

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS. \$1 PER YEAR

Volume XVI.

GRAND RAPIDS, WEDNESDAY, OCTOBER 12, 1898.

Number 786

JESS

TOBACCO

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

JESS TOBACCO

FOR SALE ONLY BY
MUSSELMAN GROCER CO.
GRAND RAPIDS, MICH.

OUR

LEADER

PURITY AND STRENGTH!

FLEISCHMANN & CO.'S COMPRESSED YEAST

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

ABSOLUTELY PURE

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

FLEISCHMANN & CO.

Detroit Agency, 118 Bates St.
Grand Rapids Agency, 26 Fountain St.

Change Your Business Methods

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

Tradesman Company, Grand Rapids, Mich.

We Make Them!
What?
Why!

Air-Tight Heaters

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

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

What Care We for Wind or Weather; Give Us a

“MR. THOMAS”

The Most Popular Nickel Cigar on Earth

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

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

Mail Orders Solicited.



IF YOU ARE A DEALER

in LIME and
do not handle

PETOSKEY STANDARD

you are not doing as well as you might for
yourself and your customers. No other
Lime is as satisfactory to dealer or user.

PETOSKEY LIME CO., - Bayshore, 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.

STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

OILS

NAPHTHA AND GASOLINES

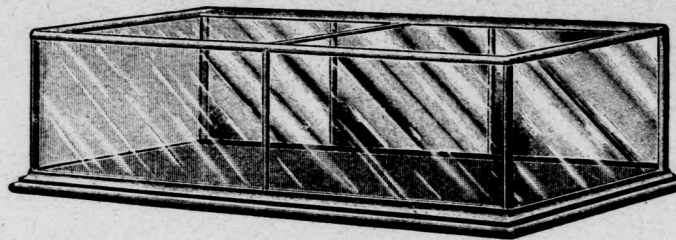
Office and Works, BUTTERWORTH AVE.,

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.

BRYAN SHOW CASE WORKS



Manufacturers of

Display Cases Specially Designed for Any Kind of Merchandise.

Catalogue and Prices very Attractive.

BRYAN, OHIO



This Showcase only \$4 00 per foot.

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

PORTRAIT CALENDARS

We have lately placed on the market a line of portrait calendars which we think superior in many respects to the colored calendars so long in use, in that the customer who hangs up a calendar with the merchant's portrait thereon will think of him and his establishment every time he glances at the calendar. This line of calendars is 7x11 inches in size, printed on heavy 8-ply coated litho. cardboard, with portrait of merchant, or his clerks, or his family at top of card and large monthly calendar pads wire stitched to lower portion of card, samples of which will cheerfully be sent on application. We can make calendars in any size desired, printed either from engraved plates or from type, with monthly pad, in one or two colors of ink.

We also have on hand a large line of fancy colored calendars, which we can furnish on exceptionally favorable terms. In case you conclude to favor us with your order, for anything in the calendar line, you can rest assured that your order will receive painstaking attention by experienced workmen from start to finish.

TRADESMAN COMPANY,

GRAND RAPIDS.

MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, OCTOBER 12, 1898.

Number 786

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

Commercial Credit Co. Ltd.
Private Credit Advice
Collections and
Commercial
Litigation
WIDDCOMB BLDG.
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.

SOLDIERS AND INDIANS.

The trouble with the Pillager band of Chippewa Indians on the Leech Lake reservation in Northern Minnesota appears to have ended with the battle on Bear Island.

Never before have American soldiers had the opportunity to distinguish themselves, in the space of a little more than three months, in climates so different and widely separated, as have the men of the 3d Infantry. In July, under a tropic sun, they were bravely fighting the Spaniards at Santiago; in October, amid falling snow, they met the sudden attack of a superior number of well-armed American Indians with a courage and a discipline that slowly but surely beat back and completely routed the foe. All honor again to the regular army soldiers.

When these Pillager Indians are subdued, the Government should make a thorough investigation into the causes of the trouble. Although they began the fighting, the Red Men may not have been wholly at fault. They certainly have some well grounded grievances. For instance, during the administration of Hoke Smith, the last democratic secretary of the interior, an incompetent and dishonest lot of so-called "examiners" was turned loose on various Chippewa reservations in Minnesota. These men were appointed on the recommendation of politicians, as the civil service rules had not been extended to cover their positions. Many of these examiners knew nothing whatever about their duties. When they were supposed to be out ascertaining the amounts and kinds of timber growing on the several tracts, as a basis for the sale of it to white lumbermen outside, many of them stayed in their camps or backwoods hotels. When it became necessary to make a report to headquarters, they framed their estimates by comparing guesses. On the strength of such estimates the timber on a number of tracts was sold, the result being that the Indians got considerably the worse of the transactions.

A while ago it was proposed to move the Pillagers from Leech Lake to the White Earth reservation. In the last Indian appropriation bill an item of \$35,000 was inserted to pay them for improvements on their property, but it was stricken out before the bill became a law. The Pillagers may have been led to believe that they would be moved and would receive no pay for their improvements, although as a fact the Indian bureau had no intention of transferring them.

To the above grievances was added that which was mainly instrumental in precipitating the present conflict. Although the deputy marshals deny that they ever withheld any court money from Indians as witnesses in United States cases, the facts are against them. It is certain that when Bush Ear, the chief of the Pillagers, appeared at the court in Duluth some time ago as a witness in a liquor selling case, he had to pay his own expenses there and walk back home. When summoned to appear again as a witness, he refused to do so,

and when he was arrested he was taken from the officers by members of his band. Warrants were secured for the arrest of these Indians, and the attempt to execute these warrants led to a conflict with the soldiers.

HONORS FOR THE BRAVE.

It is reported from Washington that Secretary of the Navy Long proposes to recommend to Congress that the rank of Admiral of the Navy be revived, for the express purpose of conferring the honor on Admiral Dewey, the hero of Manila. This rank was first created for Admiral Farragut, the naval hero of the Civil War, and after him was held by Admiral Porter.

There can be no doubt whatever that Admiral Dewey has richly merited this contemplated distinction. His victory at Manila was one of the most daring and masterly maneuvers in naval history and to his success was, in a very large measure, due the short duration of the war. Spain never recovered from the crushing blow dealt her fleet at Manila. The complete annihilation of Admiral Montejó's squadron completely shook the faith of the Spaniards in their navy; whereas, on the other hand, it infused renewed confidence into the officers and men of the American fleet. Admiral Dewey's victory was, therefore, the great triumph of the war, and, as the principal actor in that event, he has undoubtedly a right to be considered the hero par excellence of the conflict and should be honored accordingly.

Admiral Dewey's overwhelming victory at Manila was not the only service he rendered. During the several months which followed the destruction of the Spanish fleet he maintained his position in Manila Bay and managed affairs with consummate tact and skill. While patiently waiting for re-enforcements, in order to enable him to capture and hold the city of Manila, he steadily prepared for the final onslaught by closely investing the city and shutting it off from communication with the outside world.

There is little doubt that Congress will revive the rank of Admiral of the Navy in order to honor Dewey, and there is still less doubt that such a course would meet with the universal approval of the people of the country. Dewey will for the future always be revered side by side with Farragut as one of the Nation's great naval heroes, and, like Farragut, he should enjoy a rank higher than that conferred upon any other contemporaneous naval officer.

While the American people are preparing to honor their naval hero, Spain is not unmindful of hers. The gallant but unfortunate Admiral Cervera is to be made a life Senator, one of the highest honors Spain confers. Every American will rejoice at this, as the quiet dignity and calm fortitude of the fine old sailor under misfortune, his gallantry in battle and his unflinching courtesy won him golden opinions from all who came in contact with him. He brought his squadron out of Santiago against his better judgment at the command of his superiors and he made a gallant fight against overwhelming

odds, until his ships were set on fire and riddled. There was a fear that the Admiral might receive but cold treatment at the hands of his government and countrymen; but, to their credit, the Spaniards recognized the fact that, although defeated, Cervera reflected credit on his country by his personal bravery and his obedience to orders in the face of certain destruction.

There has been a great change in German public opinion on the subject of the retention of the Philippine Islands by the United States. The feeling toward America, generally, is much more favorable than it was a couple of months ago. The papers have been publishing long letters from German merchants settled in the islands, in which American annexation is strongly advocated. In Berlin, last week, a delegation representing German and German-Swiss firms in the Philippines called at the United States embassy to express hopes that America will not relinquish the islands, and above all not return them to Spain, which, the delegation claimed, would mean a recurrence of the revolution and the perpetration of commercial troubles.

Russian merchants do not let the grass grow under their feet where they are at a disadvantage in trading with a foreign country. Sir Michael Hicks-Beach stated some time ago that Great Britain had a great pull over Russia so far as the Chinese trade was concerned in the difference between the cost of carriage by sea and the freight charges on the Trans-Siberian Railway. Russian traders have made representations to Prince Khilkoy, the Russian minister of ways and communications, with the result that he has undertaken to prepare a tariff for through charges for Russian goods, which will be as low as or lower than steam sea transport by either England or Germany.

It has been shown that the railway system in the United States employs 36,000 locomotives, 26,000 passenger cars and 9,000 mail and baggage cars. These figures seem large until the number of freight cars is stated, which is 1,250,000. The system, with its gigantic equipment, is practically the growth of a single generation. With the addition of another quarter or half a century, posterity ought to stand and gaze at its stupendous proportions. But it will probably be gradually educated out of all its capacities of wonder, as we have been out of many of our own.

Austria-Hungary is making an interesting experiment to open up new channels for its trade. A steamer, the Poseidon, fitted up as a floating exhibition of the products of the monarchy, will soon leave Trieste for the chief ports of the Levant, the Red Sea, Hindostan, the East Indies, China and Japan. Its arrival will be extensively advertised beforehand at each port, and commercial travelers on board will try to secure orders for the exhibitors and to find capable agents at the points touched.

Dry Goods

The Dry Goods Market.

Staple Cottons—Brown cottons are somewhat irregular, but prices are no lower. There is more improvement noted in ducks, particularly in the colored lines. Bleached cottons are without interest, except for the shirting trade, and this industry has ordered quite a fair amount. Wide sheeting, cotton flannels, blankets and coarse colored cottons are firm and unchanged in price.

Prints—Cheap fancy calicoes have been the feature of the week in nearly all houses. Indigo prints have been somewhat quiet for some time past. Mourning prints are steady. Turkey reds are represented as quite irregular. There is also some unsteadiness represented in napped dress goods. Percales are in good request by both jobbing and manufacturing places for spring business.

Dress Goods—While it is impossible to make any prediction in regard to the turn that matters will take in the dress goods market for spring, it seems practically safe to say that plain goods will be decidedly favored and that those with small effects will constitute the bulk of the trading. On account of the increase in the purchases of wool dress goods for fall, jobbers are inclined to think that the better grades for dress goods for spring will be called for, the soft, all-wool lines and those composed of wool, principally. This, however, is a rather rash prediction, and it will not be well to bank too heavily on it. The season is young and as the jobbers have learned from bitter experience in the past, many changes may take place in a very short time.

Woolen Goods—The amount of cheap wool still held by manufacturers, and the manner in which it is distributed, are matters of vital import to the trade, but they will not be fully disclosed until the heavyweight season opens. Many shrewd observers believe that ante-tariff wool will prove more of a demoralizing factor at the opening of next season than it has been in the lightweight business to date. The opening of the present season found the majority of mills with more or less cheap wool on hand. Those that secured the bulk of the lightweight business have materially reduced their stock of cheap raw material, and the fact that the large mills secured the larger part of this business and have since been large buyers of wool forces the inference that the small mills are the principal owners of cheap wool to day and are likely to be the strongest competitors for business next season. There is hardly a manufacturer who is not going to show something remarkable in the way of a cheap fabric next season. The large manufacturers are the ones who are loudest in their statements that material advances must be had upon heavyweights. Advances will undoubtedly be obtained some time during the season, but there is good reason to believe that the opening will find just as cheap fabrics as have ever been shown in the market.

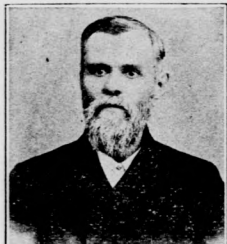
Carpets—The carpet industry, in general, continues very quiet, as most of the manufacturers have about completed their initial orders and duplicates have not materialized to any extent. Some have also completed their samples for the coming season, which opens about November 1. Unless new business is received very soon, there will be a

larger number of looms idle. A few ingrain manufacturers are at work on granite ingrains, which continue to have a very fair call, as they are cheap. Pro-Brussels has also been more active this season than for any previous time. Cheap tapestries have had a very fair run, but it is a well-understood fact that manufacturers who have continued to make goods at current market prices have not made any money this season. They are hopeful that next season will see a change for the better, not only in this line but also in all lines of carpet. One prominent carpet firm is willing to prophesy that within two years we shall have seen the height of the straw matting business, which will then commence to decline as the purchaser begins to get back to his normal purchasing power and buys more all wool carpets.

He Wanted Mustard.

It was in the army. The boys had a meal of beef that had been corned by a bath in a salt-horse barrel. They all thought it a treat until one of the party remarked: "A little mustard wouldn't go bad." "That reminds me," said another; "you just wait a few minutes." A quarter of an hour later he returned, and, producing a screw of paper, he said: "Oh, yes; here's that mustard." "Where did you get it?" said the others in chorus. "Up at the surgeon's. The sick-call, you remember, sounded as we were talking about the mustard. It occurred to me that a little mustard for my lame back would be just the thing." "But you haven't got any lame back." "But I have got the mustard."

Prefer short credit to long, cash to credit, either in buying or selling, and small profits with little risks to the chance of better gains with more hazards.



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.

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.



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.

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.

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.

America to Compete With English Needle Makers.

