

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XVI.

GRAND RAPIDS, WEDNESDAY, OCTOBER 5, 1898.

Number 785

WORLD'S BEST

S.C.W.

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

Everything in the Plumbing Line
Everything in the Heating Line

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

WEATHERLY & PULTE, 99 Pearl St., Grand Rapids

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.



Who Gets the Oyster Trade?

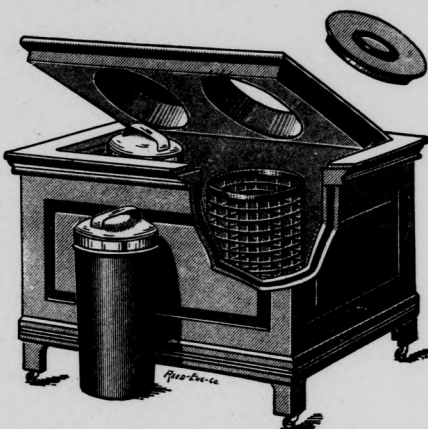
The man whose oysters are the freshest and best flavored.

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.



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.



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.

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



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.

STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

OILS

NAPHTHA AND GASOLINES

Office and Works, BUTTERWORTH AVE.,

GRAND RAPIDS, MICH.

Bulk works at Grand Rapids, Muskegon, Manistee, Cadillac, Big Rapids, Grand Haven, Traverse City, Ludington, Allegan, Howard City, Petoskey, Reed City, Fremont, Hart, Whitehall, Holland and Fennville

Highest Price Paid for Empty Carbon and Gasoline Barrels.

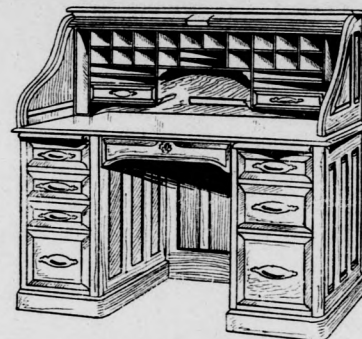
A DESK FOR YOUR OFFICE

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 casters 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.

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.

THE "CLIMAX" FAMILY OIL CAN



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

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

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

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

The Winfield Manufacturing Co., Warren, O.

MICHIGAN TRADESMAN

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CLOSING OUT BALANCE WINTER CLOTHING

Special bargains in elegant Blue and Black Serge, Cheviot, Unfinished Worsted and Clay Worsted Suits, and greatest line of Kersey, Covert, Boucle Worsted, Worambo, Chin-chilla Overcoats and Ulsters, all manufactured by Kolb & Son, of Rochester, N. Y., only house selling really All-Wool Kersey Overcoats at \$5.50 and Boucle Worsted Overcoats at \$6.50. Meet our Wm. Connor at Sweet's Hotel, Grand Rapids, Oct. 24 31, inc., or address

WILLIAM CONNOR

P. O. Box 346, Marshall, Mich.

PREFERRED BANKERS LIFE ASSURANCE COMPANY OF DETROIT, MICHIGAN.

Commenced Business September 1, 1893.

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

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

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 FIRE INS. CO.
Grand Rapids
Prompt, Conservative, Safe.
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. OLELAND, ATTORNEY.

THE FORGOTTEN PAST

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

TRADESMAN COMPANY,
GRAND RAPIDS.

GENERAL TRADE SITUATION.

The general volume of trade continues unabated, the exceptions continuing as noted last week. Wars and rumors of wars in the sugar and other trusts have afforded opportunity for speculators to bear the trust stocks, so that the falling off of the average has been considerable. A factor which has helped the bear operators is the increasing mysteriousness on the part of corporation managers not only in the industrials, but in transportation stocks. Buyers are becoming tired of surprises and uncertainties which are not warranted, and so much of recent anxiety to sell is attributed to the increasing spirit of mystery.

While there have been such a flurry and reaction in many of the leading stocks, it is significant that many of the minor ones are coming to the front as dividend-payers. For instance, the American Type Founding Company, known as the type trust, had never paid a dividend during the five years of its existence. It has just paid its first returns to stockholders, and that with a surplus which warrants the promise of their continuation. With increasing earnings of such industries and of railways there can be no reaction in the general stock market of long duration.

The other exception to a prosperous condition is found in the textile trade, and in this the cause is more serious and of longer standing. For years the overproduction of cotton has been increasing until prices are carried below all records and with this overproduction there has been an undue increase in the manufacture until both are far beyond any hope of finding outlet. The cheapness of this textile seems to have affected the woolen trade by sympathy until both are almost hopelessly demoralized. The price of wool has advanced over 60 per cent.; but this has little significance, as the mills are well stocked at the lower basis.

The strength noted in the wheat and other grain markets last week continued two or three days, to be followed by decided dulness and reaction. Export movement is only about two thirds that of the corresponding time last year. A feature of the situation is that farmers are holding for better prices to an unusual extent, to supply the undue drain of last year and because they are financially able to carry stocks for a better market.

Activity in the iron and steel trades continues without abatement and most prices are reported as strengthening, although slowly. It is an important and promising feature of the situation that the scale of prices enables us to find a market in so many parts of the world and the greatest danger which could threaten would be such an increase in prices as would limit the foreign, and local, demand. The weekly output during the great industrial year preceding the panic, 1892, was 51,648 tons, while the present is 213,043. The price of Bessemer at Pittsburg in the former year was \$13.96, while the present is \$10.50. But it is important that 40 per

cent. more workmen are now employed than during that year of the high tide of prosperity.

MUST PAY THE PENALTY.

The four express companies associated in the Express Trust appear to have an unfortunate faculty of getting on the wrong side of things generally. The disloyal position they assumed on the war tax enraged the moral sense of the people, creating a sentiment which will find expression in future sessions of Congress and the State Legislatures. The latest instance of wrongheadedness is the arbitrary action of the companies in demanding free service from the independent telephone companies of the country. The local company happens to be composed of about 400 prominent business men—bankers, wholesale and retail merchants and professional men—all of whom have joined hands in a crusade against the latest ukase of the Trust. Among the methods adopted to curtail the business of the companies is the circulation of several hundred thousand circulars reading as follows:

Grand Rapids, Oct. 3.—The American, Adams, National and U. S. Express Companies, in combination, have issued a general peremptory order to the Citizens Telephone Co. to furnish them free service or remove their telephones. This order is not only to the local telephone company, but to the independent telephone companies throughout the country, and is thoroughly in keeping with the unpatriotic and disloyal stand taken by the Express Companies in refusing to bear their share of the war tax.

The only way to reach these gigantic corporations and compel them to withdraw this unreasonable demand is through their business, by cutting down their revenue.

We shall, so far as possible, have all our goods shipped by fast freight, and have nothing come by express except where absolutely necessary. We trust our customers will anticipate their wants, so far as possible, and submit to whatever brief delay is incurred.

In filling orders for out of town customers, we ask that the manner of shipping be left to our discretion. Small packages will be sent by U. S. mail where possible and the Express service used only when the urgency of the case requires.

There can be but one outcome to the attitude of the companies in both war tax and telephones—and that is surrender. Nor will the matter stop there. Spain is paying a severe penalty for running counter to the moral sense of America, and the express companies are destined to meet defeat none the less humiliating and pay a penalty none the less severe. Corporations can ignore the acts of legislative bodies and defy the decisions of courts, but the moral sense of the people is an element with which corporations can not long trifle without paying the penalty.

H. J. Klose, formerly on the road for Studley & Barclay, but more recently in the employ of the Milwaukee branch of the Goodyear Rubber Co. as Michigan traveling representative, takes the place of A. B. Hirth with Hirth, Krause & Co. during the former's absence in the West.

THE VOLUNTEER SYSTEM.

The experience of the country during and since the war with Spain with the volunteer system of raising an army has taught several lessons which the military authorities should not fail to take to heart.

Some critics have hastened to pronounce the volunteer system a failure owing to the anxiety of many regiments to secure their discharge from the service as soon as the war terminated. This is a great mistake. It has always been understood that volunteers were required for actual service in fighting the country's battles and not for mere garrison duty or for police work after the close of hostilities. It can not be denied that as long as the war lasted the volunteers were contented and willing to remain in the service as long as a possible chance of seeing active work existed. If many regiments were slow in securing equipments to fit them for the field, it was no fault of theirs, but of the Government, which failed to keep a stock of war material on hand. Wherever used the volunteers did equally as good service as did the regulars, the testimony of General Shafter and a few others to the contrary notwithstanding.

It has, therefore, been conclusively shown that, in depending on the volunteers as a fighting force, the country was wise. The mistake made was to enlist them for a term of two years with a view of using them for garrison duty after the termination of the war. The volunteers consider, and very properly, that all expected of them was to fight. The fighting over, they should be permitted to return to their homes, and the Regular Army recruited to a sufficient strength to meet all requirements for policing conquered territory.

The conquest of Cuba, Porto Rico, the Philippines and the Ladrone Islands will make an increase in the size of the regular army imperatively necessary, and Congress should lose no time when it meets in providing for a larger regular force with a view to relieving the volunteers as soon as possible. The old policy of maintaining no more regular troops than are actually required is still a good one, however, as the volunteers can always be counted on to resist invasion and fight the country's battles, even in foreign countries. Volunteers can not be expected, however, to do police duty, hence when the administration sets out to make new conquests, it would do well to make provision in season for armies of occupation over and above the volunteers required to fight the battles.

It would also be well to educate the regulars up to the understanding that to fight disease is quite as much a part of a soldier's duty as to fight his country's enemies. The British government always uses its troops to protect infected localities, and not even the presence of the bubonic plague in India was deemed a sufficient reason for removing garrisons. The round robin of the military commanders at Santiago was a novelty in military ethics, which can not be too soon forgotten.

Dry Goods

The Dry Goods Market.

Staple Cottons—There is but little change to note in regard to business in bleached cottons. Prices remain as previously quoted and stocks are easy. Wide sheetings, cotton flannels, blankets, quilts, denims, ticks, plaids and other coarse colored cottons are without marked change in price, and in limited request.

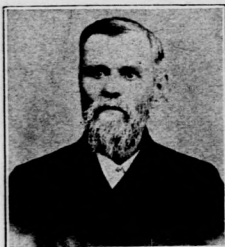
Prints and Ginghams—More popular lines of fancy gingham are securing fairly good business and are steady and firm in price. Indigo blues, mourning prints, Turkey reds, etc., are finding a quiet, moderate business, with prices unchanged in the majority of cases. Reports are coming to hand of a little irregularity here and there. Fine fancies for spring are selling well in all lines of cotton dress goods, and both staples and fancy styles are in steady demand, and prices firm.

Dress Goods—There is a slightly better feeling in the dress goods market this week than we have been able to report previously, and while the buying has been by no means large, there has been more movement in the various lines. We note the increased tendency to add fancies to the orders, and these fancies include neat effects in plaids, fine checks and stripes. Jobbers say, however, it is impossible to make any concise statement in regard to the styles ordered, or rather, to designate any one or half dozen, because the whole line has been chosen from.

Cloaks—The uncertainty in the cloak trade with reference to styles is the fault of the cloak manufacturers strictly. The majority of them have not backbone enough to decide for themselves as to what styles should be the vogue, and so they turn to their customers. Instead of setting the fashions, their practice has been to buy a sample piece of goods, and cut out of each five or six different length garments, and show them all to the retailers. The retailer would be nonplussed to decide which of these five or six styles would be the correct thing, and the result would be that he would place an order for one garment of each style, and await further developments. In the meantime two or three progressive and aggressive cloak manufacturers have decided this season that the 22-inch or thereabouts jacket would be the proper thing, made of roughfaced fabrics, and have so told their customers with all the authority which they could command, and the result is that these firms have done a very large business, and the confidence which they felt in their styles was communicated to their customers to the extent that they placed their orders with a degree of authoritative knowledge that they were right; and the sooner the cloak manufacturers realize that they must make the styles for the retailers as the retailers must select the styles for the consumers, the better condition the entire trade will be in.

Carpets—A meeting of the low grade carpet filling yarn spinners was held Sept. 22, at the Manufacturers' Club rooms, Philadelphia, and a shutdown of the mills was decided upon. This action is taken because of the overproduction of low-grade yarn, and the consequent tendency toward lower prices. It is expected that another meeting will soon be held, when arrangements will be further discussed. The auction sales

held in May and June so thoroughly demoralized the carpet trade that to-day there is an unnatural price for both yarn and goods, and unless there is a change soon, there will be a large number of spinners shut down. It is claimed there are 2,000,000 pounds of gray yarn on the market, which is very largely in excess of demand. This has continued to accumulate, notwithstanding some spinners have not run over three or four days per week for a long period. The ingrain mills will not start to run on spring orders for six weeks, and between this time and the opening of next season it is claimed by those well informed that not over 25 per cent. of the ingrain looms will run, and that even those will be on duplicate orders. Some mills have orders in hand that must be executed within a given time. When these are completed they will shut down with the rest of the manufacturers. Cheap straw matting is also affecting the sale of cheap gray carpets and other lines. Manufacturers claim that there is not enough protection against Oriental matting, and that this is one of the causes of the present depression. It was claimed, when the Philadelphia manufacturers were in Washington prior to the passage of the present low tariff on straw matting, that unless there was sufficient duty placed upon this class of goods, it would eventually shut up the Kensington mills. The manufacturers abroad have reduced prices on matting since the new tariff went into effect, and the result has been that, while the business has been confined to a few importers, they have done a large business. It is expected that 2,000 people will be affected by the shutting down of the filling yarn mills.



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.

What Is Your Husband Doing

about decorating
those rooms?

Do You Know

our stock of **Wall Paper** is new, and consists of only the latest designs and colorings?

C. L. HARVEY & CO.
59 MONROE STREET,
GRAND RAPIDS, MICH.

Picture Framing and Painting of the Highest Art.

PIANOS

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



A. B. Chase and
Ann Arbor
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A full assortment of Sheet
Music and Musical Mer-
chandise. Everything in
the Music line at lowest
prices. Catalogues sent free
on application.

JULIUS A. J. FRIEDRICH

30 and 32 Canal St., Grand Rapids, Mich.

THE LEADING MUSIC HOUSE OF WESTERN MICHIGAN.

Sewing, Knitting and Embroidery Silks

A full line of "Corticelli" in Filo, Wash and Persian Floss Skein Silks. Penny-spool Embroidery; 5 and 10c Sewing; 5, 10, 15 and 25c Knitting. Also a line of Brainard & Armstrong's Filo Skein Silks.

P. STEKETEE & SONS, Grand Rapids.

Fleecy Lined Hosiery

Is by far the most popular for cool weather. You will make no mistake to purchase liberally. We have a good article for Boys' and Misses' wear, in one and one ribbed, sizes 6 to 9½; retail at 10 cents. Better goods to sell at 15 and 20 cents. In Ladies' we are showing good values to sell at 10, 15, 20 and 25 cents. Send for sample lot.



Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods, Grand Rapids, Mich.

THE ONLY WAY...

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

MICHIGAN TRADESMAN

We are willing to abide by their decision.

Decorations for Home-Coming of 32d a Failure.

Written for the TRADESMAN.

There is no nation which puts into practice more utilitarian theories than the American nation. This was shown a few days ago when the 32d regiment returned to Grand Rapids. In the recent Spanish American War more attention was devoted to their doings than to the successes of the heroes of Manila Bay and Santiago.

With the prospect of the boys' home-coming everybody's heart beat faster and nothing was considered too good for them. There was much talk about their reception, the decorations, etc. Yet what was the result? Within an hour of their arrival could any place look more forlorn than Monroe street, the most important thoroughfare through which the troops would pass? True, one shoe firm decorated its windows with red, white and blue paper; and one druggist put out a great gilded eagle to proclaim the American motto, "E pluribus unum." But the decorations were limited for the most part to numerous small, cheap, sleazy cotton flags stuck at all angles under the sun, and a little faded bunting looped over doorways in anything but graceful folds.

"But," says some one, "it rained in the morning and there was little prospect of any procession in the afternoon."

The doubt ought to have come a little sooner. And the public-spirited men ought to have questioned whether it was justice to the boys to get up such a parade. It is true the boys had not been in a battle, nor even seen one, but

"They also serve who only stand and wait."

And certainly the hardships of camp life and the ravages of disease are easier to be borne in the midst of the excitement and the glory of war. After seeing the boys one wonders whether the fathers had anything to do with the plan of showing them off. Certainly no mother could have wished to have her son, dirty, tired, half sick and starved (most of them had had no breakfast before leaving Island Lake), put on exhibition in that condition before her friends, acquaintances and neighbors, or even strangers. Home was the place for them and the carriages which were so kindly furnished by the citizens of Grand Rapids ought to have carried them and their belongings at once to their homes. (But that is only an individual opinion.)

If a majority of the citizens decided that a procession was the way to welcome home the troops then they ought to have done everything in their power to make all the arrangements, the decorations—everything—a success. The boys scarcely knew what to do with the flowers showered upon them, and as to free lunches, they were quite overcome by their liberal portions. Imagine living on hardtack and bacon for several months and then being confronted by mountains of sandwiches, pies by the score and fruit galore. Of course, boys never get dyspepsia; but such treatment was a sure way to develop the malarial typhoid germs in the system and bring about a siege of sickness.

Now, if the same time, money and thought had been put on the street decorations instead of the provisions, they might have been made a delight to the eye instead of an eyesore. Why were not the shop windows utilized on such a day not only for showing patriotism, but also for advertising the wares? And the contents of the show windows need

not have suffered a particle on account of the uncertain showers.

While I was waiting for the procession to appear, I cast my eyes up and down Monroe street and was forcibly reminded by contrast of an experience I had at Malmo just a year ago.

Malmo is a fishing town in Southern Sweden whose population is just one-half that of Grand Rapids. I reached there on a Sunday morning and could not take a boat for Copenhagen before noon. With several hours on my hands, there was little for me to do but saunter around the town and see what there was to be seen. I had feared that time would hang heavily on my hands; but the shop windows on several of the principal streets were so full of interest, and my attention was so fully diverted, that the boat whistled before I took any notice of the time, and I had to hurriedly retrace my steps to the dock.

The day before, King Oscar had visited Malmo. It was the Silver Anniversary of his ruling his kingdom, and so he was making triumphal entries in the more important cities of his land. As the Malmo celebration had taken place the Saturday evening before and had lasted late into the night, nothing had been touched early Sunday morning when I arrived, the candles being still in their sockets and the decorations not disturbed.

The front windows of the hotel where King Oscar had stopped were a blaze of blue and orange, the national colors, while the numerous candles on each windowsill took on the same hues. Every shop window made the national colors the keynote of its decorations.

In the flower shop was a great flag of orange and blue stripes, with a bit of red in the corner to show Norway's allegiance to Sweden.

In the jewelers' shops were brilliant gems—garnets, rubies and sapphires set in pure gold—arranged artistically on blue plush and yellow satin.

In the shoe shops were blue and orange satin evening slippers, while the background for the black shoes was of the national colors.

In the chemists' were innumerable bottles and packages wrapped in blue or orange-colored paper.

In the dry goods shops were ready-made dresses. I remember one window in particular which contained two dummies, one wearing a blue velvet reception dress, the other a yellow, or rather orange-colored, evening gown. Also there were numerous silk blouses in the national colors. Then another window contained nothing except ribbons of the same colors.

The milliner shops boasted of the same gorgeous decorations in the way of hats, ribbons, flowers and plumes.

The book stores had less opportunity than some of the other shops for displaying the blue and orange, but they used their ingenuity and did not lag behind the others in results.

Everywhere were the national flags waving their silken folds in the breeze, there were a number of flower-bedecked triumphal arches, and when the innumerable candles were lighted the city must have presented a brilliant spectacle.

This is simply a suggestion of the beauties of Malmo that to me memorable Sunday morning, but it may offer some hints to the artistically inclined window dresser, and set him to thinking of the possibilities of the even more varied and beautiful American flag and our national colors used in decorating on such an occasion as the return of our soldiers.

QUIZ.

WE WOULD LIKE TO

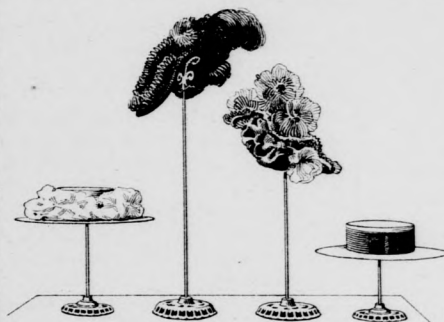
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Rubber Stamps, Numbering Machines, Rubber Cancelling Daters for Revenue Stamps, Sign Markers, Advertising Stickers and Price Marks, Autographic Duplicating Sales-Slip Registers and a full line of up-to-date office supplies.

L. A. ELY, ALMA, MICH.

SPECIAL We print as much as appears on above card on 3,000 gummed slips 1½x2¼ inches and deliver to you for \$2.00. "She's-good-wan." Ask for what you want and it shall be sent.



Display Stands

for Ladies or Gentlemen's Hats.

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

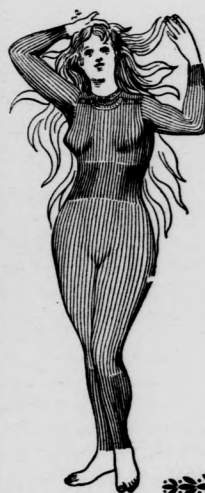
Peninsular Brass Co.,

Erie Street,

Grand Rapids.

Mfg'rs of Brass Castings. Platers in Gold, Silver, Nickel, Copper and Brass.

Correspondence solicited.



THE GEM UNION SUIT

Only combination suit that gives perfect satisfaction. Is double-breasted; elastic in every portion; affords comfort and convenience to wearer that are not obtained in any other make. We, the sole manufacturers and patentees, are prepared to supply the trade with a great variety of qualities and sizes. Special attention given mail orders.

Globe Knitting Works, Grand Rapids, Michigan.

CLARK-RUTKA-JEWELL Co.,

38 & 40 South Ionia St.

Opposite Union Depot.

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

STRICTLY WHOLESALE

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

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

Around the State

Movements of Merchants.

Albion—F. W. Briggs, clothier, has removed to Colon.

Sherwood—Wm. Rider has removed his harness stock to Athens.

Holly—A. W. Curtis has re-engaged in the boot and shoe business.

Delton—J. F. Williams has re-engaged in the furniture business.

Capac—Warren & Balden succeed Warren & Bro. in general trade.

Detroit—Loree & Co. succeed Sillers & McRoy in the grocery business.

Detroit—W. T. McRae succeeds McRae & Co. in the grocery business.

Reading—A. A. Dibble will shortly remove his clothing stock to Albion.

Lake Odessa—C. G. Loase, hardware dealer, has removed his stock to Sparta.

Central Lake—Homer & Johnson have opened a dry goods store at this place.

Marcellus—Russell & Nash succeed Moon & Russell in the hardware business.

Laurium—H. S. Ingersoll has purchased the grocery stock of Grimmer Bros.

Bay City—W. V. Prybeski has purchased the stock of the People's Supply Store.

Caro—H. S. Johnson has purchased the dry goods and shoe stock of Jas. C. Fuller.

Marshall—A. V. Watson has purchased the grocery stock of Andrew Watson.

Hastings—Lake & Crowell, wood turners, have dissolved, Bert Lake succeeding.

Fifield—Harry N. Hammond, dealer in seeds, has removed from Decatur to his place.

Montrose—Marks & Frank, general dealers, have removed from Argyle to this place.

Mancelona—The Mancelona Electric Co., not incorporated, is succeeded by A. Emery.

Ithaca—C. M. Brown has purchased the agricultural implement stock of Wm. Dibble.

Bay City—O. (Mrs. C.) Ueberroth succeeds Ueberroth & Widmer in the meat business.

Jackson—J. W. Fleming succeeds M. M. Johnson & Co. in the confectionery and fruit business.

