well! I am ready to lay a wager that you are no other than Tom Tracy—'Doubting Thomas,' as we used to call you in school. It is good that I did not get hold of your hand sooner, else I would have shaken you out of your seat! How are you, old fellow, anyway? Could anything be more fortunate! Here I was dreading the run down to Buffalo with this weather so scorching and no one to talk to, and no company except a cigar. Here, take one; they are the best Havanas. But I might have known you would say No, for you were one of those to swear off when you were a boy, and when you thought anything was wrong no power on earth could move you.

"You are a minister now—no mistaking one any day in the week. Well, I judge people, and you send them on the straight and narrow way. I always thought you would make a preacher, or a deacon, or something pious.

"Do you remember the time we were caught in the watermelon patch? All the fellows except you made a sneak behind the bushes by the fence and managed to get to the road before old man Jerome could reach us. Do you remember him? He had a game leg as the result of the war of 1812, and he had to hobble along with his cane, so could not be overspry; but, as to hearing, there wasn't a dog in the village with sharper ears. Well, as I was saying, you did not get along as nimbly as we fellows, when we found we were scented. You know that you never had an elastic conscience, and you were sort of earnest and serious in your ways. I never knew how you appealed the old man's wrath, but pretty soon you came along with the biggest melon in the patch in your arms. We went over to Larkins' barn to eat it; but somehow it stuck in our throats, and it didn't seem to have just the right flavor, and there wasn't a fellow who could say a word.

"And do you remember the husking bees and the quiltings? You were never

much good at the work, but you were a master hand to get off in the parlor with the women and talk. And as to books, there weren't enough in the country around to keep you busy. Well, well! so you are a preacher now. I should think you would make a good one. Guess we began teaching about the same time, and that was the last I saw of you.

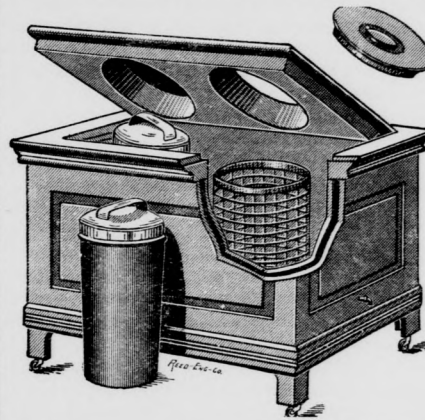
"It must have been the winter before when we took the big sleighride on Washington's Birthday and went to Huron. I hope you have not forgotten that, for one does not have such a bit of sport many times in a lifetime. We said we would put up the supper at the tavern if you would furnish the horses and sled. You said you guessed that was fair enough, but you seemed a little limp at the thought of approaching your uncle. I remember you came to us the day before the party looking as blue as indigo and said your uncle would not trust us with the nags. He was afraid they would run away with us and hurt themselves and us, but thought perhaps if we were careful we could not harm the sled. Then we were in a quandary, for we had invited the girls, and we were afraid they would laugh if we went to them and said we couldn't go because we didn't have any horses. But your face was so woeful we had to cheer you up somehow, and I remember one of the boys (I guess it was 'Laughing Bill,') said, 'Cheer up, old fellow, we are sure of the sled anyway, and I guess all us fellows can scare up something to hitch on.' It took some of us away from our work that afternoon, but we inveigled Bachelor Beckwith into lending us his one-eyed Mollie, and we found another horse somewhere up the road. Mollie was twenty if she was a day, and the other horse was just a colt being broken in. They didn't pull together very well, but we didn't mind that, for we had gone in for fun and not for style. My, my! I wish I could enjoy a ride so much nowadays; but coachmen, footmen, handsome teams and mink robes do not cut any figure in enjoyment.

"I have forgotten what girl you took that day, but I had Sallie Prentice. Every boy was crazy after her, those days. Of course, she lived in a better house than most of us. I never see a girl now who compares with her in beauty. Such a complexion and such hair! Her skin was milky, and there was a pink glow to it, and her cheeks were like roses. Her eyes were as blue and as clear as a lake, and her hair curled about her face and neck in the daintiest of golden ringlets. I did not know her well then, but I was proud to be able to go out with her and show her off, for she did not live in our immediate neighborhood.

"The next year I taught school and was in Sallie Prentice's district, so I saw quite a good deal of her—she even came to school and studied some higher branches with me. But I never enjoyed that part of the program very well; I felt more like talking to her and listening to what she would say. I was a great green, awkward country boy then, but I thoroughly enjoyed her pretty little ways.

"We saw quite a good deal of each other that winter and the tender feelings waxed strong. She belonged to the church choir, so I joined it, too. I never developed much voice, but I managed to learn a few tunes like Old Hundred, Zion, and Greenland's Icy Mountains, and I did get ahead of the other fellows and take her home from choir.

# Who Gets the Oyster Trade?



The man whose oysters are the freshest and best flavored.

## Who Loses Other Trade?

The man who sells fishy oysters diluted with ice to disgust his customers.

Avoid such a calamity and increase your trade by using our OYSTER CABINETS, made of Ash, insulated with mineral wool. (See cut.) They are lined with copper. All parts easily removed for cleaning without disturbing the ice. Porcelain-lined cans. Send for circular.

Ask for our prices on Roll Top Butter Refrigerators.

Grand Rapids Refrigerator Co.,  
Grand Rapids, Mich.

# OF COURSE YOU WANT



## A POINTER

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.

# 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.



practice. Then, too, I generally contrived to escort her to and from church Sunday evenings. We did not have much time for love-making in those days, but had to catch it on the wing.

"It was toward summer that I went to see her one Saturday evening. She looked so sweet and pretty that I could not keep still another minute, and told her right then and there the old, old story.

"But she was not of my mind. Said she was still young and would like to wait; she wanted to go to school longer. I said, 'All right,' jumped on my horse and rode off without another word.

"Soon after this one of my brothers found me a position in a far-off city. I afterwards studied law, and married the brightest, dearest little woman in the world. Everything has prospered with us and we have had our share of the sunshine.

"I never heard another thing about Sallie Prentice from that day until two or three years ago, when I happened to meet one of our old chums, much as I did you to-day. He was able to tell me quite a good deal about her: Whether she went to school any more he could not say, but it was not long before her mother was stricken with a cancer, and Sallie took care of her until she died. Then she was her father's housekeeper for ten or twelve years, when he died, also. By that time all the boys of our age were making their fortunes elsewhere, and had almost forgotten that such a person as Sallie Prentice ever existed. She was now quite alone in the world, and she was persuaded to marry a decent sort of farmer in the neighborhood. He did not live long. After a time she tried the matrimonial experiment over again. Well, I owe much of my success in life to her—if she had not said No I presume I should still be hoeing corn and murdering potato-bugs.

"To say I was excited over this story is a mild way of expressing my feelings then. I went home and tossed all night and my wife was very much worried, fearing a run of fever was coming on. But I told her I was worrying over an 'important case.' Well, the next morning I wrote Sallie a letter and told her I had just heard about her and begged permission to call on her if I ever passed through her town. All the time, after that, I was conjuring up some excuse to go that way.

"In three or four weeks I received a reply to my letter. It was written in a stiff, cramped hand, as though she had not held a pen in years. She said that she remembered me, and that I might come to see her if I wished. If I would let her husband know what train I was coming on he would meet me at the depot and drive me out. She signed herself, 'Mrs. Samuel Sims.'

"My ardor was slightly cooled, but the next summer I plucked up courage and went. I did not let them know I was coming. I hired the best rig in town, and had a man who knew the country to drive me out. I thought the man was crazy or drunk, or something, when he drove in at the forlornest-looking farm we had seen. The house had a gable to the street and a 'lean-to' for a summer kitchen. It might have been painted in the thirties, but no one was the wiser now. Even the 'stoop' at the side door was so broken down that one was liable to a break or sprain if he attempted to reach the door.

"The driver must have hallooed for several minutes before any one came

to the door; and then I wish you could have seen the woman who was wiping her hands on her dirty calico apron as she came out to the carriage. I introduced myself, and of course she was 'Mrs. Samuel Sims.' That was easier to believe than that she had ever borne the name of Sallie Prentice!

"She was a regular jumbo as to size, and made the house shake as she waddled along. She had lost her pretty complexion, and exposure and hard work had so freckled her that it was hard to tell where the freckles left off and the skin began. She had lost her curls. Her sandy hair was parted in the middle and stuck smoothly to her head except a few unmanageable locks which were as straight as a poker. Her dress was dirty enough to blacken a stove and her shoes were full of holes.

"She led me into the sitting-room and asked me to take a seat. I glanced furtively around. There was a rag carpet on the floor, a 'whatnot' in one corner, a lounge big enough for a bed at one end, and a large heavy mahogany table containing the family bible at the other, while distributed about the room were numerous rocking chairs with chintz cushions. Even the air-tight stove had not been taken down for the summer, and the great clock ticked loudly on the mantel shelf.

"A man in stocking feet with a newspaper over his head was lying on the lounge when we entered. He got up and came toward us. He was no other than the husband of the faded Sallie. He had a thin face, a receding forehead, a distorted nose and a long unkempt beard. His clothes looked as though they hung on a beanpole. He showed plainly he was a victim of the old-fashioned consumption, but it is possible he will live as long as his wife.

"I always had the reputation for having the gift of gab; but, by Jove! I was tongue-tied that time. Mrs. Sims fidgeted in her chair and tried to fold under the dirty spots in her apron. Her husband began to discuss the weather in his drawing tones and give his opinion about the crops, so the ice was broken. But you better believe I did not stay any longer than the law would allow, and I was only too glad the livery horses were so uneasy, and I gave the driver an extra dollar because he handled them so awkwardly that I had to go to his rescue and did not need to stay more than ten minutes in that house.

"Now, don't you ever advise a man to hunt up his old girls.

"Well, here we are at Buffalo and I have an engagement with a man in less than ten minutes. So you go on to Rochester. If you would only stay over, we would go and lunch together here. I have been wagging my tongue so busily that you haven't had a chance to put in a word. Well, if we meet again I will give you the floor. If we don't, and you get there first, you try and save a place for me near you, and say I meant to be honest if I was a lawyer. If I get in ahead, you shall have the very best place in the kingdom if I have anything to do about the seats."

ZAIDA E. UDELL.

#### It Confirmed the Guarantee.

Patron—I bought some butter here last week, you remember.

Grocer—Very well, indeed, sir. Didn't you find it to be as represented?