From the Pittsburgh Dispatch.

Pittsburg proposes to enter into competition with Worcestershire, England, and bring forth the Nation's supply of needles. Options have already been secured on a tract of land lying along the Monongahela, near here, and indications are favorable for the establishment of a plant within a few months. The industry is to be introduced into this city, and into other parts of the United States, on a much larger and more modern scale than that of English plants, enabling the Iron City to compete easily with European factories that have thus far maintained a monopoly of the world's output. The company is to be known as the American Needle Company, and it is the intention to have at least three plants in the United States, with an aggregate capacity almost double that of the Old World factories.

All grades, from the delicate cambric needle to the huge darning and sailors' needles, will be turned out. The steel needle was first shown to the world at Nuremberg, at the close of the Fourteenth Century. An old-time Spaniard improved slightly on the pattern then in use, after which an Englishman conceived the idea of grooving the thin steel wire and polishing it. Then the industry became established at Redditch, in Worcestershire, England. This was over two hundred years ago, since which time the English manufactory has been supplying the inhabitants of the globe.

Before Emperor William was ever thought of, even before Bismarck had received his first slash at a fencing tourney in Heidelberg, the Germans were concerned in the manufacture of needles. In the celebrated Westphalian district, near the present locality of Krupp's great gun works, they set up a plant for the manufacture of the sharp-pointed steels. But a clever Englishman came along, bought the outfit and removed the entire works to his own land. This, to an extent, is the history of the needle industry. To-day England is turning out thousands of boxes of the shining steels and shipping them all over the world.

Needles are made of crucible steel of the finest quality. Their manufacture requires great skill on the part of the operatives, and all machinery used must be of special construction. From the melters the steel comes in small pots, the molten metal being immediately transferred to gauges, which bring it forth as wire from one-fiftieth to one-seventieth of an inch in thickness. This wire is delivered to the next process, and by the aid of gauges the coils are cut with precision into proper lengths, each sufficient for two needles. These lengths, having the curvature of the coil and other inequalities, are next straightened. The bundle thus to be equalized contains from 4,000 to 5,000 lengths, packed in strong iron rings. It is then heated and pressed on an iron plate having two parallel grooves in which the rings fit. Over this plate the bundle works backward and forward by the pressure of an oblong, slightly curved iron tool having two longitudinal slits through which the edges of the rings project. By combined pressure and rolling the lengths become straight.

The pointing of the needles is done on a dry grindstone, and is attended with great danger to the operative, arising from the sparks and dust created. One operative in ten hours is able to point 100,000 needles. The pointing machines consist of wheels, to the periphery of which the wires to be pointed are held by a rubber band. In eyeing the needles they are again heated. Each is separately stamped by means of a die, with the grooved and round impressions of two needle-heads set end to end. Through these stamped heads the eyeholes are perforated by a screw press working a pair of fine steel punches or prongs. The polishing process is done on an emery wheel. Acid is also used in this process.

The projectors of the plant have not completed their plans, but it is stated that the New Yorkers interested favor one of the Pittsburgh sites.

How a Young Woman Can Collect Bills.

"Speaking of collecting bills," remarked a Chicago man the other day, "we have devised a most effective system in the Windy City. Here, instead of young men, they employ young women. I tried it myself, and it worked like magic. A fellow by the name of Green owed me a small bill, a matter, I think, of \$17 or so. It seemed impossible to make him pay it, so I engaged the services of a pretty and stylish girl. I sent her around to his office. He was out. She called again. He was still out, but, nothing daunted, she made the third and the fourth call. The fourth time he was in, but he firmly refused to pay the bill.

"Look here, Mr. Green," said the girl, "I will make a proposition to you: If you will pay five cents a day on this bill I will call each day and collect that amount until you have paid it in full."

"But Green was a hard party. He again refused, and the girl left the office apparently crestfallen. The next day she did not call at his office, but she did call at his house. The door was opened by the servant.

"Is Mr. Green in?" asked the young woman.

"No, ma'am."

"The girl left, but it seems that the servant duly reported the call of the pretty and stylish young woman who was so anxious to see Mr. Green to his wife. The next day when the young woman again called, the wife hung over the banisters, taking a peep at the caller on her own account. The young woman asked if Mr. Green was in.

"No, ma'am," answered the servant, "but his wife is." The wife had told her to say this, of course.

"His wife!" stammered the girl. "Why, has Mr. Green a wife?"

"The wife, hanging over the banisters, heard this. She turned pale and gasped for air, while the girl, seemingly very much confused and distressed at her discovery, went on down the steps and into the street. It is impossible to say just what happened at that house that night, whether pokers and curling tongs were hurled, the furniture was torn from its foundations and flung madly about or the roof raised skyward; but one thing I do know, the next day Green promptly paid the \$17. And the girl didn't call at his office for it either. He came around and handed me the money himself, and he seemed to think he was getting off pretty easy at that."

No one can rise who slights his work.

Established 1880.

Walter Baker & Co. LTD.

Dorchester, Mass.
The Oldest and
Largest Manufacturers of



PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

on this Continent.

No Chemicals are used in their manufactures.

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

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

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

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

Walter Baker & Co. Ltd.

Dorchester, Mass.

EVERY PROGRESSIVE MERCHANT GIVES PREMIUMS

Premiums are a splendid, legitimate advertisement. They bring increased trade. They induce customers who have been buying on credit to buy for cash. No plan has ever been devised to bring such results at a small expense.

Just Issued a Special Catalogue of Holiday Goods ❁ ❁ ❁

Buy a line of these goods now and show your customers what a beautiful present they can get by the time the holidays come around.

Our line of silverware is more complete than ever. Scales, hatracks in new styles, clocks at special prices—in short, a larger, more desirable and cheaper line than can be found elsewhere.

Write for catalogue and prices.

The Regent Manufacturing Co.

174 Wabash Ave., Chicago, Ill.

PIANOS

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



A. B. Chase and
Ann Arbor
Organs

A full assortment of Sheet
Music and Musical 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.

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

Around the State

Movements of Merchants.

Ramsey—N. Norman, Jr., grocer, has removed to Plumer, Wis.

Wexford—Ella Guernsey has engaged in the millinery business.

Athens—Wm. Rider has opened a harness shop at this place.

Bay City—Mrs. C. C. Brooks has opened a new millinery store.

Hadley—John Neely has sold his flouring mill to Marshall E. Smith.

Lansing—Leo. Ehrlich has purchased the grocery stock of R. C. Peez.

Pinckney—Albert Reason has sold his grocery stock to Richard Clinton.

Charlesworth—Chas. Barnes, general dealer, has removed to Devereaux.

Marshall—Ray E. Hart has purchased the general stock of Edgar G. Brewer.

Carson City—M. V. Moore has purchased the jewelry stock of Geo. Bergen.

Brown City—J. H. Linck has embarked in the grocery and notion business.

Hancock—Louis Burns has engaged in the wholesale fruit and produce business.

Edenville—I. B. Weinberg succeeds Weinberg & Himelboch in general trade.

Saginaw—Geo. W. Mowbray succeeds Mowbray & Edwards in the grocery business.

Mt. Morris—Mr. Strassburg has sold his meat market to J. D. Burr, of Thetford.

Benton Harbor—W. D. Burkham has opened a retail oyster house in the Stevens block.

Port Austin—Robert E. Hawks, grocery and hardware dealer, has removed to Midland.

Marquette—Peter Molitor, dealer in ladies' furnishing goods, has removed to Calumet.

Adrian—Jas. R. Haight has established a 5 and 10 cent store on South Main street.

Traverse City—R. N. Faulkner, of Charlevoix, has opened a restaurant on Front street.

Owosso—Frank Moseley has opened a branch meat market at 111 South Washington street.

Ithaca—W. L. Moyer, late of St Johns, has embarked in the confectionery business.

Marine City—Lena (Mrs. Chas.) Englehart has retired from the boot and shoe business.

Laurium—The F. J. Hargrave Co., lately of Ewen, has just opened a general store here.

Kingston—W. L. Baker succeeds J. K. Thomas in the furniture and undertaking business.

Menominee—E. C. (Mrs. Jos. H.) Somerville has sold her grocery stock to A. M. Ruprecht & Co.

Ann Arbor—H. R. Lovell has purchased the fancy goods and notion stock of Elizabeth G. Walton.

Richmond—Gus Beier has opened a meat market in the store building recently purchased by him.

Owosso—Hookaway & Son, grocers and produce dealers, will shortly add a line of crockery and glassware.

Fremont—Jacob Weiss, general dealer at New London, Wis., will put in a complete general stock at this place.

Ludington—Alex. Poirer has begun the erection of a brick structure adjoining his grocery store, which he will use as a feed store, in place of the building recently torn down.

Hancock—The Hancock Finnish Trading Co. is the name of a new general merchandise institution just opened here.

Germfask—J. H. Stone, of East Jordan, has again assumed the management of the lumber mill of J. L. Newberry.

Jackson—Will J. Campbell, of Boise City, Idaho, has opened a grocery store at the corner of Main and Jackson streets.

Sault Ste. Marie—L. H. Hill, of Lockport, N. Y., has engaged in the dry goods and men's furnishing goods business.

Baraga—Hugh Nesbitt, the hardware dealer, is traveling in the West. He has visited thus far Oregon, Washington and Idaho.

Cheboygan—Chas. W. Ives has sold his interest in the drug firm of Ives & Small to his partner, who will continue the business.

Portland—M. J. Dehn has purchased the clothing and furnishing goods stock of Wm. Love and consolidated it with his own stock.

Negaunee—John Shea has opened a branch store in the Tracey building, carrying a line of dry goods and men's furnishing goods.

Central Lake—H. Sissons & Co. have sold their dry goods and grocery stock to Boyce & Barber, who will continue the business at the same location.

Eaton Rapids—It is reported that Mrs. T. W. Daniels will put in a new stock of dry goods in her store building as soon as it is vacated by Jas. Parks.

Barryton—Leonard Schrock, of Clarks-ville, announces his intention of erecting an elevator and warehouse adapted to the handling of grain and produce.

Coldwater—C. F. Zapf, grocer at this place, will remove to Bronson December 1, having purchased the grocery stock of Coward & Monroe at that place.

Battle Creek—W. I. Fell, late of the clothing firm of Densmore & Fell, of Ypsilanti, has purchased an interest in the clothing house of the Riley-Fisher Co.

Owosso—A. L. Keiff & Son and Jack Pfeifle, merchant tailors, have consolidated and will hereafter conduct but one shop, occupying the location of Keiff & Son.

Thompsonville—Mayber Bros. & Co., of North Manchester, Ind., have established a buying depot here for the fall and winter. They are represented by Chas. Naber.

Owosso—Freeman Arnold, of this place, has purchased the interest of Mr. Tompkins in the grocery firm of Tompkins & Coons. The business will be continued under the style of Coons & Arnold.

Benton Harbor—Seeley McCord and J. S. Miller have formed a copartnership under the style of McCord & Miller and engaged in the wholesale meat business. They will purchase stock and do their own killing.

Jackson—Richardson & Knight, whose wholesale and retail millinery stock was recently destroyed by fire, have opened a retail store in the Durand block, pending the repairs to the building in which they were located prior to the fire.

Tallman—C. W. McPhail, President of the State Savings Bank of Scottville, has purchased the store buildings of the Tallman Building Association and will occupy them with a general stock, which will be conducted under the management of Robert McIntyre, of Detroit.

Lansing—Daniel W. Buck, Lansing's pioneer merchant, celebrated the fiftieth anniversary of his establishment in business here Oct. 8. On Oct. 8, 1848, he opened a small furniture store here, and in 1865 moved to the corner he still occupies.

Petoskey—Guy M. Harwood and Walter Kephart have purchased the drug stock of E. J. Burrell and will continue the business at the same location. Mr. Kephart will give the business his personal attention, removing to this place from Lansing.

Menominee—E. B. Norris, of Saginaw, who has had charge of the Menominee Hardware Co.'s business here for the past four months, has returned to Saginaw, where he will continue in the employ of Morley Bros., who are interested in the Menominee establishment.

Lansing—Geo. M. Hodge and G. Spaniole have consolidated their fruit and produce business and formed a copartnership under the style of G. M. Hodge & Co. The combination is a good one for both parties to the deal, as it will enable the house to carry a larger stock than either could afford to carry alone.

Hart—J. H. Colby has returned to Hart and purchased the hardware stock of E. A. Noret, which he formerly managed while engaged in the business here under the style of Noret & Colby. Mr. Colby is a hardware man of experience and judgment and his return to Hart is a matter of congratulation among the other merchants of the place.

Allegan—M. B. Moore and F. P. Potter have purchased the drug stock of E. T. VanOstrand and will continue the business at the same location. Mr. Potter is a registered pharmacist and has been in the employ of W. J. Garrod the past twelve years or more, and is fully competent to take charge of the store and business, which he will do. Mr. VanOstrand proposes to engage in other business, although the kind is not stated.

Belding—Local dry goods merchants had a little fun among themselves last Saturday that made business in the calico line very lively. They got up a run on this line of goods that finally put the price down as low as ten yards for 8 cents, and the public took the benefit. It is said that H. J. Leonard sold 2,000 yards during the afternoon, W. F. Bricker sold every last yard he had, while the Booths did a bustling business all day.

Manufacturing Matters.

Alden—Amidon Bros. have removed their shingle mill from Lake Ann to this place.

Sparta—The Welch Folding Bed Co. is running twelve hours a day in all departments.

Petersburg—Eesley & Sons, who operated a grist mill at this place, have removed to Midland.

Sturgis—Arthur Hibbard has purchased the grist mill and implement stock of C. O. Gardner.

Saginaw—The Saginaw Manufacturing Co. is running its washboard department twelve hours a day.