Marshall—E. G. Brewer has sold his stock of general merchandise to H. E. Hart, of Battle Creek.

Hillman—Wm. F. Devlin is succeeded by John Murphy as proprietor of the Hillman Hardware Co.

Hillsdale—A. & D. Friedman have opened a dry goods store, placing R. Franks in charge thereof.

Jackson—Lewis A. Townley succeeds Townley & Simpson in the wholesale fruit and produce business.

West Bay City—Henry S. Ingersoll, dealer in dry goods, groceries and shoes, has removed to Laurium.

Edwardsburg—Sampson & Talerday continue the meat business formerly conducted by Wm. H. Sampson.

Kingston—W. L. Baker, of Carleton, has purchased the furniture and undertaking business of J. K. Thomas.

Three Rivers—The furniture store of Geo. Neidhardt has been closed by the foreclosing of a chattel mortgage.

Alma—H. J. Vermulen has converted his mercantile establishment into a department store, which will be known as the Alma department store. His three stores have been connected by archways, thus making one large room occupying the entire block.

Schoolcraft—Wm. Roberts & Son have enlarged their furniture and hardware stock and removed to more commodious quarters.

Howard City—B. Danziger, of Mantion, has opened a branch store at this place, carrying a line of general merchandise.

Lansing—Geo. W. Hubbard, of Ionia, has taken charge of the dress goods and silk department of the Simons Dry Goods Co.

Owosso—Stephen Dondero has retired from the confectionery business. He will visit his native city, Genoa, in a few weeks.

Hopkins Station—Furber & Kidder now occupy their new bank building, which is a fine structure and a credit to the town.

Cadillac—Anderson & Johnson, meat dealers, have dissolved, Chas. G. Anderson purchasing the interest of John O. Anderson.

Lansing—G. A. Munyon has removed his grocery stock from the corner of Saginaw and Larch streets to 409 Michigan avenue.

Davison—R. J. Smith has sold his drug stock to C. S. Brooks, who clerked for C. E. Haynes up to the time he sold his stock to Mr. Smith.

Sherwood—Fenner Bros. have sold their grocery and boot and shoe stock to R. F. Watkins & Son, who will continue the business at this place.

Ludington—H. G. Hansen, who recently sold his interest in the Busy Big store to Dr. Loppentheine, has purchased the grocery stock of A. Rasmussen.

Calumet—John Grierson and Geo. Fax have formed a copartnership under the style of Grierson & Fax and embarked in the general merchandise business.

Charlotte—E. V. Abell has sold his shoe stock to Albert Murray. The statement that the stock had been purchased by Victor Roblin & Co. was incorrect.

Battle Creek—Hobbs Bros. & Russell, grocers at 231 West Main street, have dissolved. The business will be continued under the style of Swank & Hobbs.

Lansing—W. E. Parmelee, of Elyria, Ohio, has formed a partnership in the shoe business with his brother, J. S. Parmelee, formerly of Parmelee & Jessop.

Bay City—Ewell & Harper, undertakers at 502 Washington avenue, have dissolved partnership, Fred. A. Harper retiring. The business will be continued by Geo. N. Ewell.

Maple Rapids—E. C. Bement, who is retiring from the mercantile business, has sold the remainder of his stock to Scott Redfern and John Chalmers, who will continue the business.

Alma—The store building vacated by the Saginaw store has been leased for a term of years by the New York Dry Goods Co., which will carry a line of dry goods, carpets and cloaks.

Holland—The undertaking firm of Vanderberg & Cranston has dissolved, M. Notier purchasing the interest of Mr. Cronston. The firm will hereafter be known as Vanderberg & Notier.

Harbor Springs—H. H. Plank has purchased H. H. Chamberlain's meat market. W. W. Pearl, who was in the employ of Mr. Chamberlain, is now in charge of the market of G. C. Adams.

Hartford—H. L. Gleason & Co. have bargained to sell their general stock to F. W. Hubbard, of the firm of M. Wiggins & Co., general dealers at Bloomingdale. In the event of the sale being consummated, Mr. Gleason will devote his attention to the handling of live stock, fruit and produce.

Traverse City—Arthur Rosenthal, who was formerly connected with the Boston store, and afterwards removed to South Lake Linden, will shortly open a dry goods, clothing and shoe store here.

Sherman—Wm. F. Lount, of Grand Rapids, has taken a position in the drug store of M. Rose. Mr. Lount was on the Oregon in her trip around Cape Horn and was afterwards transferred to Cuba, where he took part in several engagements.

Boyer City—R. A. Watson is erecting a two-story building, 24x66 feet in dimensions, with double glass front facing both streets. He will occupy the ground floor with his drug stock and the upper story will be leased to the local Masonic lodge.

Homer—The millinery firm of M. J. Armstrong & Co. has dissolved, Mrs. Armstrong continuing the business at the old stand. Miss Hessmer has formed a copartnership with Mrs. G. E. Hartung, and the new firm will be known as Hartung & Hessmer.

Coldwater—The Quincy Knitting Co. has been organized with a capital stock of \$12,500, divided among thirty-five stockholders. The officers of the company are as follows: President, C. H. McKay; Vice-President, W. H. Lockery; Secretary, C. H. Kenyon and Treasurer, C. H. Houghtaling.

North Lansing—The Hart milling property has been sold to Webber & Hughes by the receiver. A year ago the receiver bargained to sell the property to A. D. Hughes for \$5,000, but the deal has not been consummated until now. The property was originally valued at over \$20,000, and was turned over to the Central Michigan Savings Bank before its failure.

Detroit—The Detroit Malleable Co., successors to the Detroit Malleable Iron Works, has filed articles of incorporation, and will continue the business upon a capital stock of \$50,000, of which \$43,000 has been paid in. The incorporators are J. Preston Rice, Geo. H. Carver, Thomas H. Simpson, George M. Black, Will H. Moore, Benjamin F. Ray, Douglas M. Ray, and Thomas M. Simpson, trustee.

Saginaw—Biesterfeld Bros., who have long been engaged in the hardware business at 213 and 215 North Harrison street, have filed chattel mortgages aggregating \$4,500 to protect their creditors. The first mortgage runs to the Commercial National bank and is for \$3,000, to secure paper discounted by the bank. The second mortgage is for \$1,200 and is given to a relative to secure money advanced. The third is for \$200 and runs to Mrs. Harrison Kerry to secure borrowed money. A fourth mortgage for \$108 runs to an employee. The assets, it is understood, are considerably in excess of the liabilities, and it is believed that if the creditors are lenient the firm will be able to meet all its obligations and continue its business.

Burton Halladay has gone into the grocery and dry goods business at Ashton. The goods for the former department were purchased of the Lemon & Wheeler Co. and for the latter of P. Steketee & Sons.

John Cahill has engaged in the grocery business at Portland. He purchased his stock of the Musselman Grocer Co.

V. C. Wolcott has engaged in the grocery business at Hart. The Musselman Grocer Co. furnished the stock.

Frank Chase has engaged to travel for Wm. Brummeler & Sons.

Status of Fruits and Produce at St. Louis.

St. Louis, Mo., Oct. 4—The market on potatoes is very unsettled. The weather continues warm and prices are lower. The demand is exceedingly light for the time of year. The conditions of the market are very much more favorable than at this time last year. There was a heavy accumulation of stock on track just at this time last season, with very depressed conditions. The trade has bought more cautiously this year and there are no heavy losses to report. In the last two weeks potatoes have declined from 50c per bushel for the best white stock and 45c for the best red, down to 33@35c for the best white and 30@32c for the best red. There is no accumulation to speak of on track, and with favorable weather, which we will no doubt have in a day or two, this market will need potatoes.

During the season of 1895 and 1896 this market received a great many potatoes from Michigan and several of your best varieties, especially New York Rurals, became very popular here. If the quality of your crop this year is good, many cars of Rurals can be sold. The trade are now asking us: "When do you expect to have some of those fine, bright Rurals you had two years ago?" and we are telling them that Michigan stock is not ready for shipment yet; that just as soon as the potatoes in Michigan are ready we will have them. Those Rurals from your State will sell now and command a premium, bringing from 3@4c per bushel more than the stock coming from Wisconsin. You have a potato called Empire State. They are usually yellow and do not sell well—Burbanks are preferred. There seems to be a good crop of potatoes everywhere, and you can not expect that prices will rule very high. You had better figure on a market of from 20c to 25c at loading station. They may possibly sell as low as 15c to 20c, because there is no particular locality with any great shortage, and with even one half to two-thirds of a crop in all of the growing districts, it will make a big crop to market, and every place reports a very good crop.

We do not anticipate as low prices as ruled in 1894 and 1895, because there are not as many potatoes as there were those years; but in all districts where potatoes are grown, from present outlook, they will have to look to markets nearest at hand. It does not now appear that the East can take any great portion of the Michigan crop. You will, therefore, of necessity have to find a Southern outlet, and will most likely find St. Louis a good market. You are but two or three days' shipment from us here, and the railroad facilities from Michigan to East St. Louis, where the potatoes are unloaded, are of the best. Several of the best roads in the country can offer you quick transportation.

The apple market has been very dull. The trade are waiting for winter varieties. The summer fruit which has been coming in here in such abundance, especially culls shipped in bulk, has demoralized the market, and the trade are anxious to have it out of the way, and get to handling hard winter stock. St. Louis is ready for some fine apples as soon as they are packed and is prepared to pay good prices for them as compared with this poor fruit which is now glutting the market.

There seems to be a good crop of onions everywhere, and they are selling at low prices. We have seen but few really good onions on this market this season. We believe that parties having fancy, well-matured bright stock will find a good market for it.

Beans are selling for better prices than they have been. We are anxious to have reports on the crop in Michigan and would appreciate letters from parties who can give us reliable information. MILLER & TEASDALE CO.

The Bird Canning Co., of St. Louis, Mo., has opened a canning factory in one end of the old G. R. & I. freight house. Apples only will be canned this season.

Grand Rapids Gossip

Grand Rapids Retail Grocers' Association.

The regular meeting of the Grand Rapids Retail Grocers' Association was held at the Tradesman office Tuesday evening, Oct. 4, at which President Dyk read his inaugural address, as follows:

At our last meeting I was elected as President of the Association. With pleasure I accept the office, and appreciate the confidence and good will which you have shown me, realizing that it is tendered by men of sober and ripe judgment, and, for that reason, I feel honored; nevertheless, I would gladly have seen another member take my place more able than I, but I can only say you will have to make the best of a poor bargain. You have made it easy for me by your kind co-operation.

We have again entered upon another year of our existence, consequently have to halt at another milestone and therefore can but reflect upon the past. This year has been a fairly prosperous one for the Association. We can not show marked achievements, but have reason to feel proud of the strengthening we have made along the lines. The Association has taken a more prominent place in the business community; resolutions have been adopted; able papers have been presented full of wisdom, insight and a grasp upon the needs of the day, showing that the Association stands for correct business principles. Righteousness exalteth the Nation, consequently exalteth the individual; and the humblest merchant who conducts his affairs on this principle occupies an exalted station. Let us continue to go forward, not satisfied with past achievements, so that this Association may be an educational school for the young business man, and a bright spot for the experienced business man, as he who gives from his ripe experience will find that it is more blessed to give than to receive; and to testify to the experience, "Seest thou a man diligent in business and he shall stand before kings."

On motion, the regular order of business was dispensed with in order that the members might listen to an address by Hon. Robert Graham on the subject of the anti-color oleo law. Mr. Graham stated that he had received the letter of enquiry from the Secretary, and preferred addressing the members on the subject to writing a letter because he could express himself much more clearly verbally. He favored the anti-color law because he felt it to be right and just. In the first place, the invention of oleo was a death blow to one of the chief industries of Michigan. Until two years ago, cattle were growing less in number, until butter cows became so scarce that there were not half enough cows to meet the requirements of local markets. Since the enactment of the oleo law the farmers have begun to raise their beifer calves, and in a short time there will be enough cows in the State to meet the local demand for butter. The Michigan farmer can not raise cattle for beef alone, because he can not compete with the large ranchmen of the Western prairies. He must have a bi-product, such as butter, and, with a reasonably lucrative market for that staple, the production of butter will be increased in a short time and the average quality of the product will be improved. The butterine manufacturers can make oleo just as cheaply in winter as they can in summer, yet they double the price for it in the winter, showing conclusively that they are not actuated by any ordinary motive in placing their product on the market. Why, then, should people favor a bogus product which must be sold in imitation of butter, in preference to the genuine article? Is it a question of the poor man's pocketbook or the anxiety of the dealer to handle an article on which a larger margin of profit can be made?

B. S. Harris asserted that 40 per cent. of the country butter which comes to market is unfit for table use.

Mr. Graham coincided with this opinion, but insisted that time, study and an increase in the amount of stock will enable the farmer to make better butter. The price of veal tells the story as to whether the law has been a good one for the farmer. A few years ago veal was so cheap that it hardly paid to bring the calves to market. Now the farmers are raising their beifer calves and bending all their energy to increase the amount and improve the quality of their dairy products.

J. Geo. Lehman stated that Mr. Graham's remarks had caused him to look at the matter in a little different light than he had done before. He spoke of the satisfaction in handling creamery butter, because there is no loss, whereas the grocer who pays the farmer 17 cents per pound for butter and sends it out to his customers quite likely gets it back several times, as a rule, before he makes it stick.

President Dyk enquired if it was just to prohibit the coloring of oleo and permit it in butter. Mr. Graham insisted that the law was just, because butter is a natural product, and that the coloring of oleo is a subterfuge to permit the product to be sold as a substitute for butter and, in many cases, it was actually sold for butter.

The subsequent discussion brought out a good many interesting points on both sides and, at the conclusion of the discussion, a vote of thanks was tendered Mr. Graham for his kindness in attending the meeting and addressing the members of the subject under consideration.

President Dyk announced the following committees:

Trade Interests—B. S. Harris, Fred Fuller, H. C. Wendorf.
Executive—A. Brink, F. L. Merrill, E. D. Connelly, J. F. Gaskill, L. O. Dahlem.

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 bbl.

Beets—25c per bu.

Butter—Dairy is a little more plenty, commanding 17c for choice. Factory creamery is in active demand at 20c.

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

Carrots—25c per bu.

Cauliflower—\$1 per doz. and very scarce.

Celery—White Plume, 12@15c per bunch.

Crab Apples—40@60c per bu. for Siberian or Transcendent.

Cranberries—Cape Cods command \$2 50 per bu. or \$2.25 per box.

Cucumbers—Pickling stock is in active demand at 25@30c per 100.

Eggs—Fresh are scarce and firm at 14c. Cold storage are in ample supply and weak at 12c.

Egg Plant—\$1 per doz.

Grapes—Pony (4 lb.) baskets of Delawares command 10@12c. Eight pound baskets of Concord, Brightons or Niagaras command 9@10c.

Green Peppers—60c per bu.

Honey—Fine new comb commands 12@13c.

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

Peaches—Late varieties keep coming in, to the astonishment of all concerned. The quality is fine, for late fruit, and the size and appearance are unusually good. Smocks and Salways command 30@40c on the market and dealers find no difficulty in securing an outlet on the basis of 60@75c.

Pears—50@75c per bu.

Plums—A few Blue Damsons continue to come in, finding ample demand on the basis of \$1@1.25 per bu.

Pop Corn—50c per bu.

Potatoes—35@40c per bu. Indications point to a lively shipping demand at 20@30c at point of shipment. The principal demand appears to be from the South.

Quinces—60@75c per bu.

Sweet Potatoes—Virginias fetch \$1.75 @2 per bbl. Jerseys have declined to \$2.50@2.75.

Tomatoes—50c per bu.

The Grocery Market.

Sugar—The American Sugar Refining Co. announced a decline of $\frac{1}{8}$ @ $\frac{1}{4}$ c last Saturday, the principal decline being on the softs. The slump came about a month ahead of the usual time.

Tea—Tea is believed to be good property at present prices, even with the possibility of the removal of the duty. Dealers expect an active business to develop in the course of a month or so. While a large number of retailers are well stocked up, others' stocks are low and there must be some buying sooner or later. Jobbers' stocks are not large.

Coffee—Reports from Brazilian coffee points are to the effect that the cool weather has had a damaging effect on the growing crop near Rio and Santos. The receipts have been rather lighter for the past few weeks at those two points. As this is a blossoming period for the coffee plants, it is said the damages may have been very serious. However, the reports have not the effect to affect the market materially in this country.

Canned Goods—Prices are unchanged, but buyers have not taken hold for some reason. Tomatoes are unchanged. Buyers seem indifferent and prices are unchanged. Market conditions on tomatoes are unchanged, and the future is hard to predict. It depends largely on packers' necessities and the weather. Corn is unchanged and very little is being sold. Buyers are holding off. Nothing is doing in peas, which rule at unchanged prices. But very few enquiries are heard for peaches, on which the prices are unchanged.

Dried Fruits—The crop of West Coast fruit will be necessarily light this season and prices are inclined to be very firm. California prunes especially will be short, and of small size, even 60s being reported scarce. The raisin situation is unchanged. There will be one of the largest, if not the largest crop ever raised in California. The Growers' Association have now perfected their organization, and it is believed they will be able to get fair prices for their product, although it will be undesirable and impossible to hold long for high prices, in the face of so large a crop. It is hardly to be expected that the market will be unreasonably high. Old stocks of raisins on the coast are said to be well cleaned up, as are also old stocks of prunes. All lines of West Coast dried fruits are inclined to be strong, and holders more than usually independent. The currant market is inclined to be firmer, on reports of a Grecian trade treaty with Russia, which country is a large consumer of currants under certain conditions. California figs have advanced $\frac{1}{2}$ c. They are reported unusually good this year, and are steadily gaining in quality from year to year.

Syrups and Molasses—There has been a good sale of sugar syrup from refiners to first hands during the week, but the demand from the general trade is dull. Prices are unchanged. There has been a fair demand for molasses during the week. Stocks are scarce, and there is practically none in first hands. Prices are unchanged, and there is no prospect of immediate fluctuation.

Provisions—There has been practically no change in the provision market during the past week. A good, steady demand has ruled, and this is likely to continue some time. No immediate change in the price of anything is expected, unless it be an advance in lard, which the Western packers are talking

of. October and November are months of large consumption, and it is very probable that the advance spoken of will be made.

The Morning Market.

While the advancing season is lessening the stir about the island market there is still enough of interest to make it worth attention. Offerings of peaches, while appearing small in contrast with those of the middle season, are still in considerable abundance, at the last seeming to be in excess of the buying interest. This is no doubt owing to the fact that the late varieties are unsuited to distant shipping. Prices have been fairly well maintained, as the high prices of the earlier season seem to have spoiled both buyer and seller for handling fruit on the niggardly basis of recent years. Notwithstanding the lessening of demand at the last, the season as a whole has carried out its promise of far exceeding any other in this market. Plums are still offered in small quantities, and may be said to be practically out of the wholesale market. Pears are still in considerable quantities, and are in good demand at moderate prices.

As the other fruits fall off, apples seem to be gaining in quantity and quality to an extent which gives promise of an abundance of fine winter fruit. Buyers are giving this staple fair attention and prices are kept at a level which gives abundant returns to the owners of the well-kept orchards.

Grapes still continue a good deal of a drug and it is noticeable that they are receiving little attention either from buyers or sellers. The prices and margins are so small that other means of disposal than the open market must be found, and so attention is given to the utilization of what can be cared for and the rest are rotting in the vineyards. It is to be hoped that by another season there will be enough accomplished in the way of the development of the canning and preserving industry to change this condition.

The potato and vegetable market continues an even course of steady demand at good prices. The returns from the potato crop come into the hands of so large a proportion of the farming community, and the producing territory covers so much of the State, that there is relatively much more significance in the maintenance of good prices and a steady market for the tuber than any other product. Now that the perishable fruit season is practically over, shipping attention will be turned in this direction, and the changes in expedition of shipments which were of so much importance in the distribution of fruit will continue to affect the situation. It is being found that the sending out of a single car to the uncertainties of the ordinary freight movement, or with a costly agent to watch and guide its erratic movements, is a primitive method of distribution. Bunching of shipments, so that the same care will suffice for a trainload, is the coming method. And, better than having this care given by the shippers, the railways are finding that the running of special trains under their own care is warranted by the quantity of the shipments, and so they are willing to take more of the responsibility, as they ought to do.

S. I. Harrison, dealer in notions and fancy goods at 29 Crescent avenue, will shortly retire from trade.

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

Woman's World

How Chicago Is Hastening the Millennium.

It has long been a settled conviction of mine that all we lacked of the millennium was knowing how to cook. Good health, good temper, happiness and peace have their origin in the kitchen, and not in lofty moral pinnacles. To bad cooking and consequent dyspepsia we owe the pessimistic philosophers and gloomy religions that afflict the world. Your well-fed man, who can enjoy a good dinner and a midnight supper, is never an anarchist. Live and let live is his motto. It is the lean and hungry crank who steals upon his victim and stabs him in the back. No one ever heard of a husband applying to the courts for a divorce from a wife who was a good cook. No man whose wife sets before him toothsome meals ever debated the question, "Is marriage a failure?" Its living refutation was sitting at the head of the table pouring out coffee whose aroma was an incense upon the domestic altar.

Such being the importance of the subject, I don't know of anything more cheering than the fact that the cook book is being introduced into the curriculum of many schools and that hereafter, when a girl graduates in the ologies and isms, her diploma will also certify that she is a good cook, capable of running a kitchen. The theory, at least, of all education is that it fits one better for the battle of life, and whatever else a girl may happen to need, she is dead certain to need to know how to cook. So it seems quite as important to teach her the cause of the rise and fall of a loaf of bread as the rise and fall of the Roman Empire, and a knowledge of the different parts of a beef is likely to be just as useful as a knowledge of the differential calculus.

In many of the public schools of the country the cooking department—or the department of domestic science, as it is called—has been introduced with great success, and the other day I had the pleasure of seeing the scheme in actual operation in one of the big Chicago public schools. Two years ago the Chicago Kitchen Garden Association, impressed with the importance of teaching girls the rudiments of cooking, secured permission to fit up a room in the Kozminski School and start a cooking class as an experiment. It proved so successful that this year the school board made a sufficient appropriation to open eight other "centers," where more than 4,000 girls will have an opportunity of studying the art of cooking.

The cooking department at the Kozminski School is under the direction of Miss G. Allen, a charming young woman with a Boston accent, and who looked sweet enough to eat, as she sat the other morning in a frilled apron behind her desk and waited for her classes while she talked to me.

"Wouldn't you like to see what a public school kitchen is like?" she asked; and I felt free to let my eyes roam at will. It was a big long room, with the sun shining cheerily in at the windows and glinting on the rows of glistening pots and pans. At one end were two big ranges, one a coal range and the other gas, flanked by a sink with hot and cold water faucets. The walls were wainscoted for about three feet up, and from the top were innumerable books, from which hung bright tins. Above them were suspended

charts showing food values by means of colored diagrams and pictures of beeves and muttons, etc., with lines and colors that showed the whereabouts of fine ribs and roast ribs and porterhouse and tenderloin and round steaks and other portions of the anatomy of an animal that we never recognize until they get on the table. On one side against the wall stood a cabinet of spices, and on the other a press full of blue and white china. Down the middle of the room were two long tables, in the center of which was a row of gas jets, over which much of the cooking is done.

Each pupil has one of these miniature gas stoves and her own particular place at the table. Just in front of her, as she stands at the table, is a bread board that pulls out like the slide of a desk. Below that are two drawers which contain a kitchen outfit in miniature. In one division of it is a teaspoon, a table spoon, a salt spoon, a paring knife, a kitchen knife, a fork, a biscuit cutter, and a tiny gem pan. In the next compartment is a graduated tin measuring cup, salt, pepper and flour boxes, a rolling pin, potato masher, eggbeater, mixing bowl, flour sieve and strainer, nutmeg grater, a baby-sized granite saucepan, baking dish, pie tin, and a dish containing soap and sapolio, for cleanliness and cooking must go hand in hand. In the lower drawer is a meat board, an asbestos pad, an omelette pan, a chopping knife and vegetable brush, and a plate for serving, as each little cook is permitted to eat her own handiwork.