"I did, sir, and that's what I've come to complain of. You told me that it would outrank any butter on the market, and it did."

## Association Matters

### Michigan Retail Grocers' Association

President, J. Wisler, Mancelona; Secretary, E. A. Stowe, Grand Rapids.

### Michigan Hardware Association

President, C. G. Jewett, Howell; Secretary, Henry C. Minnie, Eaton Rapids.

### Detroit Retail Grocers' Association

President, Joseph Knight; Secretary, E. Marks, 221 Greenwood ave.; Treasurer, C. H. Frink.

### Grand Rapids Retail Grocers' Association

President, Frank J. Dyk; Secretary, Homer Klap; Treasurer, J. Geo. Lehman.

### 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. Verboeks.



Lily  
White

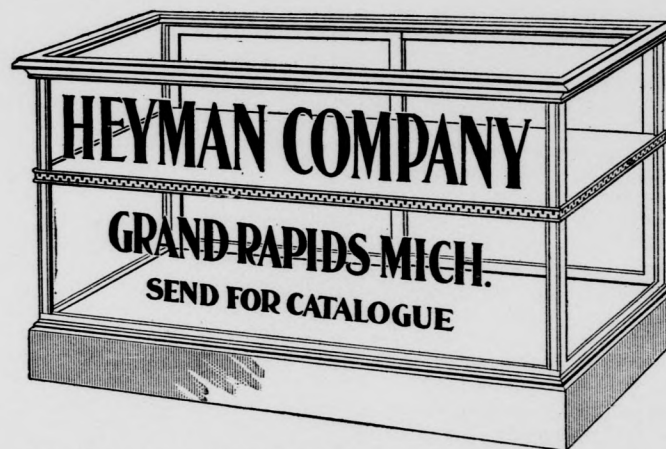
is  
"The Flour the Best  
Cooks Use"

And the kind you ought to Sell.

Made only by @

Valley City  
Milling Co.

Grand Rapids, Mich.



This Showcase only \$4.00 per foot.

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

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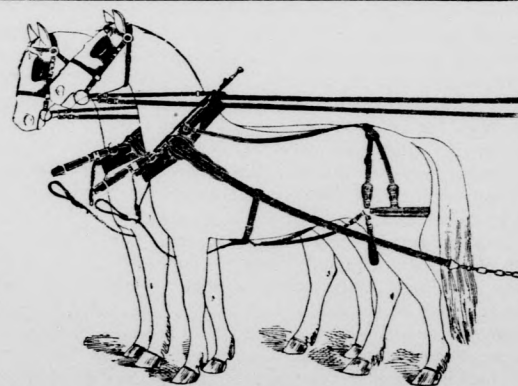
Carnival  
of Horse  
Furnishings

In the Wholesale  
Showrooms of

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

Prices right.

We manufacture only "HAND MADE" Harness.





# 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.

## "Incidentals" Cover a Multitude of Sins.

A drummer's expense account contains the saddest words in the commercial language.

Such items as railroad fare, excess baggage, board and lodging, etc., are tolerably plain to me, but when it comes to that elastic item, "incidentals," I am paralyzed. That item covers a multitude of sins. I have been trying for fifteen years to find out how much of the "incidentals" is incidentally "knocked down," but I think it will keep me guessing fifteen years longer.

The drummer revels in the item "incidentals" and the boss gets it in the neck.

A friend of mine told me of an experience he had not long ago in trying to engage one of these Knights of the Grip. They had settled on the salary all right, and were discussing expenses per day; after mentioning all conceivable items of expense, the drummer said: "How much do you allow for 'incidentals'?" My friend said, "Nothing." The drummer thereupon said, "I am not the man you are looking for. There is no satisfaction in making out an expense account without 'incidentals'; one loses all his originality."

Drummers are "good things"—in many respects. They come along and cheer you up in your lonely country stores, tell you their yarns, play with your babies, eat you out of house and home, and very often they marry one of your daughters and let you support "two."

After all, the drummer has not much the better of his boss, and like the policeman in the opera, his lot is not a happy one. He has some pretty hard cases to deal with. I tell you, when a drummer gets through selling a bill to some hard customers, he has earned his wages. To sell some bills it takes as much policy, skirmishing and strategy as it did to take Santiago.

We talk about heroes on the field of battle, but take a gallant band of drummers, and they will put forth more heroic efforts to the square mile than any army on earth. The drummer today is the largest factor in commerce—without their work commerce would not be half its volume. The live, energetic drummer is forever introducing new goods into new fields, thereby enabling the mills to keep their machinery in constant motion and their labor employed. Right now you will find legions of live drummers ready to carry our trade into our newly-acquired territories, the Philippines, Cuba and Porto Rico, and in doing so, are willing to face all kinds of privations and hardships.

Show me a wholesale house which

does not employ a live, energetic set of drummers, and I will show you a concern dying of "dry rot."

ADOLPH ROSE.

## Joined the Lake Superior Commercial Travelers' Club.

Marquette, Sept. 20—The following is the latest addition to membership in the Lake Superior Commercial Travelers' Club:

E. C. Perry (Gamble & Robinson Commission Co.), Minneapolis.

Alfred Christensen (Liggett & Myers Tobacco Co.), St. Louis.

L. H. Cheney (Straw & Ellsworth Mfg. Co.), Milwaukee.

W. W. Osband (Peter White & Co.), Marquette.

John LeFebvre (Weise-Hollman Co.), Green Bay.

L. H. Hoffman (Wm. Hoffman), Green Bay.

W. E. Sly (Plankinton Packing Co.), Milwaukee.

F. J. Dimer (Wadsworth-Howland Co.), Chicago.

J. W. Champbell, Menominee.

Thomas Walsh (Temple, Ellis & Co.), South Bend.

W. W. Wixson (Fletcher Hardware Co.), Detroit.

E. C. Tagg (Tagg Bros.), Chicago.

Geo. S. Dennis (Coit & Co.), Chicago.

John Stoneberg (George Frank & Co.), Chicago.

Frank Freeman (Holmes & Wells), Flint.

J. P. McGaughey (Pillsbury-Washburn Co.), Minneapolis.

John Dillon (Pitkin & Brooks), Chicago.

Frank M. Beney, Negaunee.

Jos. H. Winter (Winter & Suess), Negaunee.

Geo. Walz (W. W. Oliver), Escanaba.

Geo. Morris (Buhl Sons & Co.), Detroit.

Wm. Reckmeyer (Wm. Reckmeyer & Co.), Milwaukee.

The total membership to Sept. 18 was 207.

A. F. WIXSON, Sec'y.

## Movements of Lake Superior Travelers.

Marquette, Sept. 20—John Stoneberg (Geo. Frank & Co.), who lives in Marinette, Wis., contemplates moving to Marquette, in order to be nearer the center of his territory. Come along, John.

Will C. Brown (Lake Superior Knitting Works) has returned from an extended business trip through to the coast.

M. J. Lind, of Bay City, is now a Lake Superior traveler. He expects to make Marquette his headquarters.

The annual election of officers of the Lake Superior Commercial Travelers' Club will be held at Hotel Marquette, Saturday evening, Oct. 1, at 8 o'clock.

Geo. S. Dennis (Coit & Co.) is painting things up this way now. Sells any color you want.

E. C. Tagg (Tagg Bros.) is fitting the boys out in brand new shirts this week.

H. F. Nickerson (I. E. Swift Co.) is now permanently located at Houghton. "Nick" will not allow anything to get away from him, if he can help it.

The vest pocket directory of the L. S. C. T. Club for 1899 will go to press Nov. 1. It will contain the names and addresses of more than 200 members, as well as the houses represented, and in a tabulated form distances between all railroad stations in the Upper Peninsula will be given.

## A Story Without Words.



## The Drummer Who Carries Sunshine.

It has been my fortune, during a long if not eventful life, to be thrown more or less in the society of traveling salesmen—known more commonly, from a disposition to make a noise, as drummers. Not having much to be thankful for, I am very thankful for this, for next to the man who sprinkles the street in front of my boarding house, I think they are the most refreshing class of fellows I know of.

"Breezy" is properly used in describing most any good traveling salesman. Sometimes the breeze stiffens and then they are windy. But whether breezy or windy they nearly always carry with them something that is interesting besides their samples, which are not infrequently about the least interesting portion of their outfit.

The drummer has a wider field for good than any other class of men, and despite the disparaging stories that float around he is about as ready to cultivate it as any. I don't know just how much sunshine he carries into dark nooks and corners of this weary world, but I think that if it was all gathered up in one big ray it would melt the icicles that hang about all the chilly buyers in the universe.

The drummer not only carries sunshine and good cheer to his trade, but he reflects it in his house. I don't know what is pleasanter for the boys in the office than to greet the homecoming of the cheerful salesman. He is an inspiration and a spur—like wine to a flagging spirit. If the season has been a bad one he knows there are better times ahead and is hopeful. If the crop of orders has been good he rejoices in his fortune, not forgetting to give due credit to those who have helped him in the harvest. He is full of suggestions for making the line better, but content with things as he finds them. He helps the man who makes the goods and the man who oversees the disposition of the product and to the advertising man is a never-failing source of strength, for he knows the peculiarities of every man in his territory and can tell the publicity sharp just how to handle them.

This is the good drummer, and let us thank heaven, he is the more numerous. There is another sort, the complaining and dissatisfied drummer. He is the fellow who credits all his successes to his own individual efforts and all his failures to the misdirected efforts of the men at the head of his house. He is more annoying than a lovelorn cat on the woodshed at 2 o'clock in the morning. I hate to think of him and hence I won't.

## Excursion to Detroit, Saginaw and Bay City Sunday.

Train leaves Grand Trunk Railway System depot 6:45 a. m., arriving at Detroit 11:30 a. m., Saginaw 10:11 a. m., Bay City 10:41 a. m. Fare to Saginaw or Bay City and return, \$1.50; Detroit and return, \$1.85. For particulars, call at Grand Trunk City office, Morton House, or at depot.

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

## Post D in Line For Saginaw

Bay City, Sept. 19—A special meeting of Post D, Michigan Knights of the Grip, was held at the parlors of the Fraser House Saturday evening and the following officers were elected for the fiscal year:

President—Geo. H. Randall.  
Vice-President—Wm. Tapert.  
Secretary and Treasurer—R. S. Richards.

The Post expects to send a large delegation to the State meeting, which will be held in Saginaw December 27 and 28.

Remarks for the good and welfare of the Post were made by Bro. Sempliner and others.

