

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XVI.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 28, 1898.

Number 784

*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.

## Best Quality. Northrop Spices.

One and Inseparable.  
To think of the one is to suggest the other.  
It takes the best to make the best.

**NORTHROP, ROBERTSON & CARRIER**  
LANSING, MICHIGAN.

### Change Your Business Methods



Business methods progress. Business firms that sell and distribute make a smaller margin of profit nowadays than years ago. With a decreased margin of profit, old and wasteful methods cannot be retained. With thoroughly modern methods, two employes in a store should be able to do what used to require four. Are you sure that your methods are modern? Are you sure that they are economical? Are you sure that they are exact? Are you sure that they enable employes to do the most possible work in the least possible time? If you are not sure on these points write for samples of our several styles of coupon books, by means of which the credit transactions of any store can be placed on practically a cash basis. Free for the asking.

**Tradesman Company, Grand Rapids, Mich.**

**WARM UP!  
WARM UP!**

BUY OUR

## AIR-TIGHT HEATERS

THEY DON'T COST MUCH.



We manufacture a full line.  
Write for circular and prices.

**Wm. Brummeler & Sons**  
260 S. Ionia Street,  
Grand Rapids, Michigan.



What Care We for Wind or Weather; Give Us 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.



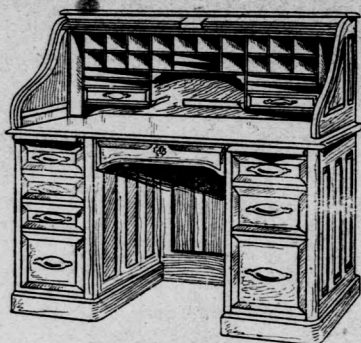
## A DESK FOR YOUR OFFICE

We don't claim to sell "direct from the factory" but do claim that we can sell you at

### Less than the Manufacturer's Cost

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 casted 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.



### SAMPLE FURNITURE CO.

JOBBER OF SAMPLE FURNITURE.

PEARL AND OTTAWA STS.

GRAND RAPIDS, 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

## Perhaps

you want some unique style in printing---something different from others. Let us place you with thousands of other satisfied patrons. The price of good printing must be higher if you count quality but be careful where you go for good printing---get quality.

**Tradesman Company,**  
Grand Rapids.

## 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.



## 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.

## 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.



# MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 28, 1898.

Number 784

## 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 to \$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.  
J. W. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

**Commercial Credit Co. Ltd.**  
Private Credit Advances  
Collections and Commercial Litigation  
GRAND RAPIDS, MICH.  
L. J. STEVENSON, MANAGER AND NOTARY.  
R. J. CLELAND, ATTORNEY.

### THE FORGOTTEN PAST

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

**TRADESMAN COMPANY,**  
GRAND RAPIDS.

### Wherein Women Are Adapted to Drug Store Work.

Appreciating highly the honor of representing my sex in a profession heretofore restricted to, or usurped by, the sterner sex, I wish to state for the benefit of those who have asked my opinion on the subject that I see no reason why a woman is not thoroughly competent to become a pharmacist.

The success which women have attained in the study of medicine is an argument in favor of their ability to succeed in pharmacy as in other professions. There are certain qualifications and attainments that are positively essential, and observation has taught me that youthful experience is, perhaps, of highest importance. I attribute much of whatever success I may have attained to early experience. My own business career began at the age of sixteen.

The pharmacist who is called upon to fill a prescription should be equally as qualified as the physician who writes it, since it frequently happens a wide and comprehensive knowledge is called into requisition to prevent mistakes that might prove fatal in effect. The necessity, therefore, is obvious for a thorough course of training, and a period of four years at least, in my judgment, should be devoted to study, to be followed by years of experience, if one wishes to become an expert pharmacist. One should be able, upon glancing at a prescription, to perceive at once the medicinal properties and effects of each ingredient, also their combined influences when chemically united, and also a knowledge of the human system and the functions of the different organs, both in healthy and diseased conditions. In order to attain even a moderate degree of proficiency in a profession combining so many branches, there must, of course, be some natural ability.

Experience has taught me that a keen, practical ability for business and an indomitable perseverance, as well as an inexhaustible stock of patience, are fundamental characteristics of a successful pharmacist. It is necessary, also, that the woman who aspires to be a pharmacist should be endowed with physical strength and power of endurance, for she will be expected to serve day and night and Sunday, too, sometimes, with but poor remuneration for the number of hours served.

Strictly temperate habits, in order that the brain may be active and alert at all times, and a cheerful disposition are the qualities in which women have the advantage, and these, perhaps, overbalance in the end the business tact and superior physical strength which are the boasted pride and glory of the other sex.

That the field has been left to the other sex is due to several causes: The drudgery connected with the early stages of clerking, perhaps, has some weight in the matter. Whole days devoted to washing bottles, bottling medicine and opening heavy boxes of goods is not an occupation to be contemplated with zest by the average maiden, although she might exhaust more physical

strength daily on a piece of wood carving with zest and satisfaction. There are but few men who are willing to employ girls and send them out at all hours and to all kinds of places, and that is expected usually of beginners.

Location, too, has some bearing on the subject, as there are neighborhoods in which it would be impossible for a woman to conduct business of this kind successfully. The study of pharmacy affords a broad and interesting field for research, and certainly tends to broaden the view of life, as scarcely a day passes that does not reveal some new and unexpected phase of human nature.

That women should prefer to purchase drugs and consult with one of their own sex on matters which have interest for them alone is the most natural thing in the world. A number of well-informed and capable women are now traveling for Eastern drug and sundry houses, and have been very successful. I am sure of not wishing to give offense to any of my worthy sisters by my next remark when I tell them that I am speaking from personal experience. It occasionally happens that physical strength is fearfully tantalizing when it seeks to exert itself overbearingly, but our verbal capacity in such emergencies rarely fails to defeat the enemy.

A word of warning may be in place to that fortunate class known as good-looking girls, which I hope will not dampen the ardor of any young women who wish to sacrifice themselves to the cause. A woman is generally sympathetic, and is made to suffer accordingly. We are told that there is nothing so destructive to beauty as the constant facial expression of emotion, and there is no discharge in this war. A young mother rushes in and tells you excitedly that the medicine you have sold her has saved the baby's life. You beam with sympathetic smiles, seaming your face with upward lines, to be known later on as wrinkles.

Your next customer is a poor old man who tells you in agonizing tones that his gout is unbearable; your face is immediately distorted with lines in the opposite direction, as if you were the real sufferer. Not so with the male clerk; he is polite and obliging, but philosophically casts upon both the mother and the old man the same stereotyped smile and suggests the most expensive remedy known.

The chivalric poet who wrote,

The world was sad,  
The garden was a wild,  
And man, the hermit, sighed  
"Till woman smiled."

I am sure would not have advised the busy lady pharmacist to "smile" in sympathy or from amusement, beaming on every caller at the store—nor yet to destroy her capacity for "smiling" by spoiling her beauty with a constant expression of sympathetic pain on her face. So, I contend that beautiful women can be pharmacists without "spoiling their beauty," either of person, disposition or character.

[Miss] M. C. Dow.

A man's domestic relations seldom trouble him as much as the relation of his domestics.

### The Morning Market.

While the week has been somewhat disappointing to such purchasers as gauged their ideas of prices by those paid for choice varieties of peaches two weeks ago, with those of more reasonable expectations there has been no serious cause for complaint. Buying has been liberal and the prices realized, even for the poorer varieties, have been such as to give good returns. Many orchards have yielded a profit several times the accepted value of the land devoted to the purpose, and even if the profit is brought below 100 per cent. per acre, there is yet enough to meet reasonable expectations.

\*There seems to some disappointment that the large number of buyers whose bidding gave the market such a stimulus last week did not remain longer, but a sufficient reason is to be found in the fact that the season for the choicest varieties was over. This was a fact more easily ascertained by the buyers than by the growers. The unusual number of outside visitors is significant, and can scarcely fail to materialize into even more extended interest another season. A favorable feature of the interest this year was the recognition given to the local buyers and commission men by the visitors. Many pleasant acquaintances were formed which will lead to arrangements for meeting the needs of another year by correspondence. It is certainly most promising for the fruit industry that the increased acreage which is reported in all localities should be accompanied by such an increase in outside market recognition, as well as by arrangements on the part of the transportation companies to furnish the quickest possible service required by the perishable property of this delicate fruit.

While the offerings of peaches continue large, the varieties and qualities indicate that the season is nearly ended. Pears are still in considerable quantity, but the plum season is about ended. As the interest in these fruits subsides, more attention is being given to apples, which are offered in considerable quantities and still continue to bring good prices. The greater interest and excitement attending the peach season casts the more rugged and stable apple into the shade; but the steady demand at good prices is a factor of more importance in the prosperity of many growers, and of the dealers and general trade, than is usually recognized.

The most serious problem just now to the extensive growers is the utilization of the grape crop. While other products are faring so well it seems a decided hardship to offer the choicest varieties at thirty cents per bushel, and then find slow sale. The only remedy that can be suggested is the establishment of an institution for the utilization and preservation of this product, as well as the lower grades of other perishable fruits; and its value in the apple market as well as in the utilization of vegetables would also be great.

It is the little things that count—especially when they come as twins and triplets.



## Dry Goods

### The Dry Goods Market.

**Staple Cottons**—The market for light weights is quiet, although quite steady. Sales on bleached cottons are rather small and the market continues easy, except for leading tickets in low grades, which are firm. Wide sheetings show no change from last report. Denims and other coarse colored cottons are dull and irregular, except for fancy denims for drapery purposes, which are in fair request.

**Dress Goods**—There is a growing belief that lustre fabrics of which mohair is a component part are to play an important role during the season. The advance in the price of mohair makes an advance in goods imperative, but the market is in an unsettled condition at present, as a result of clearing up sales of stocks at low prices. The unsettled condition of the greater part of the market upon fall goods, as a result of the small current demand, is exerting a similar effect upon spring lines, and domestic manufacturers are, as a rule, averse to opening new lines until conditions become more favorable. They recognize that the importer has an extremely limited field in which to operate, being restricted, as he is, to business upon goods that retail at 75c and above, and they are allowing him to show his hand without making any particular effort to secure business themselves. The buyer understands the position of the importer, and much of the latter's poor success so far is due to the fact that buyers are waiting to see domestic lines.

**Trimmings**—The largely increased use of plain dress fabrics this season is resulting in a considerable expansion in the demand for a wide variety of trimmings. Waists, skirts, cloaks and capes of plain cloths are elaborately trimmed with silk applique, jet passementerie, mohair and silk gimps, spangle effects, etc. The trimmings in largest demand at present are jet and silk passementeries, black mohair and silk gimps and spangle effects. The latter are passe abroad, but seem to suit a large part of the trade in this country. The most beautiful trimming upon the market, and the one picked by importers as a leader for next spring is colored silk applique in floral effects. This work is an exact imitation of the richest embroidery and sells at 25c to \$2 per yard. The lower priced goods are made with mercerized cotton, and they are almost as rich in color and luster as the silk goods. The demand for trimmings is hardly as active as the trade anticipated earlier in the season, owing to the large amount of machine braiding and cording done by the suit and cloak trade, and the large use of applique work in the same material as the costume. The best trade will not use this shop work, but the trimmings mentioned are sure to meet an increased demand as the season progresses.

**Cloaks**—The cloak trade is increasing its purchases slightly, although the volume still is nothing like what it should be at this time of the year. They are sticking fairly close to kerseys, although we know of a very large purchase of boucles from stock made by a prominent Western cloak manufacturer this week. Boucles are not considered "good things" by some manufacturers, but the fact that this large cloak house bought outright several hundred pieces of this fabric proves that there is a demand for

it in some sections of the country still.

**Underwear**—In the market for underwear, there is little to be recorded outside of the jobbing trade, but with the jobbers trade has been really lively. Retail buyers have been numerous in town and purchases on fall weights have been in many cases excellent. There are, however, many low grades being sold, but especially better grades that are quoted at bargains. The mills themselves have been in many cases disappointed over this business, having expected to keep their mills running overtime. Some of them will run to the middle of November, but beyond that business is doubtful.

**Hosiery**—Both here and abroad the markets appear to be very firm, and recent advices from Chemnitz state that heavy buyers have made offers for large quantities of staples, at a comparatively small reduction in price, and have been instantly refused. The mills are running full time, and there appears to be no need of looking for business in that way. The sale of fancy hosiery is most marked, and while the fancies are not up to the mark of last year in regard to sales, they are still beyond what many expected a few months ago. It is true, however, that cheap lines are unsalable. Almost every order secured so far includes a fair lot of fancies, which amount to about one-third of the order, to two thirds staple blacks. From numerous interviews which we have had with the retail trade, it does not seem likely that any large or brilliant patterns will be favored by the consumer. Fine stripes, polka dots and similar lines are practically all that sell.

### Uniform Prices for Rubber Boots and Shoes.

The Western Association of Shoe Jobbers, which was organized at Chicago Sept. 8, is now in working order, the following general letter of instructions having been sent to each salesman employed by members of the organization:

We have agreed that on and after September 20 the price of our first quality brands of rubber boots and shoes shall be 25 and 5 per cent. from list prices and 25, 5 and 10 per cent. from list prices on second quality brands, with the exception of the first grade Woonsocket brand and the second grade Rhode Island brand, on which an extra 5 per cent. may be allowed.

This price is absolute and can not be changed under any circumstances. We will not recognize any order which is sent us containing any variation of the above, and we have furthermore agreed that we will not employ any salesman or commission salesman who will, directly or indirectly, violate the above.

This price is binding until November 1, when, as you are already aware, the price will be advanced 5 per cent.; in other words, our selling price after October 31 will be 25 per cent. from list price for first quality brands and 25 and 10 per cent. from list price for second quality brands, with the exception of Woonsocket and Rhode Island brands, on which an extra 5 per cent. may be allowed. The above prices are subject to the following terms: Bills payable Dec. 1, net, 1 per cent. discount being allowed if paid Nov. 10. Interest at the rate of 7 per cent. per annum allowed if bill is paid previous to November 10, from the date of payment to Nov. 10. All bills after Nov. 1 will be net 30 days, or 1 per cent. discount allowed if paid in 10 days.

It is believed that the organization of an Association of this kind will enable the members to prevent the clandestine cutting which has been the curse of the trade for some time and enable the jobbing trade to maintain the narrow margin of profit prescribed by the manufacturers.

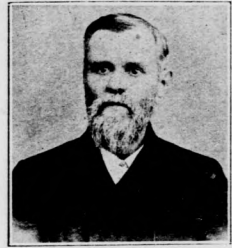
## Knit Skirts



Promise to be very popular this season. We are showing some that are very pretty in Cardinal, Drab and White, with assorted colored stripes, at \$4.50 per dozen; also a very good article at \$2.25 per dozen. In the Flannel patterns we have two excellent values at \$4.50 and \$9.00.

**Wight & Stropolsheimer & Co.**

Wholesale Dry Goods,  
Grand Rapids, 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.



## Spain Is Settling

Dwight's Liquid Bluing  
never will.

Manufactured by

**The Wolverine Spice Co.,**  
Grand Rapids, Mich.

## 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.







## Around the State

### Movements of Merchants.

Dexter—L. L. James has engaged in the clothing business.

Palo—C. H. Mandeville has removed his general stock to Saranac.

Elsie—Frank Weinburg will shortly open a furniture store at this place.

Charlotte—Victor Roblin & Co. have purchased the shoe stock of E. J. Abell.

Port Huron—Michael Bogan has purchased the Frank Tuttle grocery stock.

Rothbury—Farnham & Robbins have engaged in the fruit and produce business.

Jonesville—Smith & Wagar succeed the Hix Hardware Co., not incorporated.

Silverwood—Mr. Waterhouse, of Milington, has opened a meat market at this place.

Oxford—H. H. Howe is succeeded by Elbert O. Bailey in the flour, feed and meat business.

Dexter—A. S. Yost is closing out his stock of crockery and replacing it with a line of dry goods.

Berrien Center—Ford & Patterson succeed Ford & Bay in the agricultural implement business.

Alma—L. Hirschowitz is closing out his stock of dry goods and will engage in business in the West.

Alma—A. J. Dingman has removed his dry goods stock to Hillsdale, where he will engage in business.

Battle Creek—C. F. Russell and L. E. Srackangast, of Kalamazoo, have opened a dry goods store here.

Manton—W. H. Campbell has leased a store building and will open a furniture and undertaking establishment.

Maple Rapids—Frank Redfern and Robert Lane have purchased the harness and implement stock of Bliss & Hewitt.

Mulliken—H. P. French has sold his drug stock to Chas. McConger, who will continue the business at the same location.

Escanaba—Melvin R. Young has purchased the grocery stock of A. H. Rolph and will continue the business at the same location.

Maple Rapids—J. M. Roberts is erecting a brick block, 24x60 feet in dimensions, which he will occupy with a general merchandise stock.

Carson City—B. C. Fasbender has sold his harness stock to L. C. Wilkinson & Son, of Ithaca, who will continue the business at the old stand.

Lansing—John H. Rose has sold his grocery stock to Roswell Mott, who will combine the stock with his stock at the corner of Washington avenue and Kalamazoo street.

Sturgis—Arthur Hibbard, for many years in the employ of C. O. Gardner, dealer in feed and hay, has purchased the later's interest and will continue the business in his own name.

Sault Ste. Marie—The Ferguson Hardware Co. is remodeling its store to a considerable extent. Under the management of Mr. Van Liew the business is making a favorable showing.

Mason—Chas H. Hall has sold his dry goods stock to the Mills Dry Goods Co. Both stores will be continued for a short time until the stocks are sufficiently reduced to occupy the building in which Mr. Hall was formerly located.

Coopersville—R. D. McNaughton, who has been engaged in general trade here for about twenty years, will shortly engage in the same line of business at Honor. Mr. McNaughton's stock of goods was completely destroyed in the recent conflagration at this place.

Belding—J. V. Cabill will open a store in the Huelster block on Pleasant street. Mr. Cabill is the gentleman with whom Z. W. Gooding exchanged his block and warehouse for a farm near Hart some time ago. On arrival here with his goods he found his store occupied and immediately leased one of Mr. Huelster. The new firm will be Cabill & Hudson, Wm. Hudson being the other member, and they will carry a general line including clothing, farm implements, harnesses, vehicles, hardware, etc.

### Manufacturing Matters.

St. Johns—Chas. Reid, of Grand Rapids, has established a shirt factory here.

Kalamazoo—The Star Brass Works has merged its business into a corporation under the same style.

Ypsilanti—The Ypsilanti Dairy Association is considering the project of leasing the Dixboro creamery.

Cadillac—Wm. A. Clay and A. F. Clay have formed a copartnership under the style of Clay Bros. and engaged in the manufacture of furniture specialties.

Tustin—J. H. Dudley, of Fremont, has purchased the sawmill and 480 acres of timber near this place of Truman E. Stevens. The land will yield several million feet of saw logs, a large quantity of hemlock bark and from eight to ten million shingles.

Black River—Alger, Smith & Co. will finish cutting and hauling long timber at this place in a few days. This ends the long timber business that has been actively pushed since 1874. There will be two winters' cutting of short logs to fall back upon and these will be manufactured at this place.

Coldwater—John C. Moore has sold his interest in the meat and grocery business of Miller, Moore & Bidelman to A. A. Howard, who has resigned his position as traveling salesman for the Merrick Thread Co. and retired from the road, in order to take an active part in the management of the business.

Manistique—The Manistique & Northwestern Railway has extended its road to connect with the Munising Railway, making a short cut to Marquette and the West. Manistique being the winter port of the Ann Arbor Railway at the North, the probability of an increased Northwestern freight business via the Manistique & Northwestern Railway and Duluth, South Shore & Atlantic is favorable.

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### Commendation of the Anniversary Issue.

Michigan Bulletin: The Michigan Tradesman has completed its fifteenth year in a most prosperous condition. The Tradesman has been a conspicuous financial success from the start and under the capable management of E. A. Stowe has made itself a necessity to the trade in its chosen field. The anniversary number of the Tradesman was one of the best ever put out by a Michigan publication.

Coopersville Observer: The Michigan Tradesman of this week consists of sixty-four pages and cover. Last week's issue completed its fifteenth year of publication, and this large number was issued to commemorate the event. It is neatly printed and is full of valuable information for the business man, in whose interests it is published. Long may it live!

Blessings are like children; to be appreciated they should be few and far between.

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

### Calling a Spade a Spade.

From the Minneapolis Commercial Bulletin.

The Bulletin is pleased to commend E. A. Stowe, of the Michigan Tradesman, for his successful exposure of bogus commission houses. It speaks well for a trade paper when it shows a willingness to stand in the breach between a shipper of produce and a dishonest commission house. This paper has had experience along this line. It has probably successfully attacked more fraudulent commission houses than any paper in the United States. In every instance where fraud has been alleged the charge has been sustained. And it has made the fight single-handed, and with scarcely a word of commendation from the rank and file of the commission house trade. A few houses whose names stand out clear on lines of honest dealing have expressed their gratification to the Bulletin in appreciation of the fact that there is a paper in the Northwest field that, no matter what the line, is not afraid to call a spade a spade.

And so we are pleased to see the Michigan Tradesman fall into the line of unraveling some of the hard knots of business. These are not pleasant duties, but they are duties just the same, and they should be performed without flinching. There are a few trade papers which have sufficient courage to do this.

And why shouldn't it be done? Why should the country shipper be left in complete ignorance of the trap some dishonest commission merchant sets for him? The Bulletin is pleased to feel that it has done a good deal to purge the Northwest field of several of these houses. Brazen practices have been curtailed. It is not necessary to transact business with a fraudulent commission house.

There should be more trade papers willing to take up the cudgel for honest commission business. There are several cities that need attention along this line. The Bulletin ventures the assertion that no cities in the country have cleaner produce commission records of late years than Minneapolis and St. Paul.

### The Square Butter Box.

From the New York Produce Review.

For some time past the square box question as a butter package has been kept rather in the shade. During the summer months, under the belief that some export business would be done, a number of the Western creameries used the box. Perhaps the most of these were on contract with shippers, and part of the stock was sent abroad from week to week, but several thousand of the boxes were put in the freezers hoping that a better demand for them would develop later. But our market has kept just enough above the English market all the season to prevent much export business, and these goods were carried along until some holders became tired and sought to find an outlet, even although the stock had to be sold at a price that showed very little if any profit for carrying. Recently about 2,500

boxes of the summer-packed creamery have been sold here at 17½@18½c, most of which is now being shipped.

The results of this season's experience show conclusively that without an export demand the square box is an unprofitable package. It certainly has some points which commend it to home trade buyers, but thus far they do not take kindly to it, the 60 pound Welsh tub being recognized as the standard of our market and claiming most of the demand. These conditions may change as time passes, but we are fully convinced that for the next few years boxes should be used only under the instruction of the selling agent here, or on contracts with exporters.