Carsonville—Chas. J. Walker continues the lumber and grain business formerly conducted by Walker & Ellertorpe.

Eaton Rapids—Hornor Bros. are contemplating the erection of a woolen mill, to be operated in connection with their present plant.

Flint—Wm. F. Stewart has merged his carriage body manufacturing business into a corporation, under the style of the W. F. Stewart Co.

Rockford—H. H. Childs has begun the work of reconstructing the paper mill recently burned at Child's Mills. The building will be of brick.

Quincy—Frank Globensky has purchased his brother John's interest in their business and is now sole proprietor of the stavemill and cooperage works.

Summit City—L. K. Gibbs & Son have purchased the Stroub sawmill, at Horton's Bay, and will remove it to the tract of timber they own near this place.

Lansing—L. T. Wilcox has resigned as manager of the oil stove department of E. Bement's Sons. W. J. Isaac, the factory superintendent, has also tendered his resignation.

Coopersville—F. J. Young, formerly of Ravenna, but more recently located at Aumsville, Oregon, has returned to Michigan and purchased the grist mill of Peck Bros., at this place.

Detroit—The Van Buren Creamery Co. has filed articles of incorporation in the County Clerk's office. The capital stock is \$2,500, of which \$1,250 is paid in, and the incorporators are thirty two in number.

Benton Harbor—The Peters Lumber Company's mill has been unable to keep even with demands, and the company has been obliged to buy about 6,000,000 feet of pine and hemlock from its neighbors to make up the shortage.

Albion—A. J. Gale and A. A. Gale have purchased a half interest in the Albion Gas & Coke Co. The company has been reorganized with A. J. Gale as President, W. A. Foote (Jackson), as Secretary and E. P. Robertson as Treasurer.

Metropolitan—The Metropolitan Lumber Co. has sold 6,000,000 feet of lumber to C. P. Easton & Co., of Albany, N. Y. The stock will be shipped from the mills here to Escanaba, thence by water to Buffalo. Shipment is to begin at once.

Menominee—The old sawmill of the Ludington, Wells & Van Schaick Co. will be operated during the coming winter. It will be started soon after January 1. Hardwood and pine will be sawed and the output will amount to 7,000,000 to 8,000,000 feet.

Detroit—Thorpe, Conely & Co., manufacturers of drug products, have uttered a chattel mortgage for \$3,022, running to Fred J. McMurtrie as trustee for numerous creditors. The largest item is a note to the State Savings Bank of \$1,650. The same firm also uttered a bill of sale covering a part of the manufactured stock in hand and the plant.

Saginaw—John S. Porter has established a novel industry here in the shape of a factory for the production of cedar plugs which are driven into railroad ties where it has been necessary to draw the spike. These plugs are four and a half inches long, and Mr. Porter the other day sold 1,000,000 of these plugs to the Great Northern Railway, and he had previously sold 1,000,000 to the Minneapolis & St. Paul.

East Jordan—The East Jordan Lumber Co. is erecting a large brick building on Main street, into which it will move its stock of general merchandise in the near future. The company is erecting a new and larger sawmill on the site of the old mill A and has started to build a railroad leading from the mills to the timber lands of the corporation, which it expects to have ready for the winter's lumbering.

Grand Rapids Gossip

Henry Eaton succeeds Jewett Bros. in the drug business at 37 Monroe street.

Herman Young has opened a grocery store at Byron Center. The Ball-Barnhart-Putman Co. furnished the stock.

R. D. McNaughton has placed with the Ball-Barnhart-Putman Co. an order for a stock of groceries, to be shipped to Honor, where he has arranged to engage in trade.

E. A. Abbott & Co., who recently removed their dry goods stock from Lima, Ind., to Middleville, have added a line of groceries. The Worden Grocer Co. furnished the stock.

The Putnam Candy Co. having decided to discontinue its fruit department, Frank T. Lawrence has decided to sever his connection with that house at the end of the present week and he has accordingly formed a copartnership with Dell Lockwood, under the style of Lawrence & Lockwood, for the purpose of continuing the fruit and oyster business at 127 Louis street.

The power of organization was never better exemplified than it is at present in the attitude of the business men of Grand Rapids toward the express companies and the Bell Telephone Co. The Tradesman is informed, on good authority which can not be questioned, that 60 more Bell phones were ordered out last week and that the local shipments picked up by the express companies last week showed a falling off of 40 per cent., as compared with the pick-ups of the previous week.

Hon. Jerry H. Anderson writes the Tradesman, in response to enquiry, that in the event of his being re-elected to the House of Representatives, he will re-introduce the so-called Anderson bill, which passed both branches of the Legislature at the last session, but was vetoed by Governor Pingree. The measure repeals the iniquitous law exempting municipal employees from the garnishee process and its enactment by the Legislature would afford much relief to the mercantile interests of the State. Governor Pingree promised to approve the measure, but broke his promise, although it was made to some of his most steadfast supporters. It is understood that he regrets the circumstance and will make amends to his friends in trade by approving the measure in the event of its again passing the Legislature.

The Grain Market.

Wheat has gained strength since our last report. The receipts were of large size in the Northwest, but exports were again very large—so much so that the visible showed only 947,000 bushels increase, which is 500,000 bushels less than was expected. The foreigners seem to be taking our wheat right along. This does not show that there is such plenty in other wheat-exporting sections as they try to make this country believe. When our exports run up to nearly 1,000,000 bushels a day and large acceptances daily, it goes to show that our wheat is wanted. There seems to be trouble brewing between England and France, on account of the Egyptian question, and it looks a little like war, but we presume that is all that it will amount to, as they probably will not get the war fever to boil so as to commence hostilities. However, the war talk has

made strong markets in wheat. Should this demand continue we must look for firmer markets, especially as our visible is not increasing as fast as the bear element would like to see it increase. Less than 1,000,000 bushels, with the small amount in sight, makes the bears run to cover. Wheat will have to come out freer. The trade should know that one bumper crop, when the granaries were empty, would not result in exceptionally low prices.

Corn gained strength from wheat. Exports were likewise very large. Where husking has begun the result is below expectations, so prices remain very firm for cash and futures.

The same can be said of oats; in fact, all cereals are strong, with an upward tendency.

Receipts during the past week have been 84 cars of wheat, 10 cars of corn and 9 cars of oats.

The mills here are paying 60c for wheat, or 2c per bushel over last week.

C. G. A. VOIGT.

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 about the same, commanding 17c for choice. Factory creamery is in active demand at 20c.

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

Carrots—25c per bu.

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

Celery—White Plume, 12½@15c per bunch.

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—75c per doz.

Grapes—Pony (4-lb.) baskets of Delawares command 8@10c. Eight pound baskets of Concord, Brightons or Niagara command 8@9c.

Green Peppers—50c per bu.

Honey—Fine new comb commands 12@13c.

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

Peaches—Smocks are practically all marketed. Salways continue to arrive in limited number, fetching \$1@1.25 per bu. The fruit is large in size and fine in appearance, considering the lateness of the season.

Pears—50@75c per bu. for Keefers, which are good size and fine in appearance.

Pop Corn—50c per bu.

Potatoes—25@35c per bu. Southern markets have been flooded by shipments from Minnesota and Wisconsin growers, so that the conditions are not quite as favorable as they were a few days ago.

Quinces—60@75c per bu., according to size and quality.

Sweet Potatoes—Virginias fetch \$1.50 @1.75 per bbl. Jerseys have declined to \$2.25.

Tomatoes—50c per bu.

Grand Rapids business men were never more in earnest than they are now in their opposition to the tyrannical methods of the express companies and the Bell Telephone Co. The former already feel the effects of the discrimination which is being exercised against them, while the concerted action taken against the co-conspirator is likely to leave the Bell exchange without enough connections to enable it to invoke the assistance of an undertaker.

Frank Palmer, of Battle Creek, has engaged as traveling salesman for the Royal Cycle Works, of Marshall.

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

The Grocery Market.

Sugar—In the face of a stronger market for raw sugars in Europe, the New York refiners showed their teeth last week by making several declines in the price of refined. This week raw sugars are still firm and higher and the refiners announced a couple of unimportant advances in softs to-day, which leads to the belief that the expectation of a campaign of warfare is not likely to be realized.

Tea—The importations are much lighter than they were a year ago, because the American people have not yet come to feel at home with the higher prices of tea. The demand is light and trade has been dull for some time. There has been some expectation that as the war was over the Government would raise the tax from tea during the coming session of Congress, but well-posted men believe that this will not be. It will take considerable tea to float our increased navy, and governments are not inclined to let revenues slip easily from their hands.

Coffee—Advices from Rio and Santos are somewhat above the parity of the American market, and considerable business at a slight shading could be consummated. Large holders are very firm in their views and not disposed to make concessions, believing in a much better future market. There is no change in mild grades.

Canned Goods—The market is without material change. Some few tomatoes are selling, although no large orders, and prices are unchanged. There is no indication of any fluctuation soon. Corn is in a little better enquiry, although trade in it is still small. Prices are unchanged. Peas are very dull, as buyers still have stock bought earlier in the season. Prices are unchanged. During the week there has been some enquiry for peaches, both gallon and three-pounds. The market is very strong on peaches and may advance.

Dried Fruits—Nectarines are attracting attention because of the high prices of apricots. Prunes are ranging much above last year's prices. Raisins are strong at fair prices, that are reasonable, yet above the prices of a year ago. Some report is heard of rain-damaged raisins, but the Growers' Association promise to keep these out of the market. West coast new fruits are short in everything but raisins.

Provisions—Considering the season, the demand is exceedingly good, and all markets are well maintained. The expected advance of ⅓c in lard duly occurred, but a day or two later the price returned to its former basis, and no further change is looked for in the near future. Hams are in good demand at unchanged prices. The whole list, in fact, has been in excellent demand, and no line gives any indication of changes in the near future.

The Morning Market.

While the volume of business on the market has been greatly reduced during the week, there is yet enough to warrant attention. Taking into consideration the increased values of the products handled, the amount of the transactions will compare favorably with the height of the season during some recent years, although the number of teams has averaged only about 300.

Offerings of perishable fruits have become small. Peaches have held up well in price toward the close and all offerings worth attention have found buyers. Pears appear in small quantities and

may be considered about out of season. As these fruits retire apples come to the front with relatively increasing importance. Offerings are large for the season between fall and winter varieties and the quality is good, giving promise of redeeming the reputation of the Michigan apple, which has suffered during recent years. The demand is good and prices are kept at a healthy basis. The demand for grapes continues so small that offerings are few considering the enormous crop. It is discouraging to bring the purple fruit and beg for buyers at twenty to thirty cents per bushel, and the paucity of the price is made more pronounced by contrast with the more generous dealings in other commodities; so, if other disposition can not be found for them, they are left to their fate on the vines.

Relatively, the lessening of the market business is more manifest on the fruit than the vegetable side, although the unfavorable weather and the advancing season have had their influence here. Potatoes are offered in moderate quantities and find buyers at good prices. Reports of less than a full crop in Western Michigan assure good prices to the growers, and better returns to the shippers as well.

The market season now drawing to a close has been different in many essential regards from any in recent years. The difference in magnitude of business and in prices has been often noted, but less attention has been given to the healthier business tone of the market. Retail buying has been a comparatively small factor, and most of that has been confined to providing for boarding houses, small hotels, hospitals and similar institutions. A noticeable feature in the situation has been the decrease in the house-to-house peddling nuisance. Just why there has been such a mortality in this class of gentry is hard to determine, but the fact is manifest that there have been very few of these itinerants in evidence this season. It is likely that more profitable and steady employment elsewhere has taken many out of the field; that many are employed in the increased work attending the wholesale and shipping trade. Whatever the explanation, the fact remains that there has been much less of interference with legitimate trade by this disturbing element than for many years past.

Hides, Pelts, Tallow and Wool.

Hides remain firm, with demand good. The lighter grades show a little advance in price, with the demand beyond supply. The packer hides are easier and sole tanners do not wax rich.

Pelts are nil in Michigan, there not being enough on which to quote prices, which would be low at the best.

Tallow shows more demand, without improvement in price.

Wool remains dormant. There is an occasional sale, as some holder gets tired and lets go, but there is not enough demand to change the market quotations. The trend of the trade is toward lower values, which would be below cost to holder and would thereby stop trade. The manufacturer is getting no more for his yarns than in 1894.

WM. T. HESS.

Death of a Pioneer, Ohio, Dealer. Pioneer, Ohio, Oct. 10—John T. Reader, dealer in buggies, harnesses and farm implements at this place, is dead. Funeral to-day. He is well known throughout Southern Michigan.

GRAHAM ROYS.

DRUG STORE BORES.

How They Make the Druggist's Life a Burden.

M. Quad in American Druggist.

"My dear boy," said the druggist, as he laid his hand on my shoulder in a fatherly way, "this running a drug store is one of the pleasantest things of life. There is nothing to annoy or put you out. Everything flows on as placidly as a river to the sea. You sometimes fairly long for something to irritate or annoy you. You have a lame foot and can't get about, and suppose you come in and make yourself comfortable and spend the day with me. I want you to see a particular phase of this profession—the callers who drop in to give me greeting and help to make life worth the living."

Next morning at 8 o'clock found me at the drug store. Two men had called before I got there. One had dropped in to ask the druggist why he didn't open an ice cream parlor in connection with the store, and the other had had a dispute with his wife as to whether skunk's oil or goose-grease was the best for a case of croup and wanted it decided. I had hardly got seated when the third "dropper-in" showed up. It would have been easy to tell that he was no customer, but for fear of mistake he said:

"I don't want anything this morning in the drug line, but I thought I'd ask you what you thought of the last murder case. Say, it seems to me that if I were going to commit a murder I'd exercise as much caution as in stealing a hoe or a wheelbarrow. It seems that this man —"

"I seldom read murder cases," interrupted the druggist.