The next meeting of the Post will be held at the Fraser House parlors October 15.

G. S. Valmore, of Detroit, who spent the summer in his cottage at Hankerds, had the misfortune to sprain his ankle on his return home, and now hobbles around on crutches, with his foot in a plaster cast. Val heartily wishes he had tarried a fortnight longer at Pleasant Lake.

A woman does not deplore the death of her first husband after she marries again, but the second husband often does.

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

Wm Cherryman, Prop.

## REMODELED HOTEL BUTLER

Rates, \$1. I. M. BROWN, PROP.

Washington Ave. and Kalamazoo St., LANSING.

## HOTEL WHITCOMB

ST. JOSEPH, MICH.

A. VINCENT, Prop.

## REED CITY SANITARIUM

REED CITY, MICHIGAN.

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

\$2 PER DAY. FREE BUS.

## THE CHARLESTON

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

## GARDINER & BAXTER

OUR EXPERIENCE enables us to give you the best in SHIRTS AND LAUNDRY WORK.

55 MONROE STREET, GRAND RAPIDS, MICHIGAN.

## 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.



## Drugs--Chemicals

### MICHIGAN STATE BOARD OF PHARMACY.

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

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

#### Examination Sessions.

Lansing—Nov. 1 and 2.

### STATE PHARMACEUTICAL ASSOCIATION.

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

### Transitions Through Which the Drug Business Has Passed.

There is no one who doubts that there is a great centralizing movement going on the world over as a part of the process of evolution. Our civil war was a part of this movement. By that conflict a Confederacy became a Union, and a centralization of power resulted which has made us a nation in a way that we would not otherwise have been. Centralization of power, of responsibility and of work is among the prominent recognized ideas of to-day.

It is evident that this great centralizing movement is also going on in the commercial world, and that it is merely a phase of the progress of humanity. It is our duty to recognize this fact. To complain of it is simply absurd. We should always accept the inevitable. All we can do is to fit ourselves to the new conditions, and, as far as we are able, strive to direct the great movements into correct and proper channels.

The conditions of the mercantile world are changing so rapidly in these days that some things which constituted good business policy a month, a year, ten years, or twenty-five years ago are now entirely outgrown. This is as true in the drug business as in all other lines of work.

When I was a young boy in a drug store I powdered aconite root and Spanish flies in a mortar, for use in our manufacturing department. It would be simply foolish to require an apprentice—or rather an assistant, for we have no apprentices now—to do that work at the present time.

To continue our musings on this thought, we may consider for a moment the growth in recent years of the great pharmaceutical manufacturing establishments. It has been a custom in the past to decry them and to warn the students in our colleges against using their products. According to the logic of days gone by and the conditions that then existed, this was right and proper. Their standard was low and their products were unreliable. Sharp criticism was greatly needed. As time has gone on things have changed. All the preparations put on the market by the large manufacturers are not now reliable—would that we could say that they are. On the other hand, many of them are of much better quality than the retailer can make himself—or perhaps I should say, better than he is likely to make for himself. To give a concrete example: I sell in my store only —'s Fluid Extract of Ergot, and have sold no other for many years, because I believe that they can and do make a better preparation than I can. They have a larger and better opportunity to select the drug, and working on a large scale, can make a much more uniform article than I can, working on a small scale. Again,

for many years I have sold only —'s Dover's powder. In the past I made this article by a long and tiresome trituration in a big Wedgwood mortar. The firm from whom I buy it can do the work better; hence I prefer their powder to my own.

These facts are simply in line with thousands of others that are familiar to us all: The old hand-loom versus the great cotton factory, the watch made by the Swiss peasant in his quiet mountain home versus the thousands and thousands made by the great factory in Waltham, Mass.

Of course, the personality of the workman will always be an important factor in the problem, whether the work be done on a large or on a small scale. Honesty and integrity must also be important factors. Many will contend, and with good reason, that the individuality and the integrity of the worker will be lost sight of more easily when the work is on a large scale. This is one of the difficulties to be overcome. As time goes on we shall learn how to overcome it, for the great law of supply and demand must do its work here as everywhere else in the universe.

Owing largely to the many great changes that have come about in the last century, the discovery and control of the various great forces in Nature, more rapid and easy intercommunication among people, and the more general dissemination of knowledge, men are learning rapidly as never before that all work can be done better and more economically on a large scale than on a small one, and that co-operation is a better rule than competition. This is the great underlying reason for trusts, department stores, consolidations of railway systems, and the merging of municipalities into one great central government. These big things have come to stay and are to grow larger and broader each decade.

These changes seem to many of us very unpleasant—all transitions are disagreeable to those who have the misfortune to be placed between the upper and the nether millstone, as the retail druggists seem to have been of late years. But let us have courage and hope. The process of change may not appear to us good, but the result will surely be right. This is written not as a matter of personal opinion merely, but because the facts of the past show that all evolution is upward, that an improvement has been going on continually, and we must believe that what has been true in the past as to the laws of the universe is true now and always will be true.—S. A. D. Sheppard in Bulletin of Pharmacy.

### The Drug Market.

The volume of business in this line continues very large and collections are good. There are very few changes to note and those are unimportant.

Opium—Is about steady, at prices quoted.

Morphine—Is unchanged.

Quinine—There is a better demand and manufacturers' prices are steady.

Citric Acid—On account of lack of demand, manufacturers have reduced the price 1c per pound.

Creoline—Has been advanced 10c per pound.

Glycerine—Is in light demand and weak.

Essential Oils—Anise is lower, on account of competition. Peppermint is in active demand and firmer.

Roots—Ipecac has advanced. Golden seal is very firm. Senega has been advanced.

Seeds—There are no changes in prices.

### The Language of Prescriptions.

From the British Medical Journal.

Why should medical prescriptions be written in Latin? This question has recently been discussed in a daily paper. To some minds it might seem that the first point to be settled is whether prescriptions are written in Latin. It may be admitted that they are written in no other known tongue, and the language, however it may be classed among the families of human speech, is at worst less of a linguistic outrage than law Latin. At any rate, its barbarism is less apparent because it is veiled by the decent obscurity of abbreviations and symbols intelligible only to adepts. Assuming, however, that prescriptions are in Latin, is it well that they should be so written? The oracle of the daily paper helps us but little towards a solution. His chief argument for retaining the language now in use is that it saves time. But this end could still better be attained by the use of short hand, a reform which would doubtless be welcomed by the Society of Medical Phonographers, but would probably not be hailed with enthusiasm by the profession at large. The argument generally urged for the retention of Latin in prescriptions is that in this way they are universally intelligible. As Dr. Paris puts it, Latin "is written and understood throughout the civilized world, and that can not be said of any other language." The author of Pharmacologia adds: "An invalid traveling through many parts of Europe might die before a prescription written in English could be made up." But would a prescription written in what may, by courtesy, be called Latin, be made up any more easily? An international Pharmacopoeia is a dream which will hardly be fulfilled until the millennium, and apart from the composition of ingredients, the question of dosage, together with our insular system of weights and measures, would present not only difficulties, but possibilities of danger that would make the taking of a mixture compounded in supposed accordance with the British Pharmacopoeia by a druggist, say in Bohemia or in Greece, an adventure not to be lightly entered upon. Even at home the use of Latin may have unlooked-for and undesirable results. Has not a distinguished judge left it on record that he owed his escape from serious overdosing, if nothing worse, to his knowledge that quarta quaque hora did not mean "every quarter of an hour," as interpreted for him on the label of the medicine bottle? Directions at least should be written in English—a reform which has already pretty generally been adopted, to the great comfort of junior consultants who meet physicians of the old school. In most Continental countries the use of Latin has been abandoned, although in France there are still some old-fashioned doctors who disdain the use of a language understood of the people, and pride themselves on writing their prescriptions in a learned tongue, of which the following may serve as a sample "R. Onguenti mercurius douplus. Frictionatez super fessis et venter." In

Belgium an attempt was lately made to restore Latin as the language of prescriptions, but without success. The fact is we in this conservative country stick to Latin as being almost the only relic of our ancient reputation for classic learning. Now that science has replaced mystery we could well afford to discard this last vestige of pedantry.

### New Use For Sassafras Oil.

The oil of sas-afras will destroy all varieties of pediculi and their ova with a single application. Care must be taken to prevent its coming in contact with mucous membranes. Any burning from this cause can be allayed in a few minutes by putting on olive oil.

### Yield of Gas From Calcium Carbide.

The theoretical yield of acetylene gas from one pound of pure calcium carbide is 5.58 cubic feet. Some inferior qualities, chiefly of continental manufacture, produce barely 4 cubic feet per pound.

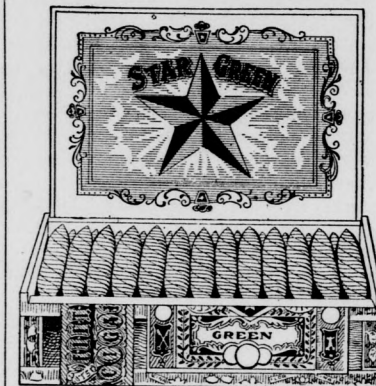
You should always buy

## PERRIGO'S FLAVORING EXTRACTS

because they are  
the best.

Manufactured by  
**L. Perrigo Company**  
Allegan, Mich.

### ALWAYS A WINNER!



\$35.00 per M.