### Risking Your Tea Trade.

From the Philadelphia Grocery World.

The grocers who answered the question as to their method of getting square with the tea duty seemed to agree in the conclusion that they would advance their price to consumers as soon as their spot stock was exhausted, provided their competitors did. Probably all the grocers in the given town feel the same way—"We will go up if you will; if you don't we can't."

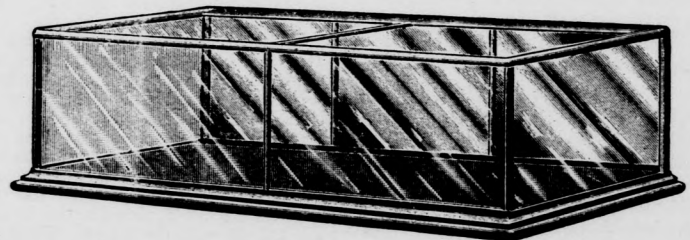
That it would be the worst sort of a mistake to risk your tea trade by selling a poorer grade for the same money is not a matter of opinion. After you have a customer suited it is suicidal to your relations with him to tamper with the tea he is getting to the slightest degree.

If we were a grocer in a town where there are several, every one of whom will have eventually to face this problem, we should go to each, if the town weren't too large, and we should talk to them like this: "See here, you value your tea trade; so do I. Neither of us wants to lower the grade of tea he is giving for 50 or 60 or 75 cents; certainly neither of us wants to take the extra 10 cents out of his own pocket. The logical way is to advance the price to the consumer, but unless everybody does it, nobody can. Will you do it?" The grocer who would refuse to enter an agreement like this, if properly presented, would be a strange creature. Probably not one would refuse. But somebody has to start such things.

### The Licorice Root of Commerce.

We are still told in books and pharmaceutical journals that the licorice of commerce is the product of a plant "grown in the north of Spain," but we won't be obliged to use "Spanish licorice" very shortly. A lawsuit in the English courts recently reported has revealed the fact that licorice is now very extensively cultivated on both banks of the River Jagus, in Mesopotamia, in the neighborhood of Coote and Bagdad. We learn that during the licorice digging season there, beginning in November and lasting about three months, no less than about 4,000 Arabs are employed at the work. The larger part of the product is disposed of in the United States.

## BRYAN SHOW CASE WORKS



Manufacturers of

Display Cases Specially Designed for Any Kind of Merchandise

Catalogue and Prices very Attractive.

BRYAN, OHIO



## Grand Rapids Gossip

Posser & Carey have opened a grocery store at Charlevoix, the stock being furnished by the Ball-Barnhart-Putman Co.

S. A. Catlin will shortly engage in the hardware business at Montague. Foster, Stevens & Co. will furnish the stock.

David Gillespie has opened a grocery store at 62 Ellsworth avenue. The Musselman Grocer Co. furnished the stock.

M. Ludlow, of Greenville, dealer in flour and feed, has added a line of groceries. The Clark-Jewell-Wells Co. has the order for the stock.

A. C. Muzzall, of Coopersville, and E. L. Marvin, of Grand Rapids, have formed a copartnership and engaged in the grocery business at the former place. The Worden Grocer Co. furnished the stock.

Geo. Stander and Wm. Allgier, who conducted a retail grocery store at 220 Plainfield avenue under the style of Stander & Allgier, have dissolved. Mr. Allgier has formed a copartnership with Samuel C. Mead, and the business will be continued at the same location under the style of Allgier & Mead.

### The Grocery Market.

**Sugar**—Raws have declined, due to the increased arrivals from Java and Cuba, and a corresponding decline was made in all refined grades Wednesday, when Nos. 4 and 5 were marked down 3-16c and the remainder of the list 1/8c. After October opens and the preserving demand falls off, the refined market may further decline. This year's consumptive demand for granulated sugar has been exceedingly disappointing. All told, it has probably not been over half what was expected, and already shows a sharp decline from week to week.

**Tea**—The Japan market is advancing, but domestic markets are without change. The looked-for second picking of this year's Japan crop is arriving in small quantities, nothing as much in volume as that of a year ago. Nor is it expected that the receipts this year will be as large as those of last year. The high war tax on tea has greatly decreased the probable import of tea. Everything in this country will have to be cleaned up before the new teas will come in, and it looks as though there is a great deal more of this stock in the country than was supposed.

**Coffee**—Crop advices from Brazil are unfavorable for the flowering, and the crop movement has been more or less retarded. The market for mild coffee has been firm.

**Canned Goods**—The tomato market is not as firm as that of corn, for the reason that the length of the season is more indefinite, and, therefore, the total pack may or may not be large. If frost shall come early there may not be enough stock to supply the demand, but if it shall hold off until late, the pack will doubtless be abundant. Packers are now taking few orders for any considerable time ahead, fearing that a frost may leave them short. The pack of Southern peaches is reported considerably short, and the packers of the South have had to go North for fruit to fill their contracts.

**Dried Fruits**—All lines are firm and tending higher, especially West coast goods. The Raisin Growers' Associa-

tion has quoted prices on new raisins, which are considerably higher than the prices of a year ago, although not high, as raisins have been selling at too low figures. The Association is inclined to deal with the situation as if there was no doubt of its ability to control the price, even in the face of what now promises to be the largest raisin crop the coast has ever produced.

**Provisions**—The provision market continues about steady, but the trade look for lower prices on account of smaller demand and the opening of the winter packing season. As yet, however, the supply has not been sufficient to change prices. The demand continues good, due, probably, to the low prices. Lard is selling the best of the list.

**Syrup and Molasses**—There has been a fair trade in mixed syrup, at unchanged prices, but outside of this no activity at all. Sugar syrup is unchanged and dull. The demand for molasses is very small, although it should be better at this season. Prices are unchanged.

**Cheese**—Receipts are now in very fine condition and of superior quality. There is quite an active demand, on account of the higher price asked for earlier-made cheese, which is selling at prices very close to the best. Prospects point to still higher prices.

**Nuts**—Reports from the South state that, in addition to the failure of the crop in Texas, there is almost a total failure in Louisiana, Mississippi and the Indian Territory, and as nearly the entire crop of fine nuts comes from these States, there will undoubtedly be a great scarcity of pecans for the holiday trade. There are a few grown in Western Missouri and Arkansas, but Texas pecans always bring the best prices in this market. The crop last year was the largest on record, and prices went lower than ever before. It is claimed that St. Louis houses own almost the total supply of pecans in the country. As the present crop is a failure, they will be in a position to control the market, and can put prices almost anywhere they please. They are not offering any stock for sale and quotations at present prices are merely nominal.

If the party in power is wise it will promptly advocate, and take measures to secure, the repeal of that part of the war revenue act which imposes stamp taxes of 1 and 2 cents on trifling items of business and in the direction where the people feel them as most odious, if not unnecessary. For instance, the tax of 1 cent for every ticket sold for a seat in a parlor car; 1 cent for every telegram or telephone message; 1 cent for a sale of, or agreement to sell, any products of merchandise at any exchange board of trade; 2 cents on bank checks, drafts, etc. These are trifling taxes, yielding little, if anything, in revenue, but obtruding themselves on the public at every turn. Nothing but a serious emergency justified their imposition, and with the passage of this emergency their repeal is demanded by the people. That political party which first indorses the demand for a repeal will grow greatly in public favor.

### Two Dollars to Detroit and Return.

On Saturday, Oct. 1, the Michigan Central will run one more of those popular week-end excursions to Detroit. Special train will leave Union station at 7:30 a. m., arriving at Detroit at 1:20 p. m. Good returning on regular trains up to and including morning train leaving Detroit Monday, Oct. 3.

W. C. BLAKE,  
City Ticket Agent.

### The Produce Market.

**Apples**—Buyers are paying \$1@1 50 for fruit alone, which brings the selling price up to \$1.75@2 25 per bushel.

**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.

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

**Carrots**—25c per bu.  
**Cauliflower**—\$1 per doz. and very scarce.

**Celery**—White Plume, 10@13c per bunch.

**Cocoanuts**—4@5c.  
**Crab Apples**—30@40c 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.

**Eggs**—Dealers pay 13c for strictly fresh, holding at 14c.

**Egg Plant**—75c@81 per doz.

**Grapes**—Pony (4-lb.) baskets of Delaware command 10c. Eight pound baskets of Wordens and Concords command 8@10c. Brightons and Niagaras fetch 1c per basket more than Wordens and Concords. Dealers and growers are experiencing great difficulty in finding an outlet, owing to the unusual yield all over the country.

**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**—Golden Drop command 60@75c and Smocks fetch 50@60c. The crop is about all marketed, the season being the most satisfactory ever enjoyed by local dealers and growers.

**Pears**—50@75c per bu.

**Plums**—German Prune are still in market, finding ready sale at \$1.25.

**Blue Damsons** are in fair request at \$1.

**Pop Corn**—50c per bu.

**Potatoes**—35@40c per bu. Indications lead to the belief that there will be an active shipping demand the coming season, due to the fact that Southern markets will be open to Michigan growers.

**Quinces**—75c per bu

**Sweet Potatoes**—Virginias fetch \$2 per bbl. Jerseys have declined to \$3.

**Tomatoes**—50c per bu.

### The Grain Market.

Nothing special disturbed the wheat price during the week. Prices remained steady. Receipts were a trifle less than the corresponding week of last year, but exports were large, owing to this fact. The visible showed a decrease of 880,000 bushels, where an increase of 500,000 or better was expected, so the visible is down again to 9,208,000 bushels, against 19,548,000 bushels at the corresponding time last year, and 48,727,000 bushels for 1896. In the usual course of events prices would have advanced sharply, but we find that cash wheat really lost 1c, while futures climbed only 1c. We have known the time when such a decrease as this one at this time of the year would have raised prices at least 3@5c per bushel. As stated last week, if farmers will persist in holding their wheat, better prices must for the present prevail. We see that in Kansas many mills have to close down, owing to the fact that they can not get wheat to grind. The question arises, What are the farmers going to gain by holding, as, in all probability our exports will be falling off? Argentine is not shipping any wheat, while she is at present going near a new harvest, and at present writing the outlook there is fair. The fact is, speculation in wheat is very tame and lifeless. The bullish element know that there is a large crop which will be put on the market sooner or later, and the Leiter episode is not

forgotten. If there were the usual trading in that cereal prices would be considerably higher.

Corn gained strength from wheat, but prices remained practically about the same. Trade also is very sluggish. The visible made a small increase, but it did not change the price any.

The oat market is flat, nothing doing. Receipts were large and it looks like old times, as follows: wheat, 71 cars; corn, 10 cars; oats, 6 cars.

Local millers pay 62c per bu. for wheat.  
C. G. A. VOIGT.

### Flour and Feed.

During the past fortnight the demand for flour has been active, for several reasons; first, because stocks are abnormally low, on account of buyers waiting for the market to reach a lower level; second, because this is the usual time for making purchases for fall and winter and most buyers think that the bottom has already been reached and are taking hold now quite freely. The city mills have been booking some very good orders for future shipment and are all running steadily; in fact, the merchant mills of the country are, for the most part, running steadily, and will be likely to for some weeks to come. With the recent advance and strength of the wheat market, prices are pretty likely to be maintained, because millers, as a rule, have very light stocks, and the price has been so low since harvest that farmers have sold reluctantly, and during the present month they have been so busy seeding that the movement in the winter wheat belt has been very light—so much so that the visible supply of wheat decreased heavily last week, when ordinarily at this season of the year a good increase can be expected. The present crop has gone into consumption very rapidly, something over 40,000,000 bushels having already disappeared since harvest. We are inclined to believe that the conditions are such surrounding the flour and grain trade that prices are more likely to advance somewhat above their present level rather than to decline.

Mill stuffs are in good demand and prices are a shade higher.

Feed and meal are moving rather slowly, with prices nominally unchanged for the week. Wm. N. ROWE.

### Hides, Pelts, Tallow and Wool.

Hides are weak at prices quoted. They yield so small a margin to tanners that the latter hesitate about purchasing. The supply is limited, however, and stocks are required to keep running, which consumes all offerings. The leather market can not be forced up while markets are selling shoes at old prices or lower, if anything.

Pelts are few and lower in price, as the wool demand is light and it only sells at cut prices.

Tallow has no life and no apparent future to pull it out of the rut. Soap stocks are plenty of all kinds.

Wool does not change in price to be quotable. There is no trading except at a weakened price. There has been a little sold in Michigan at 1/2c lower than formerly asked. Many holders of 1898 purchases would like to see their cost of purchases returned, which is not probable at the present condition of the market. While there was a 5@7 1/2 per cent. advance in London, ours is the lowest market in the world to-day, with sales of \$83,000,000 in 1898, against \$298,000,000 at the same time in 1897.

WM. T. HESS.



## Woman's World

### Fads and Fancies Peculiar to Chicago Women.

On the occasion of my annual visits to Chicago there is a certain bright and breezy little woman, whom we will call Mrs. X., because that isn't her name, who always devotes a day to piloting me about. Mrs. X. is that most delightful of beings, a faddish woman, who is always riding a new hobby, and who always makes me think of Richard Le Gallienne's saying that for a woman to be clever is simply to be a woman of talent, but to be just a woman is to be a genius. Mrs. X. is all of that—and more.

As for myself, I confess to being a thorough-going cockney. I don't care a button for any nature but human nature, and I am perfectly certain no sportsman gets any more thrills out of tracking big game than I do in hunting a bargain to its lair and capturing its scalp; so, of course, when Mrs. X. and I devoted a day to having a good time, naturally we went shopping. We invaded the big department stores, and at last, when we had spent the last of our money, and worn ourselves to a frazzle, we went to lunch in the new Dutch room at Mandel's.

It is an apartment charming enough to convince you that Frankfurter sausage and potato salad are the ambrosia of Mount Olympus and to raise a bottle and a bird into the realm of epic poetry. Above all, it is a room that makes every woman wonder why on earth she never thought of having a Dutch dining-room herself, for it is a little, cozy, homey room, opening off the big tearoom, and very little larger than many private dining rooms in Grand Rapids. All one end almost is taken up with a big red brick fireplace, with wrought iron andirons and crane, and with some splendid old delft ornamenting the mantelpiece. The walls have a deep wainscoting of oak, topped by a broad shelf, on which stands a goodly array of beer steins and quaint delft plaques with spreading sails of queer, square-rigged boats and wide-armed windmills. Above the wainscoting the walls are covered with tapestry, against which hang bits of armor, groups of battered swords and knives and pictures of picturesque meinbers with smug faces and long-stemmed pipes. Tables and chairs are heavy Dutch affairs in black oak, the tableware is delicious blue and white delft, and the waitresses wear quaint peasant costumes, and are picturesque enough as they flit about in their black velvet bodices laced over white blouses.

While we waited for our orders I was leaning back in my chair, luxuriating in the beauty of the surroundings, when all of a sudden I became aware that my companion was apparently dying. A minute before she had been the picture of health and strength, and from the top of her brand new tailor-made frock, that trailed in front and hadn't a wrinkle or a blouse or a bit of fullness in it, to the toe of her patent leather boots, she had been thoroughly alive. Now I beheld her a collapsed wreck. Her jaw dropped, her arms depended limp and lifeless, her mouth hung half open and her head swayed back and forth as if her neck was broken. I never was so scared in my life. If I had been a man I should have dashed a glass of water in her face and yelled for a doctor. Being a woman, I reflected

on the new tailor-made frock and contented myself with giving her a pinch, which, however, was entirely efficacious, as it brought her to in what they call "great shape" up there.

"What's the matter?" I asked anxiously.

"Why," she replied, "it's nothing. I'm only practicing the new cure of 'letting go.' It's the latest fad. Don't you know it?"

"No," I said, "I don't, and if I've got to scare people into fits I don't know that I want to."

"Pooh!" she responded airily. "That is nothing when you get used to it. The idea is this: You know, we all live nowadays up to the very limit of our strength. We work ourselves to death trying to make money if we are poor and slave ourselves into nervous prostration trying to spend it if we are rich, and our nerves and muscles are kept as tightly strung as the cord to a bow all the time. Even at night we can't let go and we grab the pillows and cling to the mattress like it was liable to get away from us. What is the result? Wrinkles and crow's-feet and lines all over our faces. Now, the 'letting go' theory is designed to do away with all this. Whenever you have a minute to spare, while you wait for a meal, in the three minutes before your bostess comes down, in the half-hour on a car, just let yourself go, relax every muscle, don't think, just drop to pieces as nearly as you can, and you haven't any idea how much rested and refreshed you will be."

"Is—is it generally practiced?" I asked anxiously.

"Oh, yes," she replied cheerfully. "Everybody is trying it, and it isn't a bit unusual to see a shop girl stir up an apparently lifeless figure to give her her change or a street car conductor rouse up what seems a paralytic with 'Here's your street.' Of course, if we'd seen a woman go off into that kind of trance once we would have thought she had a fit; now we know she is merely practicing the 'letting go' fad."

The story of Hull House and its founder, Miss Jane Addams, has been told so often that it need not be repeated here. Everyone knows how, through it, sweetness and light have been taken into one of the poor districts of the city and the lives of the men and women and children around about bettered and brightened. The influence from such a center is bound to spread in many directions, and one of its most notable offshoots has been a working girls' club, in which I was much interested.

Just around the corner from Hull House is a big plain red brick house, over whose door is painted "The Jane Club," and when I rang the bell a pretty young girl who was just putting her hat on to go back to work opened the door to me and bade me welcome. There were a couple of pretty parlors, simply and tastefully furnished. A good carpet covered the floor, copies of famous pictures were on the walls, there were low book cases full of standard works, with a piano in one corner and an open writing desk in another. On a table a bunch of goldenrod made a bit of yellow glory and a big bowl of Russian lacquer added a touch of color. Lunch was just over, and through an open door I could see a table spread with a snowy cloth, with another bowl of goldenrod in the center, and it seemed the pleasantest and most home-like sort of a place.

The inmates of the Jane Club are all

working girls, and they could give me but a moment out of their busy day to tell of their club.

"In the first place," said one, "the Jane Club isn't a charity. We pay rent and our way as we go. It is simply a very successful experiment in co-operative housekeeping. Perhaps the reason of our success and the reason why so many hotels for women have failed is all summed up in the matron or chaperon question. We have none. We go on the principle that any girl who goes out into the world and makes her living is capable of regulating her own conduct. We each have a latch key and we come and go unquestioned.

"It isn't easy to get into the Jane Club. An applicant files her name, and when there is a vacancy she is balloted on, and, if elected, pays \$1 initiation fee. From among the members, who usually average twenty-five, a President, Treasurer and Stewardess are elected. We hire a cook and housemaid, and the Stewardess orders all the meals. Every two weeks a business meeting is held, at which any member may prefer a charge against another—for unbecoming conduct, selfish trespassing on others' rights, and so on. The offending member has a chance to defend herself, but if, in the opinion of the majority, she is wrong, she may be voted out and must leave. Such cases are rare, and the harmony of the club is wonderful.

"The bedrooms are comfortably furnished, the table and service good, and for it all we pay \$3 a week—a sum far less than what we would have to pay for the same board in any boarding-house. In addition, we have the privilege of entertaining our friends at the rate of 15 cents a meal, or for lodgings, besides, of course, being able to receive our callers—men and women—at any time in the parlors.

"Of course, there's a pleasant social side, too. We meet of evenings for music, games and talk in the parlors, and you can imagine that when a lonely little country girl who comes to town to make her living and who has been existing in a dreary boarding-house hall bedroom, where she was snubbed by the landlady and bullied by the servants, gets into the Jane Club, she feels like its motto ought to be 'I was a stranger and ye took me in.'

"But, after all, the proof of the pudding is in the eating, and the best proof of the success of the Jane Club is the fact that it has outgrown its present quarters, and a new and commodious house is being built for us."

The bright and wideawake young girl looked at me reflectively a moment.

"I don't know," she added, "but what the Jane Club comes as near meeting a long-felt want as anything that has ever been started. I guess not many of us working girls are drawing hank-president salaries. Co-operative housekeeping seems to solve the problem of the greatest comfort for the least money, and I don't see why there shouldn't be a Jane Club in every city."

And neither did I. DOROTHY DIX.

## FOLDING TABLE



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GRAND HAVEN, MICH.

Established 1780.

## Walter Baker & Co. LTD.



No Chemicals are used in their manufactures.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and be sure that they get the genuine goods. The above trade-mark is on every package.

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Dorchester, Mass.

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**RUBBER INTERLINED**

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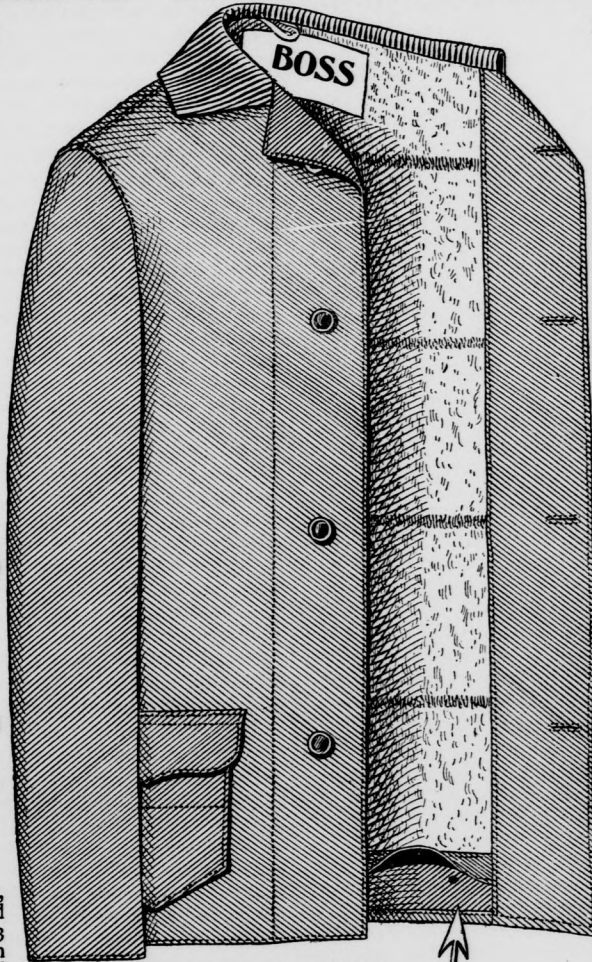
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**Duck  
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**\$11<sup>00</sup>**  
 PER DOZEN

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

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.  
 41236—Brown Duck ..... \$11.00  
 41237—Black Duck ..... 11.00

ASSORTED SIZES  
 TO EACH DOZEN.  
 Sizes, 36, 38, 40, 42, 44  
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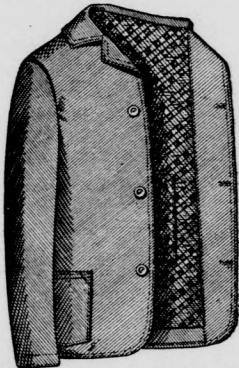
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**\$11<sup>00</sup>**  
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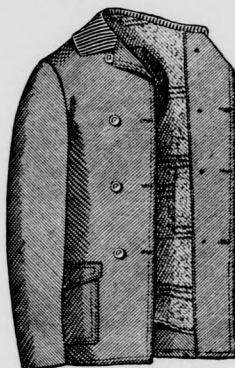
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**THE "BOSS" BRAND**  
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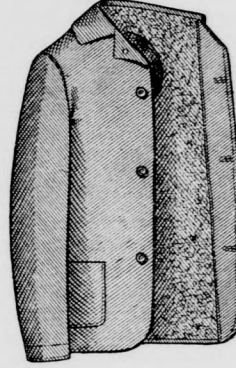
The phenomenal demand of last year on this garment forced us to cancel orders for hundreds of dozens, so we would advise our patrons to order early. We are having it manufactured expressly for our trade.