"You don't! Why, I read every line of every one mentioned. I think it is a sort of duty. Then you have no opinion on the case?"

"No, sir."

"Well, well! Say, read up on it and I'll drop in to-morrow and hear what you have to say."

The druggist had hardly got back to his prescription department when a solid-looking old man, walking with a cane and talking to himself, entered the store to say:

"Hello, Taylor—you back there? Say, now, but of all the biggoted jackasses in the neighborhood that man Williamson takes the cake! We were speaking about your store last night, and he said you had been here eight years. I knew it was only six, but it didn't do no good to argue. He was as sot as a mule. Jest gimme a little memorandum that it's only six years, will you?"

"But it's eight and over," protested the druggist.

"You don't say! It can't be. I'll bet my life it's only six!"

He talked and argued for ten minutes before the druggist could get rid of him, and then he went away mad. I could still hear the rap! rap! rap! of his cane on the flagstones when a woman entered and asked:

"Do you remember who had this drug store about twelve years ago?"

"Druggist named Harper, I believe."

"And where is he now?"

"Couldn't say, ma'am."

"You couldn't! Why, I thought you druggists always kept track of each other. Can't tell whether he is living or dead, eh?"

"No, ma'am."

"Um! That's a nice state of affairs! He had my receipt for tooth powder, and he ought to have sent it to me or left it here. Have you looked around to see if it was here?"

"I know it isn't."

"Well, somebody will have to find it!" she said with a gleam in her eyes as she went slowly out.

The next caller was a customer, but the next after him was an oldish man who looked all around for a chair, and not finding one, braced his back against the counter and said:

"Say, Taylor, didn't I tell you that the coal monopoly would find a way to dodge the State law?"

"I don't remember," replied the druggist.

"Why, certainly I told you, and you ought to remember such things. What sort of an excuse do you think they are putting forward now to increase the price of coal?"

"Can't say. I am rather busy just now."

"But this coal question is one which should interest every man in America. I'd like to talk it out with you. In the course of half an hour I—"

"But I must put up a prescription, Mr. Davison. If you can come around some evening we'll have a talk."

"Oh, well, I'm not dying to talk!" muttered Mr. Davison, as he heaved for the door. "If you want to submit to the meanest and most contemptible extortion of the age that's not my lookout!"

It was half an hour before the next bore appeared. No doubt he meant to get around sooner, but had been detained somewhere. He came in at a pace which was luxuriously lazy, and his whole demeanor proved that he expected a warm welcome.

"Well, Taylor, what d'ye think happened down on Second Place last night?" he asked as he lifted the cover of a jar and helped himself to half a dozen slippery elm troches.

"Have no idea."

"Come out here until I tell you."

"I'm bottling cough-syrup and must rush it along."

"Cough-syrup, eh? That reminds me that I haven't had a cold for three years. Say, you know Fatty Brown, of course?"

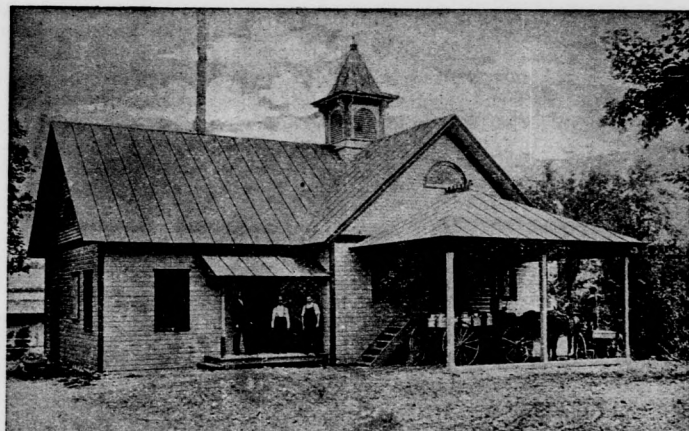
"Well?"

"He threw a stone at a cat last evening and hit one of the White boys in the eye. Ever hear of such a thing in all your life? If he gets out of it for a thousand dollars he'll be lucky. Why don't you come out and talk a while? The grocer wanted me to stop and tell him all about that accident down to Coney Island, but I felt you would rather be expecting me."

"I'm—I'm very busy," said the druggist, but putting lots of excuses in his tones.

Elgin System of Creameries

It will pay you to investigate our plans and visit our factories, if you are contemplating building a Creamery or Cheese Factory. All supplies furnished at lowest prices. Correspondence solicited.



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Elgin System of Butter and Cheese Factories, also Canning Factories, and Manufacturers and Dealers in Creamery and Dairy Supplies.

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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.

"Oh, you are! Well, so am I! I've got a dozen places to go to this forenoon, and don't know which to take first."

There were three or four customers in succession, and then a woman entered accompanied by her nurse-girl and baby. She looked anxious and nervous, and as the druggist came forward she said:

"Doctor, I was thinking of going to Coney Island, but I have been told that babies get sand in their ears down there. Could you tell—"

"I am not a doctor," modestly replied the druggist.

"Oh! But you keep a drug store?"

"Yes'm."

"Well, it seems as if you ought to be able to tell me whether my baby would get sand in his ears or not. If he should—?"

"Then you hold him over your arm thus and let it run out again."

She looked at him a long minute to see whether he was in earnest or not, and then her face flushed and she walked stiffly out of the store. The druggist was telling me that the woman had come in almost every day for eight months to talk about that baby, but never to make a purchase, when an old man entered and said:

"Say, Doc, I heard a mighty good joke down at Frisbie's just now, and I stopped in to tell it to you. A New Yorker who visited Denver for the first time was going along—"

"I'm very busy, Mr. Wanless," interrupted the druggist.

"But you like a joke, and this is a ripper. The New Yorker was going along—"

"Yes, but excuse me, please."

"You don't want to hear it?"

"I haven't time to-day. Come in some other day."

"Not by a blamed sight! I haven't got to make a date with a man to tell him a joke!"

Mr. Wanless went out feeling mad and hurt, but another and another bore took his place. During the day they dropped in to the number of fifty. They wanted to tell the news, to ask the news, and to be friendly. Each and every one expected the druggist to drop everything and give them at least a quarter of an hour of his time. They wanted to discuss the war, politics, crime, the weather and what not, and they were astonished, put out and hurt when he refused to gossip and argue. After ten hours of it I got up to hobble home, and the druggist kindly got my crutch and gave me a start and said:

"They talk about the human nature to be studied on the street cars and in the crowds, my boy, but when you want straight goods and a yard wide this is the place to find it. I have about 500 bores who call during the week. You haven't seen over fifty of 'em to-day, but maybe you have a dim idea of how the old thing works—just a glimmering, you know!"

Life Insurance a Science.

From the Richmond Times.

Life insurance is now almost an exact science. The brainiest men in the land have made it a careful study, so that they may now calculate to a nicety the average "expectation" of life in a given number of risks. They have laid down certain fundamental principles upon which the business of the standard companies is conducted, and any company of standing which adheres strictly to the rules and whose affairs are honestly and economically administered will always be able to meet its obligations in full and earn a fair dividend on its stock. The great life insurance companies of this country are powerful organizations, and there is from a certain source a great outcry against this "organized wealth." But, whatever may be said against them, in one sense the life insurance companies of the United States are a National blessing.

Be polite. Every smile, every gentle bow is money in your pocket.

Be there a minute before time, if you have to lose a dinner to do it.

Answering Business Letters

In no country in the world is the business correspondence of a firm carried on in such a perfunctory and careless manner as in our own. A German or English firm regards the position of corresponding clerk as one of prime importance, and never fails to fill it with a man of education, ability and business experience. His remuneration, too, is as high as any other position in the house, and he is expected to devote his energies solely to a proper, complete and efficient performance of his duties as correspondent. In contrast with that condition of affairs, witness the indifferent way in which the correspondence of an American firm is attended to. Often a raw and inexperienced youth who has miscellaneous duties to perform about the office is delegated to answer letters when he is not otherwise occupied, and even men of more mature years go about the business as if it were of little consequence and to be got out of the way as quickly as possible. Any man who examines a foreign letter will at once notice the careful composition and the faithful observance of all the niceties of form and expression which are customary among business houses of repute. Perhaps to the American these things appear like affectation; but they show the thoroughness with which such matters are attended to and the importance with which they are regarded by the great commercial nations of the world, and there are many things we may learn from them to our profit.

Another defect connected with the correspondence of many of our firms is the complete shelving of the subject as soon as the letter is answered. Any of the office boys or typewriters may dispose of the letter in a file or elsewhere at their discretion and leisure and the matter is left to the chapter of accidents for any further action. In few offices is any regular method followed by which the subject of the correspondence may be taken up again and pursued to a satisfactory, profitable end. The result which could be obtained by following up enquiries and suggestions—if this work were done in a practical and businesslike way—would astonish any man of business who has not yet tried it. The superficial and impatient way in which the correspondence of our business houses is conducted ought to give place to a more thorough, methodical and practical habit. The large houses in New York who are in the foreign trade have appreciated the importance of this matter and invariably equip themselves with a staff of competent and experienced men for this department of their business. There is no reason why every merchant whose business is large enough to require it should not follow the same course.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - OCTOBER 12, 1898.

ROAD IMPROVEMENT.

Matters of great public interest during the summer months left little attention for many of the economic questions which are always pressing for consideration. Thus, comparatively little was heard on the subject of road improvement; but it does not follow that there was a corresponding suspension of the prosecution of the work, for the advance of general education in this line has gone too far to permit any material reaction. While it is a matter of concern that the farmers, especially, are so slow in coming to a realization of the importance of good roads, the work of enlightenment has been so long in progress that a decided movement has resulted; and, as the advantages are demonstrated by actual experiment, the lessons are the more strongly enforced. Consequently the inertia is so much the greater that the movement assures a steady progress.

There are many factors in the road problem which promise a more rapid progress at no distant day. For instance, a most serious hindrance has been the great cost of any system of permanent improvement. In spite of this great cost it was demonstrated that the building of such roads was a profitable undertaking; but it necessarily made progress slow. But it has been found in road building, as in the prosecution of any great industry, that the meeting of any great demand cheapens the product. Experiment has shown what materials that were most suitable could be most easily obtained; methods of building durable roads with the least possible moving of materials have been perfected, and progress in the invention and improvement of apparatus has been very great. It is reported that through these causes the cost of building permanent roads has been reduced more than three to one in some of the Eastern States. With such a reduction of cost following the recognition of their great value there can be no question but that there must soon be a great impetus to road building.

The experience of the past months in the fruit trade of Western Michigan has been a forcible object lesson as to the value of good roads, especially in caring for perishable products. Coming from localities reached by roads fairly good, distance was a matter of little importance. Loads of peaches were brought, in some cases, over twenty-five miles, passing minor shipping

points on the railways to reach the central market, from which profitable distribution was assured.

The progress of road building is destined to assume a geometrical proportion. The rapid perfection of methods, materials and apparatus, with the slower, but sure, education of the farmers and others interested, and with the imperative demand of profitable farming, must give a tremendous acceleration in the near future. And this assurance is rendered the more certain in that farmers are coming to enjoy such returns from their harvests that they can afford to use more of time and money in the pushing of public enterprises than ever in the history of the country.

AMERICA'S OPPORTUNITY.

Unless we intend to surrender the trade of all our newly acquired territory to European nations, the American people will have to put American ships on the seas between their own ports and the newly acquired countries. Besides this, it will be necessary for Americans to go out as commercial agents in those countries, not only to travel, but to establish commercial houses and banking institutions.

The language current in the East Indian and West Indian countries, acquired from the Spaniards, is Spanish; therefore, the demand will be urgent for Spanish-speaking men to go out on such service. This fact places an obligation on the American colleges and universities to teach Spanish, not merely from a literary point of view, but from one essentially practical. A man who can make out an invoice of hardware, groceries, dry goods, drugs and other merchandise with equal correctness in both Spanish and English will be worth a thousand who are posted in Spanish literature, from Cervantes to Juan Valera.

The necessity for a knowledge of modern foreign languages for the purposes of trade is recognized by almost every people more than by those of the United States. United States Consul Warner, writing from Leipzig to the State Department at Washington, under date of Aug. 16, said:

Our commercial class, contrasted with that of Germany or Belgium, may be perhaps a trifle below the average. Commercial travelers from the countries named can read and speak the language of the people with whom they have relations, while many of ours are unable to make known their wants, much less carry on a business conversation. It can not be too strongly impressed upon the minds of those interested in commerce that the first thing to be learned is to be able to communicate in an intelligent way with prospective customers.

Continuing, he said:

Germany furnishes us, undoubtedly, with one of the best examples of real wide-awake and up-to-date methods in the struggle for commercial supremacy. Her efforts in China, Africa and South America in this direction, within the past few years, have demonstrated most conclusively the great benefits to be derived from the possession of a thorough commercial knowledge of the language of these countries. The first move a man makes in this country, who has an idea of entering the export or import business, is to acquaint himself with the language as well as the habits and wants of the people with whom he expects to have dealings.

The present is a commercial age, and every young man who is able to obtain a liberal education, and is not studying for some special profession, should devote himself to learning as much as possible about commerce and that statesmanship that is engaged in the promotion of trade and the arts of peace.

GENERAL TRADE SITUATION.

Were it not for the fact that prices in most staples continue at a level which causes complaint on account of small margins of profit, the present activity would be fairly classed as a business boom. Records of production and traffic are being broken everywhere, but at the same time some records for low prices are also being lowered and in most lines the levels are kept so low that there is no likelihood of conditions assuming the dangerous phases of the true boom. Among the records being broken are those for clearing house transactions, iron and steel production, exports of corn and wheat, railway traffic and general trade distribution.