H. VAN TONGEREN, Holland, Mich.

## 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



## WHOLESALE PRICE CURRENT.

Advanced—  
Declined—

Acidum		Conium Mac.		Scilla Co		Morphia, S.P. & W.		Sinapis		Linseed, pure raw...	
Aceticum	60 1/2	Copaiba	35 1/2	Tolutan	50	Morphia, S.N.Y. & C. Co.	2 55 1/2	Sinapis, opt.	18	Linseed, boiled	35
Benzoleum, German	70 1/2	Cubeba	90 1/2	Prunus virg.	50	Moschus Canton	2 45 1/2	Snuff, Maccaboy, De	30	Neatsfoot, winter str	36
Boric	15	Erigeron	1 00 1/2			Myristica, No. 1	65 1/2	Voes	34	Spirits Turpentine	40
Carbolicum	20 1/2	Gaultheria	1 50 1/2			Nux Vomica, po. 20	80	Snuff, Scotch, DeVo's	11		
Citricum	40 1/2	Geranium, ounce	75			Os Sepia	15 1/2	Soda Boras, po.	9		
Hydrochlor	30 1/2	Gossypii, Sem. gal.	50 1/2			Pepsin Saac, H. & P.	1 00	Soda et Potass Tart.	20 1/2		
Nitrosum	80 1/2	Hedera	1 00 1/2			Picis Liq. N.N. 1/4 gal.	2 00	Soda, Carb.	14 1/2		
Oxalicum	12 1/2	Junipera	1 50 1/2			doz.	2 00	Soda, Bi-Carb.	3 1/2		
Phosphoricum, dil.	15	Lavendula	30 1/2			Picis Liq., quarts	2 00	Soda, Ash	3 1/2		
Salicylicum	60 1/2	Limonia	1 30 1/2			Piper Liq., pints	1 00	Soda, Sulphas	2 1/2		
Sulphuricum	14 1/2	Mentha Piper	1 00 1/2			Piper Nigra, po. 22	85	Spts. Cologne	2 1/2		
Tannicum	1 25 1/2	Mentha Verid	1 50 1/2			Pil Hydrarg., po. 80	50	Spts. Ether Co.	50 1/2		
Tartaricum	38 1/2	Morhuaz, gal.	1 10 1/2			Piper Alba, po. 35	50	Spt Myrcia Dom.	9 00		
Ammonia		Myrcia, ounce	4 00 1/2			Pil Burgun	50	Spts. Vini Rect. bbl.	2 52 1/2		
Aqua, 16 deg.	40	Olive	75 1/2			Pilum Acet.	10 1/2	Spts. Vini Rect. 1/2 bbl.	2 57 1/2		
Aqua, 20 deg.	60 1/2	Picis Liquida, gal.	10 1/2			Pulvis Ipecac et Opil	1 10 1/2	Spts. Vini Rect. 10 gal	2 60 1/2		
Carbonas	12 1/2	Ricina	9 1/2			Pyrethrum, boxes H.	80	Spts. Vini Rect. 5 gal	2 62 1/2		
Chloridum	12 1/2	Rosmarini	9 1/2			& P. D. Co., doz.	1 25	Less 50 gal. cash 10 dts.			
Aniline		Rose, ounce	6 50 1/2			Pyrethrum, pv.	25 1/2	Strychnia, Crystal	1 40 1/2		
Black	2 00 1/2	Succini	40 1/2			Quassia	80 1/2	Sulphur, Subl.	23 1/2		
Brown	80 1/2	Sabina	90 1/2			Quinia, S. P. & W.	29 1/2	Sulphur, Roll.	2 1/2		
Red	45 1/2	Santal	2 50 1/2			Quinia, S. German	23 1/2	Tamarinds	8 1/2		
Yellow	2 50 1/2	Sassafras	55 1/2			Quinia, N. Y.	29 1/2	Terebenth Venice	28 1/2		
Bacca		Sinapis, ess., ounce	65 1/2			Rubia Tinctorum	12 1/2	Theobromas	46 1/2		
Cubeba, po. 18	13 1/2	Tigli	1 70 1/2			Saccharum Lactis pv	18 1/2	Vanilla	9 00 1/2		
Juniperus	60 1/2	Thyme	40 1/2			Salacin	3 00 1/2	Zinc Sulph	7 1/2		
Xanthoxylum	25 1/2	Thyme, opt.	60 1/2			Sanguis Draconis	40 1/2				
Balsamum		Theobromas	15 1/2			Sapo, W.	12 1/2				
Copaiba	52 1/2	Potassium				Sapo, G.	15 1/2				
Peru	2 75	Bi-Carb.	15 1/2			Siedlitz Mixture	20 1/2				
Terabin, Canada	15 1/2	Bichromate	13 1/2								
Tolutan	50 1/2	Bromide	50 1/2								
Cortex		Carb.	12 1/2								
Ables, Canadian	18	Chlorate, po. 17@19c	16 1/2								
Cassia	12	Cyanide	35 1/2								
Cinchona Flava	18	Iodide	2 60 1/2								
Euonymus atropurp	30	Potassa, Bitart, pure	2 30 1/2								
Myrica Cerifera, po.	20	Potassa, Bitart, com	15 1/2								
Prunus Virgini	12	Potass Nitras, opt.	10 1/2								
Quillaja, gr'd	12	Potass Nitras	10 1/2								
Sassafras, po. 18	12	Prussiate	2 20 1/2								
Ulmus, po. 15, gr'd	15	Sulphate po	15 1/2								
Extractum		Radix									
Glycyrrhiza Glabra	24 1/2	Aconitum	20 1/2								
Glycyrrhiza, po.	28 1/2	Althae	22 1/2								
Hamatox, 15 lb box	11 1/2	Anchusa	1 10 1/2								
Hamatox, 1s	13 1/2	Arum po.	20 1/2								
Hamatox, 1/4s	14 1/2	Calamus	20 1/2								
Hamatox, 1/4s	16 1/2	Gentiana	12 1/2								
Ferru		Glycyrrhiza, pv. 15	16 1/2								
Carbonate Precip.	15	Hydrastis Canad.	65 1/2								
Citrate and Quinia	2 25 1/2	Hydrastis Can.	65 1/2								
Citrate Soluble	75 1/2	Hellebore, Alba, po.	18 1/2								
Ferrocyanide Sol.	40	Inula, po.	15 1/2								
Solut. Chloride	15	Ipecac, po.	2 80 1/2								
Sulphate, com'l	2	Iris plox, po. 35@38	35 1/2								
Sulphate, com'l, by	50	Jalap, pr	25 1/2								
bbl, per cwt.	7	Maranta, 1/4s	25 1/2								
Sulphate, pure	7	Podophyllum, po.	75 1/2								
Flora		Rhei, cut.	75 1/2								
Arnica	12 1/2	Rhei, pv	75 1/2								
Anthemis	18 1/2	Spigelia	35 1/2								
Matricaria	30 1/2	Sanguinaria, po. 15	30 1/2								
Folia		Serpentaria	40 1/2								
Barosma	23 1/2	Senega	40 1/2								
Cassia Acutifol, Tin-	18 1/2	Similax, officinalis H	10 1/2								
nevelly	25 1/2	Smilax, M.	10 1/2								
Cassia Acutifol, Alk.	25 1/2	Scilla	10 1/2								
Salvia officinalis, 1/4s	12 1/2	Symlocarpus, Foeti-	10 1/2								
and 1/4s	80 1/2	us, po.	10 1/2								
Ura Ursi	80 1/2	Valeriana, Eng. po. 30	15 1/2								
Gummi		Valeriana, German	15 1/2								
Acacia, 1st picked	65	Zingiber a.	12 1/2								
Acacia, 2d picked	45	Zingiber j.	25 1/2								
Acacia, 3d picked	35	Semen									
Acacia, sifted sorts	25	Anisum	12 1/2								
Acacia, po.	60 1/2	Apium (graveleons)	12 1/2								
Aloe, Barb. po. 18@20	12 1/2	Bird, is.	40 1/2								
Aloe, Cape po. 15	12 1/2	Carul	10 1/2								
Aloe, Socotri. po. 40	12 1/2	Cardamon	1 25 1/2								
Ammoniac	55 1/2	Coriandrum	80 1/2								
Assafetida, po. 30	50 1/2	Cannabis Sativa	40 1/2								
Benzoinum	50 1/2	Cydonium	75 1/2								
Catechu, is.	13 1/2	Chenopodium	10 1/2								
Catechu, 1/4s	14 1/2	Dipteris Odorata	1 80 1/2								
Catechu, 1/4s	15 1/2	Foeniculum	10 1/2								
Camphora	38 1/2	Foenugreek, po.	70 1/2								
Euphorbium, po. 35	10 1/2	Lini, gr'd. bbl. 3 1/4	34 1/2								
Gamboge po.	65 1/2	Lobelia	35 1/2								
Gualacum, po. 25	30 1/2	Phalaris Canarian	40 1/2								
Kino, po. 33.00	30 1/2	Rapa	44 1/2								
Mastic	60 1/2	Sinapis Albu.	9 1/2								
Myrrh, po. 45	40 1/2	Sinapis Nigra	11 1/2								
Opil, po. 35.00@5.40	30 1/2	Spiritus									
Shellac	25 1/2	Frumenti, W. D. Co.	2 00 1/2								
Shellac, bleached	40 1/2	Frumenti, D. F. R.	2 00 1/2								
Tragacanth	50 1/2	Frumenti	1 25 1/2								
Herba		Juniperis Co. O. T.	1 65 1/2								
Absinthium, oz. pkg	25	Juniperis Co.	1 75 1/2								
Eupatorium, oz. pkg	25	Saccharum N. E.	1 90 1/2								
Lobelia, oz. pkg	25	Spt. Vini Galli	1 75 1/2								
Majorum, oz. pkg	25	Vini Opoto	1 25 1/2								
Mentha Pip. oz. pkg	25	Vini Alba	1 25 1/2								
Mentha Vir. oz. pkg	25	Sponges									
Rue, oz. pkg	25	Florida sheeps' wool	2 50 1/2								
Tanacetum Voz. pkg	22	Nassau sheeps' wool	2 00								
Thymus, V. oz. pkg	25	carriage	2 00								
Flagnesia.		velvet extra sheeps'	2 1 1/2								
Calcined, Pat.	55 1/2	wool, carriage	2 1 1/2								
Carbonate, Pat.	20 1/2	Extra yellow sheeps'	2 1 1/2								
Carbonate, K. & M.	20 1/2	wool, carriage	2 1 1/2								
Carbonate, Jennings	35 1/2	Grass sheeps' wool,	2 1 1/2								
Oleum		carriage	2 1 1/2								
Absinthium	3 50 1/2	Hard, for slate use	2 1 1/2								
Amygdale, Dulo	30 1/2	Yellow Reef, for	2 1 1/2								
Amygdale, Amara	8 00 1/2	slate use	2 1 1/2								
Anis.	2 1 1/2	Syrups									
Aurant Cortex	2 25 1/2	Acacia	50								
Bergamit	3 00 1/2	Aurant Cortex	50								
Cajuputi	80 1/2	Zingiber	50								
Caryophylli	8 1/2	Ipecac	60								
Cedar	35 1/2	Ferri Iod.	50								
Chenopadi	2 75	Rhei Arom.	50								
Cinnamon	1 60 1/2	Smilax Officialis	50 1/2								
Cironella	45 1/2	Senega	50								
		Setil	50								

## Next Week Is Fair Week

and we shall be in readiness to welcome our customers to the city and extend them any courtesies at our command. We invite them to make our establishment their headquarters and if they happen to bring along their want books we shall undertake to serve them faithfully and well. Come one, come all!