**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 28, 1898.

#### WHAT EXPANSION INVOLVES.

When war was declared against Spain, it was announced that there was no intention on our part to acquire territory. The motive for taking up arms was one of pure philanthropy, namely, to put an end to Spanish oppression in Cuba, and to give to that island a free and independent government. It may be doubted if, even at the time war was declared, thinking men were misled by the disavowal of all idea of conquest, and certainly no foreign nation was for a moment deceived thereby.

Scarcely a week after the outbreak of hostilities, Admiral Dewey destroyed the Spanish fleet in the Bay of Manila. This signal victory made it at once apparent that not only the city of Manila, but the whole Philippine group was at our mercy. This was the signal for the people who had advocated war with an ulterior motive to show their hand. There was at once a hue and cry raised for the conquest and retention of the Philippines, and the pressure was so great that the Government promptly took steps to dispatch a force of 25,000 men to Manila.

In justice to the administration it should be said that the conquest of the Philippines was clearly an afterthought. It is true that Commodore Dewey, as he then was, was ordered to attack the Spanish fleet; but no thought of sending troops was entertained until after the overwhelming victory made the possibilities of the situation entirely clear. The acquisition of Porto Rico was undoubtedly not thought of until after the blockade of the Cuban coast was established; but that there always existed a disposition to compel the annexation of Cuba there can be no doubt. The pretext of securing the liberation of Cuba from Spanish misrule, while it sounded well, deceived nobody.

Once the greed for conquest was excited by the victory of Dewey, it was not easily satiated until the demand to hold whatever territory could be secured became practically irresistible. The warnings of conservative people calling attention to the fact that we were preparing future trouble and difficulties were unheeded, and the protocol which Spain was compelled to accept before a cessation of hostilities was decreed indicated clearly that the administration had been fully won over to the side of the expansionists.

Although it can not be claimed that

the appetite of the people for expansion of territory has diminished, many are beginning to realize that the holding of the new possessions will be attended with many embarrassments and that imperial expansion will bring with it new and unwelcome responsibilities, as well as benefits in a trade sense. As nearly all the new territory is situated in a tropical climate, in which it is difficult for people used to the temperate zone to live with safety, there will be obvious difficulties experienced in colonizing. The populations of our new possessions will, therefore, remain for a very long time essentially foreign, with a different language and different customs. In order to maintain proper order, large garrisons will be needed. Here another difficulty presents itself: The experience of our troops in Santiago shows that American soldiers can not be maintained in the tropical climate of Cuba and Porto Rico without much sickness and death. The maintenance of order in our new possessions will, therefore, present problems of great difficulty, all of which is calculated to temper the ardor of the extreme expansionists.

#### TO BE ARBITRATED.

A day or two ago it looked very much as if another important war was to be fought before the close of the present year. Chili was reported to have sent an ultimatum to Argentina, demanding that the latter country must agree to submit the boundary dispute which has existed for so long between the two for arbitration within the five days following. This action was promptly followed by the mobilization of the army of Argentina, so that for the time matters looked very bellicose.

Fortunately, wiser counsels prevailed, and Argentina finally agreed to submit the matter to the arbitration of a friendly power. This decision has greatly relieved the situation, and has prevented a war which would have been disastrous to both countries, as both possess resources sufficient to make a very spirited fight, and both have been preparing for the conflict for some time. It is this knowledge of mutual preparation that probably preserved the peace.

It is a matter for congratulation that this expected conflict has been averted, as such a war would have done much damage to international traffic. Both countries enjoy considerable foreign trade which would have greatly suffered from a conflict.

Marshal Halstead, United States Consul at Birmingham, England, says that American shoe manufacturers need not try to invade the English market unless they take the trouble to find out what styles are wanted over there. He refers to one maker who has sent a large consignment of shoes to Birmingham, going to much expense in doing so. He has sent three styles—patent leather laced, calfskin buttoned and tan laced. To suit the English taste, the patent leathers should have been buttoned and the calfskin laced. American uppers, particularly the patent leather uppers, are far in advance of anything to be obtained for a similar price in England, but all of the shoes sent over are too lightly soled to suit the climatic conditions of the island.

It has been ascertained that plate-glass will make a more durable monument than the hardest granite. This will not interest politicians who expect to make enduring fame by making blatherskite speeches on the duty of the hour.

#### GENERAL TRADE SITUATION.

The only exception to conditions in the industries of the country which would seem to guarantee healthy activity and improving values is found in the cotton trade. The chronic condition of unprofitable prices in the product which has so long affected the Eastern manufacturers is further complicated by such an abundance in the crop that the price for raw cotton has fallen below its record for fifty years. This makes the cost of transportation and handlers' profits relatively so great that it gives the Southern mills such an advantage that the prospect looks dubious enough for the old manufacturers. But while conditions seem so universally favorable, there are most unaccountable reaction and dulness in the New York stock markets. The hardening of money rates which caused quite a flurry last week only served to show the strength of the situation, as the demands on the foreign debtors quickly showed how practically unlimited is the support of the trade balance in our favor. But the speculative reaction in many of the leading stocks keeps up with a persistency decidedly unexpected. The first reaction in sugar stock would seem to be sufficiently accounted for by the later rumors of an opposing combination, but the only observable cause of decline in the other trust stocks and of dulness in railway shares is the manipulation of operators. General market conditions continue uniformly favorable and railway earnings are meeting all reasonable expectations.

The general tendency of the wheat and other grain markets has been toward greater steadiness, with improving values. Export demand, while not equal to the phenomenal outgo of last year, is fully meeting reasonable expectations and altogether the outlook would indicate a continued demand at near the present level.

The most encouraging features still continue in the metal industries. Nothing like an unhealthy or flighty movement in prices is seen, but they are slowly advancing, last week recording slight gains of \$1 a ton or less in Eastern plate and bars, wire nails and central bars. No further rise occurred in pig, but it is supposed that the combination of Valley producers can now maintain the price of Bessemer, and the orders for finished products have become so large that few think it will be possible to avoid a general improvement in prices. The coke output has again increased without change in price, and also the production of minor metals, with the markets generally strong.

The unfavorable feature of the cotton manufacture and trade seems to have a sympathetic influence upon the woolen goods market, which is reported as dull in many lines. The boot and shoe manufacture at the East is still shipping more cases than ever before in the corresponding month.

On account of the speculative dulness in Wall Street the record of bank clearings falls slightly below that of the corresponding time last year; but it must be considered that the volume at that time was unprecedented, and so, while there is a little less according to present reports, it is still unusually heavy for the season.

#### IS THE TREATY IN THE WAY?

Many of the papers in this country are just now discussing the possible obstacle that exists in the Clayton-Bulwer

treaty to the construction and independent control by the United States of the Nicaragua canal.

That treaty was made between the United States and Great Britain in 1850, and by its terms it was agreed that neither nation should attempt to maintain exclusive control over the Nicaragua canal, that neither should build any fortifications near it, nor occupy nor exercise dominion over any part of Central America. If England holds that this treaty is still in force, she could give us much trouble if we undertook to construct the canal on our own account and control and fortify it.

Such an eminent authority as Mr. Blaine contended that England has rendered the agreement null and void by her action since it was framed. It has been taken for granted for a number of years that there is no vital force left in the treaty and the discussions in Congress have proceeded on the theory that the way was open for us to build the canal for ourselves whenever we were ready.

It is not at all likely that England would offer the least objection to our construction of this waterway or claim any voice in its control. If, however, there is the least question in that direction there is no better time than the present to ask for an abrogation of this Clayton-Bulwer treaty. The good feeling existing between the two nations and England's need of our friendship would doubtless quickly secure the end sought. We must sweep away every obstacle to the speedy construction of the canal and insist upon Congress promptly authorizing the beginning of the work.

The ordnance department of the navy disposes effectually of the stories of the enormous cost of projectiles fired by the fleets, at Santiago and elsewhere in the late war. These stories put the cost of ammunition and shells used at Santiago alone at \$2,000,000! The department reports the cost of ammunition used by Dewey, at Manila, May 1, as \$47,000 and the cost of ammunition used at Santiago, in bombardments and in destroying Cervera's squadron, "not to exceed \$100,000!"

The run of the Oregon from San Francisco to Jupiter Inlet was a great achievement, and the subsequent work of the battleship put its name high in the glorious history of the American navy. But jackies are human and have ideas of their own about what is enough of a good thing. The prospect of a return voyage around South America doesn't rejoice them, and 'tis said nearly a third of the old crew have deserted since the return program was made known!

One sign of returning prosperity is the offer, made last week, of \$26,000 for a seat in the New York Stock Exchange, with no seller. In fact, no seats are being offered at any price. After the panic year of 1893, seats were sold for as low as \$13,000.

This is the season for horse races held in pious counties under the name of agricultural fairs.

Vesuvius is ready to throw up everything for the sake of keeping before the public.

The professional politician always wants an office; and most always wants a drink.



**LARGER ARMY AND NAVY.**

Now that sufficient time has elapsed for the heads of the army and navy to fully consider the new conditions which the result of the war with Spain has brought about, plans are taking shape for such reorganization of our military strength as will properly meet the new necessities which have arisen. Nothing is now clearer than that we will no longer be able to get along with the small army and the moderate naval establishment which were found sufficient previous to the war; hence it is evidently wise to begin preparing plans for reorganization well in advance of the meeting of Congress.

The addition to our domain of Porto Rico, Cuba, Hawaii, the Ladrone Islands and the Philippines, and no one seriously doubts that all of these islands will become American possessions before the year is out, makes it necessary that sufficient garrisons be maintained in each, not only to command respect for law, but to hold in check the turbulent elements in the populations of the new territories. As conditions are anything but favorable to peace and quiet in most of these islands, strong forces of military will be needed. In Cuba an army of occupation, rather than a garrison, will be required.

Of course, for the present the country will have to depend on the volunteers for the troops necessary to furnish garrisons for the conquered territory; but it was never intended that volunteers should do garrison duty in time of peace; hence, as soon as Congress meets, steps will have to be taken to so increase the regular army as to meet the new requirements. Of course, until Congress passes the necessary legislation, the volunteers will have to remain in service.

A bill has already been prepared for prompt introduction as soon as Congress assembles providing for an increase of the regular army to 100,000 men. It is estimated that this number of men will be required to properly garrison the new possessions and at the same time furnish a sufficient military guard for home protection. It is estimated that at least this number of troops will be required for several years to come, and probably permanently. It is estimated that at least 25,000 men will be required in the Philippines, about 8,000 in Porto Rico, fully 40,000 in Cuba, and 1,000 in Hawaii, leaving the balance for duty at home.

The opposition to a large standing army which has existed in Congress heretofore was based upon conditions which no longer exist. The acquisition of distant possessions inhabited by people unlike our own in language and institutions makes necessary a reorganization of our military forces.

It is probable that Congress will be readily induced to grant the increase in the regular army asked for, at least for some years, because the pressure to have volunteers released from service will overcome all scruples and prejudices based upon fears of the power of a large standing army as a menace to popular rights. An army of 100,000 men is, moreover, far from large for a country such as ours. Many of the unimportant countries of Europe maintain a larger force than that.

Plans are also progressing for the reorganization of the navy. Previous to the war the enlisted strength of the personnel of the fleet was 11,000. This force will no longer suffice to man the number of ships now required to meet the new demands upon our naval estab-

lishment. New ships are nearing completion and others have been added to the fleet during the war. All these vessels will be needed to properly safeguard our interests and police the waters of our new possessions. The Navy Department, it is reported, proposed to ask an increase in the authorized enlisted strength to 20,000 men. Some increase will also have to be made in the complement of officers; but this subject is difficult to handle, and will be approached with delicacy.

Congress will probably make less opposition to the increase demanded for the navy than it will in the case of the increase for the army. The navy has popularized itself during the recent war by its brilliant achievements and there is a strong sentiment in favor of increasing it. The Navy Department would, therefore, do well to take full advantage of existing popular sentiment and put the fleet upon a proper footing. If the present opportunity be allowed to pass, popular enthusiasm may grow cold, and the representatives of the people prove less disposed to be liberal when, later on, the cost, and not the glory, of the war will command their attention.

A curious question has arisen in New Jersey concerning a gravestone. It seems that the relatives of a person who is buried in a cemetery at Elizabeth desire to perpetuate his memory, in accordance with his express wish, by placing at the grave a large boulder which has been brought from his farm and adorned with a suitable inscription. The appearance of the huge stone is not satisfactory, however, to some of the neighboring lot owners, and at their instance the authorities of the cemetery have refused to allow it to be placed therein. The rights of lot owners in respect to the monuments which they may erect must depend upon the particular contract with the cemetery association, or upon the statutes of the state in which the cemetery is situated. It is usual for the proprietary corporation to reserve for itself the power of final control in such matters, and where that power is exercised with discretion there is rarely any difficulty. There are many cemeteries in which natural boulders have been erected into very suitable and handsome monuments.

An Arkansan named Dawson writes to the postmaster at Fort Smith, inclosing a circular which he wishes placed in a conspicuous place in the postoffice. Mr. Dawson has a theory for regenerating mankind by doing away with and suppressing crime. His belief is that mixed and careless marriages are responsible for crime and criminals, and that if only well-mated people marry there will be no crime, for their offspring will be incapable of committing crime. He asks all who read his circulars to urge Congress to frame a law regulating marriages. He thinks if people of base morals, drunkards, gamblers, thieves and robbers be restrained from marrying there will be no crime. He would forbid the marriage of weak-minded or sickly persons. His law would also make marriage impossible for people unable to read or write, and he would require that every male have at least \$500 as a prerequisite to a license to marry.

The Emperor of China wishes to furnish his kingdom with all the modern improvements. He is preparing a double-action bear trap for Russia.

**ACCESS TO WORLD'S INDUSTRIES**

There is naturally much enquiry as to what effect the acquisition of new territory as a result of the war will have in the direction of new openings for American enterprise. The islands in question are possessed of great capabilities of industrial development and the operations of the campaigns have advertised these so that the attention of many thousands, especially of those who are crowding the ranks of the industrial professions—graduates of technical schools, etc.—is directed toward them as possible openings for profitable employment. But, while the eventual results in this direction will undoubtedly be considerable, it must be taken in to the account that in all this territory the social and industrial elements are in a state of chaotic disorganization, and not only so, but the difficulties to be overcome in dealing with the racial incapacity of the various peoples are very great. Thus those who acted upon the impulse to be among the first on the field are already returning, some with such discouragement that their ambition will seek other channels and others to wait until conditions shall be more propitious.

There is no question but that this extension of territory with its peculiar productions is a matter of great importance in our industrial future. Even the restoration of the commerce which existed before the insurrection is a matter of great importance, but the expectation of any great consequences in the way of new development will be slow of realization, and years must pass before the natural conservatism of the Spanish character and the consequences of Spanish misrule can be overcome to the extent of producing material results.

But, while there may be disappointment as to the narrower effects of the contest, there will be ample compensation in the broader and less direct consequences. Much has already been written upon the effects in increased scientific and mechanical prestige, upon the demand for American ships, arms and apparatus; but not all realize the extent to which American mechanical science is being recognized in every field of industry—the most peaceful as well as the more warlike. In the consideration of this subject, however, the conditions which made the war of such significance industrially are apt to be overlooked. More is credited to American prowess than to the high development of mechanical science which had preceded and made possible such astounding results.

As a matter of fact, the degree of accuracy and perfection attained in practical mechanical production in this country is much higher as compared with all others than is realized even by many who have given the subject consideration. In many industries, as in the bicycle manufacture and in many mechanical and electrical inventions, we had begun to compel attention before the opportunity of the Spanish contest. Already we were sending more accurately-prepared tools and materials into the very centers of British manufacture than English workmen had ever seen, and that at prices to command their use. Thus the conditions were already ripe for the demand for industrial recognition and only the opportunity for such a demonstration as was afforded by the war was wanting to bring the needed crisis.

It has long been a matter of serious

concern to British employers and workmen that Americans were steadily and surely gaining in the ability to send manufactures of iron and steel and other metals into Sheffield, Birmingham and London. While the markets had been disputed successfully in completed machinery, and especially electrical apparatus, less attention had been given to the increase of orders for tools and materials which was quietly but alarmingly gaining. American enterprise had outrun English conservatism until automatic machinery and its products commanded the field in the British centers. That the English workmen were slow to yield to the inevitable is shown by the long and bitter struggle against machinery which they have just fought to a disastrous conclusion as far as such conservative unionism is concerned.

The particular point in which English mechanical arts have proved most vulnerable is that of exactness. When mechanical progress compelled the adoption of improved and automatic machinery it was made with the utmost reluctance and little care was given to the securing of exactness in forms in all stages of manufacture. On the other hand, America has been the home of practical mechanical accuracy, not only in the finished product, but in every stage of manufacture. Thus the making of malleable castings has attained a degree of perfection which reduces the finishing operations to a minimum. The same accuracy obtains in rolled, dropped and stamped forms, so that these are prepared for the best efficiency of the automatic machines which are to convert them into finished products. In various ways the American manufacturers have found opportunity to have these forms tried by the English workmen and there is little trouble in supplanting the cruder forms which had handicapped the performance of their machinery, especially when it is found that the American product can actually compete in price.

The opportunities of the Spanish-American war found conditions ripe for the assertion of American superiority in all the leading industrial arts; so, while the effects in increased territorial opportunity are comparatively insignificant, the opportunities made possible in the world's industries are unlimited. It is significant, in this connection, to note that the Russian Emperor has just awarded a \$1,000,000 contract to the Westinghouse air brake manufacturers. The condition that the brakes shall be made in Russia compels the building of a branch factory in that country. This will be built and operated by American engineers and mechanics and will no doubt become a permanent enterprise on account of the continued development of the Russian railway systems.

All the nations of the earth are ready to acknowledge the supremacy of American mechanical practice. The opportunities thus opened to our engineers and artisans are infinite. It only remains for us to avail ourselves of these opportunities and to lead the world on to higher planes of development in every region.

Apropos of the damaging disclosures of the State Chemist relative to the goods sold by the W. M. Hoyt Company, the Saginaw Storekeeper pertinently suggests that it would be well for retail dealers who handle the Hoyt goods to provide their customers with zinc-lined stomachs.



## Shoes and Leather

Popular Things in Footwear—Fourteen "Nevers."

A great deal of attention is being paid to footwear this season, and every device possible for comfort and elegance can be found in the infinite variety of shoes on exhibition. Of course, comfort is the first essential to be considered in buying shoes. A great many of the popular styles come with the "smart" toe, which is extremely sharp; but if a foot is so shaped that it can not accommodate itself to such narrow quarters, the medium or square toe is considered as fashionable. A dressy tie for street wear, which has the wide toe, is found in three varieties—the blacking calf, tan Russia or the smart glaze kid with the Louis XV. heel.

Women have entered into out-of-door sports with so much earnestness that outing shoes have been brought to a high state of beauty and perfection. A pretty cycling tie, and one which will be found particularly comfortable in warm weather, is of soft leather, made with ventilated tops. When these are worn with stockings of a contrasting color the effect is striking. These ties have also ribbed soles, to prevent the feet slipping on the pedals.

Among the daintiest slippers for evening wear are those with the mock jewel buckles, and the young woman who is fortunate enough to possess those beautiful buckles of real jewels which were worn by her great-grandmother will find herself the envy of all beholders if she but utilizes them in this way.

The white oxford tie, which looks so well when worn with white gowns, comes in canvas, either plain or ornamental, with white kid toe caps and facings.

Patent leather slippers have been more popular this season than for some time past. They are worn with every kind of gown, from a white duck to a tulle ball dress. The style most frequently seen is a sort of adaptation of the pumps worn a hundred years ago. The toe is rather broad and round, and the tongue is almost disproportionately long. Large set or jet buckles are the finish sometimes, sewn over a large bow. The heels are light and sometimes red, in which case the bows are of the same color. These attractive foot coverings are, however, perilous for the health of the feet and for the temper of the wearer. Patent leather "draws" the flesh invariably, and has been called the friend of the chiropodist.

In speaking of shoes the following "nevers" by Dr. Samuel Appleton may be of interest:

1. Never wear a shoe that will not allow the great toe to lie in a straight line.
2. Never wear a shoe with a sole narrower than the outline of the foot traced with a pencil close under the rounding edge.
3. Never wear a shoe that pinches the heel.
4. Never wear a shoe or boot so large in the heel that the foot is not kept in place.
5. Never wear a shoe or boot tight anywhere.
6. Never wear a shoe or boot that has depressions in any part of the sole to drop any joint or bearing below the level plane.
7. Never wear a shoe with a sole turning up very much at the toes, as this causes the cords on the upper part of the foot to contract.

8. Never wear a shoe that presses up into the hollow of the foot.

9. Never have the top of the boots tight, as it interferes with the action of the calf muscles, makes one walk badly and spoils the shape of the ankle.

10. Never come from high heels to low heels at one jump.

11. Never wear one pair of shoes all the time, unless obliged to do so. Two pairs of boots worn a day at a time alternately give more service and are much more healthful.

12. Never wear leather sole linings to stand upon; white cotton drilling or linen is much better and more healthful.

13. Never wear a short stocking, or one which, after being washed, is not at least one-half inch longer than the foot. Bear in mind that stockings shrink; be sure that they will allow your toes to spread out at the extreme end, as this keeps the joints in place and makes a strong and attractive foot. As to shape of stockings, the single digital or "one-toe stocking" is the best.

14. Never think that the feet will grow large from wearing proper shoes; pinching and distorting makes them grow not only large, but unsightly. A proper natural use of all the muscles makes them compact and attractive.—New York Tribune.

### Grandmother's Hands.

Crippled and bent and marked with toil,  
Grandmother's hands are busy all day;  
They sew on the buttons and patch up the holes,  
They take up the toys and put them away.