Domestic and foreign political uncertainties, the Spanish situation, elections, etc., following the speculative decline in the stock market, are enough to continue the feeling of reaction which has obtained for two weeks past. The tendency to decline is led by the sugar trust, on account of the threatened war in that product. While the weakening has been slight in most lines, there is enough to show that the policy is to wait for the clearing of the political atmosphere, when the effect of the steady improvement of railway earnings and of general industries must again become apparent.

The curious anomaly of stagnation in the textile trades on account of too high a price of wool on one hand and too low a price for cotton on the other is still manifest, although there is reported a slight advance in the price of the latter, with an increase in demand for the manufactured goods. There seems to be a tendency on the part of the trade to accept the inevitable as to margins of profit and to give up the struggle where high prices of labor and costly transportation are material factors. The woolen situation shows but little change. The steady maintenance of a price exceeding 18c per pound reduces the margin of profit to so small a quantity that it would require the most liberal demand to make the manufacture profitable.

The grain situation justifies the prediction of strength made last week. The price of wheat has advanced in both future and spot demand. While there is much talk of the holding of the crop by farmers, it is notable that the export movement in both cereals exceeds the corresponding time last year, or indeed of any year on record.

The iron and steel manufacture continues to meet such heavy demands for finished products that prices of pig and billets are closely maintained, notwithstanding the enormous output of the furnaces. It is noticed that a little Bessemer pig is still offered at Pittsburg slightly below the price named by the Bessemer Association, and a selling agency there is now proposed; but at the East prices are steady without change, and at Chicago a better demand is noted for local and for Southern pig, especially for soft iron. The plate and structural work offered to the mills is so large that, as in the production of rails, the mills are much behind with their deliveries; and the bar mills also have about all they can do, purchases of 2,500 cars by the Pennsylvania and 1,000 by the Chicago and Northwestern helping somewhat. The tinplate manufacturers are expecting to complete a consolidation before long to which it is said that owners of three hundred mills have already agreed, but unexpected delays occur, and meanwhile sales against

the November and December outputs are being made without a change in prices. A complete statement of the tinplate production shows that it now exceeds 700,000,000 pounds yearly, fairly equaling the full consumption of the country before the panic.

While the corresponding week of last year showed a phenomenally large business in all lines, a comparison with the current week shows a still greater volume of business in all except exports and smallness of imports. Indeed, the week breaks all records in most lines for the corresponding week of any year since reports began.

The private mailing card is a good thing for both the Government and the citizen. Its use in preference to the ordinary postal card saves money to the federal treasury, because the post office department gets a cent for each such card without any deduction for the cost of manufacture. On the other hand, the individual enjoys a freedom never before granted, which will prove a great convenience in many ways. One of the most agreeable features of travel in Europe nowadays to the home friends of the tourist is the growth in recent years of the custom by which he can send them mailing cards that bear pictures of the finest scenery and the most notable buildings in the regions through which he passes, week by week. A series of such cards mailed during a tour up the Rhine or across Switzerland makes a collection well worth having. Doubtless we shall soon see in this country cards with views of the Catskills, the Adirondacks, the White and Green Mountains, and other picturesque regions throughout the United States. These cards ought to become popular with people in the country who have attractive sites which they would recommend to the summer boarder, and in other ways their utilitarian advantages will prove many and great.

It is said that since 1895 the war with Cuba, including the consequent war with the United States, has cost Spain the sum of \$375,000,000, without reference to the loss of her rich colonies and of her splendid naval vessels. Placing the value of the colonies at a moderate estimate, the total loss to Spain must be not far from \$1,000,000,000—an amount equal to the indemnity which France had to pay to Germany at the close of the great Franco-Prussian struggle. It is no wonder that Senor Sagasta publicly speaks of Spain as "an anaemic country."

Switzerland has more inns in proportion to its size than any other country in the world. The entertainment of tourists has become the chief industry of the land. No less than 1,700 hostleries, stationed for the most part on mountain tops or near glaciers, are on the list, and the receipts of the innkeepers amount to \$25,000,000 per year.

Husbands and wives traveling together in Norway pay only a fare and a half on the railways, and in Austria and Hungary this is also the case. In the latter countries a child under 6 years of age traveling with an adult is not charged for, while considerable reduction in the fare is made for children of a family, according to their ages and to the number traveling.

A man who is always wanting to give three cheers for somebody is a generous thing. His mouth is at the service of his friends.

FEEDING THE WORLD.

About a century ago, Thomas Malthus, an English writer on political economy, created somewhat of a sensation by a theory which he put forth to the effect that the human race was increasing at a rate so much more rapid than the rate of the production of food articles, and that the fertility and fruitfulness of the earth were being so exorbitantly drawn upon, that the soil would one day become exhausted and refuse to respond to the labors of the farmer, so that the population of the earth would become extinct from lack of subsistence.

A century ago the science of chemistry was in a very rudimentary state and was far from being the modern magic that it is. Chemistry tells us that nothing is lost and that the elementary substances which enter into the composition of food are just as abundant as ever they were, and they can be seized upon, recombined and made to perform all the duties of nourishing the human race, just as they did from the beginning.

It is true that the chemist has not yet learned how to take definite quantities of oxygen, hydrogen, nitrogen, phosphorus, potash and other matters and compound them into a beefsteak and a loaf of bread; but if it can not be done with absolute directness, it can be indirectly and with a good deal of certainty. In the face of these facts, it seems strange that a chemist of the eminence of Sir William Crookes should have attempted, in a short time past, to frighten the British people with a grisly specter of universal starvation.

Sir William Crookes, who is a distinguished English chemist and President of the British Association for the Advancement of Science, read at a recent meeting of that Association a paper in which he set forth the declaration that "England and all civilized nations stand in deadly peril of not having enough to eat." President Crookes, remarking that the consumption of wheat in the United Kingdom is over six bushels to the head of population, said:

The population may be taken in round numbers at 40,000,000; therefore 240,000,000 bushels of wheat are required annually, increasing annually by 2,000,000 bushels to supply the increase of population. Now, in order to be safe, we ought to grow this quantity of wheat in our own country, but we do nothing of the kind. On the contrary, we grow about a quarter of the wheat we want for our ordinary consumption, and we import the other three-quarters. So much does the country live from hand to mouth in regard to this matter that our fullest supply is never equal to more than fourteen weeks' consumption, and, even if the scheme of national granaries were adopted, we could not store an additional amount of more than another fourteen weeks' supply. If war broke out, wheat would be treated as contraband, and our only chance of protecting it would be to increase the navy, so as to provide sufficient escort to guard the ships bringing wheat from foreign countries.

England, in order to grow wheat for her own people, would require the cultivation of 8,250,000 acres of land, or 13,000 square miles of good wheat-growing land. That would be "equal to a plot 110 miles square of quality and climate sufficient to grow wheat to the extent of 20 bushels per acre." This, Sir William Crookes shows, is a hopeless demand for England, so that 75 per cent. of the British wheat supply must be obtained from foreign countries. England is rich enough to buy wheat and to protect it while in process of transit across the ocean; but the British

theorist meets this statement by another, that other nations will not have it to sell. The wheat eating races are the most powerful and vigorous; they are the most intelligent, and have made the greatest advances in all the arts of peace, and particularly in sanitation. They have lowered their death rate, and their populations are rapidly increasing. The British scientist holds that the available area of wheat-growing land all over the world is being rapidly absorbed; and, secondly, that, owing to the growth of wheat-eating populations, the chief present exporting countries will not in about a generation—say, five-and-twenty or thirty years—be able to do more than provide for their own wants, leaving nothing to export to countries like Great Britain.

So gloomy a picture might have served to frighten people in the time of Malthus, but to day it can have little effect. If chemistry has not yet taught us how to compound beefsteaks and wheat bread, it knows how to return to the soil all the nitrogen and phosphates that long-continued cultivation have taken from it, so that there need be no such thing as worn-out or exhausted land. There is no lack of nitrogen or of phosphates. They are precisely as abundant as they were in the beginning of the cultivation of the earth, and there is no difficulty in compounding them cheaply into manures for the fertilization of the soil. Not only can the lands that were once cultivated, but have been worn out, be restored to their original fertility, but lands that were originally too poor for agriculture can be made fruitful. Chemistry is the modern magic and where it is properly invoked there can be no universal or general failure of the fruits of the earth.

Of course, a country that is forced to import a large part of its food supply could be put to serious embarrassment in time of war; but the idea that the earth will not and can not be made to furnish sufficient subsistence for its human population is not to be considered, and Sir William Crookes not only understands the fact, but an examination of his paper seems to show that he only meant to conjure up a goblin to show how completely chemistry can demolish it.

Fertilization of the land means the restoration by natural processes of the surface of the earth to its fruitfulness and productiveness; but there is little reason to doubt that chemistry will be able to compound food articles directly from the natural substances which they contain, so that it will be just as easy to recombine as to decompose. The chemist and the electrician have enabled the people of this generation to realize as potential daily facts much that, a few generations ago, was merely the stuff that dreams are made of. Modern science has but just begun its revelations, and so much has already been attained that even the most daring flights of the imagination give a promise of realization.

Observations made at the Massachusetts Agricultural Experiment Station show that 80 per cent. of the food of the ungainly and repulsive looking toad is made up of insects injurious to agriculture. The toad is an especial enemy of the army worm, the cutworm and green-house pests generally, and does a lot of good in its modest way.

Wilhelmina jackets and all sorts of Wilhelmina things for women to buy are appearing in Fashion's windows.

THE FUTURE MILITARY FORCES.

The great hue and cry which has been raised in nearly every state to secure the mustering out of volunteer troops should prove to the authorities that, however useful and reliable volunteers may be in time of war, they are not suited to do mere garrison duty or occupy conquered territory as a protective force. The average volunteer enlists to fight, the excitement attending the active operations on the field being the attraction which allures him from his customary peaceable pursuits. When the fighting is over, his ardor for military life promptly cools. All this proves that volunteers can be counted on with certainty in time of war; but for the ordinary purposes of police and enforcement of the laws in time of peace a regular force only will serve.

The proper size of our standing army must be regulated by the needs we have for the employment of troops. It is clear that, with territories acquired in the West Indies and in the Far East, the force employed previous to the war with Spain will no longer suffice. One of the first duties of Congress, when it meets in December, will be to authorize an increase in the strength of the regular army to 100,000 men, that force being considered as about the number of troops the country will need for the future to properly garrison the forts and posts at home and police the new acquisitions.

The people must realize, however, that, with all the good will in the world, the National administration will not be able to dispense with the volunteer army for some time to come. The President has announced that no more of the volunteers will be mustered out until the permanent peace with Spain is secured, and sufficient will have to be retained in the service until the regular army is increased sufficiently to make it safe to dispense with the services of the volunteers. It is useless to attempt for the present to secure the mustering out of all the volunteers, for the simple reason that the safety of the country will not permit it.

While Congress will, without doubt, authorize a considerable increase in the regular army, the increase will be only sufficient to meet the peace needs of the country and properly garrison the new territory acquired as the result of victory over Spain. Some provision ought to be made for the proper defense of the country in time of war. The volunteer system has not been entirely satisfactory in its workings, although all right in principle. Some way must be devised of keeping the organized portion of the militia of the country in condition for prompt service in the event of war. The militia should be better armed and better equipped, and the War Department should keep on hand at all times a sufficient supply of arms, accoutrements and clothing for a force of at least half a million men.

The expansion of the naval force presents none of the problems which confront the army. Men are enlisted into the navy as individuals, and are transferred from ship to ship as their services may be needed. While a large naval reserve would be of great value and advantage, the experience of the recent war has proven that the personnel of the fleet can be expanded with little serious difficulty and entirely without friction or jar. The Navy Department was better prepared with material and methods to meet the demands of sudden expansion than was the army; and it is nat-

ural that this should have been so, owing to the great partiality Congress has shown during many years for the naval service.

OUR TROPICAL POSSESSIONS.

As a result of the war with Spain, this country will be saddled with a number of new possessions, all of which are situated within the tropics. All these possessions are capable of extensive development in the way of tropical crops, and those portions of the United States gifted with a semi-tropical climate will find themselves confronted with a new competition, with which it will be extremely difficult successfully to contend, if it is possible to contend at all.

The annexed or acquired territory comprises, first, Cuba; second, the Philippine Islands; third, Porto Rico. To these must be added the Hawaiian Islands, annexed during the excitement attending the war. The productions of all these countries, widely separated as they are, are about the same. Sugar is the staple crop of all of them, while tobacco is also produced in all but Hawaii. Hawaii has already been made an integral part of the United States, and Porto Rico is also soon to become American territory. There are few who do not feel certain that we will retain control of the Philippines in some form or another, while our military occupation of Cuba is likely to prove interminable.

The sugar possibilities of the Hawaiian Islands are well known and, although the production there can be increased, it is not probable that the increase will assume proportions sufficient to materially affect other than the new beet-sugar industry of the Far West, with which Hawaiian sugar comes into active competition. In Porto Rico the case is different. Sugar has been cultivated and manufactured after rather primitive methods and, although the island is not large in comparison with Cuba, its sugar output is, nevertheless, susceptible of very considerable expansion. It is in Cuba, however, that the American sugar industry is likely to find its most formidable competitor. Cuba has already produced as much as a million tons of sugar, and it is conceded that not half its available sugar land has even been put in cultivation. With the development likely to be given to the Cuban industry by American enterprise and capital, the possibilities of sugar production can hardly be estimated. Very much the same thing may be expected ultimately of the Philippine Islands, where sugar production is now carried on in a very primitive and crude way.