## Hazeltine & Perkins Drug Company

Grand Rapids, Mich.



# GROCERY PRICE CURRENT.

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

<b>AXLE GREASE.</b> doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 4 00 Prater's.....75 9 00 IXL Golden tin boxes 9 00 Mica, tin boxes.....75 9 00 Paragon.....55 6 00 <b>BAKING POWDER.</b> <b>Absolute.</b> 1 lb cans doz.....45 1 lb cans doz.....85 1 lb cans doz.....1 50 <b>Acme.</b> 1 lb cans 3 doz.....45 1 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 <b>Bulk.</b> 6 oz. Eng. Tumblers.....85 <b>Arctic.</b> 1 lb cans per doz.....75 1 lb cans per doz.....1 20 1 lb cans per doz.....2 00 <b>Home.</b> 1 lb cans 4 doz case.....35 1 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90 <b>JAXON</b> 1 lb cans, 4 doz case.....45 1 lb cans, 4 doz case.....85 1 lb cans, 2 doz case.....1 60 <b>Jersey Cream.</b> 1 lb cans, per doz.....2 25 9 oz. cans, per doz.....1 20 6 oz. cans, per doz.....85 <b>Our Leader.</b> 1 lb cans.....45 1 lb cans.....75 1 lb cans.....1 50 <b>Peerless.</b> 1 lb cans.....85 <b>Queen Flake.</b> 3 oz., 6 doz. case.....2 70 6 oz., 4 doz. case.....3 20 9 oz., 4 doz. case.....4 80 1 lb., 2 doz. case.....4 00 5 lb., 1 doz. case.....9 00 <b>BATH BRICK.</b> American.....70 English.....80 <b>BLUING.</b> <b>CONDENSED PEARL BLUING</b> Small, 3 doz.....40 Large, 2 doz.....75 <b>BROOMS.</b> No. 1 Carpet.....1 90 No. 2 Carpet.....1 75 No. 3 Carpet.....1 50 No. 4 Carpet.....1 15 Parlor Gem.....2 00 Common Whisk.....70 Fancy Whisk.....80 Warehouse.....2 25 <b>CANDLES.</b> 8s.....7 16s.....8 Paraffine.....8 Wickling.....20 <b>CANNED GOODS.</b> <b>Hamitowoc 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 Butterfat.....10 Carson City.....10 Emblem.....10 Gem.....10 Ideal.....10 Jersey.....10 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.....23 German Sweet.....35 Premium.....35 Breakfast Cocoa.....40	<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 Bulk in sacks.....29 <b>COFFEE.</b> <b>Green.</b> Rio.....9 Fair.....10 Good.....10 Prime.....11 Golden.....12 Peaberry.....13 <b>Santos.</b> Fair.....12 Good.....13 Prime.....14 Peaberry.....15 <b>Mexican and Guatemala.</b> Fair.....15 Good.....16 Fancy.....17 <b>Maracabo.</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.....29 Jewell's Arabian Mocha.....29 Wells' Mocha and Java.....24 Wells' Perfection Java.....24 Sanealbo.....21 Breakfast Blend.....18 Valley City Maracabo.....18 1/2 Ideal Blend.....14 Leader Blend.....12 <b>Package.</b> Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 1/2 c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. Arbuckle.....10 50 Arbuckle.....10 50 Jersey.....10 50 McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. <b>Extract.</b> Valley City 1/4 gross.....75 Felix 1/4 gross.....1 12 Hummel's foil 1/4 gross.....85 Hummel's tin 1/4 gross.....1 42 <b>CLOTHES PINS.</b> 5 gross boxes.....40 <b>CONDENSED MILK.</b> 4 doz in case.....6 75 Gall Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....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.....5 Evaporated.....8 <b>California Fruits.</b> Apricots.....2 1/2 Blackberries.....2 1/2 Nectarines.....2 1/2 Peaches.....6 1/2 Pears.....8 Pitted Cherries.....8 Prunelles.....8 Raspberries.....1 20 <b>California Prunes.</b> 100-120 25 lb boxes.....5 90-100 25 lb boxes.....5 80-90 25 lb boxes.....5 70-80 25 lb boxes.....5 60-70 25 lb boxes.....5 50-60 25 lb boxes.....5 40-50 25 lb boxes.....5 30-40 25 lb boxes.....5 1/2 cent less in 50 lb cases <b>Raisins.</b> London Layers 3 Crown.....1 45 London Layers 4 Crown.....1 55 Dehesias.....3 1/2 Loose Muscatels 2 Crown.....3 1/2 Loose Muscatels 3 Crown.....4 1/2 Loose Muscatels 4 Crown.....5 1/2 <b>FOREIGN.</b> <b>Currants.</b> Patras bbis.....6 1/2 Vostizias 50 lb cases.....6 1/2 Cleaned, bulk.....7 1/2 Cleaned, packages.....7 1/2 <b>Peel.</b> Citron American 10 lb bx.....13 Lemon American 10 lb bx.....12 Orange American 10 lb bx.....12 <b>Raisins.</b> Ondura 25 lb boxes.....8 Sultana 1 Crown.....8 Sultana 2 Crown.....7 1/2 Sultana 3 Crown.....7 1/2 Sultana 4 Crown.....7 1/2 Sultana 5 Crown.....7 1/2 Sultana 6 Crown.....7 1/2 Sultana packages.....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.....2 50 Flake, 50 lb. drums.....1 00 <b>Beans.</b> Dried Lima.....3 1/2 Medium Hand Picked.....1 88 <b>Macaroni and Vermicelli.</b> Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 <b>Pearl Barley.</b> Common.....1 90 Chester.....2 25 Empire.....3 00 <b>Peas.</b> Green, bu.....95 Split, per lb.....2 1/4 <b>Rolled Oats.</b> Rolled Avena, bbl.....4 00 Monarch, bbl.....3 50 Monarch, 1/2 bbl.....1 75 Monarch, 90 lb sacks.....3 20 Quaker, cases.....3 20 Huron, cases.....1 75 <b>Sago.</b> German.....4 East India.....3 1/2 <b>Tapoca.</b> Flake.....3 1/2 Pearl.....3 1/2 Anchor, 40 lb. pkgs.....5 <b>Wheat.</b> Cracked, bulk.....3 1/2 24 2 lb packages.....2 50	<b>Salt Fish.</b> <b>Cod.</b> Georges cured.....4 Georges genuine.....5 Georges selected.....5 1/2 Strips or bricks.....6 <b>rierring.</b> Holland white hoops, bbl.....7 75 Holland white hoop 1/2 bbl.....4 25 Holland, 1/2 bbl.....2 25 Holland white hoop, keg.....60 Holland white hoop mchs.....70 Norwegian.....2 75 Round 40 lbs.....1 30 Scaled.....14 <b>Flackerel.</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.....2 00 100 lbs.....6 65 40 lbs.....3 00 10 lbs.....81 8 lbs.....88 <b>FLAVORING EXTRACTS.</b>  <b>Jennings'.</b> D. C. Vanilla.....2 00 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....3 00 No. 8 4 00 No. 10 6 00 No. 2 T. 25 No. 3 T. 20 No. 4 T. 40 D. C. Lemon.....75 2 oz.....75 3 oz.....1 00 4 oz.....1 40 6 oz.....2 00 No. 8 4 00 No. 10 4 00 No. 2 T. 80 No. 3 T. 80 No. 4 T. 1 50 <b>Northrop Brand.</b> Lem. Van. 2 oz. Taper Panel.....75 2 oz. Oval.....75 3 oz. Taper Panel.....1 35 4 oz. Taper Panel.....1 60 <b>Souders'.</b> Oval bottle, with corkscrew. Best in the world for the money. <b>Regular Grade Lemon.</b> 2 oz.....1 20 4 oz.....1 50 <b>Regular Vanilla.</b> 2 oz.....1 20 4 oz.....1 50 <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 pails.....35 30 lb pails.....65 <b>LYE.</b> Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 <b>LICORICE.</b> Pure.....20 Calabria.....25 Sicily.....14 Root.....10 <b>MINCE MEAT.</b> Ideal, 3 doz. in case.....2 25 <b>PATCHES.</b> Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 <b>MOLASSES.</b> <b>New Orleans.</b> Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 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.....3 00 Penna Salt Co.'s.....3 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 10 <b>RICE.</b> <b>Domestic.</b> Carolina head.....6 1/2 Carolina No. 1.....5 Carolina No. 2.....4 Broken.....3 1/2 <b>Imported.</b> Japan, No. 1.....6 1/2 Japan, No. 2.....6 Java, fancy head.....6 Java, No. 1.....5 1/2 Table.....5 <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.....90 Lump, bbls.....90 Lump, 145 lb kegs.....85	<b>SNUFF.</b> Scotch, in bladders.....37 Maccaboy, 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, 250 lb. bulk.....2 25 Butter, barrels, 20 14-lb bags.....2 50 Butter, sacks, 28 lbs.....25 Butter, sacks, 56 lbs.....55 <b>Common Grades.</b> 100 3-lb sacks.....1 90 60 5-lb sacks.....1 75 28 10-lb sacks.....1 60 <b>Worcester.</b> 50 4-lb cartons.....3 25 115 2 1/2-lb. sacks.....4 00 60 5-lb. sacks.....3 75 22 14-lb. sacks.....3 50 30 10-lb. sacks.....3 50 28-lb. linen sacks.....32 56-lb. linen sacks.....60 Bulk in barrels.....2 50 <b>Warsaw.</b> 56-lb dairy in drill bags.....30 28-lb dairy in drill bags.....15 <b>Ashton.</b> 56-lb dairy in linen sacks.....60 <b>Higgins.</b> 56-lb dairy in linen sacks.....60 <b>Solar Rock.</b> 56-lb sacks.....24 <b>Common.</b> Granulated Fine.....70 Medium Fine.....70 <b>SOAP.</b> <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 90 Savon.....2 50 White Russian.....2 35 White Cloud, laundry.....6 25 White Cloud, toilet.....3 50 Dusky Diamond, 50 5 oz.....2 10 Dusky Diamond, 50 8 oz.....3 00 Blue India, 100 1/2 lb.....3 00 Kirkline.....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 1/2-lb. bars.....2 50 Doll, 100 10-oz. bars.....3 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.