They smooth the pillow for Johnnie's head;  
They find a cure for his every pain;  
They cover his kite and mend his sled,  
And they tie the string to his railroad train.

They find the sweets that make him glad;  
They sprinkle with sunshine all of his cares;  
They spank him, too, when Johnnie is bad,  
Then dry again his bitter tears.

In years to come, when Johnnie's feet  
Tread cheerless paths of other lands,  
Deep in his manly heart he'll bless  
Both spanks and gifts of those dear old hands.

Some female member of the Pullman family gets or used to get \$10,000 a year for doing nothing but thinking up names for sleeping cars. To one not accustomed to mental labor this may seem an easy job; but young parents with twins and a shoe manufacturer with a batch of new and unchristened shoes on hand know better. It is a mighty hard thing to find a name that just seems to fit any new thing whether it be a baby or a shoe and no one knows it better than the man who is in the business.

When a man is ashamed to look in a mirror it is a safe bet that his wife buys his neckties.

## 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.



## 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 RUBBERS  
AND CONNECTICUT

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

5 AND 7 PEARL ST.,

GRAND RAPIDS, MICH.

## Boots, Shoes and Rubbers

We make the best-wearing line of Shoes on the market. We carry a full line of Jobbing Goods made by the best manufacturers.

When you want Rubbers, buy the Boston Rubber Shoe Co.'s line, as they beat all the others for wear and style. We are selling agents.

See our lines for Fall before placing your orders.

**Rindge, Kalmbach, Logie & Co.,** 12, 14, 16 Pearl St.,  
Grand Rapids, Mich.



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.**



**Proper Profits and How to Maintain Them**

Undoubtedly a great many merchants of the old school will disagree with this article.

Just as sure as "grass is green and violets blue" you are in a dangerous rut if you do.

In country towns the majority of footwear for ladies' and gents' wear retails at \$1.25 to \$2

Watch the evolution of the following illustration:

You purchase a pair of shoes for \$1 and sell them for \$1.25. Apparent profit, 25 cents.

Profit less laces, button hooks and button fasteners, 20 to 23 cents.

Loss by freight, rent, taxes, clerk hire, bad debts, insurance, etc., 3 to 5 per cent.

Net profit, 17 to 20 per cent.

To make \$170 to \$200, 1,000 pairs must be sold.

You are a long time doing it.

Remedy, for city or country:

Buy the best \$1 shoe you can find.

Sell same for \$1.50 and you will increase your surplus of profits in the bank, and people will commence to look up to you.

Instead of eating two meals a day you can commence to eat three and enjoy the hard earned fruits of your labor.

To repeat, you are in a dangerous rut if you think the 25 per cent. profit of ten years ago will keep yourself and family living as good American citizens should live at the present time.

Twelve to fifteen years ago we had in stock, practically, two styles of ladies' dress shoes, a plain opera and a common sense toe.

At present it would make our eyes

ache and our heads swim to count the styles.

What has become of the 25 per cent. profit made on razor and needle toes?

"Gone where the woodchuck whineth," etc.

If you have a pair in stock, try to sell them at cost, work hard and see how you feel when through with your customer.

You can't give them away.

You think the same thing won't happen again.

Within twelve months your Bulldogs will be a dog in the manger—won't eat nor let you eat.

Your Coins will be as dead stock as the tariff issue.

Back to the original thought—

What will become of your profit of 25 per cent.?

When the present styles are all disposed of what will be left for a rainy day? Echo answers, What!

What applies to footwear sold at \$1.25 applies to all qualities.

Ask a profit of from 50 per cent. up until you fell a twinge of conscience.

Sell while new, fresh and in style for as much as you can.

When they begin to lag put the knife in way up to the hilt.

Remember that if the style of toe is two weeks behind "the push" then vigorous measures must be used to dispose of them.

Take the cartons off the shelves, pile them up on a table, stand off and address them in the words of the immortal poet, "Be thou a goblin damned, avaunt and quit my sight! Vamoose the ranch! Skeddaddle! Git!"

After venting your feelings put a price upon them that will make them move.

Keep account of what you lose.

When the last pair is sold take a day off, figure up and see if you have any more than the old-time 25 per cent.

If so, you are a fortunate individual.

What will protect you and make you a success but your profits?

Does the manufacturer protect you when he forces you to place upon your shelves a "multiplicity of styles?"

Does your landlord protect you when he raises your rent every year or two?

Do the insurance companies protect you when they raise every time a woodshed burns down?

Are churches, Volunteer and Salvation Armies, societies, ball clubs, hose companies and a hundred and one local organizations protecting you when they are demanding contributions from one end of the year to the other?

Don't be small; if you belong to a church or a society, keep your end up.

But you can not contribute to all the organizations within a radius of ten miles out of that old-time 25 per cent. profit.

The substance of the whole matter is that if you want to stay in the procession you must make a profit—and a big one, too.

Whatever your profit, advertise, and keep everlastingly at it.—Boots and Shoes Weekly.

**Minor Shoe Notes.**

There is a time for all things, but the present is not the time for a display of summer footwear in your window.

The merchant who is now sticking to Coin toes for a regular every day diet will soon have an acute attack of commercial dyspepsia.

Systematize your business so that you can see where you are at a glance. You will then have more time to devote to the increasing of your trade.

There are a whole lot of shoe manufacturers around the country to-day who, if they cut their output in two and aimed more for quality and less for quantity in their goods, might yet find the shoe business fairly profitable, who, as they are now figuring, can only see ruin ahead of them. What's the use of doing business in this way?

There are profit, reputation and prosperity in the new advance styles in footwear for the retailer. There are loss of profit, loss of reputation, loss of business in the departing styles. This is a great living truth that will not die.

It has been figured out that if the Boston Rubber Shoe Co. sells their plant for \$10,000,000, they will be getting some \$6,000,000 for good will, trademarks, etc. Good will seems to be getting more valuable than goods or machinery in this age.

Retailers are again warned to look out for strangers who come into their store, buy a pair of shoes and tender a bogus check for sums from \$10 to \$20 in payment of the purchase. Retailers should never cash a check for a stranger, and many retailers in the East are still being worked on this stale old dodge. Keep your eyes open for these rascals.

The demand for American shoe machines abroad is said to be showing a marked increase, and it is very likely that our friends over the water hope through the use of our machinery to meet us on styles and general get-up of our footwear and thus save their home market from the flood of American footwear now entering at the different ports. It is only in the last couple of years that the American shoe manufacturers have fully grasped the possibilities in this export trade in shoes, but now that it has been learned how much is to be done in this line, it is not to be supposed that the Yankee shoe manufacturer will let any one run away with his bacon.

The latest thing in inner soles for footwear is said to be made from soda pulp and is manufactured by a firm at Altdamm, Germany.

**WHAT?**

To introduce new brands of cigars the quality of which will insure your continued orders we give

**This Handsome Show Case**

With Five Hundred Good Cigars for **\$15.00**

500 "Navy Pride," or 500 "New Cuba," or 250 of each brand if desired.

The cigars alone retailed at five cents will make \$25.00. This gives you a handsome profit of \$10.00 on a small investment and you have the SHOW CASE ENTIRELY FREE. Order at once, as this offer is limited to 30 days.

In waiting on a customer all that is necessary is to let down back and the boxes are right before you. Every label and each cigar in the case are in plain sight. The case takes up less room than any other case that holds the same number of boxes. This case is 36 inches long inside, 27 inches wide and 20 inches high outside, and will hold any 50 box manufactured. Cases are made of Oak or Ash and the back is hung on hinges, and lifts up and down, with spring beneath, to prevent shelves from dropping and to lift them back in place.

**H. H. DRIGGS CIGAR CO., Palmyra, Mich.**



**ALL THINGS COME TO HIM WHO HUSTLES WHILE HE WAITS**



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

**SODIO THE CHEMICALLY PURE SALERATUS**

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

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

**MICHIGAN CHEMICAL CO., DETROIT, MICH.**



**Fruits and Produce.**

**Some Essentials to Success as a Meat Dealer.**

Joseph A. Anderson in Butchers' Advocate.

The retail meat business is one which requires hard work and plenty of it, if one wishes to succeed. Like every other business, one must begin at the bottom rung of the ladder, and by hard work form a nucleus of practical information which, in after years he may turn to account by conducting an establishment of his own, based upon his practical experience.

It is an old axiom that a man should never be above his business, and this holds true for a boy as well, and when he goes to work in a butcher shop he must make up his mind to be willing to do any work asked of him, although sometimes his intelligence will be at fault, to connect scrubbing of benches and delivering of orders with the practical learning of the retail butcher business.

As one gradually begins to learn more about the work he is at, he begins to understand the necessity of knowing how to perform these apparently simple things that at first seemed beneath him; and perhaps his eyes will be opened a trifle, as mine were, when he finds out that the proprietor of the establishment is just as willing as any of his employes to lend a hand at any work which may need doing, and does not consider it beneath his dignity to scrub benches and separate the fat from the bones, or do any other work which would naturally fall to the lot of the boy.

I have found out during my stay at the butcher business that a neat, clean shop, with the meat neatly and attractively displayed, goes a long way toward holding a trade which has been gained by honest dealing and reputable transactions.

The hours in the butcher business seemed very long to me, being from 6 o'clock in the morning until 7 o'clock at night, and in most shops much longer, but it is on Saturday night that one feels the strain of long hours most, when the store is open until past midnight sometimes, and when one has the contemplation of a hard morning's work before him on the morrow.

It will be a red-letter day in the butcher business when unanimous Sunday closing is an accomplished fact, as I think it one day will be. There is no doubt that people would find it just as convenient to purchase their meat on the previous evening.

It is next to impossible for a proprietor of a retail butcher shop to close on Sunday morning while his competitors in the neighborhood are wide open, for unless one has ample capital to back him, and a class of customers who are willing to patronize and stand by a man who considers it a matter of principle to remain closed on Sunday, he would soon go to the wall.

The frequency of loss by bad debts was another thing which I particularly noticed while working at the business. There are but few butchers in New York to-day who do not give credit to some extent; who, buying their meat on credit, are willing to allow their customers to run weekly accounts, and sometimes longer ones, and there's where the rub comes in, for it is in this continuance of a weekly account from which emanate the most of bad debts.

To do a strictly cash business one must pay cash for his purchases, which, too, presents many potent factors, for when one's name is synonymous with cash, it means many a one-quarter or one-half cent off on a purchase; and also to sell invariably for cash, and not let Mrs. Brown, whom we'll suppose is a regular customer, purchase meat to an excess of twenty cents more than she has with her, and then apologetically remark, "Please put that on the book until I come in again." For if you do, good-by to your conducting business on a cash basis, for then every one in the neighborhood will want credit, too, and will probably leave you if it's refused,

as instances are cited where Mrs. So-and-So got trusted when she was a few cents short, and she'll "have you to understand that she's just as honest as Mrs. So-and-So." Then she'll flounce out the door, leaving the meat behind her, and banging the door after her, and then—well, you'll wonder why you ever went into the butcher business, that's all.

Yielding in even exceptional cases will not do. If one wishes to conduct his business on strictly cash principles, he must do so invariably, and make no discrimination whatsoever, and then perhaps he will have an opportunity of paying as he goes, and laying by a few dollars besides.

There are several obvious advantages connected with the butcher business that are worth considering: One is the fact that a good butcher will always be in demand, for as long as people live they will naturally eat, and the butcher is the main caterer to the nearest way of reaching a man's heart—through his stomach.

It is also undoubtedly one of the healthiest businesses one could seek, and I have noticed that butchers as a class are an almost unanimously sound and healthy body of men, and, after all, what more essential requirement than that does any man look for in his generation of short-livedness?

**The Old, Old Story.**

Correspondence Rural New Yorker.

I was just shown a letter by a commission merchant, who had received it from one of his former shippers in the South. This shipper had formerly sent him large quantities of different fruits and vegetables in common with other of his neighbors. At about the beginning of the present shipping season, he received stencil plates and circular letters from another commission merchant, of whom he knew nothing. This man made big promises and told of the high prices he could get for just the products this shipper had to dispose of. Being a stranger, he suggested a small trial shipment. This was made. Returns came promptly, at prices almost double those returned by other commission men. This was enough. The other commission men had been swindling him by not returning him enough for his goods. He and his neighbors immediately made large shipments of their products. When the letter I saw was written, they were still waiting for returns for these shipments, amounting, probably, to hundreds of dollars. Furthermore, they could get no replies to their communications, and the shipper is now ready again to ship to his old commission merchant. He writes him a plaintive letter and asks him if he can not help him out and secure justice upon this other man, who has been robbing him.

It is the same old story over again, which has been told and retold in these columns dozens of times, and which is perfectly familiar to every commission merchant in the trade. It is a trick that almost invariably secures shipments to persons without standing, and who are unknown, often even by name, to reputable marketmen.

**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.

**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.**

**MAYNARD & REED**

**WHOLESALE FOREIGN AND DOMESTIC FRUITS**

GRAND RAPIDS, MICHIGAN.

TELEPHONE 1348.

54 SOUTH IONIA STREET.

AGENT FOR ST. JOE FRUIT PACKAGES.



**KEEPING APPLES.**

**Excellent System of Underground Refrigeration.**

I must confess that I have experimented on trying to improve the keeping of fruit in cold storage (I mean by the brine and ammonia processes), and it has cost me time and money. I would state that cold storage is in its infancy. The mechanical part of it has been brought down to a fine degree. I have no complaint to make in that respect; but I have noticed in cold storages many things to be improved upon.

Let a perfectly healthy person be confined in a close, poorly ventilated room in company with a person who is ill with some contagious disease; the impure air breathed by the well person will not only hasten the disease upon him, but the foul air of the room will also delay the recovery of the sick person. Do not the doctors say, "Give the patient pure air?"

Applying the same principle to fruit, let us take a barrel of apples just commencing to decay; the germs of rot are floating around the room and will be absorbed by other fruit, unless the air in that room is purified by some means, and kept pure. Pure air properly circulated, and a regular temperature low enough, will keep fruit from decaying. Natural air (pure ozone) is my hobby. Some consider me a crank on the subject of cold storage. Don't think I am egotistical. If I am, my egotism has cost me a good deal of time and money.

Some eighteen years ago, I had the second story of the building we are still in properly insulated. I had to use ice and salt. After experimenting a year or two, I came to the conclusion that something was wanted for the better preservation of fruit. I found the air in the room was foul; it needed purifying and a proper circulation of the air kept up after purification. I continued working on it and at last, I think, have found the remedy.

Until the temperature is as low outside, so that windows can be opened, artificial means must be had to purify said air.

The next time you are in a refrigerating house ask the engineer to chip off a little piece of ice from the main brine pipe in the engine room. See that no oil has been over it; put the ice in your mouth and let it dissolve; then go into one of the storage rooms, get a piece off one of the pipes overhead, if there are any; if not, take it from the pipe on wall, dissolve that in your mouth and note the difference. The last piece leaves a pungent, bitter taste similar to quinine. What causes it? Why, it is caused by settlement on said pipes of only a portion of the germs and other impurities floating in the air of the room.

I think I have after a number of years succeeded in getting up good machinery whereby I purify the air continuously. It is simple and the apparatus costs but little to run. The prescription is composed of a low temperature, electricity and one chemical. Remember, electricity is one of the coming factors in cold storage.

How often in cold storage you have noticed blue mold, especially on fruit that has the "black scab." When re-packing, did you ever think of the cause of it? That mold is caused by the want of proper air circulation and by dampness. If you have pure air in the room, and dry and proper circulation of the air, this will never occur. If you want perfection, you will have to pack your

fruit in perfectly air-tight packages. The present style of packing won't do, if you will still use the present system of cold storage, and want no loss by decay.

**WORMY FRUIT.**

Some years apples are more wormy than others. Now, none of us like to buy wormy fruit, but in the best orchards some will be found. When the crop is a short one some of it is packed. I have experimented on such fruit, trying to keep it from rotting, and I think I have succeeded to a certain extent. We well know if the wormholes were hermetically sealed, the enemy would still be at work. How do you feel when trying to sell a lot of apples to find worms crawling on the under side of the barrel-head when it is opened? You all have been there, still none of us pack wormy fruit. Oh, no!

Now, with a little labor and a very slight cost, that can be stopped. I would advise every packer to have a room for that kind of apple. If possible, before packing such fruit, have a two-inch hole bored in the center of the head; use a bung that will close it airtight; use nothing but tight cooperage, and do not use paper head-lining. Have the barrels piled in a room so a man can walk along and take out the bungs; have a charcoal furnace and pan; use stick sulphur, start your fire and fumigate your room. The length of time must be governed by the kind of fruit you have. Remember one thing, that sulphur will bleach, and will, if used too long on red fruit, injure the color. With green fruit it is the reverse; it will help the looks by giving it a bright golden tinge that helps to sell it. This fumigating must be done when the fruit is first stored, as you have to open the doors and windows to get the sulphur fumes out before a man can get in and put the bungs in the heads of the barrels, which must be done as soon as possible. As soon as the barrels are tight, put on your power. Remember one thing: I find as a general thing that the temperature is reduced too suddenly. Some put the temperature down to 33 degrees at the start. That is too low. Reduce temperature gradually, and your fruit will keep better.

Now, what benefit to the fruit is the result of this fumigation? It has killed the worm, the larva or egg deposited in the apple, which has not matured, has been destroyed, and the damage done to the apple cleansed and healed. I do not claim that this kind of fruit will keep as long as fruit not so affected, but it will help materially in its keeping.

**NATURAL AIR STORAGE.**

Some years ago, I came to the conclusion that storing apples in refrigerators was pretty expensive and, owning three underground cellars some twenty feet below the surface of the ground (the cellars formerly used by my father, who built a brewery, some forty odd years ago, over them), I commenced experimenting and altered them so I could use them for the storage of fruit. I had them, as I thought, perfect, but after one season's use, found one thing lacking—a proper circulation of pure air. How did I get it? Being underground some twenty feet, I first tried forcing air into them. That did not work. I changed directly and did the opposite—pumped the air out, the inlet to the suction flues being directly in the center of the arches or ceiling, the ceiling of said cellars being arched with brick. Now, after I got the foul air

**CRANBERRIES, JERSEY and VIRGINIA SWEET POTATOES,**

Grapes, Pears, Plums, Apples, Celery, Tomatoes, Spanish Onions, Lemons, Oranges and Bananas.

**Bunting & Co., Jobbers,**  
Grand Rapids, Michigan.

**Sweet Potatoes and Cranberries**

And all other Seasonable Fruits and Vegetables, wholesaled in all quantities at the Only Best Place.

**VINKEMULDER COMPANY, Grand Rapids.**

**HARRIS & FRUTCHEY**

Only Exclusive Wholesale BUTTER and EGG House in **Detroit**. Have every facility for handling large or small quantities. Will buy on track at your station Butter in sugar barrels, crocks or tubs. Also fresh gathered Eggs.

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.

**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.

**Who Gets the Oyster Trade?**

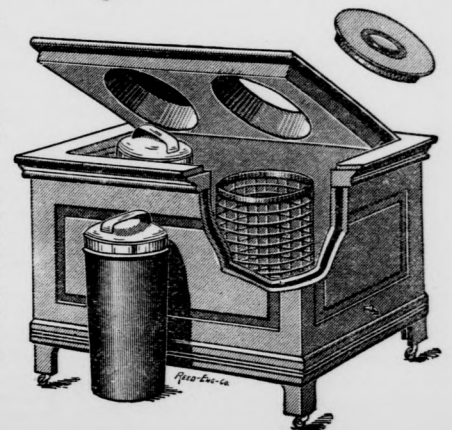
The man whose oysters are the freshest and best flavored.

**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.





out, the next thing was to get the pure air in. This was done by building flues reaching to the bottom of the cellars, consequently when the pump was running, it caused the pure air to pass down through the flues formerly spoken of into the cellars on level of floors.

This system is directly opposite to refrigeration in cold storage. There the pipes for cooling are attached to the ceiling. In my plan, the cold air is on the floor. The warm air rises and is pumped out continuously if the temperature is right outside.

I have a pump to these cellars that is quite a novelty. It is a revolving cap to which is attached a spiral coil similar to those used in elevators for raising grain. The supply pipe is 18 inches in diameter, cap 24 inches, and it is very seldom idle. The lower part of shaft, which is upright, is pointed, consequently the friction amounts to nothing. As some who have seen it work say, I "screw the foul air out." By having the inlets at different points in the cellar I keep up a complete circulation of the air. A cellar, or a building above ground used for this purpose, should stand alone, so that it makes no difference from which way the wind comes. Now the air can be controlled by traps over each inlet, just above the ground, and in a short time you can regulate the temperature in the cellars of the house by taking the temperature in the storage-room and finding the temperature outside. It is regulated by opening or closing the traps to the inlet flues.

This kind of storage can only be used in sections of the country where they have cool nights, and I would not advise the storage of winter fruit before October. In some states they have cool nights in September. There this plan can be adopted. When using natural air, try to keep rooms at 40 degrees. Fruit kept at that temperature that has been in natural air storage stands up longer, in a Southern climate, which is very trying to apples on account of the warm and humid atmosphere.

I have seen throughout the Eastern States a large number of fruit houses that have been built many years which, with a little expense, can be readily altered so the fruit will keep much better in them. Do not trust to windows for ventilation. Windows are too high above ground. Have inlets on a level with the ground and have enough of them. Be sure to have a large ventilator through the roof to carry off foul air. The question may be asked: "How shall we get the warm, foul air out?" As we all know, cold air settles, while warm air rises. The only way I know of is to pump it out. Now those that store in cellars think opening the windows is enough. Yes, it is, if properly fixed. To each window opening in the cellar there should be a wooden flue the size of the window, with the outlet on the cellar floor. In case you need daylight in the cellar it is easily obtained. These flues can lean against the window frame, and can be moved readily.

I have noticed in a good many cellars that the only exit for warm air is through the flues that are used for stoves in extreme cold weather. Well, this is all right, if there are enough of them, and if the inlet to the flue is close to the ceiling.

I have been asked several times how the temperature can be lowered in a house where ice is used, especially when they commence to fill the house with fruit. I have tried this plan: Have, say 5 per cent. of your floor space made

so you can use it independent of the balance of your floor; have the sides about two feet high, use crushed ice and salt. Ice must be pretty cheap, as its consumption is rapid.