Just at the entrance of the room is a little room containing lockers, in which each girl has a tiny compartment, with her name on it, in which are stored her white apron, her over sleeves, and a jaunty little cap like a French chef's. The class passes through this room before entering the kitchen, and when they come filing in, rosy-cheeked and lovely in their white aprons and caps, I could think of nothing but the chorus of the French chefs in a comic opera.

But there's no opera bouffe business about this. It is serious work. The cooking lessons begin with the eighth grade, with girls of an average of 14 years of age, old enough to understand the chemistry of cooking, and much of the first year is spent in drilling them in it. If, after that, they go away and starve their families on innutritious food or ruin their digestions on badly-cooked messes, it isn't the fault of the Chicago school board.

"I begin," said Miss Allen, "by first teaching the children how to control their fires in both the gas and coal ranges. We have thermometers and they make actual tests to find out what is meant by a 'slow fire' and 'a quick oven,' and the other mysteries in baking referred to by the cookery books. Then we commence actual work, for I use in these schools the direct personal method, and every girl must do the work herself. First, I lecture to them on starches—the foods into which they enter, their nutritive value, etc., and the very first thing they cook is flour paste. The next day we experiment on this still further, and they make a corn starch blanc mange, and I show them how it may be varied by the addition of a little chocolate, and so on.

"Of course, I can only sketch our plan of work for you. Every step the pupils take I try to make them understand is based on a scientific principle—that cooking is an exact art, and that it is not luck, but knowledge, that makes

bread heavy or light. One of the early lessons is on albumen, and I show them how heat hardens the white of an egg, and then we take in all the different ways of cooking eggs, and we boil and scramble and poach and shirr and make omelettes. Another day it is meats, and I explain to them why it is, when one wants to extract the juice of meat in making soup, cold water must be used, and when one wants to broil a steak or cook a roast, heat must be used to sear the outside and keep the juices in. Of course, each pupil can't have a roast to cook, but I make each one take turns in watching the temperature of the oven and basting the meat.

"So the lessons go on from day to day. Each pupil is required to take notes, and, in addition, I have the recipes printed on slips, and every day each girl pastes into her book the recipe for the dish she has prepared. The second year the course is more advanced and includes the sauces that should be served with different kinds of fish, game and meat. Of course, I confine myself to just such vegetables and meats as are ordinarily found on the table of people of moderate means. At Christmas I give them a candy lesson, and just before school is out one on ice cream, but all the rest is just what we call 'plain' cooking.

"What are the results? Well, for one thing, the pupils are almost universally interested and eager about it. For another, I am told that the girls who have had cooking lessons at school have in many cases reformed the domestic menage at home. It doesn't seem to me that the question admits of any argument on the other side. In the first place, it gives a girl a profession that is never overcrowded. The world may have too many teachers, artists, musicians; there may be an oversupply of typewriters and stenographers and bookkeepers, but there is always room and pay for what Octave Thanet calls a 'good free hand cook.' If the girl marries a poor man, it is an inestimable benefit

if she knows how to buy and prepare her food. If she is a rich woman, she has no less need to know, and for her the servant question is robbed of its horrors, for she is capable of training green girls into good maids, because she knows how things ought to be done.

"The very poor are the most extravagant as well as the worst fed, and this is because their women know nothing of cooking. Their one idea is to fry something in a pan, and they have no conception of the many savory and nourishing stews that can be made out of cheap cuts of meat or of how much cheaper it is to make bread than to buy it. We have these in view, as many children of the very poor are in the public schools, and we hope through them to send the gospel of good cooking into the slums."

"And what does it cost," I inquired, "to run this department?"

"The room," replied Miss Allen, "represents an outlay of \$500 in furnishing. That includes gas ranges and plumbing and everything. The groceries and food supplies of every kind used in preparing the dishes cost on an average only 1½ cents for each pupil for a lesson."

The inexorable school bell rang for another lesson and I had to leave, but I went away cheered and comforted by a vision of a new woman who would know how to cook and who would not wait in trembling anxiety on the moods of some uppish Irish Norah or some stolid and stupid Dutch Kaatje. Then, indeed, will our tables no longer groan, as they may well be excused for doing, under loads of ill-cooked and badly-served food. Speed the day when the Grand Rapids public schools wheel into the line of progress and take up the cooking question. DOROTHY DIX.

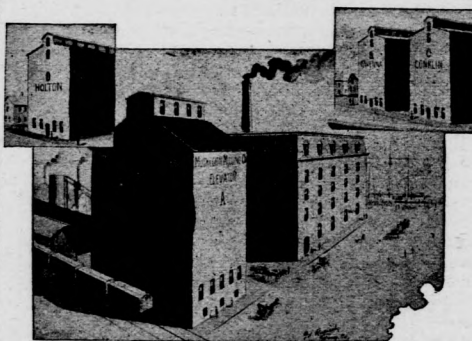
Two Times of Trial.

He—There are two periods in a man's life when he never understands a woman.

"Indeed! And when are they?"

"Before he is married and afterwards."

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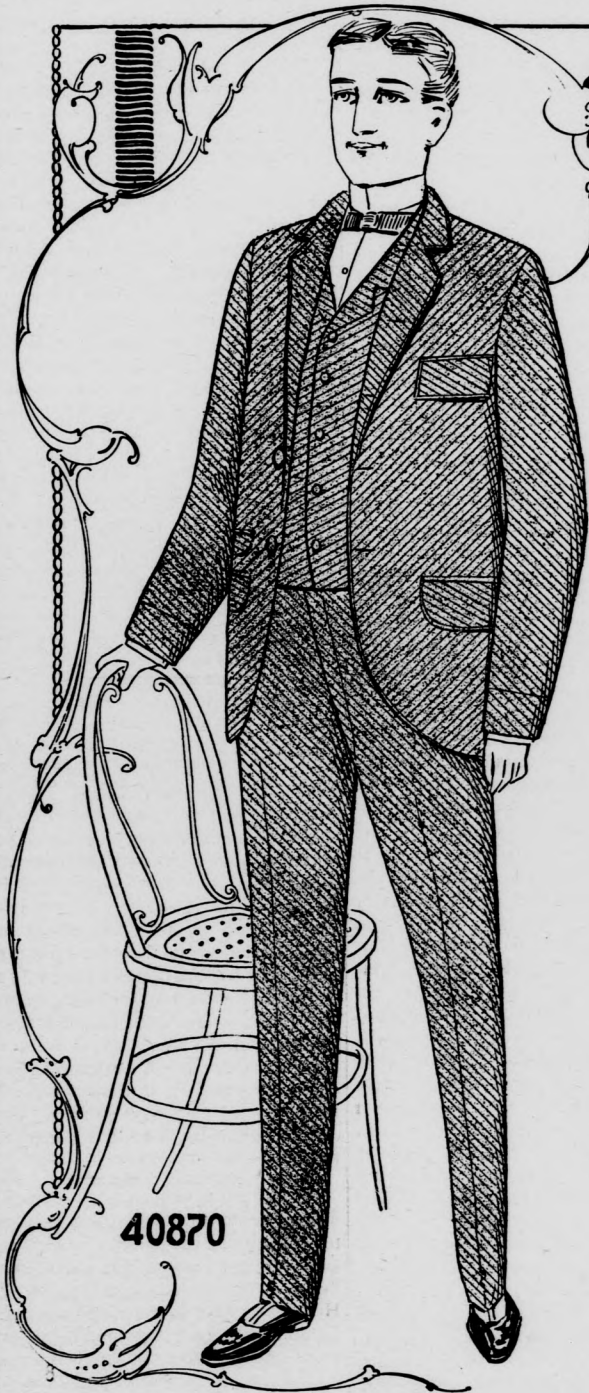
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When in want of a new roof or repairs you can save money by employing skilled mechanics in this line. We have representatives covering the State of Michigan regularly, and if you have a defective roof, drop us a card and we will call on you, examine your roof and give you an estimate of the cost of necessary repairs or putting on new roof. Remember that we guarantee all our work and our guarantee is good.

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Successors to H. WOLF & CO.



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AT \$2.25 PER SUIT.

Our Clothing Department Is Headquarters

For merchants who require perfect-fitting, good-wearing clothing to sell at startling competition-crushing prices.

If Your Clothing Department Is Not Paying

Put in a few of these Special Suits and you will be surprised at the boom they will create for you.

Description of \$2.25 Suit

Lot 40870. Made of fancy mottled **Satinette**, in staple selling patterns, cut in a 4-button round sack style, well lined, all inside seams being bound, four pockets with laps. Vest made with notched collar, 5-button style. Pants are well made and thoroughly finished.

Per Suit, \$2.25.

LYON BROTHERS, Successors to H. WOLF & CO.

Wholesale General Merchandise

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - OCTOBER 5, 1898.

DANGEROUS PARTNERSHIP.

As an abstract proposition it is unquestionably desirable that there should be the fullest co-operation in the prosecution of any industrial enterprise between the management in whose hands the capital is entrusted and the workmen upon whose labor so much of the problem of success is dependent. While there may be some plans for securing such co-operation, through various schemes of organization, profit sharing, etc., which give more or less assurance of permanence and success, there are some forms of industrial co-operation which are more than likely to result in disaster. Among these is the shortsightedness of some employers in permitting the control of their business to pass into the hands of an organized body of marplots, managed by irresponsible and unscrupulous leaders whose deliberations and decisions are kept secret from the employers. When the management of any industry invokes the aid and influence of such an organization for the extension of its business or the securing of contracts, it is simply putting weapons into venal hands—weapons which are sooner or later turned against the employer, to his demoralization and ruin.

A forcible illustration of the truth of this proposition is found in the story of the recent strikes of the employees of the State printing office at Lansing. For years the management of that institution had been smarting under the restrictions and annoyances of alien management in its business, but an undue regard for the economic and political power of the unions forced it to submit with what grace it might. There is no power which seems so formidable as that which involves unknown elements, as in secret organizations, and, while the unions were sufficiently detested, they gained in power and prestige in the estimation of the management to such an extent that when there was a contest for the rescuing of the State contracts from a communistic religious organization, the unions were appealed to for assistance. There was the utmost alacrity in the response, because there is seldom an opportunity for such an acknowledgment of their influence. In the contest which ensued the efforts of the unions do not appear as a substantial factor, as the members of the Board of Auditors testified in court that they were actuated in their decision solely by the question of economy.

Impressed with a sense of their invincibility, the unions made publication of their decision to require a 9 hour day with 10 hours' pay, before the awarding of the printing contracts. When it was found that the Adventists were far below in their estimates, the State printers decided that they must ignore the demand of the unions to save the contract and their decision received the tacit sanction of their employees. When work was begun on the new contracts, however, the unions, acting upon their official publication, struck for the 9 hour day and an increase in wages in some of the departments. After a contest of some days, during which the weakness of the union position became readily apparent, the strike managers fell back on their usual tactics when defeat stares them in the face and proposed an arbitration, which was very foolishly agreed to. The hearing lasted eight evenings and ended in a compromise verdict at the hands of the arbitrators—a verdict entirely unsatisfactory to the employers, but entirely so to the strike leaders, because they realized that they could use the advantage gained as a club to extort further concessions. The unions know no law except that of force and intimidation, and have no idea of the binding force of a contract or the moral obligation of an agreement; in fact, it is a common thing for the adherents of unionism to openly defy every law, human or divine, at the same time insisting that the employer shall be held to strict accountability for any infraction of an agreement or rule, no matter how unjust or tyrannical.

The pretext for the next strike was the refusal of the printing house to pay price and a half for the half hour worked in excess of the 9 hour limit. The management offered to refer the matter to the same arbitrators, but the strike leaders not only refused to entertain this proposition but showed the cloven hoof of unionism by ignoring the finding of the board of arbitrators and announcing that the whole controversy was reopened on the original issue.

In the opinion of the Tradesman, the management of the State printing office made a serious mistake when it first admitted an alien and secret organization to participate in the conduct of its business. Then this error was followed by an undue recognition of the influence of the union in asking for its assistance.

Nothing could have given it such prestige in its own estimation, and this, with the obligation conferred, delivered the company into its hands, bound hand and foot. Then when the first contest came, the management was not wise in being caught by the fallacy of arbitration; in fact, the only move which can be commended is the one which comes so late, to conduct its own business as it should have done all along, refusing to admit the partnership of any who only share in dictation and meddling without assuming any risks or responsibility.

The Tradesman sincerely hopes the State printers will even yet bring this contest to a successful issue and that it will succeed in demonstrating in its future experience that independence is the only true theory of management, admitting only such co-operation in the regulation of the business as is actuated by a proper recognition of the interests of all concerned therein.

Some one says: "Don't pick a quarrel before it is ripe." Better shake it off while it is green and growing.

IMBECILE MANAGEMENT.

The greatest administrative ability is that required in the conduct of the affairs of the vast industrial organizations which are known as the great corporations, such as the railways, the great iron companies, the sugar trust, the Standard Oil Co., the telegraph, the Bell telephone, the express companies, etc. In many cases these are led and officered by men who have demonstrated their ability and won success by building up the enterprise in question and creating the positions they occupy. Usually the ability which enables a man to lead in the organization of such an enterprise enables him to successfully manage its affairs until advancing years make successors necessary. It is well for that enterprise if care has been taken to find and train the right ability for the continuance of the work.

In some cases these great organizations are the result of circumstances which make it necessary to look about for the best leadership. In such cases those are selected who have demonstrated the greatest ability in similar work and these are secured at almost any cost, for economy in this matter is considered a very false economy. With such leadership, and with boards of directors comprising the greatest obtainable ability, aided by the best counsel which money and reputation can command, it is strange if such corporations are betrayed into any very common or foolish mistakes.

When, therefore, some years ago, in the contest between the Bell Telephone Co. and the local organization which sought to compete with it, there was manifested by the great corporation a petty spite and policy of foolish resentment, the observer looked for some ulterior object to be gained by such a disposition. In contests of this kind it had always been recognized that when the question of success rested in commanding the support of the public, no pains should be spared in striving to secure its good will. In that contest the Bell company took the opposite policy of antagonizing not only those who were interested in the competing enterprise, but all who manifested the slightest disposition toward alienation of allegiance. When the company was notified that it should take out any instruments the work was accompanied with petty insolence and abuse which would have cost the heads of the management of any lesser enterprise. It seemed incomprehensible that it was simply a manifestation of spite, pure and simple; and so a deeper reason was looked for. But the years have passed and the competing company has rapidly advanced to a position of unassailable strength, winning every contest, gaining almost undivided support of the public, obtaining every legal verdict, and yet the reason for the strange policy of the great corporation does not appear. That it was a case of silly foolishness is hard to believe, in view of the leadership its untold millions might be presumed to command.

A later manifestation of that which it is difficult to explain by ordinary rules is the policy of the great corporations coming to be known as the Express Trust. At times for many years past, there would develop in some of the divisions of this branch of our distributive service a petty foolishness of administration which would be explained by the accidents of succession or inheritance in the administration, but this was soon corrected and, on the whole, the

fact seemed to be recognized that the success of the companies depended upon the support of the public. But as the companies have come closer together in their organization there has seemed to develop more and more a spirit of indifference to public sentiment. The first glaring manifestation of it was in the savage repudiation of the war tax and the saddling of it on the people. That this cost the companies many times the business that the tax would have amounted to can scarcely be questioned and so the action can only be explained on the theory of downright foolishness.

Then a later manifestation of the same spirit comes in the demand of the companies for free telephone service. That this is another instance of idiocy is so difficult to believe that all sorts of motives and explanations are looked for. An early one to be suggested is that the move is a result of the close affinity between the Express Trust and the Bell company. In view of the brilliant record of the latter for imbecile management, this explanation would not tend to remove the cause from the same classification. There may be some sensible explanation of the present attitude of the companies, but as the public is becoming used to such foolishness on the part of these companies, it is inclined to accept this explanation without looking for anything deeper. In the meantime, it is finding that there are other methods of transportation, and if this move should be followed by the development of some of these through the interest of the people, as in the one of the telephone companies, the result would not be so very surprising.

The decreased fruit yield in California this year was expected to furnish an opportunity for the fruit growers of Oregon and Washington to gain a foothold in the Eastern markets. The green fruit shipped to the East from those States this season is only about one-half of the quantity shipped last year. The experience of a year ago, when many Oregon fruit growers paid in freight charges on Eastern shipments more than the amount they received for the fruit, was discouraging, and this year much good fruit was allowed to rot on the ground. In addition, the Oregon growers believe that there is more profit for them in dried, evaporated and canned products than in sending fresh fruit to an uncertain market. Consequently much more fruit is being cured this year than heretofore.

It is now said that when Dewey was first ordered to Manila he was directed to inaugurate a pacific blockade and await further orders. On learning this Senator Proctor hurried to the White House and fiercely protested against the Commodore being hampered by orders from those who could know nothing of the situation in the Philippines. The result was that Dewey was allowed to use his own judgment, and made a record which will place him among the foremost heroes of the world as long as time lasts.

Michigan pays a bounty for dead English sparrows. They do better than that in Massachusetts, where sparrows are painted and sold quick and cheap for canary birds by peddlers, who claim that they are choice singers disposed of by rich owners who are going abroad.

Now that we have peace, it will take a greatly increased army and navy to keep it.

THE COMMERCIAL ERA.

Although they possess extraordinary ingenuity in the invention and exploitation of labor-saving machinery, the Americans are behind many of the European peoples in finding markets for their products and the everyday commodities which constitute the great bulk of our exports.

The American sits down in confidence that Europeans must buy his wheat, corn, cotton and other products and that he does not need to take any pains to secure customers or to please them. Anyone who sees the rough and carelessly-gotten-up packages shipped from the United States will realize this, particularly when he has also seen the carefully-packed goods, usually in watertight envelopes, that are landed here from European vessels.

One of the most general complaints voiced by the United States consuls abroad is that Americans, when they receive orders from abroad for merchandise, do not take sufficient care to fill the orders exactly. Patterns, styles, dimensions and other particulars are often ignored, with the idea that almost anything will answer, so it is in the neighborhood. This is very offensive to most foreigners. It is offensive to many of our own people.

Not a few salesmen in this country feel that they have accomplished a most satisfactory feat in putting off on a customer, almost by force, some article entirely different from the one enquired for, upon the assurance that it is just as good or better. In this way a sale is made; but a customer is sent off offended and very probably dissatisfied. He thinks that his own taste and judgment are treated with contempt, although, having to pay, he is, more than anybody else, entitled to say what he wants, and if his judgment be at fault, to suffer the consequences.

The indications are that, in the matters of foreign commerce, American merchants must make extensive changes if they are going to enter into the great competitions that the acquirement of large foreign possessions will enforce. Right here is opened a new field for the activities of educated American young men, to go abroad to European and Asiatic countries as commercial travelers.

In such cases men of the once popular hard-drinking, hard story-telling, free and easy sort of kidney will not serve. In their places are wanted men of good habits, gentlemanly manners, of education, and ability to play a respectable part anywhere. If these men know the literature, history and art of the countries they visit, so much the better for them; but they must know a great deal about the trade in which they are engaged. They must talk directly to the people with whom they deal, and all their statements must be reliable.

In this connection United States Consul General Goodnow, at Shanghai, China, writes to a furniture manufacturer in this city:

I find there are two great obstacles in the way of business with America. In the first place, American firms do not take care to fill the orders exactly. There is somewhat of a feeling at home, "Oh, anything will do for the Chinese." As a matter of fact, there are no people more particular than the Chinese. Their customs and their superstitions must be considered, as well as the things which come into account in other countries. It is a great thing to have a lucky trade mark.

It is above all necessary to handle the goods through a man on the ground in

whom the Chinese have confidence. They do not think anything about the firm at home; they think of the man directly with whom they deal. This man, if he be wise, knows the demands of the trade and caters to it; and, however eccentric some of his directions may seem in ordering, they should be followed to the letter.

In the next place, almost all English and German firms have an arrangement by which all claims for damages through faulty packing, etc., are settled very promptly through the arbitration of their Consul at the place where the goods are delivered.

Most American shipments are made without any such agreement, and the consequence is that should the goods be damaged through faulty packing, etc., the parties interested are so far apart that the local dealer here is forced to stand the loss, rather than to go to the expense of suit or arbitration in America; and the consequence is that on even terms, or at some difference in price, he buys his goods from England or Germany. He is willing to pay the higher price for a certainty of a speedy, just and inexpensive settlement of any damage there may be.

What it is desired to impress on American young men is that the idea, if they are going into commercial life, that a college education is worthless to them is a great mistake. Here is a place for college men who are not mere smatterers, but who have been real students. Let them remember that the present is, above all, a commercial age. To-day all statesmanship that is worthy of the name is employed in devising means to increase the commerce, each of its own country. The grand object is to make the labor of the people as profitable as possible by furnishing the best markets possible for their products. In order, then, to keep the people employed at good wages, it is necessary to create markets for their products. This is what statesmanship is called on to do to-day, and it is all summed up in the expression, "promoting commerce."

Here is a great field for American statesmanship, and who can know it so well as he who knows it not merely from principles and theory, but also from practical experience? Let the young men of America turn to this field and worthily serve their country while serving themselves.

Spain can take away her old Columbus bones if she needs them. They never had any business in Cuba. They ought to be given rest in the country Columbus discovered, or in the Italian country in which he was born. History has allowed Columbus to die in poverty and neglect at Valladolid, near Madrid. Spaniards ought not to be proud of that, except as an advance punishment for having discovered the country that has licked Spain. Then comes the awful thought that, as Columbus died near Madrid, the Havana bones are not the real thing, but only a home collection used as a sentimental fake.

United States Consul William, at Manila, says that of the footwear for 10,000,000 inhabitants of the Philippine islands American manufacturers have not furnished more than 5 per cent. He predicts that in five years' time American made shoes will have supplanted the Spanish product altogether, whether the Philippines shall have been annexed or not.

The United States Government has only had one little short war this year, and the aftermath is three peace commissions and a committee to investigate the conduct of the war.

TRANSPORTATION AT SEA

The war with Spain forced upon this country the solution of a new problem in the way of military preparation which must be carefully studied for the future, namely, the transportation of troops across seas. The outbreak of the war found the country totally without transports. In order to move the troops required for operations in Cuba and Porto Rico, as well as in the Philippines, it was found necessary to charter all manner of merchant steamers, with the result that many of these ships were totally unsuited for the work to be accomplished.

There was a woeful lack of accommodations for the troops on board these transports, and the discomforts suffered by the enlisted men, huddled together on these ships for many days, are among the blackest memories of the war. While no doubt no particular blame can be attached to any one for these discomforts, owing to the haste with which it was necessary to improvise transports, the country should be warned by the lesson to be better prepared for the future.

It will not be sufficient, however, to provide properly equipped transports, as the ships will be of small value if they are not properly handled. Transportation by sea should be in the hands of the Navy Department, as it is in all other countries. Merchant marine officers, however efficient, have not the experience in berthing and maintaining large numbers of men on board ship which naval officers possess. Army officers, however, competent to handle troops ashore, are still less capable than merchant marine officers of properly disposing of them on shipboard and providing for their comfort and safety.

While, therefore, a proper transport service should be organized, it should by all means be placed in the hands of the Navy Department as the department best qualified to take charge of the work. The occupation of Cuba, Porto Rico, the Philippines, the Ladrões and Hawaii will make it necessary for this country to frequently transport troops to and fro. To do this with proper regard for the comfort, health and safety of the troops there should be suitably equipped transports, with ample berthing space and all conveniences necessary. Some of the vessels purchased during the war will make excellent transports if somewhat altered. These alterations should be made under the direction of the Navy Department, and not of the War Department.