Whole Sifted.	
Allspice	13
Cassia, China in mats.	25
Cassia, Batavia in bund.	25
Cassia, Saigon in rolls.	32
Cloves, Amboyia	14
Cloves, Zanzibar	12
Mace, Batavia	55
Nutmegs, fancy	60
Nutmegs, No. 1	50
Nutmegs, No. 2	45
Pepper, Singapore, black	11
Pepper, Singapore, white	12
Pepper, shot	12

## Pure Ground in Bulk.

Allspice	15
Cassia, Batavia	30
Cassia, Saigon	40
Cloves, Zanzibar	4
Ginger, African	18
Ginger, Ceylon	18
Ginger, Jamaica	23
Mace, Batavia	75
Mustard	12@18
Nutmegs	40@0
Pepper, Sing. black	12
Pepper, Sing. white	20
Pepper, Cayenne	20
Sage	15

## SYRUPS.

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

## STARCH.

Kingsford's Corn.	
40 1-lb packages	6
20 1-lb packages	6 1/2
Kingsford's Silver Gloss.	
40 1-lb packages	6 1/2
6-lb boxes	7
Diamond.	
64 10c packages	5 00
64 5c packages	5 00
32 10c and 64 5c packages	5 00

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

## Common Corn.

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

## Common Gloss.

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

## STOVE POLISH.

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

## SUGAR.

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

Domino	5 94
Cut Loaf	5 94
Crushed	5 94
Cubes	5 75
Powdered	5 75
XXXX Powdered	5 81
Granulated in bbls.	5 60
Granulated in bags	5 50
Fine Granulated	5 50
Extra Fine Granulated	5 63
Extra Coarse Granulated	5 61
Mould A	5 75
Diamond Confection	5 50
Confection Standard A	5 38
No. 1	5 19
No. 2	5 19
No. 3	5 19
No. 4	5 19
No. 5	5 13
No. 6	5 06
No. 7	4 94
No. 8	4 81
No. 9	4 75
No. 10	4 69
No. 11	4 63
No. 12	4 63
No. 13	4 50
No. 14	4 44
No. 15	4 38
No. 16	4 38

## TOBACCOS.

## Cigars.

Clark-Jewell-Wells Co.'s brand.	
New Brick	33 00
H. & P. Drug Co.'s brand.	
Quintette	35 00
G. J. Johnson Cigar Co.'s brand.	



## S. C. W.

## Ruhe Bros. Co.'s Brands.

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

## TABLE SAUCES.

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

## VINEGAR.

Malt White Wine, 40 grain	7
Malt White Wine, 80 grain	10
Pure Cider, Genesee	11
Pure Cider, Robinson	11

## WICKING.

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

## Crackers.

The National Biscuit Co. quotes as follows:

## Butter.

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

## Soda.

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

## Oyster.

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

## SWEET GOODS—Boxes.

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

## Oils.

Barrels.	
Eocene	@11 1/2
XXX W. Mich. Hdt	@9 1/2
W W Michigan	@8 3/4
Diamond White	@7 3/4
D. S. Gas	@9
Deo. Naptha	@7
Cylinder	@25
Engine	@21
Black winter	@8

## Candies.

## Stick Candy.

Standard	6 1/2 @ 7
Standard H. H.	6 1/2 @ 7
Standard Twist	6 @ 8
Cut Loaf	@ 8 1/2
Jumbo, 32 lb	@ 6 1/2
Extra H. H.	@ 8 1/2
Boston Cream	@10

## Mixed Candy.

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

## Fancy—in Bulk.

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

## Fancy—in 5 lb. Boxes.

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

## Caramels.

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

## Fruits.

## Oranges.

Late Valencias	@3 25
----------------	-------

## Lemons.

Strictly choice 300s.	@6 00
Strictly choice 300s.	@6 00
Fancy 300s or 300s.	@7 00
Ex. Fancy 300s	@
Ex. Fancy 300s	@

## Bananas.

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

## Foreign Dried Fruits.

Figs.	
Choice, 10 lb boxes	@
Extra choice, 14 lb boxes	@
Fancy, 12 lb boxes	@ 15
Imperial Mikados, 18 lb boxes	@
Pulled, 6 lb boxes	@
Naturals, in bags	@ 7

## Dates.

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

## Nuts.

Almonds, Tarragona	@14
Almonds, Ivaca	@
Almonds, California, soft shelled	@13
Brazils new	@ 8
Filberts	@11
Walnuts, Grenoble	@14
Walnuts, Calif No. 1	@12
Walnuts, soft shelled	@
Calif.	@
Table Nuts, fancy	@11
Table Nuts, choice	@10
Pecans, Med.	@ 8
Pecans, Ex. Large	@10
Pecans, Jumbos	@12
Hickory Nuts per bu.	@10
Ohio, new	@10
Cocoanuts, full sacks	@3 50
Peanuts.	
Fancy, H. P. S.	@ 7
Fancy, H. P., Flags	@ 7
Roasted	@ 7
Choice, H. P., Extras	@ 4 1/2
Choice, H. P., Extras	@ 4 1/2
Roasted	@ 5 1/2

## Grains and Feedstuffs

## Wheat.

Wheat	60
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## Winter Wheat Flour.

Local Brands.	
Patents	4 00
Second Patent	3 50
Straight	3 30
Clear	3 00
Graham	3 30
Buckwheat	4 00
Rye	3 25

## Subject to usual cash discount.

Flour in bbls., 25c per bbl. additional.	
Ball-Barnhart-Putman's Brand	
Diamond, 1/2s.	3 50
Diamond, 1/4s.	3 50
Diamond, 1/8s.	3 50
Worden Grocer Co.'s Brand.	
Quaker, 1/2s.	3 45
Quaker, 1/4s.	3 45
Quaker, 1/8s.	3 45

## Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.	
Pillsbury's Best 1/2s.	4 50
Pillsbury's Best 1/4s.	4 40
Pillsbury's Best 1/8s.	4 30
Pillsbury's Best 1/4s paper.	4 30
Pillsbury's Best 1/8s paper.	4 30
Ball-Barnhart-Putman's Brand.	



## Clark-Jewell-Wells Co.'s Brand.

Duluth Imperial, 1/2s.	4 50
Duluth Imperial, 1/4s.	4 40
Duluth Imperial, 1/8s.	4 30
Lemon & Wheeler Co.'s Brand.	
Gold Medal 1/2s.	4 30
Gold Medal 1/4s.	4 20
Gold Medal 1/8s.	4 10
Parisian, 1/2s.	4 30
Parisian, 1/4s.	4 20
Parisian, 1/8s.	4 10

## Olney &amp; Judson's Brand.

Ceresota, 1/2s.	4 50
Ceresota, 1/4s.	4 40
Ceresota, 1/8s.	4 30
Worden Grocer Co.'s Brand.	
Laurel, 1/2s.	4 2
Laurel, 1/4s.	4 10
Laurel, 1/8s.	4 00

## Meal.

Bolted	1 90
Granulated	2 10

## Feed and Millstuffs.

St. Car Feed, screened	16 00
No. 1 Corn and Oats	15 50
Unbolted Corn Meal	14 50
Winter Wheat Bran	12 00
Winter Wheat Middlings	14 00
Screenings	15 00

## Corn.

Car lots	33 1/2
Less than car lots	35

## Oats.

Car lots	25
Car lots, clipped	27
Less than car lots	29

## Hay.

No. 1 Timothy car lots	8 50
No. 1 Timothy ton lots	9 00

## Fish and Oysters

## Fresh Fish.

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

## Oysters in Cans.

F. H. Counts	@ 35
F. J. D. Selects	@ 28
Selects	@ 25
F. J. Standards	@ 25
Anchors	@ 22
Standards	@ 20

## Bulk.

Counts	1 75
A Selects	1 65
Selects	1 35
Anchor Standards	1 15
Standards	1 10
Clams	1 25

## Shell Goods.

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

## Provisions.

Swift & Company quote as follows:

## Barreled Pork.



## Shoes and Leather

### How Far Ten Dollars Went.

This is the economical time of year the woman whose feet are of narrow width and short length (paradoxical perfections demanded by the bargain counter) can get a great deal of pretty footgear for a \$5 bill. Listen to this true story of a young woman who went into a shoe store a day or two ago to spend \$10. She had slated herself to spend that particular \$10 on footgear, although she would much rather have saved some of it for gloves and books and sweetmeats. But she needed the shoes. One can not wear short skirts, dance and walk, play golf and tennis and ride a wheel without displaying one's feet, and the very exercises which make feet conspicuous are the ones which make shoes shabby quickly. The young woman wanted a pair of canvas shoes and a pair of tan ties, a pair of black ties, and, if by chance enough of the \$10 remained, a pair of fancy slippers.

This is what she bought: Two pairs of canvas shoes, one to wear with her white pique gown, of white canvas with white kid tips and strips of white kid around the top, on either side of the instep, etc., dainty high heel and white laces; the other of dark blue canvas with tip and trimmings of patent leather and a low heel. These shoes were fifty cents a pair. They had been (and would be still if wanted in other sizes or widths) reduced from \$2.50 and \$3.

A high shoe of tan leather with pointed toe (the rounded point of this season) and five large buttons was sold for 75 cents, reduced from \$3 or \$3.50. As a matter of fact, the customer did not enquire what the original prices of these bargains were. She examined the shoes and, knowing something of the makes and worth of footgear, experienced a mild bewilderment at the idea of getting them at such a price.

The black ties were of French kid with high heels and pointed patent leather toe. These cost the princely sum of \$1, and the purchaser almost turned them inside out in her endeavor to see what was the flaw that caused them to be sold at such a price. But the clerk said there was no flaw, none of them were even soiled.

They were samples and odd sizes, and all of the better grade of shoes. No so-called cheap makes were included in the lot. When the customer came to the slippers she "plunged" recklessly. They were \$1 a pair, and the girl who loves pretty slippers knows what a pitiful sum that is with which to attempt to buy dainty footwear.

There were black satin slippers with break-neck heels and fairy-like toes, satins of all tints, with and without bows and rosettes and buckles, sandals with one strap, ties of zuede and slippers of patent leather and of black kid, with beaded and jetted toes. The young woman thought that even a centipede could afford to be extravagant at such prices, and straightway bought almost as many pairs of slippers as a centipede would need for a dozen balls. And then, as if to illustrate the unreasonableness of the feminine mind, she soliloquized plaintively all the way home because there was quite a hole in that \$10 after all.

### Proper Profits and How to Maintain Them.

Hawkeye in Boots and Shoes Weekly.