To give an idea of the number of flues necessary in a natural air storage, after experimenting, I found the following about right: The last warehouse we built has a stone foundation and brick superstructure. Every window and door is double. The first floor is on a level with the ground, the cellar ten feet deep; the building is one hundred and twenty by one hundred feet, with cellar and two upper floors. This building stands alone and can get air from any direction. On each of the four fronts we have four inlets, making sixteen in all, and one very large door facing north. The inlets to the cellar are two feet high and four feet long, sixteen inlets without the door. The exit flue is in the center of the building, eight by eight feet, with a cupola above the roof. We use this shaft for the elevator. It is enclosed on each floor, with two sets of double doors so we can load and unload elevator. Above these doors we have another set that reaches the ceiling. These are for passing the warm air to the shaft, which rises and passes out of the cupola. Leaning against each window in the cellar are the flues I previously mentioned, carrying the cold air direct to the cellar floor.

I would call your attention to the handling of apples when packed. They can not be handled roughly; if they are, they will soon let down. How often you see them rolled out instead of being run on their chins or on a four-wheeled truck. How often do you see parties in warehouses knock the chock out from under the lower barrel, and "let them come." That must improve the keeping quality of apples! Don't you think so?

Another thing that will more than pay for itself in one season is a self-registering thermometer in each room. If you use them, seal them when placed in position. W. J. SHAW.

**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.

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.

**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.

**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.



**THE NEW LIGHT.**

**Some of the Properties of Acetylene Gas.**

For the sake of the brilliant white light given by this gas we are willing to overlook many dangers and inconveniences, and yet this is no reason why such disadvantages should not be reduced to a minimum. The makers of carbide have endeavored to make a pure carbide, and have succeeded quite well in keeping the sulphur and phosphorus down to a perfectly satisfactory percentage. Makers of generators have tried to turn out an apparatus that will not leak or explode on its own account, and they have succeeded reasonably well. The users of carbide and generators have gone ahead as best they knew how, and have been gaining abundant experience, some of which has been costly, and from which the makers have profited, so that the last year has seen many changes in generator design. Following the history of all new things, the difficulty in introducing this light has been great, and acetylene was, and is now, considered dangerous until proved innocent—just the reverse of legal custom. The trouble does not lie with the gas entirely; the first companies organized did not conduct their affairs in a businesslike manner, and all the original companies in this country have failed. In the same way imperfect generators were hurriedly put upon the market and were thrown back on the hands of the manufacturers, the latter in turn being thrown out of the business. It can not be said that the present forms are perfect, either in design or operation, but they certainly are more practicable than the earlier forms.

Upon this subject any new information is always interesting, and it was with considerable pleasure that we received a paper read at Paris by the French engineer Bouvier, in which he discusses some acetylene accidents and incidentally gives considerable data, which may be summarized as follows. To those of our readers who are interested in acetylene this will no doubt be instructive, so that we have translated parts of it in the following abstract. He first touches briefly upon the properties of carbide and acetylene.

One pound of carbide of calcium gives off, under the action of 0.56 pound of water, 5.45 cubic feet of acetylene, at freezing point and sea level pressure. Good commercial carbides produce, in France, from 4.5 to 4.8 cubic feet of acetylene per pound of carbide, and the gas contains less than 2 per cent. of impurities. The specific gravity of carbide is 2.22. The gas is 0.91 of the weight of an equal volume of air; one pound occupies a space of 13.75 cubic feet, or one cubic foot weighs 0.0727 pound; it is the richest of the gaseous carbides, containing about 92.3 per cent. of carbon and 7.7 per cent. of hydrogen. Its lighting power is equal to fourteen or fifteen times that of gas in French towns, where a 5-foot burner gives but about 16 candles of illumination; its calorific power is 397 calories per cubic foot, or more than double that of French coal gas. The best luminous effects are attained in burners using a gas pressure of 1.18 to 1.57 inches of water. Three inches is preferred in America.

According to recent tests made by Weber, in Switzerland, a Bray 0000 burner when new gave 43.3 candles, with a consumption of 0.95 cubic foot per hour with a pressure of 1.26 inches, but it choked up after twenty hours in service. The same author states that Dr. Bilwiller's burner, having two jets striking each other at 90 deg. and drawing along air by a special arrangement, was burned many times, by reason of the great excess of air, and with a pressure of 1.9 inches of water gave 29.7 candles while consuming 0.78 cubic foot of gas per hour. Atmospheric burners give best results.

Acetylene ignites at 806 deg. Fahrenheit and is decomposed at 1,436 deg. Fahrenheit. Its flame is a succession of explosions taking place so rapidly among the molecules as to appear continuous. Calculation gives a flame

temperature of over 4,500 deg. Fahrenheit. Actually it is not as hot as the Bunsen flame of a Welsbach burner, being but about 1,652 deg. Fahrenheit, as against that of the latter of 2,550 deg. Fahrenheit. Complete combustion requires five volumes of oxygen for every two volumes of acetylene.

At Monnaie, in Germany, during the summer of 1897, an acetylene Bunsen burner was tested whereby a temperature was rapidly obtained of over 2,700 deg. Fahrenheit, enabling them to melt a quantity of nickel in thirty minutes which previously required eighty to eighty five minutes.

The flame is white, of magnificent brilliance, comparable spectroscopically to sunlight, and very well adapted to the comparison of colors and for photographic use, as it is strongly actinic.

The mixture of acetylene with air is explosive between wide limits: From 5 to 65 per cent. of gas, according to Le Chatelier; from 3 to 72 per cent., according to Bunte, also up to 80 per cent.; compare this with the range of 8 to 30 per cent. with city gas. According to Grehan, a mixture of one volume of acetylene with nine volumes of air is the mixture giving a maximum explosion.

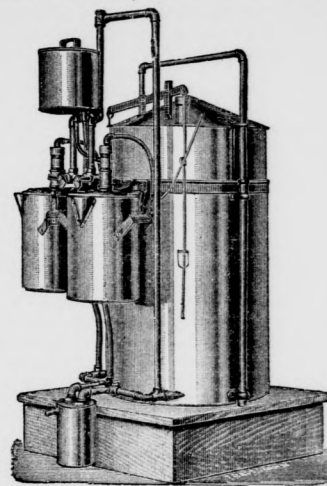
While acetylene alone at atmospheric pressure decomposes at 1,380 deg. Fahrenheit, a mixture containing 35 per cent. of air, or 65 per cent. of acetylene at most, decomposes at 806 deg. Fahrenheit, according to Le Chatelier. The velocity with which the ignition travels is very great.

The energy of acetylene is increased by compression (probably due to an increase of latent heat) which increases the velocity of propagation of combustion and lowers the ignition temperature. Berthelot observed that compressed acetylene was explosive in a tube 0.78 inch diameter and 13 feet long. "At over two atmospheres," he says, "acetylene manifests the ordinary properties of explosives." In some experiments made by the Pintsch Gas Company, of Berlin, a reservoir containing acetylene under six atmospheres' pressure was connected to an iron tube 0.10 inch diameter and 7.8 feet long; at about 5 feet from the receiver the pipe was heated by burning gas and the receiver exploded.

After describing twenty eight accidents, with not sufficient detail, however, to be interesting, except that they occurred within the past two years and resulted in nineteen deaths, the author proceeds to discuss the reason why acetylene is dangerous, citing a case reported by Pictet, and described by Berthelot as follows: "There take place, without doubt, in the reaction of water upon carbide, local elevations of temperature which are sufficient to carry points of the mass to incandescence; the ignition of these points is sufficient to cause an explosion to propagate through the mass of the gas when compressed." This refers to generators which compress the gas by confining it during generation. An accident of this kind occurred at Baviere, where a workman suddenly let a quantity of water upon a large charge of carbide, then raised the gas holder, letting in some air; generation was taking place and the temperature had evidently reached 806 deg. Fahrenheit, for the gas exploded from no outside cause, and amputated both arms of the workman. A number of similar instances have occurred. After-generation, when conlined by closing valves, may also explode the generating chamber, by the excess of pressure created when there is sufficient gas and water present, pressure having no effect upon the ability of carbide to give off gas. We may mention here an experiment which is of some interest: It was endeavored to make a table lamp on the principle of dipping carbide into water; the carbide was packed into a cylindrical recipient quite solidly, and was lowered gradually into the water; after a short time the gas was observed to have an ether odor, and on examination the carbide was found red hot, but as there was no air present there was no ignition nor explosion. High temperatures convert acetylene into its

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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.**

**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  
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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.

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about decorating those rooms?

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polymers, such as benzene, ethers, etc. Non-compressed acetylene indicates a pressure below two atmospheres in France or 1.5 atmospheres in England. Above these limits it is dangerous, for it ignites at 896 deg. Fahrenheit, while other inflammable gases require 1,112 deg. Fahrenheit. This limit lowers as the pressure increases, and thus it is that acetylene has been ignited by the heat of a soldering iron. Wurzler and Beaugard found that the heat produced by an alcohol lamp was sufficient to provoke decomposition of this gas.

According to Berthelot and Vieille, the velocity of explosion is from 13 to 26 feet per second with mixtures of air containing 5 to 15 per cent. of gas. This velocity increases with the pressure under constant volume; the effect of this velocity is to make the explosions very destructive in breaking rather than throwing about.

The distinguished specialist, Roussy de Sales, describes an experience with the use of acetylene in a four horse power gas motor where the head of the motor was blown out. The firm of Hille, in Dresden, build acetylene motors. Should the exit orifice of a liquefied or compressed gas cylinder ignite after mixing the gas with air, two explosions, differing in their nature, may follow, the one of the air and gas mixture outside, which may generate 297 calories per cubic foot of acetylene burned, the other the decomposition of the confined pure gas, which gives up its heat of formation, 818 calories per pound, or 452 calories per cubic foot; in other words, two explosions may result, the one caused by a leak forming an air-gas explosive mixture outside, which ignites the leak, raises the temperature of the receiver to the decomposing point of the contained acetylene. Berthelot insists upon the importance of avoiding the frictional heat caused by gas under pressure issuing from the orifices and by static electric sparks, and the spark caused by a substance striking steel.

**The Women Who Wait.**

He went to the war in the morning—  
The roll of the drums could be heard—  
But he paused at the gate with his mother  
For a kiss and a comforting word.  
He was full of the dreams and ambitions  
That youth is so ready to weave,  
And proud of the clang of his saber  
And the chevrons of gold on his sleeve.

He came from the war in the evening—  
The meadows were sprinkled with snow,  
The drums and the bugles were silent,  
And the steps of the soldiers were slow.  
He was wrapped in the flag of his country  
When they laid him away in the mold,  
With the glittering stars of a captain  
Replacing the chevrons of gold.

With the heroes who sleep on the hillside  
He lies with a flag at his head,  
But, blind with the years of her weeping,  
His mother yet mourns for her dead.  
The soldiers who fall in the battle  
May feel but a moment of pain,  
But the women who wait in the homesteads  
Must dwell with the ghosts of the slain.

**Helpless.**

Friend: You'll never sell those goods.  
What in the world made you buy 'em?  
Country Storekeeper (with a sigh): A  
New York drummer.

**GOTHAM GOSSIP.**

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

Special Correspondence.

New York, Sept. 24—The coffee market may be characterized as steady. The volume of business might be larger were sellers disposed to make a fractional decline. They are holding hard for 6½c for Rio No. 7, with buyers ready to take hold at 6c. Advices from primary markets indicate a stronger feeling there, but it remains to be seen whether it will be reflected here. The crop movement is smaller than last week, being 42,000 bags at Rio and Santos on Wednesday. Two steamers have brought 21,000 bags of Rio and 31,000 of Santos. On the Street not much has been done in the way of speculation and condition of things remains pretty much unchanged. In store and afloat there are 1,003,541 bags, against 80,138 bags at the same time last year. Mild coffees are steady and importers generally show a goodly amount of confidence in the future.

In sugar, the stock market attracts more attention than does the real article itself. The air is full of rumors of this, that and the other thing. A little reduction has been made by Arbuckle on certain grades of softs, but it is said to be only temporary and that there are no indications of "war." Meantime, the independents are said to be hiring all the Trust's valuable men and may eventually gain Mr. Havemeyer himself. Mr. Doscher says he will never sell out to the Trust, but says he can make a profit on refined sugar at a price the Trust would be unable to sell at. Granulated closes at 5½c.

Tea orders from the country have been few and far between and for the smallest quantities. The Street is doing practically nothing and the trade seem to be unwilling to make a single move. The auction sale will take place Oct 5, and until then buyers and sellers seem to have agreed to remain passive. Quotations are altogether nominal.

Reports of considerable damage by the storm gave a little zest to the enquiry and the market for domestic rice is fairly firm. Buyers are not taking large supplies, but, altogether, the conditions are encouraging. Foreign sorts are well held and at rates that seem well established.

Pepper, cloves and cassia maintain considerable strength, but, taking the market as a whole, there is room for improvement. Speculative buyers are not inclined to take hold and orders have been for rather small quantities.

There is limited offering in certain lines of canned goods, notably California fruits, lobster, salmon and gallon apples. The very hot weather of a fortnight ago ripened the corn so rapidly that it could not be taken care of and there will be a great quantity of seconds as a consequence. Reports from the tomato districts are more encouraging and there may be a good round-up after all, for the tomato always comes in smiling. Maryland brands are being offered at 65c net cash; New Jerseys, 87½c.

The demand for California prunes and raisins shows some improvement and the only difficulty seems to be at the coast. It is said that the syndicate proposes to advance prices Oct. 8, and dealers here are wondering whether they will have to pay advanced quotations, even if goods are ordered now, if shipment takes place after Oct 8. There seems to be quite a widespread feeling that the combine is working the situation not only for all it is worth, but a good deal more. Old raisins are pretty closely sold up and the stock of old prunes is in few hands. Evaporated apples are quiet, and the demand is light.

Lemons and oranges are both firm and bring full prices. Choice Sicily lemons are worth \$6.50 per box for 300s, with other sizes down to \$5.25. Sorrentos \$7.50@9, as to size. California oranges, \$4@5 per box.

Little is doing in beans, although matters might be worse. Choice marrows, \$1 62½@1.65; medium, \$1 25; pea, \$1.17½@1.20.

The condition of the butter market is fairly satisfactory. The demand has been sufficient to keep the market well cleaned up, especially as arrivals have not been very large. Sales of fancy Western creamery were made on the basis of 21c; firsts, 19@20c; seconds, 17½@18½c; thirds, 15@16½c. Western imitation creamery, finest, 16@17c; firsts, 14@14½c; seconds, 13@13½c; Western factory, June extras, 14@14½c; firsts, 13@13½c.

A very quiet market prevails in cheese. Prices, however, are strong, especially at primary points. Large size full cream State cheese is worth 8¾@8½c. Nothing doing for export.

Fresh eggs are in good demand and best Western fresh gathered command 16@17c. There is a large supply of stock here just now that is a little "off." It answers for bakers' use and many ordinary wants, but does not help matters in general. With cooler weather matters will certainly improve.

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**Building Paper, Roofing Material**

We are jobbers of these goods, among which are

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**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, Ann Arbor; Grand Secretary, G. S. VALMORE, Detroit; Grand Treasurer, W. S. WEST, Jackson.

**Michigan Commercial Travelers' Mutual Accident Association.**

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

**Lake Superior Commercial Travelers' Club.**

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

**Gripsack Brigade.**

For Sale—Choice assortment of train gates, just the thing to protect the entrances of jails, prisons or insane asylums. Address the operating department of the Heald system.

President Heald's announcement that the train-gate feature of the Heald system would be abandoned Sept. 26 met with the hearty approval of the traveling men and shippers generally.

Two candidates for Treasurer of the Michigan Knights of the Grip are already in the field—O. C. Gould, Secretary of Post F (Saginaw) and L. J. Koster, the Grand Haven dry goods salesman.

L. Max Mills and W. Fred. Blake have been elected directors of the Michigan Commercial Travelers' Mutual Accident Association in place of Jas. N. Bradford, deceased, and Frank M. Tyler, who has removed to Boston.

A. B. Hirth (Hirth, Krause & Co.) has relinquished his position for a time in order to renew his health and restore his strength by a trip through Colorado and New Mexico. He expects to remain away from home about six months.

A. E. Brownell, general salesman for the American Cigar Co., of Coldwater, was in town very early in the week. Mr. Brownell will hereafter cover a portion of the Michigan trade, consequent upon the retirement of Mr. Williams, who has represented the American Cigar Co. in this State for many years. Mr. Brownell will continue to reside at Goshen, Ind.

It is stated that no misuse of the Northern mileage book has occurred since it was inaugurated, eight months ago. This is little short of remarkable, considering the large number of books which have been issued and the miscellaneous manner in which they are disposed of by the railway companies. The absence of any crookedness speaks well for the aggregate honesty and accuracy of the traveling public, of which the traveling men are so large a component.

Reports from Saginaw are to the effect that the members of Post F have already taken steps to effect the preliminary arrangements for the coming annual convention of the Michigan Knights of the Grip. When it was announced that Saginaw had extended an invitation to the organization and that it had been accepted, there was no doubt in the minds of any members as to the kind of reception which would be accorded the city's guests on the occasion of the convention, because Saginaw has long been noted for the warmth and prodigality of her hospitality. The only fear which now appears to prevail throughout the State is that Saginaw will undertake to do too much, raise too

much money and go to too much expense in carrying out the contract she has entered into. The Tradesman sincerely trusts that this fear will prove ungrounded and that Saginaw will so curtail the expense of the entertainment that smaller cities will feel like extending an invitation to future conventions without being hampered by the precedent of lavish expenditure of money.

Henry Tons, who was formerly located in Grand Rapids as a specialty salesman, is under arrest at Detroit, charged with the larceny of \$500 from Mrs. Sarah Powell. Early in August, Mrs. Powell reported to the police department that Tons, whom she had trusted implicitly, had represented himself to her as an agent who had excellent opportunities to make safe and profitable investments. She claimed that she turned over to him about \$1,500 worth of stock of the Canada Southern Railroad to negotiate for other investments which would draw at least 7 per cent. interest. Mrs. Powell said that Tons paid her about \$30 as interest money coming from one of the high interest mortgages. It seems that the first mortgage suddenly came due and the money was again loaned out. About this time someone suggested to her that she look more closely after her money. When she asked for a settlement she was given notes and papers covering the amount of the money that had been invested for her. Shortly after receiving the notes she learned, it is alleged, that they were all forgeries and absolutely worthless. One of the notes is for \$500, and it is on this one that the complaint is based. When a search was made for Tons he was not to be found. It was suspected that he would go to Ohio, because his home was formerly at Canton. He was finally located at Columbus, where the arrest was made.

Hon. Frank Moore, Mayor of Omaha, in the course of an address to commercial travelers, recently said: You traveling men are the sharpest set of fellows in the United States—all the world, I might say. You are in touch all the time with commercial interests; you are the middlemen between the manufacturer and the retail dealer, and in these days of competition, when department stores rule and burnt fire-sale goods are offered for less than nothing, with the remnant sales the different stores have, you have got to be, as "Ole Olson" says, 'onto your job, or you ain't in it.' But to show the extent our bargain sales are carried on all over the country, I am reminded of a young lady of a certain city adjoining ours here. She was a great crank on bargain sales, and although she was a little "lengthy" in years, she was well preserved for all that. She had a little fund to draw on, and whenever there was a bargain counter sale she was always on hand, and if it was cheap she took it in. Going down the street one day she saw on the sidewalk a man who had evidently been blown up on the Maine. One of his arms was gone, two fingers of his right hand were gone, and a big scar was to be seen over his forehead, and he sat in a chair, and the young lady noticed him; she talked to him, and finally took him home with her and married him. Her folks held up their hands in holy amazement and astonishment as they beheld the mutilated wreck, and said: "Matilda! Matilda! What for did you marry such a piece of humanity?" Her answer was: "Well, I couldn't help it; it was such a beautiful remnant, and I got it so cheap I had to take it." (Laughter.)

**Why the Chronic Growler Cannot Succeed.**

When visiting a store it is not very difficult to tell whether the proprietor is what is popularly termed a grunter or not. If he happens to possess this unfortunate disposition there are many evidences of it around his store. His clerks are apt to share in the feelings cherished by the employer and show no alacrity in coming to the front to wait on customers, while he himself is so apathetic as to disregard his own interests and remain at his desk when there is opportunity for him to make himself useful at the front of the store. His stock shows evidences of neglect, things look dingy and unkempt, because the man who habitually growls and complains would rather leave a thing undone than to do it himself, for in this way he creates himself something to grumble about. Such a fault-finder takes a secret delight in detecting mistakes and discrepancies, as they afford opportunity for him to exercise his talent as a grunter. He is usually too contrary and perverse to further his own interests, as he feels that he is lowering his dignity by conciliating and propitiating customers. He prefers to be high and mighty in his department and assumes a magisterial air which is quite imposing but certainly not very ingratiating. The growler is too unsociable to attend conventions; he prefers his own way, however antediluvian, to that of others who are more progressive and modern. He would not visit any other store for worlds, lest he might be accused of being in search of something new.

Unfortunately the habit of grumbling is one which is of such slow growth that the victim is not always aware of just how far it has developed until it is deep-rooted and then it becomes difficult to outgrow. The best way is to do all in your power to make up for others' mistakes and do your own duty and there will be less reason to complain.

**Hotel Changes of Interest to the Boys**

Fred W. Powers and Fred M. Burnham have formed a copartnership under the style of Burnham & Powers and leased the Coburn Exchange, at Howard City. They will take possession Oct. 1 and will be in a position to extend the "glad hand" to the traveling fraternity as soon as the premises are treated to a complete renovation.

Col. T. S. Watson, who will be remembered as the former landlord of the Mears Hotel, at Whitehall, has leased the Franklin House, at Montague, and will take possession as soon as a general overhauling of the premises can be accomplished. The Colonel has many friends among the boys who will be glad to see him behind the register again.

The one-price policy recently inaugurated at the Livingston Hotel (Grand Rapids) by Manager Partlow has resulted in making that hostelry so popular that it is now in order for the guests to write or wire ahead for rooms, which is a new experience with the Livingston. The register shows the effect of the change and the owner of the property has reason to rejoice over the fact that the hotel has finally struck its gait.

**Movements of Lake Superior Travelers.**

Marquette, Sept. 26—Frank G. Horton, Second Vice-President of the Lake Superior Commercial Travelers' Club, writes that he is traveling in Eastern Tennessee and Northern Georgia at present. Frank's home is in Westfield, Pa.

E. B. Baldwin (Marshall-Wells Hardware Co.) did the eastern end of the Peninsula last week.

P. A. Jacobson (Armour Packing Co.) is now working the St. Paul city trade, leaving his regular run out of Sault Ste Marie to Mr. Whitney.

J. P. Carling (I. T. & G. H. Bowman & Co.) is on one of his periodical trips to the Upper Peninsula just now.

S. H. Richardson (Steele, Wedeles & Co.) is the Republican candidate for County Clerk for Houghton county. Mr. Richardson has resided at Hancock for years. It makes no difference where you put him—he is O. K.

Fred A. Tower (American Steel & Wire Co.) has a new house about completed at Ionia. Fred has been a Benedict ten years. His first heir made its appearance last winter, and Fred is so well satisfied with his present neighborhood that he intends to reside there permanently. OUIX.