QUEER DOINGS IN CHINA.

The rumors and reports from China are of a character to excite considerable speculation among people interested in the affairs of the Far East, whether from trade motives or merely as students of passing events. The Emperor of China has been reported deposed by a faction headed by the Dowager Empress, owing to his progressive tendencies. Other reports declare the Emperor to be dead, but whether at the hands of assassins or through natural causes is not stated. In China all things are possible but progress; hence the authoritative announcement that the Emperor is murdered would surprise no one.

While the intrigues of Western powers have no doubt had something to do with the overturning of the Emperor, the main motive no doubt had no connection whatever with foreign concerns, but was entirely of a domestic nature. According to recent reports, the Empe-

ror has been for some time well disposed to adopt modern progressive ideas, and accordingly surrounded himself with men disposed, like himself, to shake off the old Chinese conservatism and adopt modern civilized methods. The men of the old conservative, non-progressive caste who were displaced to make room for men favorable to the Emperor's new ideas were naturally deeply incensed, and they conspired with the Dowager Empress to overturn the Emperor and his modern innovations.

While it is not probable that the coup d'état was attempted in the interest of Russia and against England, it is none the less true the interests of the latter power will be damaged, and those of the former, per contra, advanced. The progressive ideas of the Emperor naturally inclined him to the trade methods of the British and caused him to appreciate the fact that the integrity of his empire was less menaced by England than by any of the other foreign powers. It was, therefore, probable that his influence would have been exerted in favor of England in any controversy that might arise. His dethronement is, therefore, a blow to Great Britain and a direct encouragement for Russia.

The course of events at Peking will now be watched more keenly by European statesmen than ever before. It is generally recognized that the overturning of the Emperor has not improved the situation in the Far East, but, on the contrary, has added many uncertainties and difficulties to the problem. The tension between Russia and England over the course of events in China is becoming daily more acute, and unless one or the other of the countries backs down, it is difficult to understand how a conflict can be avoided.

Russia is steadily absorbing Chinese territory, and as steadily and remorselessly preparing to lop off further slices when the time become propitious for so doing. Every such dismemberment induces other powers to make similar demands, and in each case British trade, at present paramount in China, suffers some diminution. How long John Bull will stand this loss of business is a problem. He has more than once fought to preserve his trade, and will do so again no doubt when the provocation becomes sufficiently important.

The anarchist slayer of the Austrian Empress has met a fate that is more terrible than death to him. He is to be imprisoned for life, and allowed to speak to no one but the prison guard. Imagine an anarchist, whose chief delight is to wag his chin and agitate language, being doomed to eternal silence.

Bingor manufacturers are sending canoes of birch and canvas to Palestine, Japan and China. One recently sent to India was made to the order of a British officer, and the cost of transportation was more than \$75. A canoe just ordered is intended for a trip up the River Jordan.

A good wind made a streak across Ohio, the other day, and unroofed a brewery at Lima. It also destroyed a schoolhouse and took the top from an egg-case factory.

The Spanish American war must be fought over again. It is plain to be seen that Spain has not been sufficiently whipped, and is not satisfied.

Shoes and Leather

Odds and Ends of Shoe Store Gossip.

There are a lot of retailers around the country who never are able to see the bright side of things. They are always looking for signs of trouble, or for a poor fall business, or for something to happen in some other quarter. I wonder sometimes how such people get along in this world. If they only knew how much happier they would be, how much better they would feel, and how much more business they could do if they went about it cheerfully, they would never growl or grumble again. Expect success and you will get it. Confidence in yourself and your surroundings is half the battle. Every retailer hopes for success, but there is a big difference between hoping for it and having confidence enough in yourself to compel it to come your way. It is always wise enough to be prepared for the worst, too, but to be continually thinking of it is not healthy mental exercise, for to think of trouble is to merit misfortune.

* * *

There have been men and women who have told your fortunes by the lines in your hand; men who could tell you lots of things you didn't know about yourself by the bumps on your head; people who profess to be able to tell you by the shape and size of the different features of your face whether you are destined to do great things in this world, but the newest and swellest kind of a fortune teller is the one who tells you your past and future by the lines running about the bottoms of your feet. They are no relation to the race of chiropodists, for they have nothing at all to do with the corns or bunions a man may have on his feet.

Like the palmist they use the left member, and the lines on the bottom of that foot tell the tale quite as plainly as the lines on your hand. The life line starts at the base of the big toe; if it curves along until it terminates at the base of the little toe it means long life. If it is broken at the hollow it denotes sickness at middle age, and terminating there it denotes a short life. Only those with great minds and great brain ability have lines sharply seen on the heel. If there is a network of small lines it means great versatility. A pronounced cross-line on the ball of the foot denotes a good family man or a domestic woman. The small light line in the center of the sole denotes great ability to love. The deeper it is the stronger and more lasting the passion. Those who could love but once and forever have a dent here that looks like a line. Then the shape and general build of the foot, the shape and position of the toes, all mean something to the enlightened. A long slender foot, without much instep, means that the owner is very emotional and easily affected. Short toed men swear easily. Orators have long toes. If one's feet are compact he has great mental balance, and if he is an artist he has pointed toes. A long slender curving ankle on a woman denotes a love of fun. If the big toe is longer than the others she has a good deal of self-will; a good high instep means a fair amount of capriciousness, and a curve at the hollow of the foot expresses aristocratic tastes such as would require a rich man to keep. If her toes separate and are square at the ends, the space between the first and second toes means great talent as well as beauty, while the square ends mean a lack of conven-

tionality, and a thickening foot means one who has lots of vim and energy to overcome obstacles.

* * *

Leather has been used for shoes, for belts, for trousers, and pretty much every other article of wearing apparel, but not until lately has the leather necktie been put on the market. Although they are advertised as leather neckties, to tell the truth they don't look it at all, for they look more like a miniature belt than anything else. They are in fact miniature belts made in exactly the style of the fashionable ladies' belt with the harness buckle and side straps complete. The material is black patent leather, with a black patent leather covered buckle, or of white morocco finish with the nickel harness buckle. They match the waist belt in every particular and it seems as if a "neck belt" would be a more appropriate name for them. They are as narrow as the narrowest of string ties, and I must say they are extremely neat in appearance. They have one great advantage over the ordinary tie, in that they never come untied, and do not need to be pinned to keep the bow straight. They always "stay put." They remind one a good deal of a dog collar, and if in the future the fad should call for wider collars there will be a still greater likeness, and one would have a hard time guessing as to whether my lady had on her own or her pug's collar.

* * *

"Mr. H—, where are my shoes? You promised to send them out to me yesterday morning and I haven't seen them yet. I'd like to know why they were not sent," she demanded. She was not angry, but very much put out. Mr. H—, the shoe man, put on his most pleasant smile and rubbed his hands genially.

"I am very sorry it happened, Mrs. D—," he said, "but the fact of the matter is that the boy went away yesterday morning and forgot them. We all supposed he had taken them and did not find out differently until this morning; I will send them out right away," and he turned and started to call the delivery boy.

"You need not trouble yourself," interposed madam. "I needed the shoes yesterday afternoon and, when they did not come, went out to a nearby shoe store and got another pair. I do not need the pair you have here, so you may cancel the order," and she turned and left the store.

The retailer's face fell for an instant and then he got angry and for an hour swore at his clerks, at the door boy and every one around the establishment.

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.

HEROLD-BERTSCH SHOE CO.

MANUFACTURERS
AND JOBBERS OF

GOOD SHOES

AGENTS FOR

WALES-GOODYEAR
AND CONNECTICUT RUBBERS

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

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

Boots, Shoes and Rubbers

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

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

See our lines for Fall before placing your orders.

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



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, 14 Monroe Street, 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.

while his employees all stood around and laughed at him.

"It's no one's fault but his own," remarked one of them to me. "He knew when he promised to deliver them yesterday that it could not be done. That tale about the kid forgetting them was all bosh."

* * *

I wonder sometimes how dealers like this manage to get along as well as they do. They seem to think that it matters not how much nor how often they lie to their customers, nor how long they keep them waiting. They are seldom prompt themselves and think no one else is. People now are too independent, and there are too many enterprising dealers after their patronage, to stand being disappointed and kept waiting. Merchants who expect to keep trade must make no promises they can not keep. It may seem a small thing to the merchant, but to the customers, who probably lay their plans to fit the dealer's promises, it counts for a great deal. —Shoe and Leather Gazette.

How the New Rubber Deal Will Affect Prices.

From the New York Commercial.

Recent events in the rubber boot and shoe business have attracted attention to the present aspect of the industry, leading to a good deal of speculation regarding the ultimate effect upon the trade. In the first place, prices of rubber footwear are somewhat in advance of last year's quotations, the excess averaging, perhaps, 6 per cent. This is due, in part at least, to the higher value put upon crude rubber by reason of the scarcity of that material. The demand, however, does not seem to have been affected by the prices, as the manufacturers are said to have more orders now than was the case a year ago. The problem now is, what the effect will be of the new relations between the United States Rubber Co. and the Boston Rubber Shoe Co.

A large handler of rubber shoes who has kept in pretty close touch with what has been going on in rubber circles said: "While the Boston Rubber Shoe Co. has been, to a certain extent, a competitor of the United States Rubber Co., it has been pretty generally understood that for some years past there has been an understanding between the two concerns regarding prices.

"This knowledge makes the present movement of less interest to the buyers of rubber footwear than would have been the case had there been that sharp competition which follows the struggle of two rival concerns for business.

"It will be remembered that when, two or three years ago, the price-list of the Boston company was issued a few days in advance of that of the United States Co., showing a cut from previous lists, the trust was in readiness to conform to the new prices, and, since then, the market has not been disturbed by cuts nor rumors of cuts on the part of either of the concerns.

"Counting the United States Co. and the Boston Rubber Shoe Co. as a unit leaves the output of the independent concerns about 25,000 pairs a day, or one-fifth that of the two concerns named. Some, at least, of the outside plants are increasing their production and all are reported as prospering."

As Solid As a Rock.

If you expect to conquer in the battle of to-day, You will have to blow your trumpet in a firm and steady way. The man that owns his acres is the man that plows all day. And the man that keeps a-humming is the man that's here to stay; But the man who advertises with a sort of sudden jerk Is the man who blames the printer because it didn't work. The man who gets the business uses brainy printer's ink, Not a chatter nor a sputter, but an ad. that makes you think; And he plans his advertisements as he plans his well-bought stock, And the future of his business is as solid as a rock.

The Blight of Politics.

"A month or so ago," remarked a drummer who sells saddlery and harness goods, "I was out in that part of West Virginia where Grover Cleveland and Joe Miller used to go fishing, and in the course of a side trip I was making in a buckboard, in order to take in some of my customers along the edge of civilization, I stopped one day at a hillside tavern presided over by Aunt Susan Mullins, who is as wise a philosopher as she is a superior in the art of preparing a fine mountain dinner. I was resting after feed in the shade, smoking a stogie, and talking to Aunt Susan on the one subject now of interest, to-wit, the war. 'Any of your folks at the front, Aunt Susan?' I enquired. 'None uv my own kinfolks is, but Sarey Jackson's boy is, and Sarey is most a sister to me.' 'I suppose you were worried a good deal about him during the fighting before Santiago, weren't you? I know how I felt about a brother I had with the Rough Riders. It is a terrific strain on people at home to have to sit still and wait, every minute expecting to hear that they are killed or badly hurt.' 'Yes,' she replied rather hesitatingly, 'that's mighty bad and oncomfortable, but 'twan't that what worries me so much about Sarey's boy as his comin' home after the war's over.' 'How do you mean?' I asked, puzzled past understanding, for the home coming seemed to be the most joyous part of it. 'Well, you see, Jeemes is fer all the world like his pappy was— one uv these here good-natered men that everybody likes and is so all-fired popular that they ain't got no time to 'tend to their own business. Jeemes' pappy went into the last war an fit like a wildcat, and when he come home the people run him fer the legislater an elected him, and he never wuz wuth shucks frum that day till they buried him. Jeemes has fit just like his pappy done, and a constable told me t'other day that they wuz goin' to run Jimmy fer the legislater shore ez shootin' and he'd sweep the country like a whirlwind, and that's what skeers me fer Jeemes. Politics is a heap sight wuss on a man than war.'"

Unlucky Friday.

Some people think Friday is an unlucky day. It is for those who are hanged on Friday, and it has been for those who have got the worst of any event that happened on Friday. Any other day could be made to appear unlucky. Sunday has been a favorite day for excursionists to die on. What is lucky for one man may be unlucky for another. Lee surrendered on Friday; but that was a great day for Grant. Moscow was burned on Friday. Washington was born on Friday. Shakespeare was born on Friday. America was discovered on Friday. Richmond was evacuated on Friday. The Bastille was destroyed on Friday. The Mayflower was landed on Friday. Queen Victoria was married on Friday. King Charles I. was beheaded on Friday. Fort Sumter was bombarded on Friday. Napoleon Bonaparte was born on Friday. Julius Caesar was assassinated on Friday. The battle of Marengo was fought on Friday. The battle of Waterloo was fought on Friday. Joan of Arc was burned at the stake on Friday. The battle of New Orleans was fought on Friday. The battle of Bunker Hill was fought on Friday. The Declaration of Independence was signed on Friday. There are people who never go anywhere who object to starting on a journey on Friday; and there are those who never do anything who would not commence a job of work on Friday. These things prove nothing. Robinson Crusoe's Friday was lucky in being saved from savages. Any old Friday is good enough if people wish to make it so.

An Immediate Necessity.

Mrs. Watts—What is on that button? Watts—"Remember the Maine." Mrs. Watts—It would do more immediate good if you would get a button with "Don't Forget the Groceries" on it.

NOW OPEN

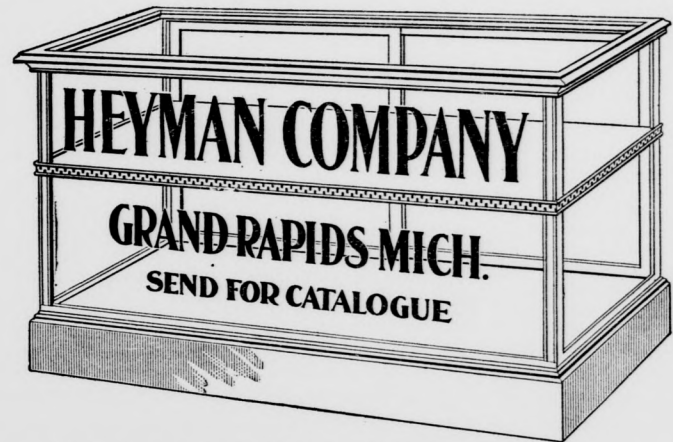
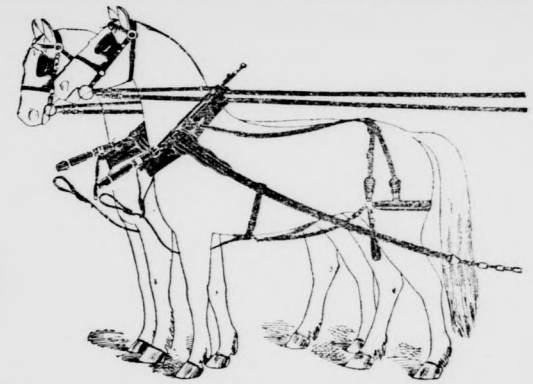
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In the Wholesale Showrooms of

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

Prices right.

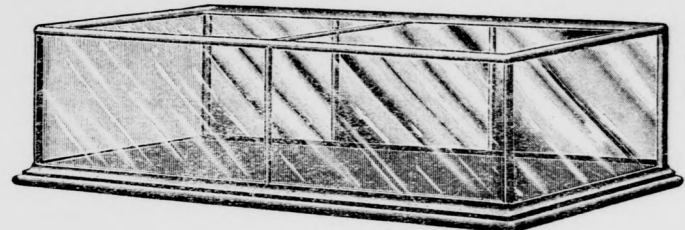
We manufacture only "HAND MADE" Harness.



This Showcase only \$4.00 per foot.

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

BRYAN SHOW CASE WORKS



Manufacturers of

Display Cases Specially Designed for Any Kind of Merchandise.

Catalogue and Prices very Attractive.

BRYAN, OHIO

When at the Carnival of Fun, October 25, 26, 27 and 28, call on

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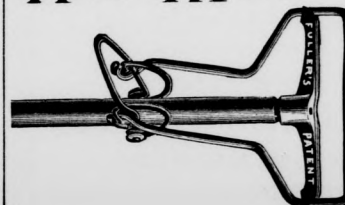
Manufacturers' Agent for Advertising Specialties.

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90 Monroe St., Opp. Morton House, Grand Rapids.



WE MOP THE WORLD



We are manufacturing an article that will suggest itself to you as most desirable for its salable quality. It is the

Fuller Patented Eccentric Spring Lever Mop Stick

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

E. F. ROWE, Ludington, Michigan.

APPLE TRADE.

Improvement in Handling—Peculiarities of Consumers.*

There is no apple crop of any importance gathered before August 1, and no part of that which is to be gathered after this date will last or be kept until August 1 of another year; so that from August to August sharply defines an apple year—but while we accumulate no surplus to be carried over from one season to another, and two succeeding seasons in our business are therefore wholly unrelated, while we handle what is classed among perishable products—yet really the product that we handle is the dividing line between perishable and imperishable.

By improved methods of harvesting in the first place, of transporting in the second place, and of holding in the third place, we have really taken the apple out of the list of perishable fruits. The only thing that is perishable now about an apple is the element of profit—and I hope we will get some method of refrigeration soon that will preserve that. But much as has been accomplished, he would greatly err who should think that the final word had been spoken, the final deed done. The changes that have come in our business are largely the result of the application of modern scientific ideas to the practical arts. I believe there are yet changes to come that will surpass anything we have seen. I believe that, when the practical application of the recent discovery of liquefied air comes to be made, among its effects will be an entire revolution in accepted refrigerating methods—extending the horizon of the possible term for keeping some fruits beyond the wildest dreams I believe the day is not far distant when the engine that draws the train of refrigerator cars will also operate an ammonia compressor to artificially cool the cars and ventilating apparatus to remove mephitic gases. I believe the day is not far distant when we can carry from Chicago, St. Louis, Quincy, or any other great point of storage, apples to any great mart of the world where they are wanted, at the same temperature throughout the journey, and that the temperature at which they have been kept in the coolers. I believe that these changes will add so much to the area of possible demand, as well as extend the season for profitable handling, that we may regard ourselves with all the stride we have made and with the enormous volume of business attained as still in the kindergarten stage of the business.

What then in view of these changes is the function of this Association?

Is it not to assist and hasten them and prepare in every way for them, by intelligent discussion and by thoughtful action, to form a body of intelligent opinion which will accept these changes intelligently and not blindly—which will invite needed changes and supply the necessary links to effect combinations of already known forces of already approved principles?

There is a popular impression abroad that this Association meets annually for the purpose of fixing prices for the ensuing year. Such a thing is, of course, neither desirable nor possible. Our only function with regard to prices is to inject some saving common sense into the minds of operators, who are apt otherwise to go off half-cocked—to save them from becoming victims to a hyper-sensitive imagination, and that simply by calling their attention to the largeness of the apple world and the extreme smallness of the range of vision of any one individual, even although he be the brightest and smartest. We are here to-day to save our friends, at least those who need salvation, from the evil consequences of thinking that the apples which they know of are pretty much all the apples that there are, or that worst evil of all, which consists of fancying, namely: That any one man or set of men can dictate to the whole American people what price they shall pay for any

staple product—even the apple. We draw the deadly parallel on them, between the utmost of what they can individually do and the vast overlapping immensities of what is left after they get all through.

We are a school, gentlemen, for the propagation of sane ideas with regard to the apple and dealings therein, and the first proof of our sanity is that we do not begin to be a bureau of prices—and the second proof of our sanity is that we accumulate a body of wisdom, gleaned from the years that have been, to guide us into the years that are to be, the highest type of sanity being to make use of past experience in the shape of reasoned deductions therefrom, instead of casting all experience to one side and going by guesswork as is the manner of the amateur apple man, wild of eye and swift of foot, and this leads me to ask what truth of experiences has the past year brought to light to guide future action and to be put in form of a rough but serviceable generalization? If the year of grace 1897-1898 has demonstrated any one thing, it has demonstrated the fact that there is no longer any such thing as a short crop. The railroad, the telegraph, the cold storage plant, the extending of the area of production largely consequent thereon, have annihilated short crops, and the term is now a misnomer.

We have crops lighter than others—we have crops that seem short—but unless a man buys his apples in such a year much the same as in years that do not seem short, he is apt to come out at the very small end of the horn. Many of us thought we had a short crop last year—and most buyers bought with a view to a possible seven and eight dollar market, but 70 per cent of them lost money, and the remainder found much scantier results than even the least sanguine had expected.

We no longer raise any crop of apples so small that we can expect it to go into consumption on the tables of the wealthy. There is no crop that has been raised in recent years, or that will be raised for many years to come, the largest part of which has to be consumed by the middle classes and the working people, the people who live by small salary or wages, or the profits of small shopkeeping, and in the light of the experience of the past ten years, I venture the assertion that the extreme limit of price that they will stand is 35 cents per peck, nor do they buy sufficiently freely to move a moderate priced crop at over 25 cents per peck, and they are likely to want a taste of apples at 15 cents to 20 cents per peck before they are willing to come to 25 cents per peck.

In other words, there is no crop of apples grown a large part of which, perhaps the largest part, does not have to go into consumption at a range of prices at and below 25 cents per peck, and of large crops 95 per cent. have to be so consumed. The buyer, therefore, who consults the following of prudence must have regard to the fixed and inexorable limits set by popular retail prices. A supply which looks very small, absolutely, may loom up very large, if started at a price which eliminates 90 per cent.

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.

* Address by C. H. Williamson at annual convention National Apple Shippers' Association.

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.

Sweet Potatoes and Cranberries

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

VINKEMULDER COMPANY, Grand Rapids.

CRANBERRIES, JERSEY and VIRGINIA SWEET POTATOES,

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

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

SEEDS ALL KINDS FIELD SEEDS

ORDERS SOLICITED AT MARKET VALUE PEACHES

MOSELEY BROS.

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

SEEDS

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

ALFRED J. BROWN SEED CO.

24 and 26 North Division Street,

Grand Rapids, Mich.

of the buyers. That supply may loom larger still if its quality is such as not to please a large part of the 10 per cent. of buyers who remain, a consideration most important, to be borne in mind, it, as almost invariably happens, the small supply is accompanied by a lowering in quality. A light crop on the trees may mean a great many apples, taken in the large, but it is sure to mean a poor crop in quality.

There is no crop raised that we do not have to find every possible outlet for in a greater or less degree.

In particular every crop year increases the importance of the export outlet. With this in mind, I have the following recommendation to make, that this Association, either directly or through the medium of the National Government, secure the appointment of competent inspectors at all export points to examine and certify to the quality of apples going abroad. I believe that such inspection and certification is the only means to break up the system of indiscriminate consignment so ruinous to the interests of those engaged in exporting, and to render possible the only legitimate way of handling the export business that is straight sale on a f. o. b. basis.

I do not see any reason why, if the proper safeguards are thrown around the business, apples that are packed and graded according to the rules of the National Apple Shippers' Association should not move on the same terms as wheat or corn or oil. If it can not be bought to be handled in this way, it is a good business to stay out of. I believe it can be so handled and that the first step is the one that I now urge.