In my humble opinion it is an impossibility for any merchant to confine himself strictly to a certain rule for placing a proper profit on his stock. One of the most popular of these rules is to sell your entire line at a fixed per cent. of profit and advertise the fact. I do not believe this to be a safe rule for a dealer carrying a general line, as he must sacrifice his profit on the higher-priced goods in order to adhere to his rule. He can't raise the per cent. of profit very high, for if he does the staples will surely stay on the shelf.

Someone may say, "Yes, but you must remember that this is the day of

specialties," and very few general lines are found outside of smaller towns, where their line is almost wholly staple."

This is, no doubt, the opinion of a great many experienced shoe men and to a certain extent may be true, but it does not necessarily follow that it should be true in the slightest degree. Never having had experience in large shoe stores in cities, I will be compelled to confine myself to my opinion as to how a stock of shoes, comprising a general line in smaller towns, should be marked and sold and how the proper profit can be maintained.

The staple lines should be marked in plain figures at a profit of from fifteen to twenty-five per cent., and should in every instance be sold at the marked price.

The better goods I would sell at an average profit of 33 1/2 per cent., the profit depending, in each instance, on the value the buyer had secured in each particular shoe.

I will now give you a plan, which I do not advance as a theory, but as one which has been thoroughly tested to the writer's satisfaction by personal experience. The gist of the matter is that I would maintain proper profits by carrying goods that my proverbially timid country competitor would not carry, to wit, a good strong line of first class shoes. I would secure the very strongest and best lines in the country and advertise the fact well to the trade. I would then write "Quality," instead of "Shoddy," on my banner, and unfurl it boldly to the shoe world.

If the lines you select possess real merit, you can build a substantial trade and always maintain your proper profits without fear of competition and "cut-price" sales on shoddy footwear. By maintaining your proper profits on your better goods you will be in much better position to sell your staple goods at a closer margin than your competitor. You also acquire a priceless reputation for handling only reliable shoes.

### He Was Excused.

The teacher of a city school received the following note explaining the absence of one of her pupils the day before:

"Plese excooze Henry for absents yesterday. Him and me got a chance at a ride to a funeral in a charrige, and I let him stay to home, as he had never rode in a charrige an' never went to a funeral, nor had many other pleasures. So please excooze."

If you praise a man to his wife you will usually notice a look of surprise on her face.

## FOLDING TABLE



CASH WITH ORDER.



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



## BOSTON RUBBER SHOE CO.'S RUBBERS

The CHEAPEST in the world, because they are the BEST.

Order now. You need Rubbers every day.

All styles, widths and sizes in stock.

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



## Boys' and Youths' Misses' and Children's SHOES

Our Specialty

**HIRTH, KRAUSE & CO.,**

16 AND 18 SOUTH IONIA ST.,

GRAND RAPIDS, MICH.

## HEROLD-BERTSCH SHOE CO.

MANUFACTURERS AND JOBBERS OF

## GOOD SHOES

AGENTS FOR

**WALES-GOODYEAR AND CONNECTICUT RUBBERS**

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

5 AND 7 PEARL ST.,

GRAND RAPIDS, MICH.

## 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.



### Judging a Competitor.

I remember an experience I once had with a shoe dealer that taught me the lesson that an outside person could judge much better of the value of merchandise when comparing two stores than a more experienced but prejudiced person. A certain shoe dealer had a competitor who began a very remarkable special sale of shoes, combining many kinds all at one price. I suggested to the shoe dealer whom I was serving that he send around and investigate what his competitor was doing, as I believed the competitor was selling much better shoes than he was. This was done the next day and the result of the purchase was shown to me to prove that my shoe dealer had much better goods at the regular price in stock than the competitor was selling at his special sale. It struck me that there was something very queer about this, so I investigated personally, making several purchases, which I brought back to the store for comparison. To make a long story short, the person who had been sent to buy the goods in the first place had probably imagined that he could make a point in his favor in the eyes of the proprietor by proving that his goods were better than what the competitor was selling and for that purpose picked out the most undesirable pair of shoes he could possibly find. This, of course, made my shoe dealer's heart beat with joy, but it fooled him in regard to what his competitor was doing. An investigation of this kind is dangerous. Don't be too eager to depend upon what is told you in regard to your competitor unless you are absolutely certain that the person who gave you the information is both truthful and unprejudiced. It's strange, but nevertheless true, that nearly every merchant has wrong notions of his competitor's ability and business, not because correct notions can not be secured, but because the competitor's business is nearly always looked at from a prejudiced standpoint. Be careful that everything you do is not rated above par, while you are rating everything that your competitor does below par.—Charles F. Jones in Printers' Ink.

### Don't Misrepresent Shoes.

How many retailers who read this department week after week still think it a good point to misrepresent the shoes of their competitors to customers and to vilify them whenever opportunity affords. How many still mistakenly think it will help to build up their stores by making permanent customers of those they gossip with in this manner. But a retailer of this type, as has been said here before, is not wise even to dream that he can build up his own trade by hinting or suggesting that all other retailers are ignorant or incompetent; that their shoes are not Laird-Schober's, but only second rate in price or quality, and that he alone is the one who knows his business and tries to please his customers. For manifestly such talk to one's customers is an insult to their intelligence. Bluffs of that order are, however, never likely to work. That is proved by experience. A retailer who keeps a store on a well-traveled street in Philadelphia recently endeavored to persuade a customer that a fine grade of women's shoes made in Rochester, N. Y., and that had a world wide reputation for excellence, were so inferior that he refused to handle them at all. But he didn't succeed in making his customer believe him, for she had worn

that make before and knew of their excellence. So that his attempt to palm off something "just as good and better" on her failed ignominiously and worked like a wet blanket, for it threw distrust on his shoes and on his methods of doing business.

A shoe dealer who sells a brand of school shoes that he calls a particular name and advertises as the best wearing shoes sold recently put rather a novel exhibit in his show window. He had the bottom of one-half of his window covered with sandpaper. Then he got two little colored boys and put a new pair of shoes on each of them, put them in the window and set them to dancing on the sandpaper. Every few minutes one of them would stop and hold up the bottom of the shoe he was wearing to show how well they stood the racket. The retailer had several large signs hung up in the window calling attention to the merit of that particular brand of school shoes this fall, and lays it all to what he calls his "demonstration of their wearing qualities."

### How to Learn About Women.

"The only way for a man to learn all about women is to get married."  
"And study the ways of his wife, eh?"  
"Naw. Listen to what she tells him about the other women."

Enjoy life while you're single—for when you get married it is everlastingly too late.

### 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.

## RUBEROID READY ROOFING

All ready to lay. Needs no painting for two years.

Is odorless, absolutely waterproof, will resist fire and the action of acids. Can be used over shingles of steep roofs, or is suitable for flat roofs. Will outlast tin or iron and is very much cheaper.

Try our pure

## ASPHALT PAINT

For coating tin, iron or ready roofs. Write for prices.

**H. M. REYNOLDS & SON,**  
Grand Rapids Office, Louis and Campau Sts.  
Detroit Office, Foot of First St.



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.**



## ACETYLENE GAS

WHAT IT IS AND HOW TO GET IT

It is the finest and best-known illuminant in the world to-day, and to get it buy the celebrated

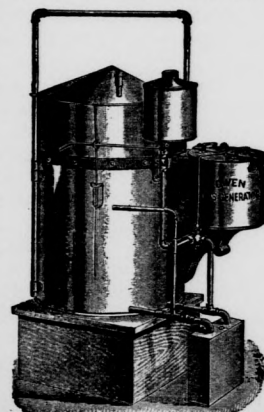
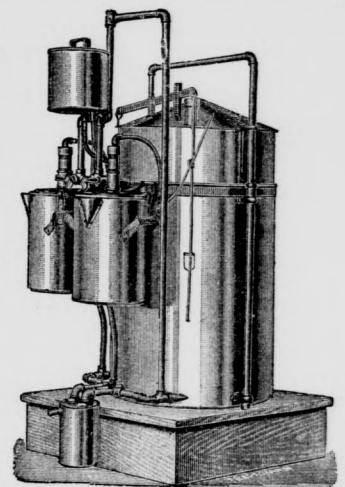
## BUFFINGTON GAS MACHINE

We do not claim to have the cheapest machine, but we do claim that we have the best, as thousands who are using it will say. We carry a large supply of **CALCIUM CARBIDE** in stock and can fill all orders promptly. Write us if you want to improve your light and we will furnish you estimates.

**MICHIGAN & OHIO ACETYLENE GAS CO., Ltd, Jackson, Mich.**

**DON'T DO ANYTHING  
REGARDING YOUR LIGHTING  
TILL YOU HEAR FROM US—  
THE "KOPF" ACETYLENE  
GENERATOR  
MAKES GAS  
CHEAPER THAN OIL**

WRITE FOR CATALOGUE AND PRICES  
**M. B. WHEELER ELECTRIC CO.,**  
MANUFACTURERS,  
99 OTTAWA ST., GRAND RAPIDS, MICH.  
AGENTS WANTED FOR UNOCCUPIED TERRITORY.



## THE OWEN ACETYLENE GAS GENERATOR

Greenville, June 17, 1898.  
Geo. F. Owen & Co.,  
Gentlemen—In answer to yours of the 15th, would say that the gas plant put in our county house by you is working to our entire satisfaction. The light is soft and abundant. Our Keeper is more than pleased with it. We think it just the thing for buildings of this kind.  
J. P. SHOEMAKER,  
Supt. Poor.

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



### They Keep the Pot a-B'ilin'.

I kind o' like to see 'em come,  
They look so mighty smilin',  
They sort o' 'liven up the town,  
And keep the pot a-b'ilin';  
The landlord hurries in an' out,  
An' has a brisker walk,  
An' all the loafers stan' about  
An' grin to hear 'em talk.

They ask the merchant o' his health,  
An' if the trade is pleasin',  
An' take an' shake his hand as if  
They'd never leave off squeezin';  
An' then, with grip a-standin' nigh,  
A tradin' an' a-tyin',  
The merchant vows the goods are high,  
But still he can't help buyin'.

An' if there's any news a-shore,  
They're sure to bring it to ye;  
An' when they meet ye in the store,  
They act as if they knew ye;  
I tell us like to see 'em come,  
It sets us all a-smilin';  
Because they 'liven up the town,  
An' keep the pot a-b'ilin'.

FLORENCE JOSEPHINE BOYCE.