People who note minor matters remark that the subscriptions of letters are shorter and much curter than they were in the days gone by. People are in too great a hurry in these times to be elaborately and superfluously courteous, and, after all, the subscription of a letter is not an important matter, excepting the case of very young people hovering on the brink of love, when every indication is carefully watched for.

When a policeman marries he soon begins to wonder where he can hide his club so that his wife can't find it.

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

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

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



## Drugs--Chemicals

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#### Examination Sessions.

Lansing--Nov. 1 and 2.

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### Some Hints as to the Manufacture of Perfumery.

Written for the TRADESMAN.

The writer once asserted, in an article referring to the "lost arts," that nothing had ever been lost which was worth preserving; and the development, compounding and use of perfumery deserve a chapter under this head.

Eighteen hundred years ago all life suddenly ceased in the city of Pompeii. Many of its inhabitants escaped from that shower of fire, ashes and stones; but they left hundreds of things behind them, since brought to the light of this Nineteenth Century, which only confirms that trite maxim, "There is nothing new under the sun." Among these discoveries was the fact that perfumery, in various forms, was made use of by the people of that day; and its manufacture and use have continued to increase with advancing civilization down to the present time.

At first, the methods of preparing it were exceedingly crude and consisted of crushed or powdered barks, berries, leaves and flowers stitched into little bags of cloth, which emitted constantly and naturally their grateful fragrance. We remember that sixty years ago the ancient dames in the higher walks of life carried their little perfume sachets, when visiting or shopping. But with the evolution of perfumery the discovery was made that "the soul of its sweetness" resided in a volatile oil, which later was obtained by expression or distillation from various flowers, seeds and woods. Then followed the delicate art of compounding these substances, which is a discovery of our higher civilization. A still later discovery, unknown to many dealers, is the fact that, after any of our compound odors are prepared and tightly sealed in glass, they increase in strength, sweetness and delicacy, while the air is excluded, in a direct ratio from one to five years. This cue was first obtained in France, by noticing the peculiarly fragrant bouquet emitted from wines which had been bottled and sealed for many years. It would well repay any perfumer or druggist to be able to certify that his bottled perfumes contain upon the label the true date of their sealing, as with the wealthier classes price bears no comparison with quality, and one sale of such perfume secures a customer for all time.

It is not the object of this article to instruct the druggist to manufacture, in its broadest sense, his perfumery, but to furnish a few pointers which may prove valuable in his chosen vocation: As the source or nucleus of all perfumes is the volatile oil mentioned, it is well to note that not all are equally diffusible, and therefore only a portion of them can be obtained without serious loss by distillation. It is evident that, when possible, to obtain the oils by expression,

or through the aid of some heated menstruum which will quickly release and then hold it by rapid refrigeration, is the best and most economic method. The oil of flowers or blossoms, buds or delicate leaves recently gathered is best extracted by the enfleurage system. Half beef fat and half purified lard is best for the pomade. This mixture should be heated nearly to the scalding point and poured over each kind separately; then set aside to cool. At any period after four to six months it is ready for the cologne spirits--generally employed--to release the perfume, which then only requires to be filtered and bottled tightly. The pomade which then remains is not entirely divested of its precious contents and may be remelted at a low temperature, strained from the now inert substances from which the perfume was extracted, and placed in salt-mouth vials. Under the generic name of pomade this is used for various purposes, with which every druggist is familiar. Alum water, lime and a few cloves are used to purify the beef fat and lard before using. For the mint oils (distilled) much depends upon gathering the crop at the right moment. It should be cut when in full flower. If left until the bloom is past a rank oil will be the result.

Perfumes obtained from woods of many kinds must necessarily be distilled. With the exception of the chemist and druggist, it is not generally known that many of our essential and fixed oils are almost identically alike in taste and smell; notably oils of birch bark and wintergreen leaves; oils of mace and nutmeg; oils of thyme and sweet marjoram; oil of bitter almonds and an artificial product obtained by the reaction of nitric acid on benzole, also the oil from peach pits.

The earliest recorded use of perfumes was in the form of incense in religious worship, in which it was used as an offering to the gods; but in this age its almost daily use in some form is confined to the most refined, educated and enlightened nations of the earth and is synonymous with the highest civilization. The lower types of mankind seem to have no use for it. The French nation was among the first to supply the New World, as well as the Old, with fine perfumery, yet to-day England, Germany and the United States are her strong competitors for supremacy in the quality, beauty and artistic taste of this class of goods.

FRANK A. HOWIG.

#### Time Limits in the Pharmacopœia.

All drugs are essentially chemicals, and as chemicals are all prone to decompose under a vast variety of conditions, it is natural to expect that galenicals, always containing several substances in intimate contact and frequently a large number, should decompose to a greater or less extent from the moment that their preparation has been completed.

In a large percentage of the pharmaceutical preparations used to-day, deterioration or detrimental changes are so guarded against that they remain in almost perfect condition for a long time, but in another class containing important medicaments it has been found impossible to preserve against destruction and serious regression, that not only render them worthless but even dangerous substances when used as drugs.

In the case of this class of galenicals the pharmacopœias should establish not only clear methods which tend to

prevent decomposition, but also state a time limit beyond which their use should be prohibited.

My experience is that tincture of iodine will remain about U. S. P. strength for a month if kept in an ordinary shelf bottle exposed to light, but two months when kept in a dark closet; hence such a time limit ought to be appended to the description of this preparation, and instructions added to prepare a quantity not larger than sufficient to supply the ordinary demand for this period.

Spirit of nitrous ether remains of fair strength for about three months after preparation, yet I have known a sample of this preparation manufactured by one of our best manufacturing pharmacists to assay only one-eighth strength, and on investigation discovered that the jobbing house from whom this article was purchased had had it in stock for two years, selling it only when the particular make was specified; with a date on the package all interested would have used proper caution.

Diluted hydrocyanic acid deteriorates to one-half strength in six months, and it is so easily prepared by the second process of the U. S. P. 1890 that no excuse can serve the dispensing of this important substance having practically no value, and a time limit would serve to prevent such action.

I have frequently noticed sulphurous acid in pharmacies with no odor. How long this preparation remains usable I do not know.

Among other galenicals that could profitably be marked with time limits in addition to all other precautions, to preserve quality, may be enumerated syrup of wild cherry, syrup of althaea, solution of lead subacetate, camphor water, fennel water, anise water, diluted nitrohydrochloric acid, solution of hydrogen dioxide, certain cerates and ointments, and others.

It would seem quite desirable likewise to order the yearly replenishing of the stock of such crude drugs, oils and chemicals that can not be made by ordinary methods to retain their virtues. This is practically accomplished in some European countries at present.

JOSEPH FEIL, PH. G.

#### The Drug Market.

Opium--Is about steady at unchanged prices.

Morphine--Manufacturers reduced their price 15c per oz. on Monday. In view of the steady market for opium, this has come as a surprise to the trade.

Quinine--While the market is firm, there is little doing and prices are the same as quoted last week.

Cocaine--The demand is fair and the market firm. The tendency is still upward.

Quicksilver--Has again declined. All mercurials are tending to lower prices.

Insect Flowers--Are excited abroad and have advanced about 40 per cent. Higher prices for insect powder will, no doubt, rule next year.

Balsams--Peru has declined, on account of large stocks. Fir, copaiba and tolu are unchanged.

Essential Oils--Anise and cassia are quiet. Cubeb is lower. Peppermint is doing better and may be called firm. Competition has reduced prices. Worm seed is lower. Lemon, bergamot and orange are all firm. Lemon has advanced 5 cents.

Gums--Camphor is very firm and higher abroad, but unchanged in this market. Arabic and tragacath are in fair demand at unchanged prices.

You should always buy

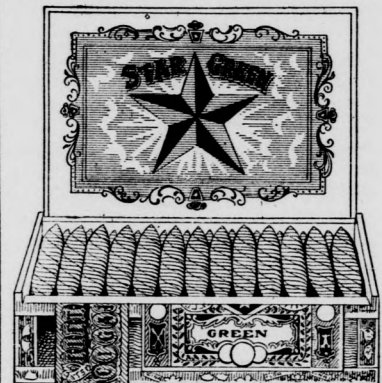
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Sole  
Manufacturers **CRYSTAL-ROCK FINISH**  
TOLEDO, OHIO.

For Interior and  
Exterior Use



WHOLESALE PRICE CURRENT.

Advanced—	Declined—				
<b>Acidum</b>					
Aceticum	60	3	Conium Mac.	35	50
Benzolium, German	70	75	Copaiba	1 15	2 25
Boricum	15	15	Cubebae	90	1 00
Carbonicum	20	41	Exechthitos	1 00	1 10
Citricum	40	50	Ergerion	1 00	1 10
Hydrochlor	30	5	Gaultheria	1 50	1 60
Nitrosum	80	10	Geranium, ounce	75	45
Oxalicum	12	14	Gossypii, Sem. gal.	50	60
Phosphorium, dil.	15	15	Hedera	1 00	1 10
Salicylicum	60	65	Juniper	1 50	2 00
Sulphuricum	1 1/2	5	Lavandula	30	2 00
Tannicum	1 25	40	Limonis	1 30	1 50
Tartaricum	38	40	Mentha Piper.	1 60	2 20
<b>Ammonia</b>					
Aqua, 16 deg.	40	6	Mentha Verid.	1 50	1 60
Aqua, 20 deg.	60	8	Morrhuae, gal.	1 10	1 25
Carbonas	12	14	Myrcia	4 00	4 50
Chloridum	12	14	Olive	75	3 00
<b>Apilline</b>					
Black	2 00	2 25	Picis Liquida, gal.	10	12
Brown	80	1 00	Ricina	9	1 10
Red	45	50	Rosmarini	6 50	8 50
Yellow	2 50	3 00	Rose, ounce	40	45
<b>Baccæ</b>					
Cubebæ, po. 18	13	15	Succini	40	45
Juniperus	6	8	Sabina	90	1 00
Xanthoxylum	25	30	Santal	2 50	7 00
<b>Balsamum</b>					
Copaiba	52	58	Sassafras	55	60
Peru	2	75	Sinapis, ess., ounce	65	65
Terabin, Canada	15	20	Tiglli	1 70	1 80
Tolutan	50	55	Thyme	40	50
<b>Cortex</b>					
Abies, Canadian	18	18	Thyme, opt.	1 60	1 60
Cassia	15	15	Theobromas	15	20
Cinchona Flava	18	18	<b>Potassium</b>		
Euonymus atropurp	10	10	Bi-Carb.	15	18
Myrica Cerifera, po.	20	20	Bichromate	13	15
Prunus Virgini.	12	12	Bromide	50	55
Quillaia, gr'd	12	12	Carb.	12	15
Sassafras, po. 18	12	12	Chlorate, po. 17@19c	16	18
Ulmus, po. 15, gr'd	15	15	Cyanide	35	40
<b>Extractum</b>					
Glycyrrhiza Glabra	24	25	Iodide	2 80	2 80
Glycyrrhiza, po.	24	25	Potassa, Bitart. pure	28	30
Hæmatox, 15 lb box	11	12	Potassa, Nitras, opt.	10	12
Hæmatox, 1s	13	14	Potassa Nitras	2	25
Hæmatox, 1/2s	14	15	Prussiate	2	25
Hæmatox, 1/4s	14	15	Sulphate po	15	18
<b>Ferru</b>					
Carbonate Precip.	15	15	<b>Radix</b>		
Citrate and Quinia	2 25	25	Aconitum	20	25
Citrate Soluble	75	75	Althæa	22	25
Ferrocyanidum Sol.	10	10	Anchusa	10	12
Sulphate, com'l, by	2	2	Arum po.	20	25
bbi, per cwt.	50	50	Calamus	20	40
Sulphate, pure	50	50	Gentiana, po. 15	12	15
<b>Flora</b>					
Arnica	12	14	Glycyrrhiza, pv. 15	16	18
Anthemisi	18	25	Hydrastis Canaden.	60	60
Matricaria	30	35	Hydrastis Can., po.	18	20
<b>Folia</b>					
Barosma	23	28	Hellebore, Alba, po.	15	20
Cassia Acutifol, Tin-	18	25	Inula, po.	15	20
nevelly	25	30	Ipecac, po.	2 80	3 00
Cassia Acutifol, Alx.	25	30	Iris plox., po. 35@38	35	40
Salvia officinalis, 1/2s	12	20	Jalapa, pr.	25	30
and 1/4s	12	20	Maranta, 1/2s	22	25
Ura Ursi.	8	10	Podophyllum, po.	75	1 00
<b>Gummi</b>					
Acacia, 1st picked	65	65	Rhei	75	1 00
Acacia, 2d picked	45	45	Rhei, cut.	1 25	1 25
Acacia, 3d picked	35	35	Rhei, pv.	75	1 35
Acacia, sifted sorts	28	28	Spigelia	35	38
Acacia, po.	60	60	Sanguinaria, po. 15	35	38
Aloe, Barb. po. 18@20	12	14	Serpentaria	30	35
Aloe, Cape, po. 15	12	12	Senega	40	45
Aloe, Socotri, po. 40	30	30	Similax, officinalis H	40	40
Ammoniac	55	60	Smilax, M.	25	25
Assafetida, po. 30	25	28	Scilla	10	12
Benzoinum	50	55	Symplocarpus, Fœti-	10	12
Catechu, 1s	10	10	dis, po.	25	25
Catechu, 1/2s	10	10	Valeriana, Eng. po. 30	15	20
Catechu, 1/4s	14	14	Valeriana, German.	15	20
Camphore	38	42	Zingiber a.	12	16
Euphorbium, po. 35	10	10	Zingiber j.	25	27
Gambanum	2	2	<b>Semen</b>		
Gamboge po.	65	70	Anisum, po. 15	12	12
Guaiaacum, po. 25	30	30	Apium (graveleons)	13	15
Kino, po. \$3.00	3 00	3 00	Bird, 1s.	4	6
Mastic	60	60	Carui, po. 18	10	12
Myrrh, po. 45	40	40	Cardamom	1 25	1 75
Opil., po. \$5.20@5.40	3 90	4 00	Coriandrum	8	10
Shellac	25	35	Cannabis Sativa	4	4 1/2
Shellac, bleached	40	45	Cydonium	75	1 00
Tragacanth	50	50	Chenopodium	10	12
<b>Herba</b>					
Absinthium, oz. pkg	25	25	Dipterix Odorate.	1 80	1 90
Eupatorium, oz. pkg	25	25	Foeniculum	10	10
Lobelia, oz. pkg	25	25	Foenugreek, po.	7	9
Majorum, oz. pkg	25	25	Lin. gr'd.	3 1/2	4 1/2
Mentha Pip., oz. pkg	25	25	Lin. gr'd. bbl. 3 1/2	4	4 1/2
Mentha Vir., oz. pkg	25	25	Lobelia	35	40
Rue, oz. pkg	25	25	Pharlaris Canarian.	4	4 1/2
Tanacetum V. oz. pkg	25	25	Rapa	4 1/2	5
Thymus, V. oz. pkg	25	25	Sinapis Albu.	9	10
<b>Flagnesia.</b>					
Calcined, Pat.	55	60	Sinapis Nigra	11	12
Carbonate, Pat.	20	20	<b>Spiritus</b>		
Carbonate, K. & M.	30	35	Frumenti, W. D. Co.	2 00	2 50
Carbonate, Jennings	35	36	Frumenti, D. F. R.	2 00	2 25
<b>Oleum</b>					
Absinthium	3 50	3 75	Frumenti	1 25	1 50
Amygdale, Dulc.	30	50	Juniperis Co. O. T.	1 65	2 00
Amygdale, Amara	8 00	8 25	Juniperis Co.	1 75	3 50
Anisi	2 10	2 20	Saacharum N. E.	1 90	2 10
Aurant Cortex	2 25	2 40	Spt. Vini Galli.	1 75	6 50
Bergamit	3 00	3 20	Vini Oporto.	1 25	2 00
Cajiputi	80	85	Vini Alba.	1 25	2 00
Caryophylli	80	85	<b>Sponges</b>		
Cedar.	35	65	Florida sheeps' wool	2 50	2 75
Chenopadii	2 75	2 75	Nassau sheeps' wool	2 00	2 00
Citronomii	1 60	1 70	Velvet extra sheeps'	1 25	1 25
Cunaronella	45	50	wool, carriage	1 00	1 00
			Extra yellow sheeps'	1 00	1 00
			wool, carriage	1 00	1 00
			Grass sheeps' wool,	1 00	1 00
			carriage	75	75
			Hard, for slate use.	1 40	1 40
			Yellow Reef, for		
			slate use.		
			<b>Syrups</b>		
			Acacia	50	50
			Aurant Cortes	50	50
			Zingiber	50	50
			Ipecac	50	50
			Ferri Iod.	50	50
			Rhei Arom.	50	50
			Smilax Officinalis.	50	50
			Senega	50	50
			Scilla	50	50

Morphia, S.P. & W.	2 40	2 65	Sinapis	2	18
Morphia, S.N.Y. Q. & C. Co.	2 30	2 55	Sinapis, opt.	2	30
Moschus Canton	2 40	2 55	Snuff, Maccaboy, De Voes.	2	34
Myristica, No. 1.	65	80	Snuff, Scotch, De Vo's	9	11
Nux Vomica, po. 30	10	10	Soda Boras	9	34
Pepsin Saac, H. & P. D. Co.	1 10	1 18	Soda Boras, po.	9	11
Picis Liq. N.N. 1/2 gal. doz.	2 00	2 00	Soda et Potass Tart.	26	28
Picis Liq., quarts	2 00	2 00	Soda, Carb.	1 1/2	2
Pil Hydrarg. po. 80	2 00	2 00	Soda, Bi-Carb.	3 1/2	4
Piper Nigra, po. 22	2 00	2 00	Soda, Ash	3 1/2	4
Piper Alba, po. 35	2 00	2 00	Soda, Sulphas.	2	2
Plumb. Acet.	10	12	Spts. Cologne.	2	2
Pulvis Ipecac et Opil.	1 10	1 20	Spts. Ether Co.	50	55
Pyrethrum, boxes H. & P. D. Co., doz.	2 125	2 125	Spt Myrcia Dom.	0	0
Pyrethrum, pv.	25	30	Spts. Vini Rect. bbl.	2	55
Quassia	80	10	Spts. Vini Rect. 1/2 bbl.	2	60
Quinia, S. P. & W.	29	31	Spts. Vini Rect. 10gal	2	63
Quinia, S. German.	22	32	Spts. Vini Rect. 5gal	2	65
Quinia, N. Y.	29	34	Less 5c gal. cash 10 days.		
Rubia Tincturum	12	14	Strychnia, Crystal.	1 40	1 45
Saccharum Lactis pv Salacin.	3 00	3 10	Sulphur, subl.	2 1/2	3 1/2
Sanguis Draconis	40	50	Sulphur, Roll.	2 1/2	3 1/2
Sapo, M.	12	14	Tamarinds	8	10
Sapo, G.	15	18	Terebenth Venice.	28	30
Siedlitz Mixture	20	22	Theobromæ	46	48
			Vanilla	9 00	16 00
			Zinci Sulph.	7	8
			<b>Oils</b>		
			Whale, winter.	70	70
			Lard, extra	50	60
			Lard, No. 1.	40	45



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## Imperiales

Clear Havana - - - \$60

## Lord Cardigan

Best Domestic Cigar on the Market

Regiments - - - \$60

Brigades - - - \$70

Order a Sample Box.

## Hazeltine & Perkins Drug Co.,

Grand Rapids, Mich.