Another recommendation is that we urge on the various produce exchanges of the country, through the medium of our Committee on Grades, the appointment of committees who shall inspect, when required, rejected cars of apples, and pass upon their quality and decide whether up to seller's recommendation or not. There are enough holes that we can not close to make it imperatively necessary that we close all we can. I believe a measure of this kind is essential to the safety of the seller, and if any country grain shipper can demand an inspection of his grain, I do not see why so large and important and growing an interest as ours should not be entitled to similar safeguards.

I do not make more recommendations, because I am a great believer in a little at a time. I think we can do the things which I have recommended if we set out in earnest to do them.

Once accomplished, we can turn our attention to other things. In this day and age it is concentration of attention and concentration of effort that wins.

One of the points on which our Association in the past has laid most stress was on the necessity and advantage of the uniform barrel. At the suggestion of ex-President Loomis, in co-operation with our Secretary, I called your attention to the necessity of adopting and causing to be published a resolution notifying the coöperage trade, and the producers of our resolution, not to buy fruit in irregular packages, but only in the barrel of size recommended by this Association. With this action on our part we invited the co-operation of all other buyers. The results we have yet to see, but we have every reason to feel encouraged. The feeling of unity and of esprit de corps among our members has been admirable. In many silent ways in the elevation of standards and practice our influence has been felt. Our year-book with its definitions has been the means of saving many an argument. It has silently educated many growers and has prepared them to see what grades meant and what the advantages of grading were in a way that a million verbal arguments could never have effected. In other words, a voice of authority has existed for the first time in the truth. Before, every man was a law and a standard unto himself, and the difference is the difference between light and darkness.

The girl who wishes she had been a boy will never make a good wife—she will want to wear the trousers.

Seconds the Tradesman's Exposure of the Columbus Gang.

Lansing, Oct. 1.—I read in your issue of Sept. 21 an article under the heading of "Two Produce Houses Which Should Be Avoided," and, with your permission, I would like you to publish a little experience I had with these people while doing business as the old firm of Hodge & Hoagland.

We were anxious during the summer to find an outlet in the different cities in Ohio for our different kinds of fruit, so we wrote several parties in regard to same. Among the letters we wrote was one to gentlemen in Columbus who were at one time a good house. Unknown to us, they had gone out of business, consequently our letter fell into the hands of a house by the name of P. H. Dolan & Co., purporting to be conducting a produce business at 187 East Chappel street. This party gave us some very encouraging quotations on fruit and made us a cash offer for stuff. Although we thought the prices mentioned were erroneous on account of the party we had written to originally being all O. K. we naturally assumed that this party was good for one shipment anyway. We made a shipment, amounting to quite a considerable, and on its arrival we received a wire advising a steady shipment daily of equal amount or more, as the market would be in a condition that they would clean up readily and the goods were all O. K.; also asking us to advise if we shipped. We felt a little worried over the deal, therefore did not wire.

The next day we received a wire, also a letter, from one Patrick Murphy, of 553 and 555 West Town street, advising us that he had several stores and markets in the city and could use a large quantity of such goods as we could ship at the highest possible price and wanted shipments badly. We suspected that it was a combination working the country and decided, in order to satisfy ourselves, that we would make Mr. Murphy a small shipment and follow it to Columbus, which we did. The writer went to Columbus and, on arrival, found that we were correct. It was a combination, and a good one, too. I tried all day to find P. H. Dolan & Co. and, on account of there being several others there for two or three days before hunting for him for the same purpose, he was not to be found. On making enquiry, I found that there were several swindlers in the combination and that they had been working the deal successfully for some time. None of them had anything one could get hold of, as the parties that had the wagons were other than the ones that had their names on letter heads as doing business.

I found the office of Dolan & Co., which, true to the heading, was at the place named. The place was in an alley and the room was over an old stable. I made some enquiry in regard to the location of Mr. Murphy and was told that his several markets and stores were a fake, as the only place that was known to be his was some upstairs rooms at the number mentioned and that he had no place of business whatever.

On my arrival in the city I stopped the delivery of the goods I shipped to Murphy and, after satisfying myself that I could get nothing out of the parties, went home. We have repeatedly written Mr. Dolan and mailed him statements of account, but have failed to even get a reply from him in any way.

We are the fish in this case and will feel thoroughly satisfied if we can in any way be directly interested in helping to break up such an irresponsible gang as appears to infest the Columbus market.

The writer will be greatly obliged if you will put this in the next issue of the Tradesman and I cheerfully tender my name to be used in connection with it to any extent you may care to use it.

GEO. M. HODGE.

The man who will not marry until he finds a woman who thinks before she speaks will remain a bachelor all his days.



J. WILLARD LANSING,
BURGE D. CATLIN.

LANSING & GATLIN

44 W. MARKET STREET
103 MICHIGAN STREET

BUFFALO, N. Y.

WHOLESALE DEALERS IN **EGGS**

There is a good demand in our market for fresh Eggs, those that are free from heat and that can be guaranteed strictly fresh selling at 17c. There is a distinction now between storage and fresh and the trade is calling for both, but for the past six weeks they have been using storage principally.

N. WOHLFELDER & CO.

WHOLESALE GROCERS.

We want your shipments of Butter and Eggs. Correspondence solicited.

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

We are always Headquarters for

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

Correspondence solicited.

HERMANN C. NAUMANN & CO.

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

HARRIS & FRUTCHEY

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

MAYNARD & REED

WHOLESALE

Peaches Apples Potatoes

54 South Ionia Street, Grand Rapids, Mich.

Telephone 1348.

C. N. RAPP & CO.

GENERAL COMMISSION MERCHANTS

56 W. MARKET ST., BUFFALO, N. Y.

The fruit season is nearly over and we are looking forward to the fall trade for Eggs and Poultry. The weather will be colder and the loss usual in warm weather will be obviated. Our location and trade enable us to promise the best sales obtainable upon this market. We have the best facilities for handling, also cold storage free to our customers, and we promise careful attention to your shipments, prompt sales and quick returns. Should you require references shall take pleasure in giving you the names of Michigan shippers who have done business with us the past season. We are well known in Michigan, being a branch of C. N. Rapp & Co., of Grand Rapids. Should be pleased to answer at all times any enquiries relative to shipments for this market. We will advance you liberally or honor sight draft for any reasonable amount.

Special Blanks for Produce Dealers

We make a specialty of this class of work and solicit correspondence with those who need anything in this line.

TRADESMAN COMPANY, - Grand Rapids, Mich.

FRUIT FOR FRANCE.

How Shipments from America Should Be Packed.

From the New York Commercial.

The French government is making an effort to trace the origin of all imports into France and give a series of questions relating to fruit. Briefly these questions are to determine the cost of specified varieties of fruit laid down in France, with particulars as to quality, methods of packing and how imports may be preserved for winter use.

This enquiry is due to the going into operation of the new reciprocity treaty between this country and France. As a rule, France is an exporter of fruits. This year, however, practically all fruit crops in France are short, and under the new treaty considerable imports from this country appear to be anticipated.

The first question refers to the wholesale price of apples, pears, prunes, grapes, lemons and oranges.

No apples have been exported direct to France in recent years. All American apples which have reached the French market have done so through England; but even in that case the quantity has been small. The wholesale price, laid down in France, will vary. Speaking generally, it would be the average selling price here, with ocean freights added, which would make the figures vary with the season, condition of the market and quality of the fruit. Shippers are not disposed to undertake an estimate without knowing more about the conditions which would surround shipments.

Pears are a more perishable fruit than apples, and shipment would be attended with more difficulty. Unless the steamship companies adopt cold storage methods none but winter varieties could be shipped. The earlier sorts would decay in transit. Apples and pears would ordinarily be packed in barrels, although if there were prospects of sufficient business, shippers would adopt any style of packing the trade might specify as appealing more forcibly to consumers.

In the case of prunes the question hardly seems applicable, inasmuch as French exporters are reported to be making a determined effort to get into American markets this year.

Grapes could not be shipped except in cold storage. The experiment recently made by Canadian shippers in sending pears, grapes and early fall apples to England in refrigerator steamships will answer that question better than any amount of theory. Early apples shipped to England from Boston arrived in good condition and it would seem feasible to ship pears and grapes in the same way.

As to packing, the grapes as put up in America are in a variety of packages, ranging from baskets holding two pounds up to packages holding 100 pounds or more. The small baskets hold nearly a kilogram, and might suit French consumers. Dealers think grapes will hardly be shipped to France, which produces as many, if not more, than almost any other country on the globe.

Oranges would not, in the opinion of dealers, ever become a considerable item of trade. Oranges shipped to England have hardly ever paid expenses. Some commission men here have tried it. The last shipments of any importance were made the year of the freeze in Florida.

Lemons are not yet produced in sufficient quantities in this country to satisfy domestic demand, and dealers think the quantity shipped abroad would be too small, under the most favorable conditions, to be worth considering. The packing of both oranges and lemons for such shipment would be according to accepted methods, in boxes, each separate piece of fruit wrapped in paper.

As to preserving for winter use, there is a diversity of opinion, but the ordinary precautions adopted for fruit and vegetables would probably be sufficient. Grapes must be left out of this part of the consideration, because any grapes that might be shipped from this country would not keep much beyond the voyage.

The possibility of extensive exports to France is not considered encouraging by fruit men. They think that the average fruit product of France itself and the relatively high cost of most varieties of American fruits would prevent rapid purchases there, and that would render shipments unprofitable by reason of loss by shrinkage and decay. Under present circumstances it is probable that no concerted attempt will be made by New York dealers to capture the French market.

Germany Anxious for American Apples.

From the New York Commercial.

This is a good year to send American fruits, especially apples, to Germany. Europe's fruit crop is anything but good. If American merchants will not repeat the folly of former years, by sending poor fruit that decays easily, they can command the market for years, against all efforts to dislodge them. If Baldwins, Greenings, Russets and other hardy winter apples are sent, the results will not remain doubtful. Other apples will not pay for transportation. Had our apple merchants made even a half-hearted effort to enter the German market in 1896 they would now be beset with orders. So serious is the situation there, because of the dullness in grain markets, and so decided is the downward tendency of profits in the Empire's wheat production, that farmers are turning to fruit to eke out an existence. The General Union of Agricultural Societies has set itself the task to bring about better methods of handling fruits. Germans, as a rule, have gone in for quantity rather than quality, letting their fruit trees run to wood rather than to fruit.

The Soldier's Wife.

He offered himself for the land he loved,
But what shall we say of her?
He gave to his country a soldier's life;
'Twas dearer by far to the soldier's wife;
All honor to-day to her!

He went to the war while his blood was hot,
But what shall we say of her?
He saw for himself through the battle's flame
A hero's reward on the scroll of fame;
What honor is due to her?

He offered himself, but his wife did more.
All honor to-day to her!
For dearer than life was the gift she gave
In giving the life she would die to save;
What honor is due to her?

He gave up his life at his country's call,
But what shall we say of her?
He offered himself as a sacrifice,
But she is the one who pays the price;
All honor we owe to her!

ELLIOTT FLOWER.

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.



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

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.

Every Grocer should sell it.

WE GUARANTEE

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

ONE HUNDRED DOLLARS

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

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

J. ROBINSON, Manager.

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

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.

GOTHAM GOSSIP.

News from the Me'tropolis—Index to the Market.

Special Correspondence.

New York, Oct. 1.—We enter upon the last quarter of the year with an excellent trade being done here by grocery jobbers and with prospects that for the rest of the year there will be very little to complain of in the volume of business. Old-time profits are not expected, but goods enough will be sold to make good the deficiency. Prices are firmly held and no weakness is perceptible anywhere.

Coffee jobbers generally report a quiet market, orders from city trade as well as from out of town being rather limited as to number and quantity taken. They are not inclined, however, to make much if any concession to effect sales, and seem to be united in the opinion that the situation warrants them in firmly maintaining the present status. Invoice lots of Rio No. 7 are quotable at 6¼c spot, with few transactions. On the Street there have been only limited transactions in futures; in fact, this has been the case for a long time. The stock of coffee here and afloat aggregates 955,530 bags, against 854,962 bags at the same time last year. Mild sorts are quiet and buyers seem to be indifferent as to whether the market goes up or down. Good Cucuta, 8¼@8½c.

There may be said to be a slightly better tone to the tea market, but the amount of business is still small. The sale next week will be of rather small proportions, so it has cut no figure in the situation on the street this week. An invoice of Amoy was reported sold at 16½c, which was the only item of interest.

There is room for improvement in rice, but dealers are pretty well satisfied with the outlook. Would-be buyers have left orders for quite liberal supplies if they might obtain the same at their own figure, which, however, was too much of a concession for the holders. In fact, the latter will not budge from their recent position and thus matters for the moment seem to be in somewhat of a deadlock. Foreign sorts are steady, with most of the call for Japan grades. Southern, prime to choice, 5¼@5½c.

The spice market is continually gaining strength and, while no great advance is made at once, the outlook is for better rates all around before the close of the year. Pepper and cloves are especially interesting. Jobbers have had a good trade and seem to think that steady improvement will be made.

For the better sorts of open kettle and centrifugal molasses there has been a pretty fair enquiry. The market is very closely sold up and full rates are paid for purchases. Cheaper sorts have languished and have accumulated. Good to prime centrifugal, 16@25c; good to prime open-kettle, 20@32c. Syrups are firm, although there is room for improvement in the condition of the market. Sales have been of small lots for sorting-up purposes.

Jobbers have had a good enquiry all the week for lemons and at auction more strength was shown than for a week previous. The range for Sicily is from \$4.75@6. Sorrentos are something of a luxury and run from \$7.75@9 per box. Oranges are without any particular change. California, \$3@4 per box.

As time passes it becomes evident that with many articles the shortage will be very observable, and the chances of a firm market on almost all canned goods from now on are good. Peaches, tomatoes, desirable grades of corn and peas are certain to be well held and it seems sure that there could be no more favorable time to buy than now. New York State corn is selling from 70@90c; Maine, 80@85c, and Maryland from 55@85c, as to brand and quality. The offering of tomatoes is not large, with desirable New Jersey goods from 85c to \$1.05.

There is a constantly increasing demand for raisins and prunes, the offerings of which are somewhat limited. Domestic fruits, evaporated apples, etc., are moving slowly at low rates.

The supply of fancy Western creamery butter is smaller than a week ago and the demand, too, is lighter; in fact, there is some accumulation notwithstanding the smaller supply. Sales of best grades are generally on the basis of 21c, but this seems to be top, and if there exists the least "offness," there is a drop at once. Firsts and seconds are in free supply and are offered at about 18@19c for the former and 1c less for the latter. Extra Western Junes, 20c. Finest imitation creamery, 16@17c; firsts, 14@15c; seconds, 13@13½c; Western factory, June, extras, 14@14½c; current make, 13@13½c.

The demand for cheese has been slow, and as there is quite an accumulation of stock here that holders would like to dispose of, prices have become rather shaky. Large size, full cream, State, fancy cheese is worth about 8½c; small size, fancy, 9c. Exporters have done a little business, but they are not inclined to pay over 8½c for what they want.

Arrivals of eggs have not been large enough to overcrowd the market, and, indeed, the most desirable goods are rather hard to find. There seems to be considerable buying for future use and the quantity put into cold storage is considerable. Fresh gathered are held at 17½c, and from this the decline is rapid to nominal prices.

Beans are rather quiet. Choice marrows, \$1.60; medium, \$1.22½@1.25; pea, \$1@1.10; red kidney, \$1.80.

A Distinction.

"Isn't that new neighbor of yours rather eccentric?" enquired the commercial traveler.

"No," answered one of the village's prominent citizens. "He ain't rich enough to be called 'eccentric.' He's just a plain crank."

Some people marry in haste and then pause to think it over. Others think it over first, and then—don't marry.

6 MOST POPULAR
ROASTED COFFEES
ON THE
MARKET

5
Medals

Awarded these goods
at World's Columbian
Exposition.

Purity is ancient history with us. It is Purity and quality to which we call attention

Testing is proving

First-class grocers will tell you so.

MILLAR'S
ANDHIELING JAVA
EDAL
MOCHA AND JAVA



URAGOA
HARM JAVA
ROWN MIXED
REOLE JAVA AND
ARABIAN MOCHA

5
Diplomas

Awarded these goods
at World's Columbian
Exposition.

A Trade Mark
is
a Badge
of Honor

Try MILLAR'S PEARLED PEPPER, Granulated.

E. B. Millar & Co., Importers and Grinders,
CHICAGO, ILL.

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.

FOLDING PAPER BOXES

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

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

GRAND RAPIDS PAPER BOX CO.

PHONE 850.

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

BOUR'S COFFEES MAKE BUSINESS

We Realize

That in competition more or less strong

Our Coffees and Teas

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

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

CACIUM CARBIDE.**Process of Manufacture and Methods of Sale.**

Carbide is made from a mixture of lime and coke (charcoal is preferable when it can be obtained), the proportion being 100 pounds of lime to an average of 68 pounds of coke, the latter varying from 65 to 70 pounds, according to circumstances. After being crushed and ground the materials are screened off in rotary screens, and that which is not already reduced to powder is conveyed to a set of stones like those used in the old stone flour mills, where it is ground up. The lime having been treated the same as the coke, they are both carried in a rotary mixer, where they are thoroughly mixed, and then taken by conveyors to the furnace room. There the crucial and most interesting part of the process of manufacture is carried on. Each furnace is fed by nearly 200 electrical horse power, which, being transformed into heat, produces about 10,000 degrees Fahrenheit, and, in a day of twenty four hours, makes four pigs of carbide of 500 pounds each. The unit of electromotive force used is 75 volts, the current varying from 1,600 to 2,000 amperes.

From the foot of each furnace runs a track upon which the material is tumbled away. The carbide pigs, after being taken out of the furnace, are allowed to cool off, and are then broken up in lumps about the size of furnace coal. These lumps look like chunks of iron ore, and are, roughly speaking, about the same weight.

The carbide, after being broken up, is put into airtight tanks or drums which hold 1,000 pounds each. This is done in order to prevent the erosion of the carbide that would result if it were exposed to the air, and the saturation of the carbide with petroleum is a further preventive of erosion, which is caused by the moisture in the air.

The only practical question now to dispose of is the cost of the carbide. It is now being sold for export by the Wilson Co. at from \$70 to \$80 per ton. At that price we can not supply one-tenth of the demand, and while this is so we see no reason for placing it upon the market at a lower price. Each pound of calcium carbide produces a quantity of acetylene gas equaling 75 feet of coal gas in illuminating power. At \$80 per ton the cost of a pound of carbide is 4 cents; therefore, at this price acetylene gas is equal to coal gas at 4 cents per 1,000 feet.

With improved appliances it will, no doubt, be produced cheaper, but it re-

quires but a little intuition to realize that even at \$70 per ton a vast field is opened up to the sciences and arts and to commercial communities as well. It is impossible at present to estimate the value of the industries that would be created by the introduction of carbide and acetylene gas into the realm of commerce.

The discovery was made by a Canadian, Thomas L. Wilson, at Spray, N. C., in 1888, while experimenting on the reduction of refractory metallic oxides by carbon in an electric furnace. While trying to obtain the metal calcium by reducing lime with pulverized charcoal the temperature of the arc fused the mass and it solidified into an extremely hard gray crystalline rock. It was thrown into a stream near by and there was an instant evolution of large quantities of gas, which, when lighted, burned with a smoky, luminous flame. Chemical analyses showed the rock to be carbide of calcium, containing 60 parts by weight of calcium and 40 parts of carbon, and its gaseous offspring to be acetylene. The gas is produced commercially by the action of water upon carbide, and the prospect of such gas becoming the illuminant of the future is now a certainty.

Regarding the output at present, I can say that the works at Sault Ste. Marie turn out two and one-half tons per day; at St. Catharines the output is 25 tons and the works at Niagara Falls have a capacity of 20 tons per day. The works at Sault Ste. Marie are being enlarged. A contract has been closed with the Walker-Westinghouse Electric Co. for an electric generator of 20,000 horse-power. When this is installed the capacity of the works will be increased to 70 tons per day. A corresponding increase of power and capacity is contemplated, and there is every reason to believe that the price will drop to \$40 per ton. This, however, will depend upon the rate of development and use of improved machinery. At present the high cost of electrical machinery precludes the possibility of any material reduction in price.

The use of acetylene gas is further advanced in Europe than it is here. We are shipping to Germany, France and Italy, and we have made shipments to China, Japan and Bombay. The process is covered by patents, and there is little fear of competition since the Wilson Works and the Union Carbide Co. control all the patents on this continent, and no one else can produce the gas unless as lawful licensees of these companies. There is no limit to the production so long as lime and coke hold out.

JOHN NERESHEIMER.

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

This Handsome Show Case With 500 Good Cigars for

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

\$15.00

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 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. 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.



THE OWEN ACETYLENE GAS GENERATOR

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

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



ACETYLENE GAS

WHAT IT IS AND HOW TO GET IT

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

BUFFINGTON GAS MACHINE

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

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

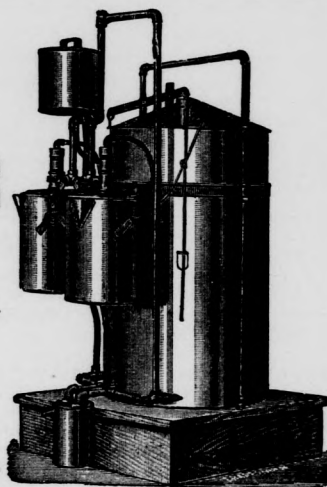
THE "KOPF" ACETYLENE GAS GENERATOR

COSTS NO MORE TO GET THE BEST

SEND FOR DESCRIPTIVE CATALOGUE,
PRICE LIST AND DISCOUNT SHEET
YOU WILL SEE WHY

THE "KOPF" IS THE BEST

MANUFACTURED BY
M. B. WHEELER ELECTRIC CO.,
99 OTTAWA ST., GRAND RAPIDS, MICH.



Case is thirty-six inches long, twenty-seven inches wide, twenty inches high and will hold any 50 box.

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

Grand Counselor, J. J. EVANS, 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, F. G. TRUSCOTT, Marquette; Secretary and Treasurer, A. F. WIXSON, Marquette.

Annual Meeting of the Lake Superior Commercial Travelers' Club.

Marquette, Oct. 3.—The annual meeting of the Lake Superior Commercial Travelers' Club was held at Hotel Marquette, Saturday evening, Oct. 1. The following officers were elected for the ensuing year:

President—F. G. Truscott, Marquette.
First Vice-President—W. C. Monroe, Flint.

Second Vice-President—P. M. White, Milwaukee.

Third Vice-President—A. M. Baex, De Pere, Wis.

Fourth Vice-President—H. E. Biel, Escanaba.

Fifth Vice-President—A. H. Montgomery, Grand Rapids.

Sixth Vice-President—C. V. Seeber, Houghton.

Secretary and Treasurer—Albion F. Wixson, Marquette.

Directors—J. McCulley, Menasha, Wis.; E. L. Griggs, Saginaw; R. G. Quinn, Negaunee; H. C. Work, Escanaba.

A vote of thanks was extended to the Michigan Tradesman for the donation of programs used at the party given at Hotel Superior on Aug. 19.

The membership at present is 212.

The new vestpocket directory for 1899 will contain the names and addresses of members and the addresses of houses represented, fifty-two pages in diary form, one week on a page, and thirty pages blank memoranda. The official and Western merchandise classification, in tabulated form, will be given, the distances between all railroad stations in the Upper Peninsula, as well as several pages devoted to miscellaneous information. A limited amount of advertising space has been sold, which helps to pay for the books. Extra copies of the directory may be purchased from the Secretary at 50 cents each. Special rates to members or for quantities.

All members should at once notify the Secretary of the extra copies wanted.

Advance orders will have the member's name or any other name embossed in gold upon the outside of front cover at no extra expense.

The Grain Market.