How, then, to protect the American sugar industry from the effects of the expected competition from the new territorial acquisitions, is a question. It is assumed that sugar from Porto Rico will be allowed to come in free, like the product of the Hawaiian Islands; but the interesting problem is what will be done in the case of Cuban and Philippine sugars. Neither of these islands will be regularly annexed, as will Porto Rico; but they will be held as mere dependencies, colonies or protectorates. Being held as such, the question is: Should their products be entitled to the freedom of our markets, or should we discriminate against them in favor of American cane growers, by placing sufficient duty on the island products to equalize the difference in wages? The problem is a serious one and its solution will require the ablest consideration of our wisest statesmen.

Shoes and Leather

Interesting Character in a St. Louis Repair Shop.

Trade Topics in Shoe and Leather Gazette.

Sometimes I get into very funny places and see peculiar things. Often in my rounds I go into a queer little repair shop that is to me a veritable gold mine for information. It is a peculiar little shop kept by a funny little old man. The man and the shop go so well together that were I to see one without the other I would wonder what had happened and where the other half was. The man seems as if he were built for the shop, and I know that the shop was built for the man.

I am never quite sure of finding them in the same place twice, for the shop is built on wheels and the man travels about from place to place with his shop, so that frequently I have to follow his trail many blocks before I find him.

The proprietor of this moving repair shop is a short little German about 60 years of age. He is full of all kinds of information. He can give you a perfect history of the German Empire or of any other European nation, as well as of our own country. He will sit and peg away at a pair of old shoes and advance opinions that would do credit to statesmen and diplomats. He is well versed in classic literature, can repeat you page after page of Shakespeare, Bacon and Goethe. And yet he is a shoemaker—an expert repairer, as he says it—but still a shoemaker.

His shop is always full of children. All the youngsters around the section he travels over know him and love him. He will tell them stories, make them toys, play with the girls and tussle with the boys. He is one of them himself, and to the one who watches seems to enjoy the fun quite as much as the children. And I have seen him stop in the middle of a scramble on the floor with two or three small boys to get up and welcome a customer in his own cordial and dignified fashion.

Once in a while he gets angry, and often at those for whom he would do the most. His heart is very tender and I have seen him so angry that he could hardly talk because a pair of his young friends had tied a bunch of tin cans to a stray cur's tail and sent it away howling. He is soon over it, however, and comes back to his own sunny nature, but not before he has delivered a lecture to the misdoers.

Honest and kind, he is one of the quaintest characters I ever met with. I could tell you stories galore about him, but will wait until some other time. Besides, you may find out for yourself. Joseph Braun is well-known and a trip through a certain part of the city cannot fail to make you acquainted with him and his home.

Old Shoes for New.

From the Bridgeton, (Pa.), News.

A man walked into an avenue shoe store a few days ago and said he'd like to have his shoes shined.

"I seen your card," he said, "out by the door, 'All shoes purchased here shined free.'"

He was a plainly dressed man, with a decidedly rural air, and the clerk looked him over in some surprise. When his gaze finished up on the stranger's shoes, he hastily turned and led the stranger back to the dusky shiner.

"George," he said, "shine the gentleman's shoes."

The dusky one looked at the shoes, and his eyes peeped out. They certainly were a little the most dilapidated foot covering he had ever seen. Burst out at toe and heel, with soles loosely flapping, they seemed far and away beyond hope of renovation. Both were the color of faded tan-bark, and each was tied with a cotton string.

"Foh de lawd," stammered the shiner, "you didn't git dem shoes heab."

"Yes, I did, too," said the stranger, "I bought 'em here jes' seven year ago."

"Seben year ago?" echoed the dusky one.

"Seven year ago," calmly repeated the stranger. "Thet's right. I bought 'em here July 3, 1891. And they done me fust rate. I ain't got no fault to find with 'em. Best pair of shoes I ever owned."

The great eyes of the shiner rolled from one shoe to the other.

"Seben year," he muttered. Then he broke out in a hoarse chuckle. "'Deed, boss," he gasped, "Ise afraid dem shoes won't hold de blackin.'"

And he laughed until the tears came in his eyes.

"I guess likely they ain't had no blackin' on 'em for the las' five year," said the stranger; "I mostly uses tallow."

Again the shiner chuckled.

"Say, boss," he said, "you jes' set here a minute. I'll be right back."

He slipped away and in a few moments returned with the manager.

The latter gravely inspected the tattered footwear.

"My friend," he said, "we look upon those shoes as a remarkable indorsement of the value of our goods. We would like to retain them as examples of the excellence of our stock. Will you permit us to offer you a new pair in exchange for these aged ones?"

The stranger promptly accepted the proposition, and in a few moments proudly stalked from the store in his handsome new shoe leather.

And the dusky shiner humorously patted the ancient shoes with his brush, rolling his eyes and fairly chuckling, "Come seben, good lordy!"

Mail Order Trade in Shoes.

From the Washington Star.

"It is wonderful what an enormous number of shoes are sold and delivered through the mails," observed a representative of a shoe manufacturing house, "there being a half dozen big concerns in this country which do not seek any other trade. People who are in the habit of going to stores and trying on a dozen different pairs of shoes, if they desire, have many advantages over the purchaser by mail, but the mail trade keeps on growing. A great deal of it, of course, comes from small towns, villages and country places, where dealers keep only a limited supply and some of the coarser grades. The need of it comes from those who have got accustomed to buying by mail, and who think they get better goods with a big manufactory behind them as indorser, and who think they can do better buying direct from the manufacturer, rather than from middlemen or dealers. While the men's shoe business is certainly constantly on the increase, several of the concerns which tried to make a similar success of the women's shoe trade have hard work to keep it going, and are about giving it up as a failure. The difficulty with the trade is that the ladies—God bless them, and forgive me for telling the truth about them—are too particular, and they want to see what they are buying before they give up their money. They return pair after pair of shoes they order by mail, and when a pair does stick they imagine they might have done better had they made further changes, and drop the mail order business in subsequent purchases. The trouble with women—young women, I mean—is that they think people look at their shoes, and they regard looks as more important than wear. I think the shoe trade journals all agree that there is a limit to the mail trade in women's shoes, that the limit has been reached, and that it is likely to grow less, except in a few lines of specialties, generally high-grade goods."

Good Reason for Beginning.

A bright little fellow of five who had been engaged in a combat with another boy was reproved by his mother, who told him he ought to have waited until the other boy commenced it.

"Well," replied the youthful hero, "if I'd waited for him to begin it there wouldn't have been no fight."

When you get the best of a bargain, it is cunning—when the other fellow gets the best of it, it is cheating.

Boots, Shoes and Rubbers

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

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

See our lines for Fall before placing your orders.

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



We are the



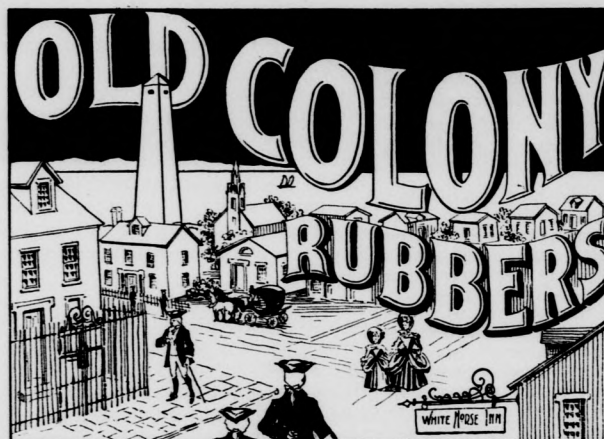
Oldest Exclusive Rubber House

in Michigan and handle the best line of rubber goods that are made.

Candee Rubber Boots and Shoes are the best. The second grade **Federals**; made by the same Company. The third grade **Bristol**. Write for **Price Lists**.

See our line of **Felt and Knit Boots, Socks, Mitts, Gloves, Etc.**, before you buy.

Studley & Barclay, 4 Monroe Street, Grand Rapids, Mich.



Write for Discounts

Hirth, Krause & Co., Agents, 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.

ON A BRIDGE.

Queer Locations of Venetian and Florentine Shopkeepers.

In Northern Italy there are two quaint old bridges dating back to the Middle Ages which are used not only for traffic, but also for merchandise.

The one at Venice is called the Ponte di Rialto, or simply the Rialto, a name familiar through Shakespeare's use in such passages as this:

"I will buy with you, sell with you, talk with you, walk with you, and so following, but I will not eat with you, drink with you, nor pray with you. What news on the Rialto?"

And this:

"Signor Antonio, many a time and oft In the Rialto you have rated me About my monies, and my usances."

Shylock here does not refer to the bridge, but to the oldest quarter of Venice, which is in the vicinity of the bridge. In this quarter, which bears the same relation to Venice as the city to London, has centered the principal trade. Here have been the warehouses, the custom house and many of the handsome buildings. Here is still located the market, one of the most interesting places in Venice to give one a conception of common life among the Italians.

A bridge was built as early as 1180 where the present one stands, but was displaced in 1588 by the Rialto as it now stands. This consists of a single marble arch 74 feet span, and was the only connecting link between East and West Venice down to 1854.

The bridge is flanked on either side by shops. Here are sold glass, lace and jewelry. The finest examples of the Venetian glass are sold at the great shops in St. Mark's Square. But in the shops on the Rialto are sold the smaller and less perfect pieces, as well as common crockery, glass and other useful articles to the hurrying crowd to and from market. At the steps of the bridge at either end are the beggars, the unemployed, "waiting," like Micawber, "for something to turn up," and the poor lacemakers working away, with their finished pieces of lace in baskets at their side.

The street leading from the east end of the Rialto in a zigzag course, but mostly direct to the Clock Tower on one side of St. Mark's Square, is the Merceria, the principal business street in Venice. To an American the Merceria seems more like an alley. There are no horses, no mules, no donkeys, no oxen in Venice and merchandise is carried as far as possible by water, thence by hand. Streets are, therefore, a superfluity. There is so much water and

so little land that every available bit of ground must be utilized for buildings. The distance between buildings vis-a-vis is not greater, except in open squares, than the width of a sidewalk to the curbing in Grand Rapids. In some places the buildings almost meet and three people could not possibly walk abreast—even two would not have much room.

The shops on the Merceria are small, dark, dirty affairs; but here are to be found all the necessary articles of clothing. To any one except an Italian these shops offer few charms, and it is the next thing to impossible to supply one's needs at any price, besides requiring so much bargaining to obtain articles at legitimate prices as to test the patience of an archangel. In St. Mark's Square, where there are a few really fine shops for the sale of glass, mirrors, carved furniture and jewelry, fixed prices have been established and all dealings are carried on in metropolitan manner. But most Italians prefer to bargain with their unsuspecting customer and to try to make him believe that a great favor is being granted him in allowing him to buy what he wants. A person who will go into a shop and pay the first-asked price is looked upon half with pity, half with contempt. A stranger must learn to be very cold-blooded indeed and be willing to offer half the original price and remain patient on a monument if he desire to command respect among the Italian small shopkeepers.

West of the Rialto is the Erberia, or market. One is made aware of its presence in the neighborhood by the odors issuing from the cheap cook-shops round about, where are fed the peasants, the gondoliers and the laborers. Through the windows and doors one can see the cook stir the contents of the great steaming kettles and watch her flirt and play the coquette with her hungry but amorous customers.

Each nation in the world has tastes peculiarly its own, and certain dishes which gradually become universal still are given credit to the nation originating them. Certainly, the Italians are not behind other nations in inventing peculiar concoctions. In the first-class restaurants there is high-class cooking much resembling that of the French. No nationality need starve at one of them. But the genuine Italian taste can be most easily discovered in a cook-shop. They revel in minnows or eels fried in olive oil; in stewed snails or raw ones—they pick them up by the bushel in the marshy land about the Lido. Then there is polenta, a sort of thick, coarse, yellow cornmeal mush highly seasoned

with cheese. An Italian can eat scarcely any article of diet without having it thickly strewn with strong grated cheese. They eat it in their soups and on their meats, vegetables, salad, bread, cake, etc.

The climate is hot and ice is a luxury, so that food is not always fresh when it is bought and strong cheese is an easy means of disguising certain flavors which result from exposure and age. Then, too, meat is such a luxury with the very poor that they make use of bits which any American dog who has any respect for himself would refuse. One of the much appreciated dishes is squassetto, a sort of loud-flavored broth made of scraps of meat which even the sausage-makers find impossible to use. Another of their delicacies is the clotted blood of poultry fried in slices with onion. Out of such food the poor people can often make what they consider a good meal for 3 cents apiece.

But the market! It occupies an open square facing a canal. On one side of the square is a short granite column. A flight of stairs leads to the top, where rests a kneeling figure which has always borne the title of Il Gobbo di Rialto. During the Middle Ages the laws of the Republic were read aloud to the people from the stone tribune on his shoulders. After this experience one wonders how he must feel to simply keep silent watch over the noisy hucksters.

All the vegetables and meat must come long distances by boat. The meat is arranged as best it may be about the stalls, but wears a tired, worn, overworked appearance. Many of the fish are really beautiful, and some present the gorgeous coloring of Michigan foliage in the autumn. They are generally alive and are kept in tanks of running water. Cabbages are made into pyramids. Other vegetables are in piles or put into baskets. Across the upper parts of the stalls are strong cords to which are attached bunches of brightly-colored vegetables or flowers. There is generally plenty of fruit, but it is either half ripe or in the last stages of decay. From morn till eve the market people and the would-be-purchasers haggle over prices, and as the setting sun glints on the picturesque Rialto the market people disappear calmly in their gondolas and are not seen again until another market day.

The other bridge to which I alluded is the Ponte Vecchio, which crosses the River Arno at Florence. It is said to have existed ever since the Roman Period, but was repeatedly demolished. The last rebuilding was in 1362. Over this is a covered passageway which con-

nects the two greatest art galleries in the world, the Pitti and the Uffizi. When one realizes that it takes ten minutes to walk directly through this passage from one end to the other he is able to form a slight idea of the skill required to build such a structure.