# GROCERY PRICE CURRENT.

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

AXLE GREASE.	
Aurora, doz.	55
Castor Oil, doz.	7 00
Diamond, doz.	4 00
Frazier's, doz.	9 00
IXL Golden, tin boxes	75
Pica, tin boxes	75
Paragon, doz.	55
Paragon, doz.	6 00
BAKING POWDER.	
Absolute.	
1/2 lb cans doz	45
1/4 lb cans doz	85
1 lb can doz	1 50
Acme.	
1/2 lb cans doz	45
1/4 lb cans doz	75
1 lb can doz	1 00
Bulk	10
Arctic.	
6 oz. Eng. Tumblers	85
El Parity.	
1/2 lb cans per doz	75
1/4 lb cans per doz	1 20
1 lb cans per doz	2 00
Home.	
1/2 lb cans 4 doz case	35
1/4 lb cans 4 doz case	55
1 lb cans 2 doz case	90
Jersey Cream.	
1 lb. cans, per doz	2 00
9 oz. cans, per doz	1 25
6 oz. cans, per doz	85
Our Leader.	
1/2 lb cans	45
1/4 lb cans	75
1 lb cans	1 50
Peerless.	
1 lb. cans	85
Queen Flake.	
3 oz., 6 doz. case	2 70
2 1/2 oz., 4 doz. case	3 20
9 oz., 4 doz. case	4 80
1 lb., 2 doz. case	4 00
5 lb., 1 doz. case	9 00
BATH BRICK.	
American	70
English	80
BLUING.	
CONDENSED PEARL BLUING	
Small, 3 doz.	40
Large, 2 doz.	75
BROOMS.	
No. 1 Carpet	1 90
No. 2 Carpet	1 75
No. 3 Carpet	1 50
No. 4 Carpet	1 15
Parlor Gem	2 00
Common Whisk	70
Fancy Whisk	80
Warehouse	2 25
CANDLES.	
8s	7
16s	8
Paraffine	8
Wicking	20
CANNED GOODS.	
Lantern Peas.	
Lakeside Marrowfat	95
Lakeside E. J.	1 15
Lakeside, Cham. of Eng.	1 20
Lakeside, Gem. Ex. Sifted.	1 45
Extra Sifted Early June	1 75
CATSUP.	
Columbia, pints	2 00
Columbia, 1/2 pints	1 25
CHEESE.	
Acme	10
Amboy	10
Butternut	10
Carson City	10
Emblem	10
Gem	10 1/2
Ideal	10
Jersey	10
Lenawee	10
Riverside	10
Sparta	10
Springdale	10
Brick	11
Edam	10
Leiden	10
Limburger	12
Pineapple	50
Sap Sago	17
Chicory.	
Bulk	5
Red	7
CHOCOLATE.	
Walter Baker & Co.'s.	
German Sweet	23
Premium	35
Breakfast Cocoa	46

CLOTHES LINES.	
Cotton, 40 ft, per doz.	1 00
Cotton, 50 ft, per doz.	1 20
Cotton, 60 ft, per doz.	1 40
Cotton, 70 ft, per doz.	1 60
Cotton, 80 ft, per doz.	1 80
Jute, 60 ft, per doz.	90
Jute, 72 ft, per doz.	95
COCOA SHELLS.	
20 lb bags	2 1/2
Less quantity	3
Pound packages	4
CREAM TARTAR.	
5 and 10 lb. wooden boxes	30
Bulk in sacks	29
COFFEE.	
Green.	
Rio.	
Fair	9
Good	10
Prime	11
Golden	12
Peaberry	13
Santos.	
Fair	12
Good	13
Prime	14
Peaberry	15
Mexican and Guatamala.	
Fair	15
Good	16
Fancy	17
Maracaibo.	
Prime	19
Milled	20
Java.	
Interior	19
Private Growth	20
Mandehling	21
Mocha.	
Imitation	20
Arabian	22
Roasted.	
Clark-Jewell-Wells Co.'s Brands Fifth Avenue	29
Jewell's Arabian Mocha	29
Wells' Mocha and Java	24
Wells' Perfection Java	24
Sancalbo	21
Breakfast Blend	18
Valley City Maracaibo	18 1/2
Ideal Blend	19
Leader Blend	12
Package.	
Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 3/4 c per pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases.	
Arbuckle	10 50
Jersey	10 50
McLaughlin's XXXX	10 50
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	
Extract.	
Valley City 1/2 gross	75
Felix 1/2 gross	1 10
Hummel's foil 1/2 gross	85
Hummel's tin 1/2 gross	1 45
CLOTHES PINS.	
5 gross boxes	40
CONDENSED MILK.	
4 doz in case.	
Gall Borden Eagle	6 25
Crown	5 75
Daisy	4 50
Champion	4 25
Magnolia	3 25
Challenge	3 25
Dime	3 25
COUPON BOOKS.	
Tradesman Grade.	
50 books, any denom.	1 50
100 books, any denom.	2 50
500 books, any denom.	11 50
1,000 books, any denom.	20 00
Economic Grade.	
50 books, any denom.	1 50
100 books, any denom.	2 50
500 books, any denom.	11 50
1,000 books, any denom.	20 00
Superior Grade.	
50 books, any denom.	1 50
100 books, any denom.	2 50
500 books, any denom.	11 50
1,000 books, any denom.	20 00
Coupon Pass Books.	
Can be made to represent any denomination from \$10 down.	
20 books	1 00
50 books	2 00
100 books	3 00
250 books	6 25
500 books	10 00
1,000 books	17 50

ONE CENT COUPON	
Universal Grade.	
50 books, any denom.	1 50
100 books, any denom.	2 50
500 books, any denom.	11 50
1,000 books, any denom.	20 00
Credit Checks.	
500, any one denom'n.	3 00
1000, any one denom'n.	5 00
2000, any one denom'n.	8 00
Steel punch.	75
DRIED FRUITS—DOMESTIC	
Apples.	
Sundried	2
Evaporated 50 lb boxes	2
California Fruits.	
Apricots	2 1/2
Blackberries	2 1/2
Nectarines	2 1/2
Peaches	2 1/2
Pears	2 1/2
Pitted Cherries	2 1/2
Prunelles	2 1/2
Raspberries	2 1/2
California Prunes.	
100-120 25 lb boxes	2 1/2
90-100 25 lb boxes	2 1/2
80-90 25 lb boxes	2 1/2
70-80 25 lb boxes	2 1/2
60-70 25 lb boxes	2 1/2
50-60 25 lb boxes	2 1/2
40-50 25 lb boxes	2 1/2
30-40 25 lb boxes	2 1/2
1/2 cent less in 50 lb cases	
Raisins.	
London Layers 3 Crown	1 40
London Layers 4 Crown	
Loose Muscatels 2 Crown	3 1/2
Loose Muscatels 3 Crown	4 1/2
Loose Muscatels 4 Crown	
FOREIGN.	
Currants.	
Patras bbls.	6 1/2
Vostizas 50 lb cases	6 1/2
Cleaned, bulk	7 1/2
Cleaned, packages	7 1/2
Peel.	
Citron American 10 lb bx	13
Lemon American 10 lb bx	12
Orange American 10 lb bx	12
Raisins.	
Ondura 28 lb boxes	2
Sultana 1 Crown	2
Sultana 2 Crown	2
Sultana 3 Crown	2
Sultana 4 Crown	2
Sultana 5 Crown	2
Sultana 6 Crown	2
Sultana package	2
FARINACEOUS GOODS.	
Farina.	
24 1/2 lb. packages	1 50
Bulk, per 100 lbs.	3 50
Rice.	
Walsh-DeRoo Co.'s Brand.	
24 1/2 lb. packages	1 80
100 lb. kegs	2 70
200 lb. barrels	5 10
Hominy.	
Barrels	2 50
Flake, 50 lb. drums	1 00
Beans.	
Dried Lima	3 1/2
Medium Hand Picked	
Macaroni and Vermicelli.	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50
Pearl Barley.	
Common	1 90
Chester	2 25
Empire	3 00
Peas.	
Green, bu.	95
Split, per lb.	2 1/2
Rolled Oats.	
Rolled Avena, bbl.	4 00
Monarch, bbl.	3 50
Monarch, 1/2 bbl.	1 88
Monarch, 90 lb sacks	1 75
Quaker, cases	3 20
Huron, cases	1 75
Sago.	
German	4
East India	3 1/2
Tapioca.	
Flake	3 1/2
Pearl	3 1/2
Anchor, 40 1/2 lb. pkgs.	5
Wheat.	
Cracked, bulk	3 1/2
24 1/2 lb packages	2 50

Salt Fish.	
Cod.	
Georges cured	4
Georges genuine	5
Georges selected	5 1/2
Strips or bricks	6
Herring.	
Holland white hoops, bbl.	7 75
Holland white hoop 1/2 bbl	4 25
Holland, 1/4 bbl	2 25
Holland white hoop, keg.	1 35
Holland white hoop mchs	70
Norwegian	
Round 100 lbs	2 75
Round 40 lbs	1 30
Scaled	14
Flackerel.	
Mess 100 lbs	15 00
Mess 40 lbs	6 30
Mess 10 lbs	1 65
Mess 8 lbs	1 35
No. 1 100 lbs	5 60
No. 1 40 lbs	1 48
No. 1 10 lbs	1 20
No. 1 8 lbs	1 20
No. 2 100 lbs	8 50
No. 2 40 lbs	3 70
No. 2 10 lbs	1 00
No. 2 8 lbs	83
Trout.	
No. 1 100 lbs	5 25
No. 1 40 lbs	2 40
No. 1 10 lbs	68
No. 1 8 lbs	57
Whitefish.	
No. 1	2 00
No. 2	1 10
100 lbs	81
40 lbs	3 00
10 lbs	81
8 lbs	68
FLAVORING EXTRACTS.	
Jennings'.	
D. C. Vanilla	2 00
D. C. Lemon	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. 2 T. 80
No. 3 T. 20	No. 3 T. 1 25
No. 4 T. 20	No. 4 T. 1 50
Northrop Brand.	
2 oz. Taper Panel	75
3 oz. Oval	75
3 oz. Taper Panel	1 35
4 oz. Taper Panel	1 60
Souder's.	
Oval bottle, with corkscrew.	
Best in the world for the money.	
Regular Grade Lemon.	
2 oz.	75
4 oz.	1 50
Regular Grade Vanilla.	
2 oz.	1 20
4 oz.	2 40
XX Grade Lemon.	
2 oz.	1 50
4 oz.	3 00
XX Grade Vanilla.	
2 oz.	1 75
4 oz.	3 50
HERBS.	
Sage	15
Hops	15
INDIGO.	
Madras, 5 lb boxes	55
S. F., 2, 3 and 5 lb boxes	50

GUNPOWDER.	
Rifle—Dupont's.	
Kegs	4 00
Half Kegs	2 25
Quarter Kegs	1 25
1 lb. cans	30
1/2 lb. cans	18
Choke Bore—Dupont's.	
Kegs	4 25
Half Kegs	2 40
Quarter Kegs	1 35
1 lb. cans	34
Eagle Duck—Dupont's.	
Kegs	8 00
Half Kegs	4 25
Quarter Kegs	2 25
1 lb. cans	45
JELLY.	
15 lb pails	35
30 lb pails	65
LYE.	
Condensed, 2 doz	1 20
Condensed, 4 doz	2 25
LICORICE.	
Pure	30
Calabria	25
Sicily	14
Root	10
MINCE MEAT.	
Ideal, 3 doz. in case	2 25
MATCHES.	
Diamond Match Co.'s brands.	
No. 9 sulphur	1 65
Anchor Parlor	1 70
No. 2 Home	1 10
Export Parlor	4 00
ROLASSES.	
New Orleans.	
Black	11
Fair	14
Good	20
Fancy	24
Open Kettle	25 1/2
Half-barrels 2c extra.	
MUSTARD.	
Horse Radish, 1 doz.	1 75
Horse Radish, 2 doz.	3 50
Bayle's Celery, 1 doz.	1 75
PIPES.	
Clay, No. 216	1 70
Clay, T. D. full count	85
Cob, No. 3	65
POTASH.	
48 cans in case.	
Babbitt's	4 00
Penna Salt Co.'s	3 00
PICKLES.	
Medium.	
Barrels, 1,200 count	4 50
Half bbls, 600 count	2 75
Small.	
Barrels, 2,400 count	5 10
Half bbls 1,200 count	3 25
RICE.	
Domestic.	
Carolina head	6 1/2
Carolina No. 1	5
Carolina No. 2	4
Broken	3 1/2
Imported.	
Japan, No. 1	5 1/2 @ 6
Japan, No. 2	4 1/2 @ 5
Java, fancy head	5 @ 5 1/2
Java, No. 1	5 @
Table	@
SALERATUS.	
Packed 60 lbs. in box.	
Church's	3 1/2
Deland's	3 1/2
Dwight's	3 1/2
Taylor's	3 00
SODIO	
60 lb. case	\$3.15
SAL SODA.	
Granulated, bbls	75
Granulated, 100 lb cases	90
Lump, bbls	75
Lump, 145 lb kegs	85

SNUFF.	
Scotch, in bladders	3 1/2
Maccaboy, in jars	3 3/4
French Kappee, in jars	4 3/4
SEEDS.	
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
SALT.	
Diamond Crystal.	
Table, cases, 24 3-lb boxes	1 50
Table, barrels, 100 3 lb bags	2 75
Table, barrels, 40 7 lb bags	2 40
Butter, barrels, 280 lb. bulk	2 25
Butter, barrels, 20 14 lb bags	2 50
Butter, sacks, 28 lbs.	25
Butter, sacks, 56 lbs.	55
Common Grades.	
100 3 lb sacks	1 90
60 5-lb sacks	1 75
28 10-lb sacks	1 60
Worcester.	
50 4 lb. cartons	3 25
115 2 1/2 lb. sacks	4 00
60 5 lb. sacks	3 75
22 14 lb. sacks	3 50
30 10 lb. sacks	3 50
28 lb. linen sacks	32
56 lb. linen sacks	60
Bulk in barrels	2 50
Warsaw.	
56-lb dairy in drill bags	30
28-lb dairy in drill bags	15
Ashton.	
56-lb dairy in linen sacks	60
Higgins.	
56-lb dairy in linen sacks	60
Solar Rock.	
56-lb sacks	24
Common.	
Granulated Fine	70
Medium Fine	70
SOAP.	
JAXON	
Single box	2 75
5 box lots, delivered	2 70
10 box lots, delivered	2 65
JAS. S. KIRK & CO.'S BRANDS.	
American Family, wrp'd	2 66
Dome	2 75
Cabinet	2 30
Savon	2 50
White Russian	2 35
White Cloud, laundry	6 25
White Cloud, toilet	3 50
Dusky Diamond, 50 6 oz.	2 10
Dusky Diamond, 50 8 oz.	3 00
Blue India, 100 1/2 lb.	3 00
Kirkline	3 50
Eos	2 50
SCHULTE SOAP CO.'S BRANDS	
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, 1	



SPICES.

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

SYRUPS

Table listing different types of syrups like Corn, Pure Cane, and Choice with their prices.

STARCH.

Table listing starch products including Kingsford's Corn and Kingsford's Silver Gloss.

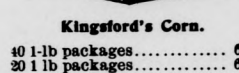


Table listing Kingsford's Silver Gloss products in various package sizes.

Table listing Diamond brand starch products.

Table listing Common Corn starch products.

Table listing Common Gloss starch products.

STOVE POLISH.



Table listing Enameline stove polish products in different sizes.

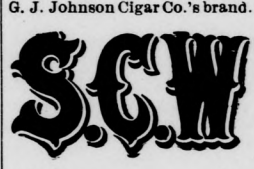
SUGAR.

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

Table listing various types of sugar including Domino, Cut Leaf, Crushed, Cubes, Powdered, Granulated, and Confec. Standard.

TOBACCOS.

Table listing tobacco products like Clark-Jewell-Wells Co.'s brand and H. & P. Drug Co.'s brand.



S. C. W. 33 00

Table listing Rubie Bros. Co.'s Brands of tobacco products.

TABLE SAUCES.

Table listing table sauces like Lea & Perrin's, Halford, and Salad Dressing.

Table listing Vinegar products.

Table listing Wicking products.

Crackers.

The National Biscuit Co. quotes as follows:

Table listing various types of crackers.

Soda.

Table listing soda products.

Oyster.

Table listing oyster products.

SWEET GOODS—Boxes.

Table listing various sweet goods like Animals, Bent's Water, Coconut Taffy, Coffee Cake, etc.

Oils.

Table listing various types of oils.

Candies.

Table listing stick candies like Standard, Standard H. H., and Standard Twist.

Table listing mixed candies like Grocers, Competition, Standard, and Conserve.

Fancy—in Bulk.

Table listing fancy candies in bulk like Lozenges, Choc. Drops, and Gum Drops.

Fancy—in 5 lb. Boxes.

Table listing fancy candies in 5 lb boxes like Lemon Drops, Sour Drops, and Peppermint Drops.

Caramels.

Table listing caramel products.

Fruits.

Table listing various types of fruits.

Oranges.

Table listing orange products.

Lemons.

Table listing lemon products.

Bananas.

Table listing banana products.

Foreign Dried Fruits.

Table listing foreign dried fruits like California Raisins.

Nuts.

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

Grains and Feedstuffs

Table listing wheat products.

Winter Wheat Flour.

Table listing winter wheat flour products.

Spring Wheat Flour.

Table listing spring wheat flour products.



Table listing flour products like Duluth Imperial and Lemmon & Wheeler Co.'s Brand.

Feed and Millstuffs.

Table listing feed and millstuffs products.

Corn.

Table listing corn products.

Oats.

Table listing oat products.

Hay.

Table listing hay products.

Fresh Fish.

Table listing fresh fish products.

Oysters in Cans.

Table listing oysters in cans.

Shell Goods.

Table listing shell goods products.

Provisions.

Table listing various provisions like Mess, Back, and Clear back.

Barreled Pork.

Table listing barreled pork products.

Dry Salt Meats.

Table listing dry salt meats products.

Smoked Meats.

Table listing smoked meats products.

Lards. In Tierces.

Table listing lard products.

Sausages.

Table listing sausage products.

Beef.

Table listing beef products.

Pigs' Feet.

Table listing pig's feet products.

Tripe.

Table listing tripe products.

Casings.

Table listing casings products.

Butterline.

Table listing butterline products.

Canned Meats.

Table listing canned meats products.

Fresh Meats.

Table listing fresh meat products.

Beef.

Table listing beef products.

Pork.

Table listing pork products.

Mutton.

Table listing mutton products.

Crockery and Glassware.

AKRON STONWARE.

Table listing Akron Stonware products like Butters and Fruit Jars.

Churns.

Table listing churn products.

Milkpans.

Table listing milkpan products.

Fine Glazed Milkpans.

Table listing fine glazed milkpan products.

Stewpans.

Table listing stewpan products.

Jugs.

Table listing jug products.

Tomato Jugs.

Table listing tomato jug products.

Preserve Jars and Covers.

Table listing preserve jar products.

Sealing Wax.

Table listing sealing wax products.

LAMP BURNERS.

Table listing lamp burner products.

First Quality.

Table listing first quality products.

XXX Flint.

Table listing XXX Flint products.

CHIMNEYS—Pearl Top.

Table listing chimney products.

La Bastie.

Table listing La Bastie products.

Rochester.

Table listing Rochester products.

Electric.

Table listing electric products.

OIL CANS.

Table listing oil can products.

Pump Cans.

Table listing pump can products.

LANTERNS.

Table listing lantern products.

Wool.

Table listing wool products.



## Hardware

### The Hardware Market.

There is a marked activity in some heavy lines, and the capacity of manufacturers is being taxed to such an extent as to give, in conjunction with the state of the market in raw material, a decidedly firm tone. Business seems to be improved in all lines and especially is this noticeable in seasonable goods, which in many instances are quite difficult to secure.

**Wire Nails**—At a recent meeting of the manufacturers, prices were advanced 5c per keg, which now brings them so the jobbers are asking \$1.45 at mill and \$1.60 from stock. In this agreement all manufacturers are interested and it is believed by those who are familiar with the facts that these prices will be maintained and, if there is any further advance in raw material, another advance will be made in nails.

**Barbed and Plain Wire**—The manufacturers of these articles, who also are large producers of wire nails, have advanced their prices on the same basis, and the future of the market depends upon the same conditions as those governing the further advance of wire nails. Jobbers are now quoting \$1.50 for painted and \$1.80 for galvanized, f. o. b. factory.

**Wrought Iron Pipe**—At a recent meeting of all manufacturers, there was an advance made of about 10 per cent. on gas pipe, on all sizes, and while up to the present time no further change has been made, it would not be surprising for an advance to soon take place, owing to the large volume of business with which all mills are supplied.

**Shovels and Spades**—At a recent meeting of the manufacturers of this line of goods, an advance of 25 cents per dozen was made on the entire line, which advance we believe is quite generally being executed by the jobber, who sees no prospects of an early decline, as the Association is strong and the members are able to do as they please as to future prices.

**Stove Boards**—Owing to the great demand in all parts of the country and the inability of manufacturers to secure sheets for making stove boards, an advance has been made by all manufacturers, which averages not less than \$1 per dozen. It is believed that if the demand continues, further advances will be made. On some sizes it is almost impossible to get orders filled inside of two to four weeks.

**Window Glass**—Prices are very firm and stocks of well-assorted sizes are very scarce, as none of the glass factories have yet resumed operations. It is believed, however, that by Oct. 15, new glass will be in the market, but it will make no difference in the price, as the demand will take care of all that can be made up to the first of the coming year.

**Cordage**—Owing to large stocks held by some rope jobbers in the country who were constantly cutting the prices of the manufacturers, a decline of 1 cent per pound has taken place on both sisal and Manila rope.

### Sensational Advertisement Which Precipitated Success.

"When I was very young," remarked a veteran newspaper man, the other day, "I was the editor of a country paper in a town of about five thousand people, and, having lived for a year in New York, I had an idea that I was

really the only person in town who knew anything. I had a pretty hard time making things come my way, but youth and enterprise are hard to down, and I kept at it. There was one firm in town, Smith Brothers, which was the strongest and most conservative there, and I knew an advertisement from them would be the making of me, but they were very slow in letting me have it. However, I persisted until at last I had it in my clutches, and I grasped it as a drowning man grasps at a life preserver. The senior partner, who was a most austere and particular old chap, and a deacon in the bargain, was anxious to impress me with the fact that they were doing a great deal for me, and I must return value received. All of which I agreed to do, and then the old gentleman surprised me by telling me he would leave me the copy and leave it to my new-fangled notions, as he called them, to make up an advertisement that would show the Smith Brothers to be as progressive as any other merchants in town and quite as ready to meet the modern ideas. Well, this was more than I could have asked for if they had begged me to do so, and I went out of the place almost shouting. When I reached my office I read the copy over again to find its strong points of display. It was as follows, for I never could forget it: "Smith Brothers, the well known hardware jobbers, are pleased to make the announcement that they are in receipt of the biggest stock of hardware specialties ever seen here, and they will be sold at prices hitherto unknown. Some advertisers may be liars, but Smith Brothers are happy in knowing that they have a reputation for veracity which is worth more to them than gold."

"That was good, plain stuff, with not much of a margin visible for the play of my versatile fancy, but I was expected to do something that would attract attention, for the old gentleman had been especially strong on that point. He was tired of the plainly severe, he said, and wanted something that would not fail to stir things up. I sat up more than half the night with that copy, and when morning came I had it all in shape to fill a column, the amount of space he wanted it to occupy. He told me, when he gave me the copy, that if he didn't get around to see the proof just to let it go and take the chances, which I did when he didn't appear, and when the paper came out, there, in the biggest and blackest letters I could set up, was the advertisement of a full column on the first page:

**SMITH BROTHERS,**  
the well-known hardware jobbers,  
**ARE**  
pleased to make  
**THE**  
announcement that they are in receipt  
of the  
**BIGGEST**  
stock of hardware specialties ever seen  
here, and at prices hitherto un-  
known. Some adver-  
tisers may be  
**LIARS**  
but Smith Brothers are happy  
**IN**  
knowing that they have a reputation in  
this  
**TOWN**  
for veracity which is worth more to  
them than gold.

"Well, when the Smith Brothers saw that advertisement fairly shouting to them and at them and about them, they were the maddest men you ever saw, and they were only restrained by their religion from shooting me on the spot. However, they sued me in spite of all my defense of the attractive qualities of the display, and I would have gone to the wall for my genius and Napoleonic brilliancy had it not been for the fact that before the time of hearing the suit the advertisement had actually given Smith Brothers a boom that almost frightened them by its tremendous popularity, and although they never repeated the advertisement, and always made me submit matter before it was printed, we became great friends, and each of us did much for the other in financial and other ways."

# 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.

## 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.



THE UNIVERSAL  
**FOOD**  
**CHOPPER**

**CHOPS ALL KINDS OF**  
**FOOD** into Clean Cut Uni-  
form Pieces as **FINE** or  
**COARSE** as wanted.

Other machines chop meat  
only. **THIS DOES AWAY**  
**WITH THE CHOPPING**  
**BOWL ALTOGETHER.**

**CHOPS** Potatoes, Meat,  
Apples, Cabbage, Bread—  
**EVERYTHING.**

A machine you will use  
every day. Call and see it.

Agents for  
Western  
Michigan

Write for  
Discounts

**Foster,**  
**Stevens**  
**& Co.,**

Grand Rapids.



**How to Keep Store, Temper and Customers.**

Written for the TRADESMAN.

We often hear about "store management," locally as well as through trade journals—how to manage help, agents, etc.—but seldom is anything said about management of customers; and when we consider this division of commerce as the only thing in trade worth working for, we must admit that suggestions pertinent to this question are among the topics of interest to business men, and especially desirable as matter in the columns of a trade paper which we all trust in matters of advisory counsel.