Wheat has been working downward since last week, notwithstanding the large exports. The receipts at primary points were large. The visible was expected to show an increase of about 1,000,000 bushels, instead of which it showed an increase of 1,065,000—rather large—which leaves the visible at 11,263,000 bushels, against 21,404,000 bushels at the same time last year, 50,000,000 in 1896, 42,000,000 in 1895 and 73,000,000 in 1894. Still the price is low.

The question is, How long can the bears keep pounding prices down, simply by claiming that we have a 750,000,000 bushel crop, when it seems to us they are claiming 100,000,000 bushels more than was actually raised? When it is considered that the granaries were empty, as they certainly were when the new harvest came in, we think the short side rather dangerous.

Our exports since July 1 have been 44,500,000 bushels, against 56,000,000 bushels at the same time last year. Still we must expect large receipts and we need them to get our visible up to normal conditions. Report says that Russia expects to have to come to America for 40,000,000 bushels of seed wheat. The English harvest falls short of what was expected at an earlier date. Winter wheat is used up as fast as it is marketed and stocks are not increasing in the winter wheat belt, and stocks in Detroit, Toledo, Indianapolis and all points are low. Mills are not overstocked, nor are the elevators at the principal railroad stations, and where they have a good supply they are holding firm and are asking a good price. Michigan wheat is sought after by other states, owing to the fine quality we have, and it looks to us that present prices certainly will have to be advanced before long, especially as we may expect heavy roads very soon, when wheat marketing will be burdensome at primary points. The Northwest is sending in not more than she did last year.

Corn has been easy. The visible also showed an increase of 1,764,000 bushels, but that must be expected, as farmers are likely at present to make room for the new crop, which is by no means as large as was counted on earlier in the season. The crop will show a falling off of 300,000,000 bushels and, with all the pounding of prices downward, the bears are not very successful, as prices remain very steady.

Oats had a fair increase, but prices held firm.

Receipts for September in this market were as follows: wheat, 225 cars; corn, 50 cars; oats, 40 cars. For the week ending Oct. 1, the receipts were 92 cars of wheat, 11 cars of corn and 18 cars of oats. This is rather large for wheat, but the mills use it up about as fast as it comes along. All the mills are running full time and produced nearly 10,000 barrels of flour during the past week, which is probably about the banner week for Grand Rapids mills.

Mills are paying 58 cents per bushel for wheat to day. C. G. A. VOIGT.

Saginaw Squaring Herself For the Ordeal.

Saginaw, Oct. 2.—Your favor of Sept. 29, written to Director Smith, together with your article in the Tradesman, was read at the meeting of Post F last evening and a vote of thanks was tendered the Tradesman for the interest taken in the coming annual meeting. I was instructed to write you each week of the progress we are making with the arrangements. Last evening we had a very enthusiastic meeting and arranged for the appointment of the various committees, whose names we will furnish you for next week's issue. We aim to give a good entertainment to our visitors without being extravagant, as we have been requested by the members of the Board to keep the expenses within such a limit that the smaller Posts will feel able to invite the Association to hold future conventions in their towns.

O. C. GOULD, Sec'y.

A. S. Doak (Worden Grocer Co.) had the misfortune to slip on a pebble while getting on a street car Sept. 26, spraining the ankle of his crippled leg. He insisted on making his trip last week, although he had to call into service a pair of crutches. This week he is exercising more discretion and taking things easy at his home, in the expectation that he will be able to resume his calls to his trade next week.

SUCCESSFUL SALESMEN.

F. H. Spurrier, Representing Williams Bros., Indianapolis.

Frank H. Spurrier was born in Shelby county, Ind., March 23, 1855. His antecedents were Irish, his grandparents on both sides having been natives of the North of Ireland. Mr. Spurrier lived on the farm on which he was born until 17 years of age, following the plow summers and walking a mile and a half to school three months each winter, when he went to Shelbyville and attended a business school for a year. The family then removed to Indianapolis, where Mr. Spurrier found employment as the driver of a delivery wagon for a grocery store, where he received the munificent salary of \$3 per week. At the end of one year he was promoted to a clerkship in the same store, where he remained one year. He then went behind the counter for Becker & Schwinge, at that time the largest tea merchants in In-



dianapolis, where he remained two years. Forming a liking for the jobbing trade, he gladly accepted a position as shipping clerk for A. B. Gates & Co., wholesale grocers, remaining in that position one year, when he was offered a position on the road for the same house, which he retained thirteen years, covering the same territory in Western Indiana. In 1891 he transferred his allegiance to Williams Bros., and for three years covered the western portion of Western Pennsylvania. He was then transferred to Michigan and given charge of the entire trade of the State, both wholesale and retail. This he has done so successfully that he took up his residence here in April, 1897, and confidently expects to make the city his headquarters for many years to come. In July of this year, he took a side line in the shape of the Concave washboard, manufactured by the Standard Washboard Co., of Eaton, Ind. He has already built up a considerable trade on this staple in all parts of the State.

Mr. Spurrier was married May 6, 1876, to Miss Emma J. Bly, of Indianapolis, by whom he has one daughter 11 years old and a boy 17 years of age. His wife died April 25, 1888. On Oct. 4, 1895, he married Miss Lizzie Brandon, of Greencastle, Ind., by whom he is the father of one boy, 2 years of age. The family reside at 193 Buckeye street.

Mr. Spurrier is a member of Excelsior Lodge No. 25, K of P., of Indianapolis, the Commercial Travelers' Association of Indiana and the Michigan Commercial Travelers' Mutual Accident Association. He attributes his success to

persistence and hard work, believing that this is the only way to win success in the present race for recognition in the business world.

HOTEL WHITCOMB

ST. JOSEPH, MICH.

A. VINCENT, Prop.

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

REMODELED HOTEL BUTLER

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

Washington Ave. and Kalamazoo St., LANSING.

\$2 PER DAY. FREE BUS.

THE CHARLESTON

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

GARDINER & BAXTER

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

55 MONROE STREET, GRAND RAPIDS, MICHIGAN.



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.

Picture Cards for Country Fairs

Nothing takes so well with the visitors at fairs as picture cards, which are carefully preserved, while ordinary cards, circulars and pamphlets are largely destroyed and wasted. We have a fine line of Picture Cards, varying in price from \$3 to \$6 per 1,000, including printing on back. Samples mailed on application.

TRADESMAN COMPANY
GRAND RAPIDS, MICH.

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

Term expires
 F. W. R. PERRY, Detroit - Dec. 31, 1898
 A. C. SCHUMACHER, Ann Arbor - Dec. 31, 1899
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Examination Sessions.
 Lansing--Nov. 1 and 2.

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The Care and Control of Prescriptions.

Should the druggist be required by law to retain the original of every prescription compounded by him, and to furnish a copy only on request of the patient or of the physician?

The following is a section in the Missouri pharmacy law:

"Every druggist, proprietor of a drug store or pharmacist shall carefully preserve all prescriptions compounded by him or those in his employ, numbering, dating and filing them in the order in which they are compounded, and shall produce the same in court or before any grand jury whenever thereto lawfully required, and on failing, neglecting or refusing to do so shall be deemed guilty of a misdemeanor, and on conviction shall be punished by a fine of not less than fifty nor more than one hundred dollars."

By the enactment of this section the lawmakers were inspired not so much with a desire to protect the physician and the druggist as to provide a means of detecting the unlawful selling of intoxicating liquors by collusion among the three parties primarily interested, the consumer completing the triangular arrangement; but while the disreputable doctor and druggist may be punished by this provision of the law, others may utilize it as a shield and a defense. That all prescriptions should be carefully filed and in such manner as will insure them from damage while rendering them readily accessible, druggists generally are agreed; but the thoughtful care exercised in this important branch of the business is not uniform.

It is not the purpose of this paper to discuss methods.

By the wording of the section of the Missouri pharmacy law quoted, the druggist is directed to file the prescription handed him to be compounded. This means the original, not a copy, yet the primary object of this section was not to decide who, in the State of Missouri, shall be considered the legal owner of this interesting scrap of paper.

The command to the druggist, in the words of the law, leaves no doubt as to the proper custodian of the prescription, and, as a logical deduction, decides the ownership. The model law which this Association hopes ultimately to frame might appropriately contain such a section.

Druggists may be made defendants in damage suits. For a successful defense, if the fact to be established is the correct compounding of a prescription, the presentation in evidence of the original is quite essential. The question as to the ownership of the prescription is an old one, but so long as it is an open and vital one the discussion is in order.

A decision by one of the higher courts would be welcome. The inferior courts,

in passing upon it, have contradicted one another.

No final decision is possible until there shall be a law for interpretation. Each state is at the mercy of its lawmakers. For a set of men in convention assembled to agree that certain matters should be controlled by law is simple enough. To secure the enactment of such a law by a state legislature is usually a very different matter. Legislation asked for by druggists is often regarded with suspicion. It is thought to be for the benefit of a class, the general welfare character of it not being usually recognized. After all of our gratuitous service to the public, our altruism may still be doubted.

It is a mistake to suppose that all of the ills of which we complain can be remedied by legislation, but this thought need not deter us from effort in what we conceive to be the direction of improvement. It ought not to be difficult to convince physicians and patients that druggists are the proper custodians of prescriptions; but what stand shall the druggist take if there be no law behind which he can retreat? It is not unusual for a customer to say: "Please return that prescription with the medicine. You may make and keep a copy of it if you wish to do so."

The druggist complies and takes his chances on any future complications. To do otherwise would be to invite a contention, which a politic business man studies to avoid. The practice of requesting copies of prescriptions, the originals remaining in the possession of the druggist, is a growing one. From his standpoint the practice of refilling prescriptions, unless so authorized by the physician, must be considered in this connection. If we concede it to be the patient's privilege to demand and receive a copy of a prescription prepared for him, then it is not possible for the physician to control the matter of its repetition, unless there be an understanding on this point at the time it is written. The druggist, if requested by the doctor not to give a copy of the prescription, will certainly see his wishes are respected. It is the duty of the druggist, furthermore, to firmly decline to give a copy of a prescription except upon the request of the physician, if it should contain morphine, cocaine, or any other potent and dangerous drug. By the exercise of tact and politeness, he can prevent the precipitation of an unpleasant scene. With these exceptions the patient is likely to receive a copy of his prescription when he asks for it, and he is at liberty to carry it from store to store and get "bids" on the cost of compounding it. Physicians very properly object to the frequent repetition of their prescriptions without consultation with them, but yet an illiberal policy on their part is apt to estrange patients, and result in damage to their practice in the end. The doctor, above all others, must be a man of good judgment. He usually is politic, discreet and tactful.

Evil consequences do undoubtedly often follow indiscriminate self-medication. By a mutual understanding between the two professions, either with or without legal enactment, physician, pharmacist and patient would all be benefited.

J. M. Good.

Good Taste.

Elder Brother: Freddy, I'm surprised to see you soak your bread in the gravy in the dish. It's exceedingly bad form. Freddy: Well, it's awfully good taste.

The Drug Market.

There are very few changes of importance to note in the drug market.

Opium--Has declined in this market, although the primary markets are quoted firm and speculators are buying heavily.

Morphine--Is unchanged at the decline of 15c noted last week.

Quinine--Is in good demand at unchanged prices.

Cinchonidia--The good demand, and the fact that this article is getting scarce, has advanced the price about 2c per ounce.

Alcohol--Price is firm and an advance by the Spirits Co. is expected daily.

Tonka Beans--On account of very heavy stocks and competition, price has declined 50 per cent.

Flowers--Belgium calomel have been advanced, on account of damage to crop. German are firm. Insect have advanced abroad and the powder is likely to be higher next year.

Oils--Anise has declined, owing to competition among holders.

Roots--Jalap is in small supply and higher. Ipecac has advanced, on account of scarcity.

Seeds--Anise is tending higher. Canary has been advanced, on account of short crop. Celery is unchanged. The active season for mustard is at hand and prices are firm.

Spices--Cloves are firm and likely to be higher. Gingers are lower.

Some Queer Orders.

A Jersey City druggist is making a collection of the queer orders he receives from people who send children to the store for things they need. Here are a few of them:

"This child is my little girl. I sent you five cents to buy two sitless powders for a groan up adult who is sick."

Another reads "Five sense worse of Auntie Toxyn for to gargle babi's throte and obleage."

An anxious mother writes "You will please give the leetle boi five cents worth of epaca for to throw up in a five-months-old babe N. B.--The babe has a sore stummick."

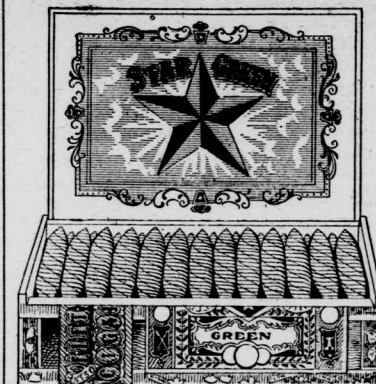
This one puzzled the druggist: "I have a cute pane in my child's diagram. Please give my son something to release it."

Another anxious mother wrote: "My little babey has eat up its father's parish plaster. Send an anecdote quick as possible by the enclosed little girl."

The writer of this one was evidently in pain: "I haf a bot time in my insides and wich I wood like to be extinguished. What is good for to extinguish it? The enclosed quarter is for the price of the extinguisher. Hurry, pleas."

The youthful graduate is the only person who knows exactly how this country should be run successfully.

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Advanced Declined					
Acidum					
Aceticum	80 2 8	Conium Mac.	35 50	Scilla Co.	50 50
Benzoleum, German	70 2 75	Copaiba.	1 15 2 25	Tolutan.	50 50
Boric.	10 2 10	Cubeba.	90 2 100	Prunus virg.	50 50
Carbolicum	25 41	Exochthos	1 00 2 10	Tinctures	
Citricum	45 50	Erigeron	1 00 2 10	Aconitum Napellis R	60 60
Hydrochlor.	30 2 30	Gaultheria	1 50 2 60	Aconitum Napellis F	50 50
Nitrosum	30 2 30	Geranium, ounce.	2 75	Aloes.	60 60
Oxaleum	12 14	Gossippi, Sem. gal.	50 2 60	Aloes and Myrrh.	60 60
Phosphorium, dil.	15 2 15	Lavendula	1 00 2 10	Arnica	50 50
Salicylicum	60 2 60	Juniper.	1 50 2 20	Assafetida	50 50
Sulphuricum	13 2 13	Lavendula	90 2 200	Atrope Belladonna	50 50
Tannicum	1 25 2 40	Limonis	1 30 2 150	Aurant Cortex	50 50
Tartaricum	38 2 40	Mentha Piper	1 00 2 20	Benzoin	50 50
Ammonia		Mentha Verid.	1 50 2 10	Benzoin Co.	50 50
Aqua, 16 deg.	40 2 6	Morruus, gal.	1 10 2 25	Barosma	50 50
Aqua, 20 deg.	60 2 8	Myrica	4 00 2 450	Cantharides	75 75
Carbonas.	12 2 14	Olive	75 2 300	Capicum	50 50
Chloridum	12 2 14	Pisic Liquida.	10 2 12	Cardamon	75 75
Aniline		Pisic Liquida, gal.	2 30	Cardamon Co.	100 100
Black.	2 00 2 25	Ricina	9 2 15	Castor	50 50
Brown.	80 2 100	Rosmarini.	1 00 2 100	Catechu	50 50
Red.	45 2 50	Rose, ounce.	6 50 2 850	Cinchona.	50 50
Yellow.	2 50 2 300	Succini	40 2 45	Cinchona Co.	50 50
Bacca.		Sabina	90 2 100	Columba	50 50
Cubese.	13 2 15	Santal.	2 50 2 700	Cubeba.	50 50
Juniperus	25 2 30	Sassafras	55 2 60	Cassia Acutifol.	50 50
Xanthoxylum	25 2 30	Sinapis, ess., ounce.	1 70 2 180	Cassia Acutifol Co.	50 50
Balsamum		Tigili	40 2 50	Legals	50 50
Copaiba.	52 2 58	Thyme	40 2 50	Peril Chloridum	50 50
Peru.	2 2 75	Thyme, opt.	1 60	Gentian	50 50
Terabin, Canada.	45 2 50	Theobromas	15 2 20	Gentian Co.	50 50
Tolutan.	50 2 55	Potassium		Guaiaca	50 50
Cortex		Bi-Carb.	15 2 18	Guaiaca ammon.	50 50
Abies, Canadian.	18 2 18	Bichromate	13 2 15	Hyoscyamus	50 50
Cassia	12 2 12	Bromide	50 2 55	Iodine	75 75
Cinchona Flava.	18 2 18	Carb.	12 2 15	Iodine, colorless	75 75
Euonymus atropurp	18 2 18	Chlorate, po. 17@19c	16 2 18	Kino	50 50
Myrica Cerifera, po.	12 2 12	Cyanide	35 2 40	Lobelia	50 50
Prunus Virgini.	12 2 12	Iodide	2 60 2 65	Myrrh.	50 50
Quillaja, gr'd.	12 2 12	Potassa, Bitart, pure	2 30 2 30	Nux Vomica	50 50
Sassafras, po. 18	12 2 12	Potassa, Bitart, com	2 30 2 30	Opil	50 50
Ulmus, po. 15, gr'd	15 2 15	Potassa Nitrates, opt.	10 2 12	Opil, camphorated	50 50
Extractum		Potassa Nitrates	10 2 12	Opil, deodorized	50 50
Glycyrrhiza Glabra.	24 2 25	Prussiate	20 2 25	Quassia	50 50
Glycyrrhiza, po.	22 2 23	Sulphate po.	15 2 18	Rhatany	50 50
Hematox, 15 lb box	11 2 12	Radix		Rhel.	50 50
Hematox, 15	13 2 14	Aconitum	20 2 25	Sanguinaria	50 50
Hematox, 1/4	14 2 15	Aitha	22 2 25	Serpentaria	50 50
Hematox, 1/8	16 2 17	Anchusa	10 2 12	Stromonium	50 50
Ferru		Arum po.	20 2 25	Toluidin	50 50
Carbonate Precip.	15 2 15	Calamus	20 2 25	Valerian	50 50
Citrate and Quinia.	2 25 2 25	Gentiana	12 2 15	Veratrum Veride	50 50
Citrate Solu.	75 2 75	Glycyrrhiza, pv. 15	16 2 18	Zingiber	30 30
Ferrocyanidum Sol.	40 2 40	Hydrastis Canad.	60 2 60	Miscellaneous	
Solut. Chloride.	15 2 15	Hydrastis Can., po.	65 2 65	Aether, Spts. Nit. 3 F	30 2 35
Sulphate, com'l.	50 2 50	Hellebore, Alba, po.	18 2 20	Aether, Spts. Nit. 4 F	34 2 38
Sulphate, com'l, by	50 2 50	Inula, po.	15 2 20	Alumen	21 2 3
bbi, per cwt.	50 2 50	Ipecac, po.	2 80 2 300	Alumen, gro'd. po. 7	30 2 4
Sulphate, pure	7 2 7	Iris plox.	35 2 40	Annatto	40 2 50
Flora		Jalap, pr.	25 2 30	Antimoni, po.	40 2 5
Arnica	12 2 14	Maranta, 1/4	25 2 30	Antimoni et PotassT	40 2 50
Anthemis	22 2 25	Podophyllum, po.	22 2 25	Antipyrin	35 2 35
Matricaria	30 2 35	Rhel, cut.	75 2 100	Antifebrin	10 2 15
Folia		Rhel, pv.	75 2 100	Argent Nitras, oz.	10 2 10
Barosma	23 2 28	Spigelia	35 2 38	Arsenicum	10 2 10
Cassia Acutifol, Tin-	18 2 25	Sanguinaria, po. 15	30 2 35	Balm Gilead Bud	38 2 40
Cassia Acutifol, Alx.	25 2 30	Serpentaria	30 2 35	Bismuth S. N.	1 40 2 150
Salvia officinalis, 1/4	12 2 12	Senega	40 2 45	Calcium Chlor., is.	10 2 10
and 1/8	12 2 12	Similax, officialis H	40 2 45	Calcium Chlor., 1/4	12 2 12
Ura Ursi.	8 2 10	Scilla	10 2 12	Calcium Chlor., 1/8	12 2 12
Zingiber j.	25 2 27	Similax, M.	20 2 25	Cantharides, Rus. po	75 75
Gummi		Symplocarpus, Festi-	10 2 12	Capici Fructus, af.	15 2 15
Acacia, 1st picked.	65 2 65	du, po.	25 2 30	Capici Fructus, po.	15 2 15
Acacia, 2d picked.	45 2 45	Valeriana, Eng. po. 30	25 2 30	Capici Fructus, B. po.	15 2 15
Acacia, 3d picked.	35 2 35	Valeriana, German.	15 2 20	Caryophyllus, po. 15	12 2 14
Acacia, sifted sorts.	25 2 25	Zingiber a.	12 2 16	Carmine, No. 40	3 30 3 30
Acacia, po.	60 2 80	Zingiber j.	25 2 27	Cera Alba	50 2 50
Aloe, Barb. po. 18@20	12 2 14	Semen		Cera Flava	40 2 42
Aloe, Cape, po. 15	12 2 14	Anisum, po. 15	12 2 15	Coccus	40 2 40
Aloe, Socotri. po. 40	30 2 30	Apium (graveleons)	12 2 15	Cassia Fructus.	33 2 33
Ammoniac	55 2 60	Bird, is.	40 2 40	Centraria	10 2 10
Assafetida, po. 30	25 2 28	Carul.	10 2 12	Cetaceum	45 2 45
Benzoinum	50 2 55	Cardamon.	1 25 2 175	Chloroform	60 2 63
Catechu, is.	13 2 13	Coriandrum	8 2 10	Chloroform, squibbs	1 15 2 15
Catechu, 1/4	14 2 14	Cannabis Sativa	40 2 44	Chloral Hyd Crst.	1 65 2 190
Catechu, 1/8	16 2 16	Cydonium	75 2 100	Chondrus	20 2 25
Camphora	38 2 42	Chenopodium	10 2 12	Cinchonidine, F. & W	25 2 35
Euphorbium, po. 35	10 2 10	Dipterix Odorate.	1 40 2 150	Cinchonidine, Germ	22 2 30
Galbanum	1 10 2 10	Feniculum	10 2 10	Cocaine	3 30 2 30
Gamboge po.	65 2 70	Foenugreek, po.	70 2 9	Corks, list, dis. pr. et.	70 2 70
Gualacum, po. 25	30 2 30	Lini	3 40 2 44	Creosotum	35 2 35
Kino, po. 33.00	3 00 2 300	Lini, gr'd. bbl. 3 1/4	3 40 2 44	Creta, prep.	2 2 5
Mastic	60 2 60	Lini, gr'd. bbl. 3 1/4	3 40 2 44	Creta, precp.	9 2 11
Myrrh.	40 2 40	Lobelia	35 2 40	Creta, Rubra	8 2 8
Opil, po. 65.20@5.40	3 75 2 3 85	Pharlaris Canarian.	40 2 44	Cudbear	18 2 20
Shellac	25 2 35	Rapa	4 40 2 5	Cupri Sulph.	50 2 6
Shellac, bleached	40 2 45	Sinapis Albu.	9 2 10	Dextrine	10 2 12
Tragacanth	50 2 50	Sinapis Nigra	11 2 12	Ether Sulph.	75 2 90
Herba		Spiritus		Emery, all numbers	8 2 8
Absinthium, oz. pkg	25 2 25	Frument, W. D. Co.	2 00 2 250	Emery, po.	30 2 35
Eupatorium, oz. pkg	25 2 25	Frument, D. F. R.	2 00 2 250	Ergota.	12 2 15
Lobelia, oz. pkg	25 2 25	Frument	1 25 2 150	Flake White	23 2 23
Majorum, oz. pkg	25 2 25	Juniperis Co. O. T.	1 65 2 200	Galla	23 2 23
Mentha Pip. oz. pkg	25 2 25	Juniperis Co.	1 75 2 350	Gambier	8 2 9
Mentha Vir. oz. pkg	25 2 25	Sassacharum N. E.	1 90 2 10	Gelatin, Cooper	60 2 60
Rue, oz. pkg	25 2 25	Spt. Vini Galli.	1 75 2 650	Gelatin, French	35 2 35
Tanacetum V. oz. pkg	25 2 25	Vini Oporto	1 25 2 200	Glassware, flint, box	70 2 70
Thymus, V. oz. pkg	25 2 25	Vini Alba	1 25 2 200	Less than box	70 2 70
Magnesia		Sponges		Glue, brown.	9 2 12
Calcined, Pat.	55 2 60	Florida sheeps' wool	2 50 2 2 75	Glue, white.	13 2 25
Carbonate, Pat.	20 2 22	carriage.	2 50 2 2 75	Glycerina	15 2 20
Carbonate, K. & M.	30 2 35	Nassau sheeps' wool	2 2 2 200	Grana Paradisi	15 2 15
Carbonate, Jennings	35 2 36	carriage.	2 2 2 200	Humulus	25 2 25
Oleum		Velvet extra sheeps'	2 1 2 125	Hydraag Chlor Mite	85 2 85
Absinthium.	3 50 2 3 75	wool, carriage.	2 1 2 125	Hydraag Chlor Cor.	75 2 75
Amygdala, Dulc.	30 2 50	Extra yellow sheeps'	2 1 2 100	Hydraag Ox Rub'm.	95 2 95
Amygdala, Amara.	8 00 2 8 25	wool, carriage.	2 1 2 100	Hydraag Ammoniat	45 2 55
Anisi.	2 00 2 2 10	Grass sheeps' wool,	2 1 2 100	Hydrargyrum	65 2 70
Aurant Cortex.	2 25 2 2 40	carriage.	2 1 2 100	Ichthyobolla, Am.	75 2 75
Bergamit.	3 00 2 3 30	Hard, for slate use.	2 75 2 75	Indigo.	75 2 100
Cajuput.	80 2 85	Yellow Reef, for	2 1 40 2 1 40	Iodine, Resubl.	3 60 2 3 70
Caryophylli.	35 2 35	slate use.	2 1 40 2 1 40	Iodoform.	2 2 25
Cedar.	35 2 35	Syrups		Lupulin.	40 2 45
Chenopadi.	2 2 2 75	Acacia	50 2 50	Lycopodium	40 2 45
Cinnamoni.	1 60 2 1 70	Aurant Cortex	50 2 50	Macia	65 2 75
Curonella	45 2 50	Zingiber	50 2 50	Liquor Arse. et Hy.	25 2 25
		Ipecac	50 2 50	Liquor Potassa Arsin	10 2 12
		Pepp. Iod.	50 2 50	Liquor Potassa Arsin	10 2 12
		Rhei Arom.	50 2 50	Magnesia, Sulph.	20 2 3
		Similax Officialis.	50 2 50	Magnesia, Sulph. bbl	14 2 14
		Senega	50 2 50	Manna, S. F.	50 2 60
		Scilla	50 2 50	Mentha.	50 2 75