Below on either side of the bridge are the shops of the goldsmiths. This quarter has belonged exclusively to their guild ever since the Fourteenth Century. The displays in their windows are past description. Window after window succeed each other and each seems more brilliant than the last. There are all sorts and conditions of jewels: Tuscan gold-work, the wonderful mosaics, the original designs in silver. Woe unto you if you have not a fat pocketbook, for there is no place in the world so fascinating to a woman. There is a clerk stationed at each door. He has seen your eyes sparkle, your face flush with the enjoyment of the beautiful and he is as ready to ensnare you as the spider the fly. After all, the shops are small and dark, and although they contain such treasures—well, possession is not everything in the world.

ZAIDA E. UDELL.

How to Advertise in a Country Newspaper.

Make one article the subject of each advertisement.

Don't use more than three sizes of type—the fewer the better.

Have several small advertisements rather than one big one.

Tell the truth.

Don't claim the earth.

Talk in your advertisements as you talk to customers in the store.

Tell them something about the goods and always put in a price.

Stick strictly to business.

Don't get tired; put new life and vigor into each advertisement.

Don't leave the writing of the advertisement until the last moment.

Don't say: "This space is reserved for Smith;" say something.

Have your name in the advertisement but once; also the address.

Don't get gay, nor funny, not poetical, nor sarcastic.

Never mention a competitor, directly nor indirectly.

Have your advertisements look different from every other; impress them with your own personality.

Don't use technical terms as the drummer uses when describing his wares.

Use plain, everyday, correct English, or as you can make it. Small words are best.

Quite Ridiculous.

Shopwalker—We are selling these goods, madam, at ridiculous prices.

Customer—I should say so! I can buy them cheaper at half a dozen places.

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.



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

Fruits and Produce.

Exporters Lose Through Misjudging Conditions in Cuba.

From the New York Commercial.

The failure to judge accurately the state of things that would follow the close of the war in Cuba has caused severe monetary losses to many members of the New York Produce Exchange. There were a few exporters who counseled prudence and patience when the American flag fluttered over Cuba, but for the most part provision dealers who had done business with the island prior to the war vied with each other to be first to reach the market that, it was believed, would be an almost limitless one. The steamship agents were just as sanguine and equally anxious to be in the lead of the race to get to Cuba first. There were so many demands for freight room, however, that it was all the first boats could do to provide space for the great quantity of provisions that came looking for transportation. The arguments of the provision exporters were founded on sound business theories: Cuba had been left almost destitute of provisions, the people had to be fed and the merchants who were beginning to open their stores at Havana and elsewhere on the island would be bound to buy at the exporters' price.

Two features of the situation had been overlooked, however: First, the Red Cross Society had sent boatloads of provisions to Cuba for free distribution, thereby shutting out the sales of food-stuffs, and secondly, the Custom Department was still in the hands of Spanish officers, which meant that the amount charged was only limited by the willingness of the American exporter to be fleeced.

With these two important features of the situation overlooked, large quantities of flour were shipped to Havana and Santiago, much of which was never even landed, for the reason that the shrewd Cuban or Spanish merchant failed to see the wisdom of buying goods when the old high rate of duty was chargeable, and there was a prospect of this duty being changed when the Americans assumed official control. Consequently the flour came back to New York almost by the shipload, and has been sold to the highest bidder on the docks, at a heavy loss to the shipper.

Thousands of dollars have been lost by the lard refiners, owing to the same failure to judge accurately of the conditions of trade with Cuba. In anticipation of a great rush of orders as soon as peace came, the lard men purchased quantities of stearine to make compound lard, the variety of lard for which there is the most demand in Cuba. The expected rush of orders did not come, and what was sent to Cuba on speculation either had to be sold at any price it would fetch to save the expense of bringing it back, or knowing what a loss it would entail to return the cargoes to New York, some speculators had it sent on to the other West Indian ports and sold at the best market figure. Much of it, however, came back here to be knocked down to the highest bidder on the dock.

Potato Situation in Minnesota.

From the Minneapolis Commercial Bulletin.

The market this week is weaker, owing to large receipts from local and other sources, and owing also to the fact that the demand for winter supplies has not yet opened in any considerable volume. From 23 to 25 cents is the range of values for straight varieties in carlots on this market. Mixed varieties range from 17 to 20 cents. There is not a very large call in carlots to outside points, although the movement is of reasonable volume, and is fully up to that of a week ago. The local dealers are not now laying in large quantities for winter, buying in small lots and often. The indications are that the crop in this State will be too large to permit of any very generous prices being paid. If the market holds up to 25 cents for the greater part of the fall, this will be as good as can be expected. It

is the general impression among potato men that better prices will rule in the spring. It is the general practice of the farmers this season to hold their low-priced produce for better figures, but if this shall prevail with potatoes, it may be that the spring price will be no better than that now prevailing.

To Introduce Canned Rabbit Meat.

A new industry to be started in Chicago will bring a new food into our markets in the shape of canned rabbit. A representative of the great rabbit-raising industry in Great Britain is looking for a large tract of land near Chicago that can be turned into a tame-rabbit farm. Here rabbits will be raised by the million. Their flesh will be canned and shipped all over the country. The meat of the tamed rabbit is consumed in great quantities in France, Great Britain, Germany, Belgium and Holland—in fact in all the civilized countries in Europe—and it is said to be especially relished by epicures. Paris alone is reported to consume weekly over 100,000 pounds of tame rabbits, or 10,000,000 pounds annually.

State Crop Report for October.

Potatoes are estimated to yield 68 per cent. and beans 66 per cent. of average crops. The estimate for potatoes indicates a very general belief that the crop has been badly damaged by drouth.

The percentages for winter apples are: Southern counties 47, central 77, northern 72, and State 56. One year ago winter apples were estimated at 11 per cent. in the southern counties and 18 per cent. in the State.

The percentages for late peaches are: Southern counties 82, central 73, northern 92, and State 81. One year ago the figures for the southern counties were 8, and State 12.

Autumn in the Country.

Pumpkin pie and apple cider!
Cut 'er loose and open wider!
Ain't no time like fruitful autumn;
Hick'ry nuts in river bottom!
Who said fall was melancholy?
Just the time to be real jolly!
Stir that steaming apple butter;
Fry them doughnuts—hear 'em sputter!
See them trees with apples laden;
See the buxom country maiden!
Scenes of plenty, bliss Arcad'n!
Sparkling eyes and rosy features,
Joyous, blessed, happy creatures.
Apple snits and pumpkin slices;
Eggs and butter bring good prices!
Gran'ries full and runnin' over,
Bulging haymows sweet with clover.
Country sausage! Goodness, land sakes!
Hurry up them buckwheat pancakes!
My, oh, my! But don't we pity
Poor folks livin' in the city!

Effect of the War.

Mrs. Hayricks—It says here in the paper, Silas, that this war has served to bring the people of our country closer together. Do you think there's any truth in it?

Mr. Hayricks—Yes. When I looked into the parlor last night Lieutenant Striplings and our Annie was settin' a good deal closer together than I ever seen 'em afore he went away.

Do nothing carelessly or in a hurry.

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.

N. WOHLFELDER & CO. WHOLESALE GROCERS.

SPECIAL DRIVE:
Rolled Oats, 90-lb. sacks, "fancy stock," per sack.
Schulte Soap Co.'s Cocoa Castile, 1/4s in 15-lb. boxes,

\$1.50 net
8 1/2c per lb.

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

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

WE BUY FOR CASH

Butter in any shape, Fresh Eggs, Apples and Potatoes; also Beans, Onions, etc., in car lots or less. 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.

J. WILLARD LANSING,
BURGE D. CATLIN.

W.C.

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.

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.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Oct. 8.—The coffee market has been in rather a bad way during the past few days. While jobbers are, apparently, endeavoring to maintain rates, there is a feeling of weakness, and probably some concession would be made, if necessary, to effect sales. Rio No. 7 is quoted at 6¼c. There is said to be some urgency from Brazil to push the sale of coffee here and it may lead to a lower basis. The amount of coffee here and afloat aggregates 930,574 bags, against 834,489 bags at the same time last year. Mild sorts continue steady, but the volume of trade is limited and jobbers report sales of only sufficient to meet everyday requirements. Good Cucuta is quotable at 8¼c.

There has been so much interest over sugar stock that the real article is for the moment rather cast into the shade; but it is in an interesting position nevertheless. Cuts have been made and everything seems to indicate a beginning of the long-expected merry war between the refiners. For granulated 5c is the official quotation. There is said to be a saving profit on it at this, but to take off any more will reach the quick. Sales were neither numerous nor large even at lower rates and the trade is evidently waiting for "further developments."

Tea buyers are "backward about coming forward" and the whole outlook is for continued dullness. The demand from both city and out-of-town dealers is for the smallest assortments and quotations are almost nominal.

Storms have exerted a very decided influence in the rice market and the full effect is not yet felt, although there has been an advance of almost ¼c. Cable advices all tend to harden the market here and it seems probable that rice at present is as cheap as it will be for a long time. The actual condition of the market shows a good demand and sellers are not anxious to part with their holdings. Good to prime Louisiana and Carolina, 5¼@5½c; Japan, 5¼c.

Holders of spices demand full prices and buyers are doing very little. The firmest articles are pepper and cloves. Singapore black, 9¼c; Zanzibar cloves, 8¼c.

The molasses market is closely cleaned up in the better grades of grocery sorts, and desirable open-kettle molasses brings full quotations. The demand for mixed goods and good centrifugals is quite brisk and full rates are paid. Quotations for good to prime open kettle, 20@32c; good to prime centrifugal, 16@25c. In syrups, home trade is lacking animation. Exporters have been operating to a limited extent all the week, so that the market is not quite dead. Good to prime sugar syrup, 14@17c.

In canned goods, offerings of corn and tomatoes are light, but there seems to be no anxiety about the ultimate supply. It will not be known for some time just how the pack will turn out; but frost has held off well and every day adds something to the amount already put up. No. 3 peaches are worth from \$1.35 @1.55 for yellows. New Jersey tomatoes are worth 85c for No. 3 standard.

Lemons have taken a tumble and at present quotations are in pretty good demand. California oranges are not plenty and sell at full prices, although the rush for them is not great. Bananas are quiet, selling from 90c@1.10 per bunch for firsts.

In dried fruits the demand is slow, but there is a firm feeling and the market can be called steady. Domestic dried are dull. Evaporated apples, 7½@8½c.

Marrow beans are weaker under light demand. Choice new, \$1.65; old, \$1.55 @1.60. Medium and pea are quiet and with no especial change in quotations. Red kidney, \$1.85 for new; California limas, \$2.32½@2.35.

The demand for butter is only of an everyday character and the market has been practically without change for some time. There is a little firmer feel-

ing at the moment for the best grades of creamery, which is quotable at 20½@21c; firsts, 19@20c; seconds, 17@18c; thirds, 15@16c; June extras, 10½c; finest imitation creamery, 16@17c; firsts, 14@15c; seconds, 13@13½c; factory, June extras, 14½c.

The recent hot wave made its "sign" on a good part of the arrivals of cheese. While fancy full cream might bring a trifle more than 8½c, it would need to be very nice, indeed. Small size, full cream, fancy stock, 9c.

The egg market is firm. Western fresh gathered, 16½@17½c. The supply seems quite sufficient, even of the very best stock, and of that which will not come up to the standard there is some surplus. Friday 4,458 cases were received.

Apples are in unusually liberal supply, principally low grade, and going out at prices that scarcely pay transportation charges, much less give a return for labor of handling. Such fancy stock as is procurable moves at good prices, but the supply is so short that the market can scarcely be said to be influenced. A larger proportion of the fancy table fruit comes from Vermont, and the contribution from that State decreases daily. Full prices are obtained for the best quality of all varieties, but there are too few to supply the demand. The quantity of low grade fruit on the market is discouraging and causes trade to drag heavily.

Some better quality winter pears are arriving, but a majority of the supplies now coming forward are below grade and sell slowly. There are a few fancy Bartlett's coming, but most of them are below grade or out of condition, and prices rule low. Other fall varieties go at about what is bid.

Cranberries are arriving in large quantities and supplies are accumulating. The quality of later arrivals is an improvement, but the large quantities of poor berries received before weakened the market, and it appears difficult for it to recover. There has been some call for berries for Southern shipment the past day or two, and the very best could be bought for \$1.40 per crate.

Grapes have come in liberally during the week, more so than before this season. Prices rule low, even for the best quality of choice varieties. Demand is small toward the end of the week, and Saturday's trade was so quiet that it virtually amounted to almost nothing.

Other varieties shared in the general dullness, and business was practically nil in several departments.

How They Sound When Read.

"Let me read you a few lines," he said.

"Certainly," she replied.

He then proceeded to read them, after which she exclaimed: "Well, of all the silly trash I ever heard that is the worst!"

"I know it," he assented. "Those are the words of that beautiful song you sang a moment ago."

Politeness is an investment that is often overlooked, but it yields big dividends.

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.

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.

GRAPES FOR GOTHAM.

How They Are Raised and Sent to Market.

New York, Oct. 10.—A familiar sight to the passer by on his way to any of the ferries along the North River, from Cortlandt to Franklin streets, the region where the greater part of all the fruit sent to the New York market is received and sold, is the numerous piles of small, stout, wooden baskets heaped on the sidewalks, and usually surmounted by a hand-made placard announcing "Sweet Grapes" for sale. These baskets vary from five to ten pounds in weight, and the grapes come to market from early August until the heavy frosts kill the vines.