We may make the statement without fear of contradiction that, until the purchaser (or customer) has been found and the actual transfer of property has taken place, nothing can be called a bargain for the store-keeper, as there is no evidence of an article's worth until the cash therefor lies in the money box, because, until this transfer of merchandise for money actually does take place, no benefit has accrued to the merchant.

From this standpoint we conclude that the management of customers is of paramount importance in the business man's manual of self-serving; therefore we must aim at satisfying our customers at all hazards, as on this depend our hopes of business success.

The old axiom, "A soft answer turneth away wrath," was once exemplified in our presence by one well worthy of being called a store-keeper in the sense triplicate—he kept the store, his temper and his customers: That particular morning an irate lady patron came to him (whom we will call for convenience Mr. M.) with the complaint that his clerk had insulted her by asking payment for an article which she had paid for in her last week's settlement. Now, Mr. M. is liable to angry passions the same as his hundreds of compeers when business methods are denounced as being somewhat on the shady order, although only belonging to that classified branch known as "lapses of memory," and had he said what he was justified in saying, hard words and harder feelings would undoubtedly have led to a change in that lady's trading place detrimental to Mr. M.'s business interests. But, if he felt anything, nothing was visible to those about him, for he merely smiled pleasantly and said, when the angry patron had had her say, "Mrs. E., I am sorry my young man should have given you cause for taking offense, but I am sure it was honestly done on his part, as his position depends on his taking care of my interests, although at times he becomes slightly overzealous in my behalf; but, as you are larger than he—he's a little fellow—I grant you my full permission, in the future, to take him over your knee and give him a good sound motherly spanking if anything like this comes up again."

As the lady was a youngish woman and the clerk an oldish boy, the ludicrousness of the possible contingency forcibly struck her and she was obliged to laugh, and in laughter forgot her grievance, or at least laid it away as good as forgotten, then began at once to prove her penitence by placing an extensive order for needed goods with the self-same clerk whose employer's consent she had to spank if he became obstreperous. Thus by a well-timed answer was a customer retained and made a permanent patron where she had been irretrievably lost through a careless or hot-tempered answer, to which she was, perhaps, justly entitled.

We admit that at times it seems as though it were scarcely worth the while to be good natured simply to retain the

patronage of an irritable customer; but the prosperity of a store depends on the good-will of the purchasing public and there is no customer of so little worth we can afford to lose him or her through any appearance of temper, lack of courtesy or failure to employ diplomacy in matters of the mind. It has been said (with, I think, no shadow of truth in it) it is sometimes worth a dollar to a merchant to be able to tell a customer what he thinks of him, for, like the darky's opinion of the dollar the skin of a fox is worth, "It am de habdest way in de worl' t' earn de dollar gittin' de fox whah you can skin 'im." It may be satisfying to the mind to have your say with a customer, but it is anything but filling to the purse, and in matters of business this latter is the only question before the managing owner—how to gain and retain every possible patron; and it is a safe rule to go by in matters human as well as in fly-time, "Molasses will catch more flies than vinegar." Therefore, our plan of action is to show the appearance of yielding every point to the customer, where it can honorably be yielded, and study to have a smooth answer ready for all outbursts of tempestuous customers, bearing in mind, "It is half the battle to be able to carry a smiling face through life," and half the remainder to supplement this facial smile with pleasant words suited to the occasion.

The man who can manage his customers so as to make each one a living, talking, moving advertisement of his business is already assured of success, and happy the possessor of this faculty if he use it to further his financial interests, knowing that on prosperity usually hinge one's popularity and pleasure.

I would have customers given every possible liberty to look at stock and store fittings, and the chance to free the mind from thoughts burdensome to the soul; but, when this is done, a soft answer smooths the way for an easy back down and will find its recompense in a customer retained where even mild criticism of his hobby would have driven him forth to other stores, a thing to be avoided by any and all means, for verily it is easier to keep a customer with the gossamer chains of bright smiles and smooth words than to hedge him in with a seven-foot barbed wire fence.

Finally, there should be no manner of shrinking from this duty on the part of the store proprietor, for no one else can do this so effectively as he whose interests are most seriously at stake; the proprietor is the one to adjust all grievances between salespeople and customers, and to do this to the best advantage requires tact of a high order.

Another apt illustration comes to mind wherein a difference of accounts occurred between a merchant and credit customer, the sum in question being 50 cents, the customer more than insinuating, as only an angry credit customer can, that the half dollar was "blood money;" to which that diplomatic man said naught, but securing a large watermelon and two knives, said, "Come along with me and let's dig a hole to bury our differences in." The melon was cut in half and each proceeded to dig his side of the "hole," which work in due course of time was finished, when the merchant proposed that each put in 50 cents (the difference). This done, the "difference" was "buried," and, completely reconciled, they presented the strange combination to a poor boy, who was glad to accept the proffer, thus becoming the scapegoat to these two, neither of whom could now afford to carry off hard feelings towards the other; and to my personal knowledge there was never after a "day of resurrection" of that subject.

Many a difference between merchant and customer might be as easily gotten out of the way by diplomacy, if we were less apt to allow the "bitter" to gain the mastery of the "better" part of our natures, burying our differences in a manner thoroughly effective, yet in that amicable way which retains the dignity of both parties in dispute.

L. A. ELY.

**Hardware Price Current.**

AUGURS AND BITS	
Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 80
CARTRIDGES	
Rim Fire.....	50& 5
Central Fire.....	25& 5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz net 50
Corrugated.....	1 25
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&10
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
NAILS	
Advance over base, on both Steel and Wire.....	
Steel nails, base.....	1 55
Wire nails, base.....	1 60
30 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.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel ½ 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.....	250
Scotia Bench.....	80
Sandusky Tool Co.'s, fancy.....	250
Bench, first quality.....	250
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 ½c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 35-2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 10&10
Mason's Solid Cast Steel.....	30c list 70
Weight.....	1-1/2 2-1/2 3-1/2 4-1/2 5-1/2 6-1/2 7-1/2 8-1/2 9-1/2 10-1/2 11-1/2 12-1/2 13-1/2 14-1/2 15-1/2 16-1/2 17-1/2 18-1/2 19-1/2 20-1/2 21-1/2 22-1/2 23-1/2 24-1/2 25-1/2 26-1/2 27-1/2 28-1/2 29-1/2 30-1/2 31-1/2 32-1/2 33-1/2 34-1/2 35-1/2 36-1/2 37-1/2 38-1/2 39-1/2 40-1/2 41-1/2 42-1/2 43-1/2 44-1/2 45-1/2 46-1/2 47-1/2 48-1/2 49-1/2 50-1/2
HOUSE FURNISHING GOODS	
Stamped Tin Ware.....	new list 75&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&1
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz net 2 50

WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, ¼ inch and larger.....	9½
Manilla.....	10½
SQUARES	
Steel and Iron.....	70&10
Try and Bevells.....	60
Mitre.....	50
SHEET IRON	
com. smooth. com.	
Nos. 10 to 14.....	\$2 70 \$2 40
Nos. 15 to 17.....	2 70 2 40
Nos. 18 to 21.....	2 80 2 45
Nos. 22 to 24.....	3 00 2 55
Nos. 25 to 28.....	3 10 2 65
No. 27.....	3 20 2 75
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SAND PAPER	
List acct. 19, '86.....	dis 50
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	60&10
Onaida Community, Newhouse's.....	50
Onaida 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.....	62½
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 75
Barbed Fence, painted.....	1 05
HORSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	30
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Cistern.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	6½
Per pound.....	6½
SOLDER	
¼@½.....	12½
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.....	9 00
14x20 IC, Charcoal, Allaway Grade.....	4 00
14x20 IX, Charcoal, Allaway Grade.....	5 00
20x28 IC, Charcoal, Allaway Grade.....	8 00
20x28 IX, Charcoal, Allaway Grade.....	10 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, per pound.....	9
14x56 IX, for No. 9 Boilers, per pound.....	9

**The "Concave" Washboard**



**SAVES THE WASH. SAVES THE WASHER.**



### How Providence Watches Over Its Favorites.

M. Quad in American Druggist.

"Yes, I think Providence keeps an eye on the drug-store man," said the proprietor of the corner pharmacy as he locked the door after the last customer and sat down for a smoke before going home. "There is such a thing as luck, of course, but some of the escapes I have had must be attributed to a power higher than luck. The queerest thing in all my career happened with my very first prescription. I had secured a place as prescription clerk, and within half an hour after taking off my hat I substituted morphine for quinine. It's no use to ask how I made such a blunder, and it's no use for me to try to explain. I did it with my eyes wide open, and it was an hour before I made the discovery. That prescription had gone to a woman about half a mile from the store. There was just one chance in a thousand that I would be in time, and I made a run for it. You can't guess what saved me. The husband had come for the medicine, and on his way home a bug flew into his eye and he spent half an hour in a drug store getting the insect out. I overhauled him at his own gate. In that town were 400,000 pairs of human eyes. There was one bug flying around. That the bug should have steered clear of all the other eyes and plumped into that husband's left optic at precisely the right time to delay him to the precise minute was surely more than luck, as you must admit."

I admitted it, and after a breathing-spell the druggist continued:

"Take that case where I sold strychnine for Epsom salts. A farmer comes in and asks for salts. It was within three feet of where I was standing, and yet I go to a drawer, get the key of the poison case, and calmly put him up ten grains of strychnine! I remembered later on that he seemed surprised at not getting more bulk for his money, but he made no kick. He had been gone for hours when it suddenly flashed across my brain that I had made a mistake. For a minute I was like one frozen stiff. Then I flew to a livery stable, hired a horse and buggy, and for five miles kept the poor animal under the whip. It was 10 o'clock at night when I reached the farmhouse and pounded on the door. The farmer opened it himself, and in one hand he held that dose mixed up in a teacup. He was about to swallow it when my arrival prevented. I knocked the cup from his hand and then sank down in a swoon, and I dimly remember of hearing him call out to his wife:

"Say, Martha, come here and see what in thunder ails this fellow! I guess them drug-store smells have got into his head and set him crazy!"

"But farmers generally go to bed at 9 o'clock," I protested, "and you were a full hour behindtime."

"Yes, I know," replied the druggist, "but you haven't heard all. He'd have been in bed at 9, after taking the dose, but a barrel of new cider he had in the cellar exploded and wrecked things, and he had just got through looking for the bung-hole to preserve as a curiosity. Should you ever see fit to write this incident up for the paper I would suggest that you head it: 'Saved by a Bung-Hole, or The Careless Druggist and the Busted Cider Barrel.'"

I looked at the druggist for five minutes, but he did not flinch under my gaze. When he had given me time to digest the story he went on:

"And take that case of the millionaire's daughter—there was surely Providence in that. She had fallen in love with a poor but worthy young man, but the purse proud father would not listen to a marriage. He said that he would slay her with his own hand before any son-of-a-cooper should call him father-in-law, and he went and bought a new crowbar that she might know he meant business. In this emergency the girl determined to take her own life. She entered the store and asked for laudanum, and she was so perturbed and upset that I suspected the truth. It was not my business to dissuade her, however, as I was getting 10 per cent. from the undertaker on the corner for all

business I could throw in his way. I intended, however, to put her up a bottle of paregoric, and she had been gone an hour when the horrible thought came to me that I had given her carbolic acid instead. A moment's investigation settled all doubt and I clapped on my hat and started for her father's house. I expected to hear her agonized screams a block away, but all was quiet. As I reached the gate I looked for doctors, but none were around. With my heart in my mouth I dashed up the steps and was about to pull the bell when a servant opened the door. She had the bottle in her hand. As I panted for breath, unable to utter a word, she recognized me and said:

"Oh, it's you, Mr. Parker? Well, Miss Clyde is all ready to die, but she don't like the smell of this stuff. I was going down to the store to ask if you wouldn't give her skunk's oil in exchange?"

"Not one suicide in a thousand stops to smell the contents of the bottle," said the druggist, as I turned away from him in despair.

"She was the exception. Her good taste in not wanting to leave a bad smell behind her was what saved me. Had she rushed to her death, her rich and powerful father would never have let up until he had ruined me. You must acknowledge that the hand of Providence was in it bigger than a windmill."

I neither admitted nor denied, and there was an air of injured innocence in the demeanor of the druggist as he presently observed:

"Oh, well, I hardly expected you to grasp the full sentiment of it, and am only a trifle disappointed. Let me relate one more case. A newspaper man comes into the store one evening and asks for a Dover's powder. How I managed to put up a dose of arsenic instead is one of those things we puzzle over for a lifetime and never solve. I rushed for his house as soon as I discovered my awful error, and if it is possible for the human hair to stand on end mine was in that condition as I sped along the street. There was not one chance in a million that I would be in time, but it was another case of Providence. He had gone straight home to take the powder and go to bed, but as he mixed it his eye fell on an article in an opposition paper wherein he was spoken of as an ass and an idiot. He was mad, of course, and he sat down to write a reply. He was just finishing it as my ring alarmed the house. That is, he had characterized his esteemed contemporary as a thief, robber, liar, incendiary and horn fool, and was about to add that he could lick him with one hand tied behind him and add three exclamation points—!!! He had two of those points made when I rang. Another instant and he would have added the third and tossed off the fatal dose. Would you call that luck, sir, or would you lay it to a higher power?"

"I'd call it lying!" I said as I rose to go.

"Well, I dunno—I dunno!" sighed the druggist as he turned the key and let me out.

### Was Sure He Could Sell Him.

The dry goods merchant was explaining the situation to the new drummer he had just employed.

"Your predecessor," he said, "has gotten his business all tangled up, and if you take his place you will have a difficult task getting order out of chaos."

"I don't know who Chaos is," enthusiastically replied the drummer, "but I bet I'll sell him a bill of goods if I have to hang onto him a week."

### How He Got a Check.

Penman—"I've been sending funny articles to the paper for three weeks."

Popham—"And have you received a check yet?"

Penman—"Yes; I got a note from the editor to day telling me to quit."

When a bride has been married about three weeks she begins to write home for the old clothes she refused to take with her.

### Bicycle Trade Should Expand.

To the tradesmen and to those enthusiastic in the sport there is rich promise for the future popularity of cycling in the rising generation. The extent to which the young idea is being taught to wheel is amazing and deeply interesting. In the country and the town, on the good roads everywhere one can not escape the sight of juvenile and infant cyclists. The habit is being bred in the bone of thousands of children of both sexes who are too young to talk plainly. Toddlers between the ages of four and eight abroad on tiny wheels of special construction are becoming so numerous that they almost cease to attract attention. The trick of carrying babies, too young to pedal, on the front of a wheel seems to be growing rather than diminishing, and it will be surprising if coming generations do not take to bicycles like ducks to water.

### The Canned Horse Meat Industry.

The only packing house engaged in the canning of horse meat is located a few miles outside Portland, Ore., at a small hamlet named Linnton. The name of the company is the Western Canning Co. The industry of canning horse meat has been in operation at Linnton the past three seasons, and has caused \$100,000 to be expended in Oregon. Common range horses whose value had gone down to nothing were given a small value, and taken off the ranges, to the great benefit of the more valuable stock. Horse meat is considered a luxury in Europe, and the people there who want it should be provided with it, and will be. It is hardly possible that here in the United States, where other meats are produced so plentifully, people will ever acquire a taste for horse meat.

### Carved His Way to Fame.

"There goes a man who has literally carved his way to fame."

"Who is he?"

"The man that won first prize in the ox-dressing contest at the butchers' picnic."

### Very Popular.

"Those Perkins girls seem to be popular."

"Popular? Their father has advertised for bids to build a barbed wire trocha around the house."

### 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.

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

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. Railroad; good well in house, ci term, new horse barn, etc. Store finished ready for goods. An excellent point for business. Price, \$500—a bargain. Address Dr. L. E. H. skitt, McCord, Mich. 714

FOR SALE OR RENT—COMFORTABLE NINE room house and barn at 44 Pleasant avenue, opposit beautiful grove. Good cellar. Filter cistern. Will sell cheap on easy terms or rent for \$10 per month until spring. N. G. Richards, 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

WANTED—SHOES, CLOTHING, DRY goods. 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 trad. s. Address No. 60, care Michigan Tradesman. 680

FOR SALE—A FINE SELECTED STOCK OF shoes, rubbers, etc.; best town in the State; stock Al; low rent; splendid opening. Reason for selling, other business. Address Box 96, Fenton Mich. 710

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 STATION-ery stock invoicing \$4,500, and fixtures invoicing \$300, which include show cases, shelving and bottles. Daily cash sales in 1891, \$21,592. \$30; 1893, \$31; 1894, \$34.65; 1895, \$5; 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 Southwestern Michigan. Best location in the city. Address No. 673, care Michigan Tradesman, for particulars. 673

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

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

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

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

### COUNTRY PRODUCE

WANTED—BUTTER, EGGS AND POULTRY; any quantities. Write me. Orrin J. Stone, Kalamazoo, Mich. 705

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

WANTED—1,000 CASES FRESH EGGS, daily. Write for prices. F. W. Brown, Ithaca, Mich. 556

### FIREPROOF SAFES

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

### 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—A FEW COUNTERS AND SHOW cases used, but in good condition. Address No. 719, care Michigan Tradesman. 719

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

SITUATION WANTED BY 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

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

## 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.



**Travelers' Time Tables.**

**CHICAGO and West Michigan R'y**  
Sept. 25, 1898.

**Chicago.**  
Lv. G. Rapids..... 7:30am 12:00am \*11:45pm  
Ar. Chicago..... 2:10pm 9:15pm 7:20am  
Lv. Chicago..... 11:45am 6:50am 4:15pm \*11:50pm  
Ar. G'd Rapids 5:00pm 1:25pm 10:30pm \* 6:20am

**Traverse City, Charlevoix and Petoskey.**  
Lv. G'd Rapids..... 7:30am 8:05am 5:30pm

Parlor cars on day trains and sleeping cars on night trains to and from Chicago  
\*Every day. Others week days only.

**DETROIT, Grand Rapids & Western.**  
Sept. 25, 1898.

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

**Saginaw, Alma and Greenville.**  
Lv. G R 7:00am 5:10pm Ar. G R 11:45am 9:30pm  
Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only.  
Geo. DeHAVEN, General Pass. Agent.

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

(In effect May 15, 1898.)

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

**WEST.**  
\* 8:35am..... Gd. Haven and Int. Pts..... † 7:05pm  
† 12:33pm Gd. Haven and Intermediate. † 3:12pm  
† 5:32pm Gd. Haven and Intermediate. † 10:05am  
\* 7:40pm Gd. Haven and Chicago..... 8:15am  
† 10:00pm..... Gd. Haven and Mil..... 6:40am  
Eastward—No. 16 has Wagner parlor car. No. 22 parlor car. Westward—No. 11 parlor car. No. 17 Wagner parlor car.  
\*Daily. †Except Sunday.  
E. H. HUGHES, A. G. P. & T. A.  
E. M. FLETCHER, Trav. Pass. Agt.,  
C. A. JUSTIN, City Pass. Agent,  
97 Monroe St. Morton House.

**GRAND Rapids & Indiana Railway**  
Sept. 25, 1898.

**Northern Div. Leave Arrive**  
Trav. C'y, Petoskey & Mack... † 7:45am † 5:15pm  
Trav. C'y, Petoskey & Har. S. † 2:15pm † 10:00pm  
Cadillac accommodation..... † 5:25pm † 10:55am  
Petoskey & Mackinaw City..... † 11:00pm † 6:25pm  
7:45am and 2:15pm trains have parlor cars;  
11:00pm train has sleeping car.

**Southern Div. Leave Arrive**  
Cincinnati..... † 7:10am † 9:45pm  
Richmond..... † 2:10pm † 2:00pm  
Cincinnati..... † 10:15pm † 7:10am  
For Vicksburg and Chicago... † 11:00pm † 9:10am  
7:10 am train has parlor car to Cincinnati  
and parlor car to Chicago; 2:10pm train has  
parlor car to Richmond; 10:15pm train has  
sleeping cars to Cincinnati, and on Sept. 27-29,  
Oct. 2, 5, 9, 12 and 16 to Indianapolis, Louisville,  
and St. Louis. 11:00pm train has sleeping car to  
Chicago.

**Chicago Trains.**  
**TO CHICAGO.**  
Lv. Grand Rapids... 7 10am 2 10pm \*11 00pm  
Ar. Chicago..... 2 0pm 9 10pm 6 25am

**FROM CHICAGO.**  
Lv. Chicago..... 3 02pm \*11 45pm  
Ar. Grand Rapids..... 9 45pm 7 10am  
Train leaving Grand Rapids 7:10am has parlor  
car; 11:00pm, coach and sleeping car.  
Train leaving Chicago 3:02pm has parlor car;  
11:45pm, sleeping car.

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

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

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

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

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

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

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

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

**Simple  
Account File**

Simplest and  
Most Economical  
Method of Keeping  
Petit Accounts

File and 1,000 printed blank  
bill heads..... \$2 75  
File and 1,000 specially  
printed bill heads..... 3 25  
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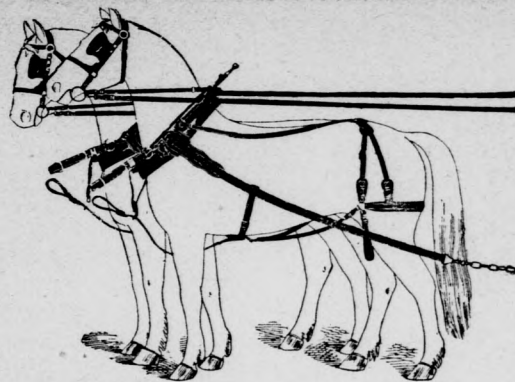
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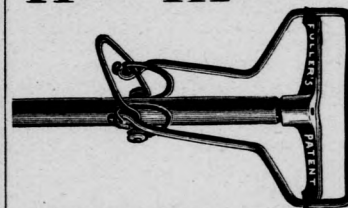
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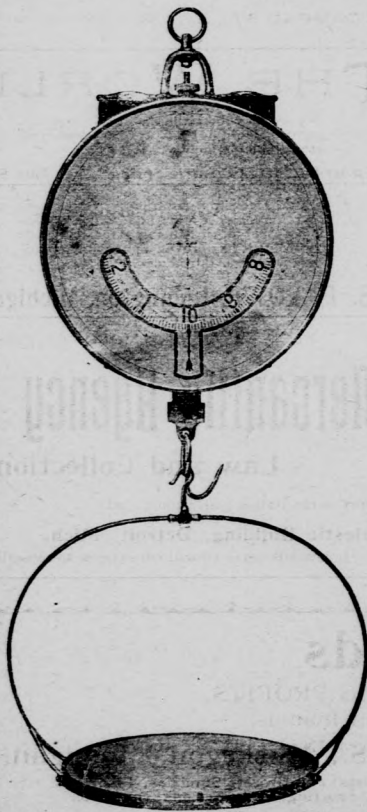
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