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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. doz. gross Aurora.....55 Castor Oil.....60 Diamond.....50 Frazer's.....75 IXL Golden, tin boxes.....75 Nica, tin boxes.....75 Paragon.....55	CLOTHES LINES. Cotton, 40 ft. per doz.....1 00 Cotton, 50 ft. per doz.....1 20 Cotton, 60 ft. per doz.....1 40 Cotton, 70 ft. per doz.....1 60 Cotton, 80 ft. per doz.....1 80 Jute, 60 ft. per doz.....80 Jute, 72 ft. per doz.....95	 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	Salt Fish. Cod. Georges cured.....@ 4 Georges genuine.....@ 5 Georges selected.....@ 5 1/2 Strips or bricks.....6 @ 9	GUNPOWDER. Rifle—Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb. cans.....30 1/2 lb. cans.....18	SNUFF. Scotch, in bladders.....37 Maccaboy, in jars.....38 French Rappee, in jars.....43
BAKING POWDER. Absolute. 1/2 lb cans doz.....45 1 lb cans doz.....85 1 lb cans doz.....1 50 Acme. 1/2 lb cans doz.....45 1 lb cans doz.....75 1 lb cans doz.....1 00 Arctic. 6 oz. Eng. Tumblers.....85 El Parity. 1/2 lb cans per doz.....75 1 lb cans per doz.....1 00 Home. 1/2 lb cans 4 doz case.....35 1 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90	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	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.....@ Evaporated 50 lb boxes.....@ California Fruits. Apricots.....@ 2 1/2 Blackberries.....@ 7 1/2 Nectarines.....@ 7 1/2 Peaches.....@ 7 1/2 Pears.....@ 7 1/2 Pitted Cherries.....@ 7 1/2 Prunelles.....@ 7 1/2 Raspberries.....@ 7 1/2 California Prunes. 100-120 25 lb boxes.....@ 5 90-100 25 lb boxes.....@ 5 80-90 25 lb boxes.....@ 5 1/2 70-80 25 lb boxes.....@ 5 1/2 60-70 25 lb boxes.....@ 5 1/2 50-60 25 lb boxes.....@ 5 1/2 40-50 25 lb boxes.....@ 5 1/2 30-40 25 lb boxes.....@ 5 1/2 1/2 cent less in 50 lb cases	Herring. Holland white hoops, bbl.....7 75 Holland white hoop 1/2 bbl.....4 25 Holland 1/2 bbl.....2 25 Holland white hoop keg.....69 Holland white hoop mch.....70 Norwegian.....2 75 Round 100 lbs.....1 30 Round 40 lbs.....1 30 Scaled.....14	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	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 Cattle Bone.....20
JAXON 1/2 lb cans 4 doz case.....45 1 lb cans 4 doz case.....85 1 lb cans 2 doz case.....1 60 Jersey Cream. 1 lb cans, per doz.....2 00 9 oz. cans, per doz.....1 25 6 oz. cans, per doz.....85 Our Leader. 1/2 lb cans.....45 1 lb cans.....75 1 lb cans.....1 50 Peerless. 1 lb cans.....85 Queen Flake. 3 oz., 6 doz. case.....2 70 6 oz., 4 doz. case.....3 20 9 oz., 4 doz. case.....4 80 1 lb., 2 doz. case.....9 00 5 lb., 1 doz. case.....9 00	COFFEE. Green. Fair.....9 Good.....10 Prime.....11 Golden.....12 Peaberry.....13 Santos. Fair.....12 Good.....13 Prime.....14 Peaberry.....15 Mexican and Guatemala. Fair.....15 Good.....16 Prime.....17 Maracaibo. Prime.....19 Milled.....20 Java. Interior.....19 Private Growth.....20 Mandehling.....21 Mocha. Arabion.....22 Roasted. Clark-Jewell-Well's Co.'s Brands Fifth Avenue.....29 Jewell's Arabian Mocha.....29 Wells' Mocha and Java.....24 Wells' Perfection Java.....24 Sancelabo.....21 Breakfast Blend.....18 Valley City Maracaibo.....18 1/2 Ideal Blend.....14 Leader Blend.....13	FOREIGN. London Layers 3 Crown.....1 40 London Layers 4 Crown.....4 1/2 Dehesias.....3 1/2 Loose Muscatels 2 Crown.....4 1/2 Loose Muscatels 3 Crown.....4 1/2 Loose Muscatels 4 Crown.....4 1/2 Currents. Patras bbis.....@ 6 1/2 Vostizzas 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.....@ Sultana 1 Crown.....@ Sultana 2 Crown.....@ Sultana 3 Crown.....@ Sultana 4 Crown.....@ Sultana 5 Crown.....@ Sultana 6 Crown.....@ Sultana package.....@ FARINACEOUS GOODS. Farina. 24 1 lb. packages.....1 50 Bulk, per 100 lbs.....3 50 Grits. Walsh-DeRoo Co.'s Brand.  24 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.....3 1/2 Macaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley. Common.....1 90 Chester.....2 25 Empire.....3 00 Peas. Green, bu.....95 Split, per lb.....2 1/2 Rolls 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 Tapioa. Flake.....3 1/2 Pearl.....3 1/2 Anchor, 40 1 lb. pkgs.....5 Wheat. Cracked, bulk.....3 1/2 24 2 lb packages.....2 50	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.....3 00 40 lbs.....81 10 lbs.....88 8 lbs.....31	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 HATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 05 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 COLASSES. 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	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, 380 lb. bnlk.....2 25 Butter, barrels, 20 14 lb bags.....3 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.....6 Higgins. 56-lb dairy in linen sacks.....6 Solar Rock. 56-lb sacks.....0 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
CONDENSED PEARL BLUING Small, 3 doz.....40 Large, 2 doz.....75 BRUITS. No. 1 Carpet.....1 90 No. 2 Carpet.....1 75 No. 3 Carpet.....1 50 No. 4 Carpet.....1 15 Parlor Gem.....2 00 Common Whisk.....70 Fancy Whisk.....80 Warehouse.....2 25 CANDLES. 88.....7 168.....8 Paraffine.....8 Wicking.....20 CANNED GOODS. Manitowoc 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.....@ 11 Lenawee.....@ 8 Riverside.....@ 10 Sparta.....@ 10 Springdale.....@ 11 Brick.....@ 11 Edam.....@ 70 Lelden.....@ 17 Limburger.....@ 12 Pineapple.....@ 50 Sap Sago.....@ 17 Chicory. Bulk.....6 Red.....7 CHOCOLATE. Walter Baker & Co.'s.....23 German Sweet.....25 Premium.....35 Breakfast Cocoa.....46	Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 1/2 c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. Arbutckle.....10 50 Jersey.....10 50 McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract. Valley City 1/4 gross.....75 Felix 1/4 gross.....1 15 Hummel's foil 1/4 gross.....85 Hummel's tin 1/4 gross.....1 45 CLOTHES PINS. 5 gross boxes.....40 CONDENSED MILK. 4 doz in case. Gail Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....3 35 Dime.....3 35	Farina. 24 1 lb. packages.....1 50 Bulk, per 100 lbs.....3 50 Grits. Walsh-DeRoo Co.'s Brand.  24 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.....3 1/2 Macaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley. Common.....1 90 Chester.....2 25 Empire.....3 00 Peas. Green, bu.....95 Split, per lb.....2 1/2 Rolls 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 Tapioa. Flake.....3 1/2 Pearl.....3 1/2 Anchor, 40 1 lb. pkgs.....5 Wheat. Cracked, bulk.....3 1/2 24 2 lb packages.....2 50	FLAVORING EXTRACTS.  Jennings'. D.C. Vanilla.....2 00 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....3 00 No. 8.....4 00 No. 10.....6 00 No. 2 T.1 25 No. 3 T.2 40 No. 4 T.2 40 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.1 25 No. 3 T.2 40 No. 4 T.2 40 Northrop Brand. Lem. Van.....1 20 2 oz. Taper Panel.....75 2 oz. Oval.....75 3 oz. Taper Panel.....1 35 4 oz. Taper Panel.....1 60 Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon.....2 00 2 oz.....1 20 4 oz.....2 40 Regular Vanilla.....2 00 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	POLASSES. 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.....65 Cob, No. 3.....85 POTASH. 48 cans in case.....4 00 Babbitt's.....3 00 Penna Salt Co.'s.....3 00 PICKLES. Medium. Barrels, 1,200 count.....4 50 Half bbis, 600 count.....2 75 Small. Barrels, 2,400 count.....5 50 Half bbis, 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 @ 5 Table.....@ SALERATUS. Packed 60 lbs. in box. Church's.....3 30 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 00 60 lb. case \$3.15 SAL SODA. Granulated, bbis.....75 Granulated, 100 lb cases.....90 Lump, bbis.....75 Lump, 145 lb kegs.....85	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 80 Savon.....2 80 White Russian.....2 50 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 Kirkoline.....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, 18 lbs., cut 1-4 & 1-2.....1 80 Chipped Soap for Landries. Allen B. Wrisley's Brands. Old Country, 80 1-lb. bars.....2 75 Good Cheer, 60 1-lb. bars.....3 75 Uno, 100 1/2-lb. bars.....2 50 Doll, 100 10-oz. bars.....3 05 Scouring. Sapollo, kitchen, 3 doz.....2 40 Sapollo, hand, 3 doz.....2 40 SODA. Boxes.....5 1/2 Kegs, English.....4 1/2

SPICES.

Whole Sifted.

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

Pure Ground in Bulk.

Allspice	15
Cassia, Batavia	30
Cassia, Saigon	40
Cloves, Zanzibar	4
Ginger, African	15
Ginger, Ceylon	18
Ginger, Jamaica	23
Mace, Batavia	65
Mustard	12
Nutmegs	40
Pepper, Sing. black	12
Pepper, Sing. white	20
Pepper, Cayenne	20
Sage	15

SYRUPS.

Corn.

Barrels	15
Half bbls.	17

Pure Cane.

Fair	16
Good	20
Choice	25

STARCH.

Kingsford's Corn.	6
20 1-lb packages	6 1/2

Kingsford's Silver Gloss.	6 1/2
40 1-lb packages	6 1/2
6-lb boxes	7

Diamond.

64 10c packages	5 00
128 5c packages	5 00
32 10c and 64 5c packages	5 00

Common Corn.

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

Common Gloss.

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

STOVE POLISH.

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

SUGAR.

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

Domino	5 38
Cut Loaf	5 50
Crushed	5 50
Powdered	5 25
XXXX Powdered	5 38
Cubes	5 25
Granulated in bbls.	5 13
Granulated in bags	5 13
Fine Granulated	5 25
Extra Fine Granulated	5 25
Extra Coarse Granulated	5 25
Mould A	5 38
Diamond Confec. A	5 13
Confec. Standard A	5 00
No. 1	4 75
No. 2	4 75
No. 3	4 75
No. 4	4 69
No. 5	4 63
No. 6	4 56
No. 7	4 44
No. 8	4 38
No. 9	4 31
No. 10	4 25
No. 11	4 19
No. 12	4 13
No. 13	4 06
No. 14	4 00
No. 15	3 94
No. 16	3 84

TOBACCOS.

Cigars.

Clark-Jewell-Well's Co.'s brand.	33 00
New Brick	33 00
H. & P. Drug Co.'s brand.	35 00
Quintette	35 00

G. J. Johnson Cigar Co.'s brand.



S. C. W.

33 00

Rube Bros. Co.'s Brands.

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

TABLE SAUCES.

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

VINEGAR.

Malt White Wine, 40 grain	7
Malt White Wine, 80 grain	10
Pure Cider, Genesee	11
Pure Cider, Red Star	12
Pure Cider, Robinson	11

WICKING.

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

Crackers.

The National Biscuit Co.

quotes as follows:

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

Soda.

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

Oyster.

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

SWEET GOODS—Boxes.

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

Oils.

Barrels.

Eocene	11 1/2
XXX W.W. Mich. Hdt	9 1/2
W.W. Michigan	8 1/2
Diamond White	7 1/2
D. S. Gas	9
Deo. Naptha	7
Cylinder	25
Engine	11
B. & W. winter	8

Nuts.

Almonds, Tarragona	2 1/2
Almonds, Ivaca	2
Almonds, California, soft shelled	2 1/2
Brille new	2 1/2
Filberts	2 1/2
Walnuts, Grenoble	2 1/2
Walnuts, Calif No. 1	2 1/2
Walnuts, soft shelled	2 1/2
Calif	2 1/2
Table Nuts, fancy	2 1/2
Table Nuts, choice	2 1/2
Pecans, Med.	2 1/2
Pecans, Ex. Large	2 1/2
Pecans, Jumbos	2 1/2
Hickory Nuts per bu.	2 1/2
Ohio, new	2 1/2
Cocoanuts, full sacks	2 1/2

Peanuts.

Fancy, H. P., Suns	2 1/2
Fancy, H. P., Flags	2 1/2
Roasted	2 1/2
Choice, H. P., Extras	2 1/2
Choice, H. P., Extras, Roasted	2 1/2

Candies.

Stick Candy.

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

Mixed Candy.

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

Fancy—in Bulk.

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

Fancy—in 5 lb. Boxes.

Lemon Drops	2 50
Sour Drops	2 50
Peppermint Drops	2 50
Chocolate Drops	2 50
H. M. Choc. Drops	2 50
Gum Drops	2 50
Licorice Drops	2 50
A. B. Licorice Drops	2 50
Lozenges, plain	2 50
Lozenges, printed	2 50
Imperial	2 50
Motives	2 50
Cream Bar	2 50
Molasses Bar	2 50
Hand Made Creams	2 50
Plain Creams	2 50
Decorated Creams	2 50
String Rock	2 50
Burnt Almonds	2 50
Wintergreen Berries	2 50

Caramels.

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

Fruits.

Oranges.	
Late Valencias	2 3 50

Lemons.

Strictly choice 300s.	2 6 00
Strictly choice 300s.	2 6 00
Fancy 300s or 300s.	2 7 00
Ex. Fancy 300s	2 7 00
Ex. Fancy 300s	2 7 00

Bananas.

Medium bunches	1 00
Large bunches	1 50

Foreign Dried Fruits.

Figs.	
California	2 1 1/2
Choice, 10 lb boxes	2 1 1/2
Extra choice, 10 lb boxes new	2 1 1/2
Fancy, 12 lb boxes	2 1 1/2
Imperial Mikados, 18 lb boxes	2 1 1/2
Pulled, 6 lb boxes	2 1 1/2
Naturals, in bags	2 1 1/2

Dates.

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

Nuts.

Almonds, Tarragona	2 1/2
Almonds, Ivaca	2
Almonds, California, soft shelled	2 1/2
Brille new	2 1/2
Filberts	2 1/2
Walnuts, Grenoble	2 1/2
Walnuts, Calif No. 1	2 1/2
Walnuts, soft shelled	2 1/2
Calif	2 1/2
Table Nuts, fancy	2 1/2
Table Nuts, choice	2 1/2
Pecans, Med.	2 1/2
Pecans, Ex. Large	2 1/2
Pecans, Jumbos	2 1/2
Hickory Nuts per bu.	2 1/2
Ohio, new	2 1/2
Cocoanuts, full sacks	2 1/2

Peanuts.

Fancy, H. P., Suns	2 1/2
Fancy, H. P., Flags	2 1/2
Roasted	2 1/2
Choice, H. P., Extras	2 1/2
Choice, H. P., Extras, Roasted	2 1/2

Grains and Feedstuffs

Wheat.

Winter Wheat Flour.

Local Brands.

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

Subject to usual cash discount.

Flour in bbls., 25c per bbl. additional.

Ball-Barnhart-Putman's Brand

Diamond, 1/2s.

Diamond, 1/4s.

Diamond, 1/8s.

Worden Grocer Co.'s Brand.

Quaker, 1/2s.

Quaker, 1/4s.

Quaker, 1/8s.

Spring Wheat Flour.

Clark-Jewell-Well's Co.'s Brand.

Pillsbury's Best 1/2s.

Pillsbury's Best 1/4s.

Pillsbury's Best 1/8s.

Pillsbury's Best 1/4s paper.

Pillsbury's Best 1/8s paper.

Ball-Barnhart-Putman's Brand.

Duluth Imperial, 1/2s.

Duluth Imperial, 1/4s.

Duluth Imperial, 1/8s.

Lemon & Wheeler Co.'s Brand.

Gold Medal 1/2s.

Gold Medal 1/4s.

Gold Medal 1/8s.

Parisian, 1/2s.

Parisian, 1/4s.

Parisian, 1/8s.

Oliney & Judson's Brand.

Ceresota, 1/2s.

Ceresota, 1/4s.

Ceresota, 1/8s.

Worden Grocer Co.'s Brand.

Laurel, 1/2s.

Laurel, 1/4s.

Laurel, 1/8s.

Meal.

Bolted

Granulated

Feed and Millstuffs.

St. Car Feed, screened

No. 1 Corn and Oats

Unbolted Corn Meal

Winter Wheat Bran

Winter Wheat Middlings

Screenings

Corn.

Car lots

Less than car lots

Oats.

Car lots

Car lots, clipped

Less than car lots

Hay.

No. 1 Timothy car lots

No. 1 Timothy, ton lots

Fish and Oysters

Fresh Fish.

Per lb.

Whitefish

Trout

Black Bass

Halibut

Clisces or Herring

Hardware

Making Room For Stock.

From the Stoves and Hardware Reporter.

When merchants are buying new goods they must bear something else in mind, and that is how to get rid of old stock and thus make room for the new. This is sometimes a puzzling problem to the merchant and his clerks, for in every stock, no matter how well selected, there are always more or less articles or lines of goods which are termed "stickers." If these were all out of the way there would be no difficulty whatever nor any necessity to discuss the matter, but they generally are not, as it is almost impossible to close out all old lines before the season ends. Accordingly, much necessary space in the store is occupied when the new goods arrive. It frequently happens that the merchant's mind is so filled with thoughts and plans in regard to the future season that he has neglected to push last season's goods, and of course the clerks would never think of it. Consequently the old goods are relegated to the back-ground without considering how much money is tied up in them. Now if this practice of forgetting and overlooking is continued very long there will be a heterogeneous accumulation of new and old goods in mixed strata which will prove a hopeless task to straighten out.

It is a good plan to bring this old stock to the front, that is, where possible and necessary; take last season's broken lines, odd pieces, etc., from the shelves and racks and substitute the new goods for them. Then it would be beneficial to their sale to choose some of them for a prominent place in the store. Take the rest of them, and put them on a counter or fixtures by themselves. The price should be plainly marked on them, so that customers may see the figures as they pass by. If they do not notice them, although it is advisable to have them in a conspicuous place, it should be the salesman's duty to call customers' attention to them. It frequently happens that there are customers who are only too glad to take advantage of some reduction in price and who are not so fastidious that they take exceptions to the goods being slightly shopworn. A bird in the hand is worth two in the bush, and a reduced price which still leaves a slight profit is better than none at all.

Often, too, there are sudden changes in the season which will cause a demand for such goods and the merchant and clerks should leave no stone unturned to sell them. What is possible now will not be so after a while, and the time to make hay is when the sun is shining. The son of the soil does not leave the fruit of his labors to rot on the ground, but carefully garners it into a place of shelter. Thus the merchant may work on the same principle and make the most of his opportunities while there is yet time.

Knew What He Wanted.

Customer—I want some kind of a door spring; one that won't get out of order.

Hardware Dealer—A door spring?

Customer—Yes. And one that won't require the strength of an elephant to open.

Dealer—Hem!

Customer—And yet it must be strong enough to bring the door all the way to, and not leave it swinging a couple of inches.

Dealer—I see!

Customer—And when the door closes I don't want it to ram shut like a catapult, with a jar that shakes the house from its foundations.

Dealer—Yes. You want one that will bring the door all the way to, and yet do it gently.

Customer—That's the idea. But I don't want any complicated arrangement that requires a skilled mechanic to attend to it.

Dealer—No, of course not. You want something simple, yet strong and effective.

Customer—That's the talk. Something that can be put on or taken off easily—

something that will do its work quietly, yet thoroughly, and won't be eternally getting out of order.

Dealer—I see. I know exactly what you want, sir; just exactly.

Customer—Well, show me one.

Dealer—We don't keep door springs.

Good Location for a Harness Shop.

Pentwater, Oct. 1.—The Pentwater business men would be pleased to see a notice in the Tradesman calling attention to the fact that this is a good location for a harness shop. All of the stores here would favor a good shop of this kind. I have just talked the matter over with the Sands & Maxwell Lumber Co. and they speak very favorably and state that they would cease buying harnesses of outside manufacturers if we would do the same.

S. E. RUSSELL & Co.

When a young man is sowing his wild oats, he hopes that something will happen to destroy the crop.