### OLD-TIME BANKING.

#### How State Banks Have Increased—Private Currency Issues.

The August summary of commerce and finance of the United States contains some interesting statistical tables relating to state banks from the foundation of the Government. From this source it appears that in 1792 there were eleven state banks doing business, with a total capital of \$8,935,000. In 1801 the number had increased to thirty-two, in 1811 to eighty-eight, in 1815 to 208, and thereafter the increase was rapid and steady until 1860, when the total was 1,562, and then there was a sudden drop to 349 in 1865. The total number now is estimated at 3,875, with a total capital of \$229,046,975 and deposits aggregating \$702,226,765.

Michigan makes her first appearance on the list in 1830, with one bank with a capital of \$100,000. It may be stated, however, that at a still earlier date a bank was started in Michigan. Governor Hull, the first of the territorial governors and the same who surrendered Detroit to the British in the war of 1812, was one of the promoters in the enterprise. It lived long enough to issue considerable paper money for circulation in the Eastern States and then it went by the boards, Congress having failed to authorize its establishment. In 1834 the number of banks had increased to eight, with \$658,980 capital, \$636,676 circulation and loans and discounts exceeding \$1,000,000. In 1837, the first year of Michigan's statehood, there were eleven banks with \$1,400,000 capital, \$1,350,325 circulation, over \$2,000,000 deposits and nearly \$3,000,000 loans and discounts. Those were boom days in Michigan, the days of the wild-cat bank, when a man with a printing press and an iron-clad cheek could go into the banking business on his own account in any little clearing in the woods or cross road settlement he might select as the site for his operations. The boom continued and in 1839 the banks had increased to twenty-eight, with \$3,000,000 capital and \$969,000 circulation, and then the balloon was punctured. In 1840 there were only ten banks, in 1841 the number was still further reduced to four and in 1843 there were only two, with a total capital of \$428,700. In the subsequent years there was a slight rally, but in 1848 only one was left, and that had a capital of \$139,450, circulation \$220,901, deposits \$65,981 and loans and discounts \$170,231. Business picked up somewhat in subsequent years and the number of banks increased to five in 1850 and seven in 1854 and then dropped back to four, with a capital of \$455,465, and it so continued, with slight change, until the war opened. The records do not show that Michigan had any State banks

during the war, but we enter the list again in 1868 with one \$100,000 bank. This was increased to two \$100,000 banks a year later, to six in 1870 and fifteen in 1871, and thereafter the increase was regular, each year finding more banks in the field than the preceding year, until 1885, when there were forty-four, with \$3,494,170 capital. In 1887 the number had increased to sixty-one and a year later it dropped to thirty-one, rose to forty-one in 1892 and then suddenly jumped to 159 in 1895, with \$12,102,953 capital. The number in 1897 is given at 179, with \$12,096,609 capital, nearly \$70,000,000 deposits and loans and discounts exceeding \$37,000,000. Although some of the other states maintained their state bank circulation in spite of the Government tax of 10 per cent., the Michigan banks went out of the circulation business early in the game, and no figures are given showing that they carried any after the war.

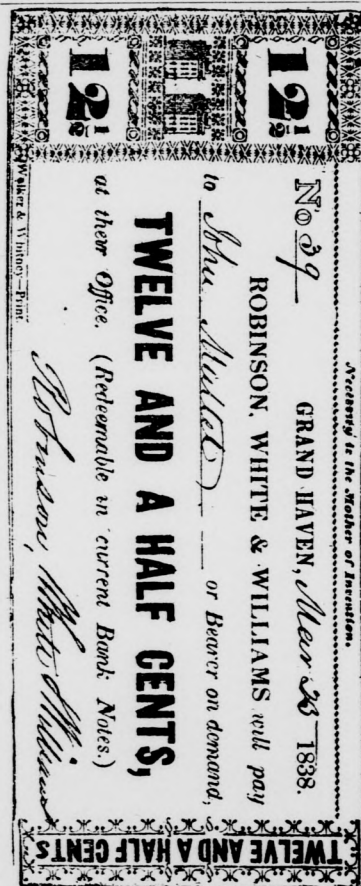
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Peter White, of Marquette, has been indulging in some financial reminiscences. In the early days in the Upper Peninsula—in the days just before the war money was scarce in that section, and especially in the winter months when the only method of reaching the outer world was overland by stage or on snowshoes—to meet the necessities of the occasion, the big mining companies issued a sort of scrip in the form of drafts on Buffalo, Boston and New York in amounts of \$25 and less, and these drafts circulated as money and were accepted as such for wages and trade. This continued several years after the 10 per cent. tax on circulation had been imposed by the Government and then a sudden and emphatic stop was put to it all. A Government agent dropped into Marquette one day to look up this financial question, with a view to collecting the accumulated tax. Mr. White had handled, as near as he could figure it, something like \$12,000,000 of this scrip and the Government agent calmly handed him a bill for \$1,200,000 as the amount due him. When the bill was presented, Mr. White was a member of the State Legislature and he asked that the immediate collection might be deferred until he could go to Washington to see about it. He went to Washington and, after a season of earnest and energetic lobbying, secured the passage of a relief act, which saved him the penalty. The mining scrip was called "iron money" and it served its purpose until the railroads came in and made legitimate financing possible, and then all the old drafts or notes were called in and paid dollar for dollar, except one or two of the smaller issues.

\* \* \*

It is possible some of the older residents of this city can recall substitutes for cold cash which passed current in this vicinity. C. C. Comstock used scrip in the payment of his workmen during the hard times of 1873 and more or less of this paper money was circulated about town in business circles. It was by means of this scrip that Mr. Comstock was enabled to pull through a season of distress and keep his factory running. During war times, also, token money of brass and copper was used bearing the business card of the merchants and manufacturers issuing it and who were expected to redeem it. Several of the Grand Rapids business men issued this token money and the tokens passed for cent pieces even down into the '70s, but they have long since become curiosities.

Among the scrip used by business houses, the Tradesman has come into possession of a well-preserved sample, of which the following is a facsimile representation:



In referring to this issue the late Thos. D. Gilbert once remarked: "Our only silver coins prior to 1840 were from the Spanish mint. The Spanish coins were the dollar, halves, quarters, eighths and sixteenths. This note is an eighth of a dollar, or 12½ cents, and was, undoubtedly, redeemed with Spanish money. When silver was discovered in this country, and our Government began its coinage, Spanish money began to disappear and finally passed out of circulation."

Whenever you meet a man who thinks he knows it all, it's ten to one that he isn't married.

### 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.

**HOTEL FOR SALE OR RENT**—THREE-story building. For particulars address John Lenhard, Clarksville, Mich. 717

**FOR SALE OR RENT**—STORE AND DWELLING combined, at McCord Station, on D. G. R. & W. R. Railroad; good well in house, ci tern, new horse barn, etc. Store finished ready for goods. An excellent point for business. Price, \$500—a bargain. Address Dr. L. E. Haskin, McCord, Mich. 714

**WANTED**—A FEW COUNTERS AND SHOW CASES used, but in good condition. Address No. 719, care Michigan Tradesman 719

**FOR SALE OR RENT**—COMFORTABLE NINE room house and barn at 44 Pleasant avenue, oppos to beautiful grove. Good cellar. Flies cistern. Will sell cheap on easy terms or rent for \$10 per month until spring. N. G. R. Hards, 24 Kellogg St., Grand Rapids. 718

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

**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

**FOR SALE**—A FINE SELECTED STOCK OF shoes, rubbers, etc.; best town in the State; stock all low rent; sp. end open'g. Reason for selling, other business. Address Box 95, Fenton Mich. 710

**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 \$8,000. Hustling 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, FIXTURES, delivery wagons, horses and building owned by the late A. Rasch. 122 Canal street. Address Robt. Rasch, Claremont Hotel, Grand Rapids. 708

**FOR SALE**—ALMOST NEW DAUGHTERY typewriter, for \$30 cash—\$5 with order, balance C. O. D. Cost \$35 when new. Perfect work guaranteed. L. A. Ely, Alma, Mich. 702

**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

**FOR SALE**—NEW GENERAL STOCK A splendid farming country. No trades. Address No. 60, care Michigan Tradesman 680

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

**FOR SALE**—DRUG, BOOK AND STATIONERY stock, invoicing \$450, 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, \$29 per month. Living rooms in connection. Address No. 668, care Michigan Tradesman. 668

**FOR SALE**—FURNITURE AND UNDERTAKING business in the most enterprising town in Northwestern 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 rent d Grand Rapids property. Address No. 552, care Michigan Tradesman. 552

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

#### COUNTRY PRODUCE

**WANTED**—BUTTER, EGGS AND POULTRY; any quantities. Write me. Orrin J. Stone, Kalamazoo, 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. 555

#### FIREPROOF SAFES

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

#### HAY AND OATS

**FOR SALE**—WE WISH YOUR ORDERS AND are in a position to make you satisfactory prices. Please write us. Michigan Produce Co., shippers and wholesale dealers, Lansing, Mich. 716

#### MISCELLANEOUS.

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

**SITUATION WANTED**—A FIRST-CLASS registered pharmacist, graduate; desires position as clerk or manager. References furnished. Address No. 75, care Michigan Tradesman. 715

**WANTED**—A REGISTERED ASSISTANT pharmacist. Give references. Address Salot, care Michigan Tradesman. 713

**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

**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







# 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.**

## An Announcement

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

## Enameline THE MODERN STOVE POLISH PASTE · CAKE OR LIQUID

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

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

## BEST WORK CHEAPEST IN THE END

The maxim "Best work is always the cheapest" applies especially to engraving. In placing his goods before the public, the producer can afford to use only the best illustrations, and this cannot be accomplished unless the printing plate, whether made by zinc-etching, half-tone, wood-engraving or any other process, is perfect in every detail. Many manufacturers pay too little attention to this important feature of their business and, when the illustration does not do justice to the original article, blame the printer when the fault is their own. They may have been influenced by false motives of economy to give their order for the printing plates to the lowest bidder at so much a "square inch." They did not take into consideration that printing from poor plates costs as much as from good ones (and sometimes more); that the postage bill for mailing the printed matter is the same, and that by showing their products to a disadvantage, owing to cheap engravings, they lose in profits many times over what they thought they saved by patronizing the lowest bidder. Our house was one of the first in the West to engage in the production of printing plates, and during an experience covering fifteen years we have kept pace with the times, increased our facilities annually, and are to-day equipped to make plates by every process known to modern art. Our services are at the disposal of all who appreciate that best work is always cheapest in the end.

**TRADESMAN COMPANY, Grand Rapids.**