WILLIAM REID

Importer and Jobber of

POLISHED PLATE
WINDOW
ORNAMENTAL

GLASS

PAINT

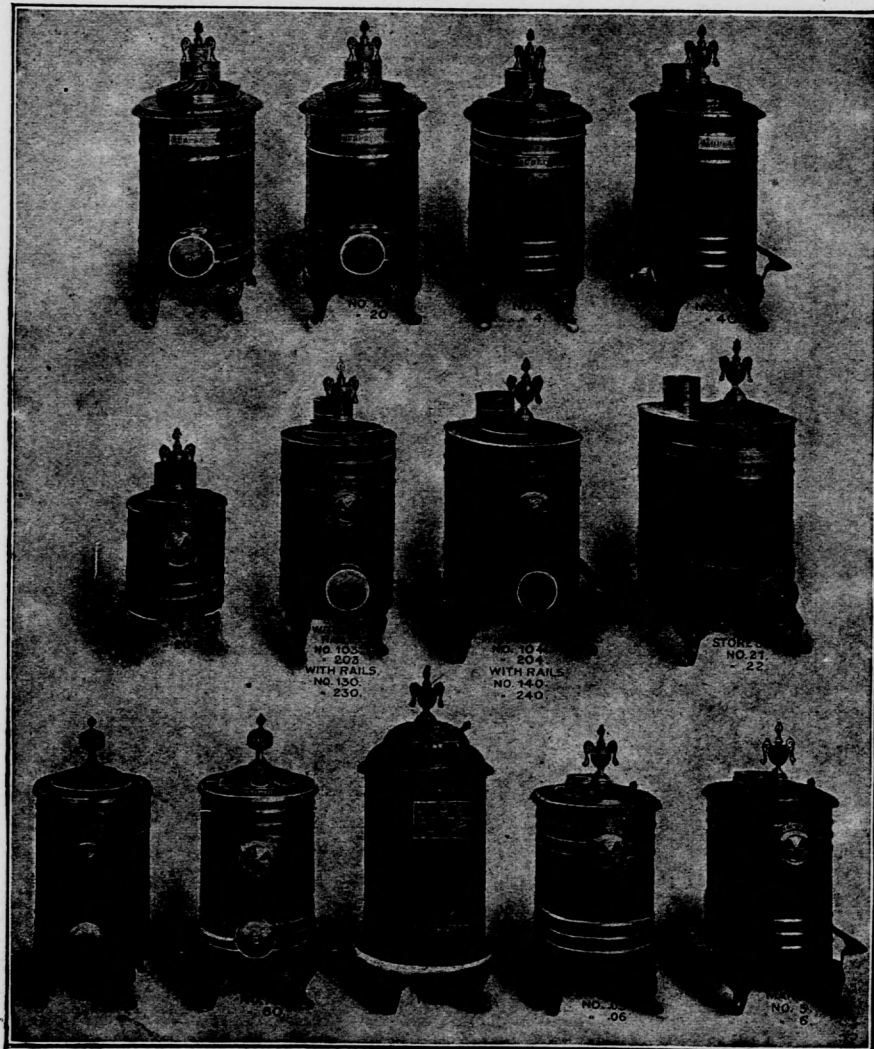
OIL, WHITE LEAD,
VARNISHES
BRUSHES

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.

Air-Tight Stoves



The greatest line made. We are exclusive agents for Western Michigan. Write for descriptive circular and prices.

FOSTER, STEVENS & CO., Grand Rapids, Mich.

Old Ideals and New.

The process of evolution is a slow one, even in these rapidly moving days at the end of the century, and the changes in our ideals are so gradual we hardly realize them until we have some contrast that shows how far we have gone. In particular is this true of women. We have become so used to the modern woman, alert, capable, independent, that it is a little surprising to even the closest observer when one comes to realize how completely we have substituted a new ideal of womanhood for the old.

Nothing brings this more forcibly home to us than to contrast the pictures of to-day with the pictures of yesterday. In the old "Albums of Beauty" that were the favorite giftbooks in our mothers' young ladyhood, the women are all represented as languishing beings with ox-like eyes and sloping shoulders and lily-white hands that are never by any chance engaged in a more fatiguing occupation than holding a rose or straying over the strings of a guitar. Helplessness, weakness and delicacy are written in every line, and even the most sanguine could never hope that such a woman could do anything in an emergency but swoon.

The artist of to-day pictures a woman with head erect, with square shoulders and upright carriage that shows health and strength, and with eyes that look the world squarely in the face. Most significant of all, she is always doing something. Short-skirted, she stands beside her wheel, or with gun or rod or mountain stock is ready for exercise that would have slain her fragile grandmother; shirt-waisted, she sits beside her type-writer earning her daily bread and butter; with sleeves turned back above her elbows and faithful caddie in her wake, she is making the rounds of the golf links, or wearing on her arm the red cross of a ministering angel, she walks the hospital wards in the wake of battle.

The pictures tell their own interesting story of changing times and manners, but not the least important phase of the subject is the fact that we seem to have founded new standards of taste, all along the line, by which to judge women. Even the question of beauty has not escaped the general evolution; as a matter of truth, the old ideal of feminine comeliness and the new ideal of feminine strength and helpfulness are incompatible. The woman of the past prided herself on an 18-inch waist, on fairy-like feet and hands, and kept her skin like milk and roses by means of veils and complexion masks. It did not take the modern woman long to find out she couldn't have her cake and eat it, too—that walking spread her feet; that wheeling and golfing and tennis broadened her hands, and that she couldn't have health and a spidery waist at the same time. It was she who established a new standard of beauty, and so readily have we accepted it that, could the frail and languishing beauty of the past visit once more the scenes of her earthly triumphs, the chances are she would find herself forsaken for some one whom she would probably think as vulgarly robust as a washerwoman.

The change in manners is equally noticeable, and there are those who declare that chivalry is dead. Probably no woman is a goddess now to her lover, and no man approaches her and pays court to her as to some superior being, but he meets her on a frank basis of

good comradeship and equal rights that has in it a thousand-fold more promises of real happiness. There must have come a day when every goddess had to climb down from her pedestal; but the woman who makes no pretenses and is always just franky human offers no possibilities of disenchantment and is safe to keep the love she wins.

It is doubtless true that the old ideal that made a woman merely an ornament in life was the more picturesque, but we live in a practical world, and it was bound sooner or later to change, to meet new conditions. For woman has not lagged behind. She has kept step with progress, and after all it is not a new womanhood she shows us, but a new phase of the old.

Sound Talk to Young Men.

The old man scorching who philosophizes for the Boston Transcript says: My son, almost any man can ride a wheel on a level, and to coast down hill is as easy as going to destruction, but it takes grit and energy to push your bike up Hill Difficulty or through the Slough of Despond. Better men than you have gone pellmell down the slope that ends in the gutter or the grave. When you find yourself headed that way, put on the brake and back-pedal for all you are worth. If you find you have lost control of your wheel, swing off or tumble off. Let the wheel take care of itself. Better it should go to smash, better that you bark your shin or break a leg, than you go to ruin altogether. Be moderate. Don't try to make a century run every day, and end up in the undertaker's squad. Temper your zeal with judgment. If the tires of your life-wheels are pumped up too tight, you will find you have a rough road to travel, and will get shaken up tremendously; if they are flabby, you will make poor headway and spoil your tires. Keep your bearings well lubricated with the oil of diligence and perseverance, and see that every nut is screwed home by the wrench of determination. Always keep to the right, and so avoid collision with the wrong-doer and the evil-disposed, and keep your eyes open to see danger and avoid it. Ring your bell vigorously when the Prince of Darkness appears before you, that he may flee before you and leave you a clear road to a correct living. Keep yourself erect, that men may see that you possess the full stature of a man. Don't run amuck through temptations, with your back in the air and your eyes between your feet, or you will surely be lost.

FOLDING TABLE



CASH WITH ORDER.



STERLING FURNITURE CO.
GRAND HAVEN, MICH.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50& 5
Central Fire.....	25& 5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz net 50
Corrugated.....	1 25
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 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
20 to 60 advance.....	Base
10 to 16 advance.....	06
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
1 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 1/2 advance.....	85
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
PLANES	
Ohio Tool Co.'s, fancy.....	250
Sciota Bench.....	60
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 1/4c per pound extra.....	
HAMMERS	
Maydole & Co.'s, new list.....	dis 35
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel.....	20c list 40&10
HOUSE FURNISHING GOODS	
Stamped Tin Ware.....	new list 75&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&1
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz net 2 50

WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/4 inch and larger.....	9 1/2
Manilla.....	10 1/2
SQUARES	
Steel and Iron.....	70&10
Try and Bevels.....	60
Mitre.....	50
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	2 70 2 40
Nos. 18 to 21.....	2 80 2 45
Nos. 22 to 24.....	3 00 2 55
Nos. 25 to 26.....	3 10 2 65
Nos. 27.....	3 20 2 75
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....	
SAND PAPER	
List acct. 19, '86.....	dis 50
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's 70&10.....	50
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 05
Barbed Fence, painted.....	1 75
HORSE NAILS	
An Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nicked.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Clatern.....	85
Screws, New List.....	50
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	6 1/2
Per pound.....	6 1/2
SOLDER	
1/2 2/4.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.....	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.....	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	4 50
14x20 IC, Charcoal.....	4 50
10x14 IX, Charcoal.....	5 50
14x20 IX, Charcoal.....	5 50
Each additional X on this grade, \$1.50.....	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	4 50
14x20 IX, Charcoal, Dean.....	5 50
20x28 IC, Charcoal, Dean.....	9 00
14x20 IC, Charcoal, Allaway Grade.....	4 00
14x20 IX, Charcoal, Allaway Grade.....	5 00
20x28 IC, Charcoal, Allaway Grade.....	8 00
20x28 IX, Charcoal, Allaway Grade.....	10 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, per pound.....	9
14x56 IX, for No. 9 Boilers, per pound.....	9

The "Concave" Washboard



GLOBE CRIMP,
Per Doz., \$2.

SAVES THE WASH.
SAVES THE WASHER.

GRADUAL GROWTH.

How the Banking Resources Have Been Increased.

The bank statements just rendered, showing the condition of the banks Sept. 20, are of more than usual interest, as they disclose the progress this city is making in getting out of the slough of despond. The total loans and discounts carried by the five National and four State banks and the two trust companies show a decrease of \$435,591, in comparison with the May 5 statements, but they exceed all previous records for this season of the year. In round numbers the loans and discounts are \$879,600 ahead of one year ago and \$2,290,000 ahead of five years ago. The following will show how they have grown:

National banks	\$6,369,581.23
State banks	2,195,547.90
Trust companies	257,088.33

Total	\$8,823,817.46
Oct. 5, 1897	7,944,170.00
Oct. 6, 1896	7,959,103.14
Sept. 28, 1895	7,877,188.85
Oct. 2, 1894	6,843,715.72
Oct. 3, 1893	6,539,932.25

The stocks, bonds and mortgages show an increase of \$597,000 over a year ago, and of this \$567,000 has been in the State banks and trust companies. As compared with 1893, these holdings have increased \$1,728,000, or more than 100 per cent., and this gain has been almost entirely with the State banks. In five years, for instance, the Kent bank has increased its security holdings from \$290,508 and the Peoples from \$109,206 to \$790,518 and \$692,758, respectively. The record is as follows:

National banks	\$375,230.67
State banks	2,218,794.09
Trust companies	445,200.98

Total	\$3,039,225.74
Oct. 5, 1897	2,441,829.24
Oct. 6, 1896	2,054,217.83
Sept. 28, 1895	2,006,349.26
Oct. 2, 1894	1,701,406.46
Oct. 3, 1893	1,311,595.37

The National banks have increased their Government bond holdings \$121,167 since the July 14 report, probably the new 3 per cent. The Old National has added \$58,883 to its holdings and the Fourth National \$62,283. The total holdings are now \$478,097.

The balances carried by the banks in other banks show an increase of nearly \$600,000 over May 5, but the total is less than any report except May 5 since May 14, 1897. The increase over May last is chiefly in the State banks. The figures are:

National banks	\$1,434,670.80
State banks	893,040.04
Trust companies	317,720.00

Total	2,645,430.84
Oct. 5, 1897	2,118,807.59
Oct. 6, 1896	1,897,833.01
Sept. 28, 1895	2,483,747.48
Oct. 2, 1894	1,873,830.54
Oct. 3, 1893	1,191,786.54

The cash on hand, or idle funds in the bank vaults, is less than at any time in the last five years. There has been a decrease of \$105,000 since May and the showing is still more favorable as compared with July, and \$60,600 as compared with a year ago. The decrease has been mostly in the National banks:

National banks	\$570,827.45
State banks	259,393.52
Trust companies	27,869.87

Total	\$858,090.84
Oct. 5, 1897	918,714.98
Oct. 6, 1896	934,486.79
Sept. 28, 1895	883,392.94
Oct. 2, 1894	872,110.23
Oct. 3, 1893	1,093,395.30

The surplus and undivided profits accounts show how the hard times hit the banks. The banks are a little better off now than they were five years ago, but in that time they have written off an immense amount in bad debts and are now in pretty good condition for future growth. The records show that the National banks, particularly, suffered

during the depression. In October, 1893, they had a surplus of \$561,186 58 and five years of toil finds them with less now than they had then. The surplus now is about \$6,000 less than it was one year ago, indicating that they are still writing off, but it is believed they have now struck bottom. The State banks reached bed rock in 1896, dropping from \$166,722.39 in 1893 to \$139,567.97, and since then they have been steadily growing to the present figures.

The trust companies have not suffered any setbacks and their surplus has grown from \$84,254 17 in 1894 to the present figure:

National banks	\$533,449.24
State banks	157,495.50
Trust companies	126,875.80

Total	\$817,820.54
Oct. 5, 1897	\$143,443.39
Oct. 6, 1896	945,016.59
Sept. 28, 1895	796,138.10
Oct. 2, 1894	\$12,787.33
Oct. 3, 1893	748,054.23
Oct. 3, 1893	783,751.13

Tributary banks in Western and Northern Michigan are carrying substantially increased deposits here, as the following comparisons of bank deposits will show:

Sept. 20, 1898	\$1,303,573.07
Oct. 5, 1897	1,173,443.39
Oct. 6, 1896	945,016.59
Sept. 28, 1895	979,337.37
Oct. 2, 1894	721,257.42
Oct. 3, 1893	410,310.01

The commercial deposits carried by the National banks are not as high as in May or February, while the savings banks show an increase, but the total is higher than at any time in October in the last four years, showing more than a million increase over October 2, 1894. The record is:

National banks	\$1,869,051.44
State banks	1,401,804.46

Total	\$3,270,855.90
Oct. 5, 1897	2,759,083.39
Oct. 6, 1896	2,293,687.28
Sept. 28, 1895	2,326,759.43
Oct. 2, 1894	2,233,088.25

It has been in the savings deposits and interest bearing certificates that the greatest gain has been made, in spite of the hard times and the reduction in the interest rates. In the four savings banks the purely savings deposits have increased in five years from \$1,034,196.54 to \$3,268,792.11. Of this gain \$488,016.55 was made the past year. The certificates in the National banks have grown from \$2,055,569.50 to the present figures and in the savings banks the certificates and savings from \$1,776,305.20. The present figures are:

National banks	\$3,239,845.68
State banks	3,622,711.76

Total	6,862,557.44
Oct. 5, 1897	6,097,593.56
Oct. 6, 1896	5,450,412.23
Sept. 28, 1895	5,685,753.39
Oct. 2, 1894	4,313,179.19
Oct. 3, 1893	3,831,874.70

The total deposits show a wonderful growth in five years and the increase has been in all departments—commercial, savings and certificates and bank deposits. The total deposits now are greater than ever before in the history of the city. They show a gain of \$1,500,000 over one year ago, and \$5,700,000 in five years. The total deposits carried by the National banks alone now are within \$46,000 of the total deposits in all the banks five years ago. The increase has been by the National and savings banks alike and the trust companies have nearly doubled. Five years ago the National banks had \$3,986,871.06 in deposits and the savings banks and trust companies together had \$2,613,473.37. The record now is as follows:

National banks	\$6,554,461.08
State banks	5,031,935.41
Trust companies	732,135.43

Total	12,318,531.92
Oct. 5, 1897	10,799,525.08
Oct. 6, 1896	9,317,741.51
Sept. 28, 1895	9,863,515.08
Oct. 2, 1894	7,494,098.28
Oct. 3, 1893	6,600,344.43

Hides, Pelts, Tallow, and Wool.

Hides show no change in supply or demand. Packers control the situation. There is not enough country take off to cut any figure. Calf and kip are a shade easier but are still at high values.

Pelts are sought after, but are generally scarce.

Tallow is in more demand, with a slight advance.

Wool is firm at old prices, with more enquiry, but sales do not show up any greater. Old stocks are well used up and new orders come from the Government and more are advertised. The manufacturer who takes an order must buy wool to fill it with. The heavy weight season is close at hand and the patient waiting of holders is likely to be rewarded in the near future, but prices are not likely to change immediately. Large blocks of foreign are being returned to London.

Wm. T. Hess.

The trouble with a great many young men is they don't like to work between meals.

WANTS COLUMN.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

FOR SALE OR EXCHANGE—\$5,000 TO \$10,000 in notes and judgments. Address H. G. Cobbs, Kome City, Ind. 7 5

FOR SALE FOR CASH ON ACCOUNT OF Ill Health—\$4,500 stock of general merchandise; new stock; cash trade last year \$18,500; will bear inspection. Address Box 231, Swazee, Ind. 7 4

A SPLENDID FARM OF 240 ACRES TO EXCHANGE for stock of goods. Address Box 13, Custer, Mich. 723

TO RENT IN MENDON, ST. JOSEPH COUNTY, Mich.—One or two large brick stores in Opera House Block. Write to Levi Cole. 722

FOR SALE—HALF INTEREST IN A WHOLESALE butter and egg business. Enquire or write to E. N. Pettit, 98 South Division St., Grand Rapids. 721

DRUG STORE FOR SALE AT A BARGAIN, or will consider good deal. Address No. 720, care Michigan Tradesman. 720

TO HOTEL MEN—BUY THE FURNITURE and secure the lease of a good hotel in Northern Michigan. A splendid chance; will bear investigation. Address Baxter, care Michigan Tradesman. 726

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

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

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

FOR SALE OR RENT—COMFORTABLE NINE room house and barn at 44 Pleasant avenue, oppos to 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—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 trades. Address No. 610, care Michigan Tradesman. 610

FOR SALE—A FINE SELECTED STOCK OF shoes, rubbers, etc.; best town in the State; stock all 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. 676

FOR SALE—DRUG, BOOK AND STATION-ery stock, including \$4,500, and fixtures including \$300, which includes show cases, shelving and bottles. Daily cash sales in 1891, \$2,422.80; 1893, \$31; 1894, \$31.65; 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. Medaile, Mancelona, Mich. 553

COUNTRY PRODUCE

WANTED—BUTTER, EGGS AND POULTRY; any quantities. Write me. Orrin J. Stone, Kalamazoo, Mich. 706

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

WANTED—1,000 CASES FRESH EGGS, daily. Write for prices. F. W. Brown, Ithaca, Mich. 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—SITUATION IN A CLOTHING or general store by an A. N. 1 salesman. Address No. 685, care Michigan Tradesman. 685

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



Lily
White

"The Flour the Best
Cooks Use"

And the kind you ought to Sell.

Made only by a

Valley City
Milling Co.

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 9:30am
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
+ 12:53pm Gd. Haven and Intermediate. + 3:12pm
+ 5:32pm Gd. Haven and Intermediate. + 10:05am
* 7:40pm..... Gd. Haven and Chicago..... 8:15am
+ 10:00pm..... Gd. Haven and Mil. 6:40am
Eastward—No. 16 has Wagner parlor car. No. 22 parlor car. Westward—No. 11 parlor car. No. 17 Wagner parlor car.
*Daily. +Except Sunday.
E. H. HUGHES, A. G. P. & T. A.
BEN. FLETCHER, Trav. Pass. Agt.,
C. A. JUSTIN, City Pass. Agent.
97 Monroe St. Morton House.

GRAND Rapids & Indiana Railway 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 00pm 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 Passr. and Ticket Agent.
W. C. BLAKE,
Ticket Agent Union Station.

DULUTH, South Shore and Atlantic Railway.

WEST BOUND.

Lv. Grand Rapids (G. R. & I.) + 11:10pm + 7:45am
Lv. Mackinaw City..... 7:35am 4:20pm
Ar. St. Ignace..... 9:00am 5:20pm
Ar. Sault Ste. Marie..... 12:50pm 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.

Fall Weddings

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

TRADESMAN COMPANY
GRAND RAPIDS.

Holiday Goods

afford BIG PROFITS
if you buy from us.

FRANKE BROS., Muskegon, Michigan.

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

J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel.

The Michigan Mercantile Agency

Special Reports.

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

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

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

The President of the United States of America,

To

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

GREETING:

Whereas,

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

ENOCH MORGAN'S SONS COMPANY,

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

Now, Therefore,

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

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

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

Witness,

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

[SEAL]

[SIGNED]

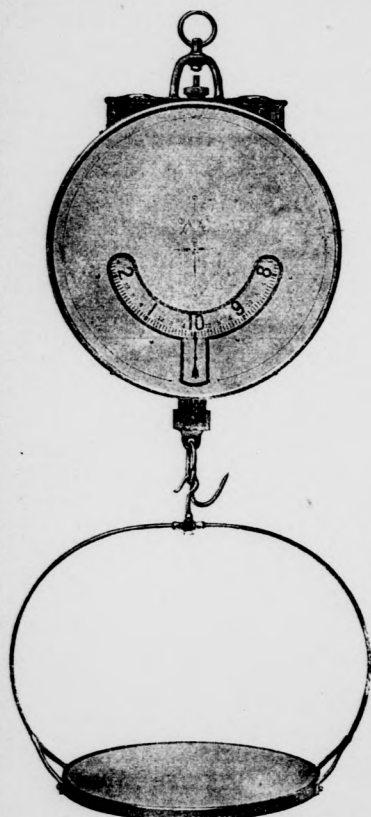
S. D. OLIPHANT,

Clerk

ROWLAND COX,

Complainant's Solicitor

Not for Anything on Earth



Would our customers abandon the **Money Weight System** and go back to old pound and ounce methods.

There Must be Some Good Reasons for This. What Are They?

1st. Our Government's standard of weights and standard of money conflict.

2nd. Our **Money Weight System** has united the two systems.

3rd. They avoid mistakes in calculation.

4th. They prevent overweight.

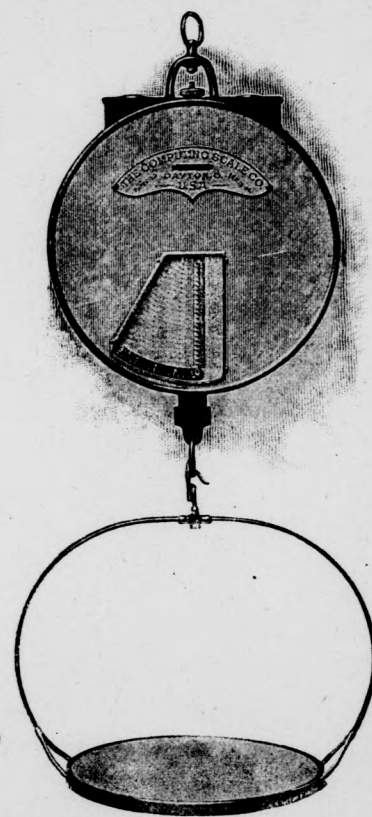
5th. They insure you a profit on every ounce of goods retailed from your store.

6th. They are pronounced a success by nearly 50,000 merchants in the United States and Canada.

For full information address

The Computing Scale Co.,

Dayton, Ohio.



An Announcement

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

Enameline THE MODERN STOVE POLISH PASTE, CAKE OR LIQUID

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

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

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.