A good sunny exposure, plenty of rich fertilizing and almost constant attention are the requisites of a successful grape crop, as the vines are beset by many injurious insects, and suffer much damage from climatic changes. The grapevine grows rapidly after getting started, and is long lived if properly cared for. The usual means employed to propagate the various kinds is by cuttings and layers; a "runner," or sprig of vine near the root, is fastened into the ground, where it readily takes root, after which it is cut from the parent stem and transplanted to grow on its own account. Fancy varieties are, however, often obtained by grafting and budding. The vines are trained on trellis work, or wires strung from post to post along the entire length of the field, and so placed that the whole vine will be exposed to the sun; extra shoots are constantly pruned away, and every precaution is taken to force the strength of the vine for fruit-bearing. No great accumulation of leaves is permitted, and as the grape, like all other fruits, bears from the shoots of the current year, all other branches are kept well cut; also all the small and irregular-shaped bunches are cut away in order that the large, full clusters may receive all the benefit of the sun and light and the full strength of the vine.

The beginnings of the cultivation of the grape for food and wine are lost in obscurity, but it was a well-established industry in the time of Moses, and the pagan "Marches of Bacchus" related to the cultivation of the grape by these early nations. Later it was introduced into Europe, the Romans taking it to Marseilles, France, about 600 B. C. Throughout many European countries the grapevines have attained luxuriant growth, often climbing to the top of tall trees, and in many sections the grape has been cultivated to the exclusion of corn and other grains, so that the people are dependent upon outside sources for their food supplies.

The wild grape is common in all parts of America, the sweet, heavy odor of both the blossom and the fruit being one of the pleasing features of the country roadsides, as the vines climb clingingly over the stone walls and up the wayside trees. Historians tell us that it was the perfume of the wild grape which so agreeably greeted Hendrik Hudson and his crew on the Half Moon as they sailed up New York Bay and the Hudson River, and which the discoverer chronicled in his record as a "pleasant and very sweet smell." The most common of all the wild grapes is the fox grape, and a small supply of them is sent each year to the Philadelphia market, but the grape has been so highly cultivated these late years and is produced so cheaply that the many new kinds grown, each having the sweet taste of the wild fruit without the acid skin, supply the demand, so that little of the natural fruit is now sent to the large centers of commerce.

The first known attempt to cultivate the grape in America was in Florida, in 1564, and later the colonists in Virginia, in 1620, gave attention to its culture as a wine-producer. Some of the most favored varieties are descendants from the early wild kinds, as the Catawba, one of the sweetest grapes to come to market, a native of North Carolina; also the popular Isabella, as well as the Scuppernon.

In California the grape was first raised

by the Franciscan monks, who found the soil particularly adapted to its cultivation. So rapidly and luxuriantly does the vine grow in that part of the country that in a recent report it was stated that a vine planted in 1823 had in 1890 reached dimensions sufficient to cover over 12,000 feet of space, and to produce each year from 10,000 to 12,000 pounds of grapes. The largest vineyards in the world are in this State, one being over four thousand acres and many others comprising from 1,000 to 2,000 acres. The greater quantity of these grapes are used for wine, raisins and currants, and but a small part of each year's crop finds its way to the market for table use. Only the finest are used for this purpose, the white ones being called Muscatels, the red ones Tokays. Although each year sees a marked increase in the demand for good California grapes for table use, it is in the Eastern States, and more especially throughout Pennsylvania, New York and one or two of the Southern States, that the great bulk of the grapes consumed in the New York market are grown.

The development of the grape industry has been somewhat peculiar except for the comparatively few early kinds which come from North Carolina and Maryland. The Hudson River Valley and lake region of New York State furnish grapes for all New York. Twenty years ago the country in and near Fishkill, N. Y., was the center for the market, one or two men having established reputations as fine grape growers; but immense vineyards suddenly sprang into existence along the shores of the lakes in the central part of the State, and as the soil seemed better adapted for their growth there, and the fierce competition thus started made growing them in the older localities often unprofitable, the trade has gradually shifted to the western part of the State, so that this year about all of the grapes will be received from the country around Lake Keuka. Here hundreds and hundreds of acres are planted with the vines, and the harvesting of the grape crop is the occupation of the people for miles around the two principal shipping places, Penn Yan at one end of the lake and Hammondsport at the other.

Just as in the wool section expert shearers can be found, so here are men and women who make a business of cutting, sorting and packing the grapes for market. The usual way for the crop to be sent to New York is for some large wholesale house to send a buyer out in the section, who goes from vineyard to vineyard, selecting and purchasing. The pickers and packers then begin the work of gathering the bunches, and they are carried to the large packing houses of the New York firm out in the country; here the women sort them, and arrange the better quality in the small baskets and the others in the trays or boxes for shipping to New York. Fast freight by railroad is the method employed to get them here, as the profit is seldom sufficient to warrant paying express charges; the fruit will keep well enough to stand the slower way of transportation. The cars containing the grapes are brought by the railroad company to one of the many piers along the North River front, and sometimes when the demand is great enough they are disposed of in carlots by auction, or else they will be unpacked and the baskets taken to the stores and sold from there.

Among the first grapes to come to the market is the Moore's Early, which somewhat resembles the time-honored Concord, but as it grows abundantly in the Southern States and ripens earlier and in larger and closer clusters, it often commands a much better price than that other dark-blue grape, the Concord, which soon follows it, while that popular little deep red grape, which grows in small, tight clusters and has a sweetness all its own, the Delaware, comes a week or so later. Besides these three are the Salem and the Isabella, which have been in the market many years, and of the newer varieties, those with the greenish, yellow skin, such as the Niagara, the Rebecca and the Martha, are cultivated in great quanti-

F. J. Dettenthaler

Jobber of



Anchor Brand Oysters

Leading Brand for Fifteen Years.

Once Sold, Always Called For.

If you wish to secure the sale of a brand which will always give satisfaction, arrange to handle Anchors, which are widely known and largely advertised. When ordering oysters through your jobber, be sure and specify "Anchors."

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.

ties, the Niagara being the best selling of them all. The Catawba is one of the last to ripen and be sent to market.

The grapes which come from the South early in the season, generally the last of July and the first of August, are packed in small, rectangular baskets, holding either six or eight pounds, eight of them being placed in a case, or "carrier," as it is technically known. Those from New York State are sent in two ways, the ones designed for table use being packed in the small hand-baskets, which are disposed of by the package in large quantities, and afterward retailed by the single basket. They are in convenient size for family use, and of a shape which packs advantageously for transportation, so that handling the fruit is avoided from the time it is cut from the vine and carefully placed in the basket until it is put on the table of the consumer.

However, large quantities of grapes are each year shipped to market in bulk on large trays, this being the way the poorer qualities are sent and some years when the crop is large the surplus stock are also sent in this way. Such grapes is sold by the pound to the wine and vinegar merchants, and to the Italians, Bohemians and Hebrews who live on the East Side of New York and in the adjoining cities, for wine. Sometimes as much as a whole ton of these grapes will be purchased for this purpose by a single family. When the price is low, as it is in the years the crop is heavy, these foreign buyers will take them as long as the supply lasts, so much do they prize this home-made wine. Grapes in this way sell from \$15 to \$30 a ton, according to quality and supply.

The yield this year along the lake is fine and there is more than an average crop, but up the Hudson River the grapes are almost a complete failure. The late frosts last spring, followed by the cold, damp weather, damaged the grapes, as it did all the other fruits, so that the farmers have not only been deprived of their berries and peaches, but the later crops, apples, pears and grapes, have also failed. The vines are only partially filled, and the bunches are small and irregular in shape, so that the greater part of them will go to the wine merchants at almost their own prices.

If the fruit is not allowed to become overripe on the vines it will keep in good condition for a long time, and each year large quantities of the hardier kinds, such as the Catawba, the Concord and the Rebecca, are during September and October packed away, either in the frost-proof packing-houses in the country or the cold-storage houses in the city, to await the holiday trade; and the grapes which are displayed on the fruit stands at Christmas have been picked from the vines for fully three months, yet are still as fresh and moist as when first packed.

One Secret of Business Success.

The late A. T. Stewart was a king among tradesmen, and, although doing a business of forty millions a year, he was never overworked. He was master of his vast business because he placed the details in charge of competent men, paid them liberal salaries, and gave them unbounded confidence, forcing upon them the full responsibility for the conduct of their department. He consulted with the heads of departments, and directed affairs, leaving the details to them. And Stewart rose from small beginnings to be the greatest merchant of his times. If one will visit the great department stores he will find power centralized in the owners, who, instead of being chained to a desk, surrounded by a crowd of importunate employees, each bringing some detail for consideration, are walking about their establishments consulting with the managers, discussing the policy of the firm, planning or receiving suggestions.

One of the rocks on which young business men fall is lack of capital. A young man should hesitate to embark in business, no matter how thoroughly equipped in education and training, until he has sufficient capital.

Italian Fruit Exporters Adopt Fancy Labels.

There are few fields in the world of merchandise where the art of the lithographer is not employed for the purpose of making the goods appear better and to attract attention to them, and the purchaser has become used to the fancy label and the chromo lithograph, but it is not generally known that Italy has followed the example of this country, and that its fruit exporters are spending much money in decorating the lemons which are sent to this country.

There are about two hundred exporters of the fruit in Palermo and Messina, and each concern has its private mark or brand by which its goods are known. This brand appears on the outside of the boxes, and purchasers buy by the brands as buyers of calicoes and muslins do in their line of business. The difference is that a brand in dry goods is usually a voucher for the quality, while the manner of packing, the weather, the place of storage on the vessel and the length of time in port determine the quality of fruit, and while the wholesale dealer may be guided by the marks, the retailer usually examines the fruit and buys regardless of brand.

The exporters now go a step further and wrap the top layer of every box in tissue paper. Each lemon is rolled in a piece of issue paper, on which the trademark of the exporter is printed, and in addition to this each box contains a large colored lithograph of the mark. Some of these are made in America and look like the ordinary gift chromo, but the Italian product is remarkable because of its peanut-pushcart English.

Some of the marks are slurs and jokes on competitors, and are unintelligible to those people who are not members of the orange and lemon vending fraternity, and some of the marks are hits on the American importers, who are accused by the growers of promising much in the way of returns and delivering little. The catalogues which are prepared for the auction sales usually contain the various marks; and these embrace, in addition to the personal and humorous devices, religious and patriotic pictures. Operatic and dramatic heroes, generals, admirals, mythological, historical and poetic subjects are made use of, and every field of sport appears on these brands, wrappers and chromos.

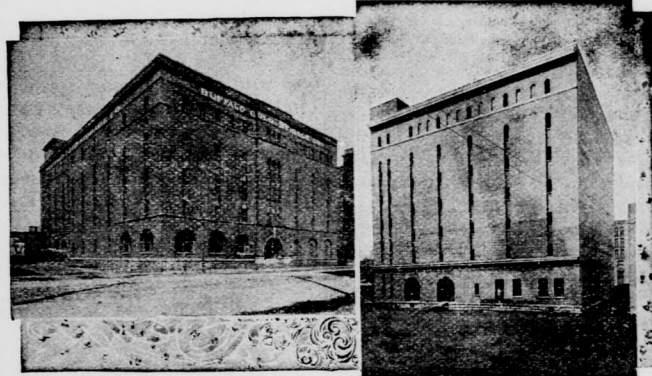
A Priceless Possession.

Credit is the most precious possession a business man can have. It is acquired, maintained, and preserved by certain qualities that I believe are inherent in the man. Credit is like a delicate piece of porcelain. You may break it and put it together again, and for purposes of utility it may possibly be just as good as it ever was, but the cracks are there, and you can see where it was broken. And so it is with the man whose credit is once impaired. He may be able to buy goods again, his standing among mercantile houses may be very fair, but it can never be restored to the superb condition in which it once was. And so I would warn all merchants, young and old, to regard credit as a priceless possession. Do not let it be trifled with, and allow nothing to impair it or injure it.—Dean.

Learn to treat a shabbily-dressed customer with as much civility as you manifest toward the richest of your patrons; the dollar you get from each is of the same value.

Buffalo Cold Storage Co., Buffalo, N. Y.

D. E. Knowlton, Pres. and Gen'l Mgr.



Warehouse "A"

Capacity 600,000 cubic feet.

Exclusively
Butter and Eggs

Rates Reasonable.

Low Insurance.

Liberal Advances.

CORRESPONDENCE SOLICITED.

Warehouse "B"

Capacity 500,000 cubic feet.

Poultry, Cheese, Fruit
and Miscellaneous
Storage.

Don't try experiments. Store
where you know your goods will
be properly cared for.

WE GUARANTEE

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

ONE HUNDRED DOLLARS

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

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

J. ROBINSON, Manager.

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



Price Has a Loud Voice

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

SILVER BRAND CIDER VINEGAR

has no equal.

Genesee Fruit Company,
Lansing, Mich.

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

Every Grocer should sell it.

MEN OF MARK.

L. M. Hutchins, Secretary Hazeltine & Perkins Drug Co.

Many a life runs along without babble, like a brook through a green valley, giving verdure to the meadow, life to the tree and shrub and drink to the bird until it loses itself in the great river. It is not talked of like the thundering Niagara and men do not stop to gaze at it in wonder, but it has its own work to do in the world and it does it and the world is better because of its having lived in it.

Lee M. Hutchins was born at Sharon, Wis., Oct. 14, 1856, his antecedents on both sides being English. There is a family tradition to the effect that the name was originally Huggins, but when the orthography was changed to its present form, no member of the family appears to be able to say. Mr. Hutchins lived on the farm on which he was born until 1860, when the family removed to Ionia, where the father engaged in the drug business. Mr. Hutchins attended the public schools of the place, making marked progress. He graduated from the classical course of the high school at the age of 16 and began preparing himself for a continuation of classical work at the University, in order that he might fit himself for the profession selected for him by his family, that of the clergy. Business reverses necessitated a change in the programme and two occupations presented themselves—that of preceptor in languages and mathematics in the Ionia high school at a salary of \$60 per month, or that of bottle washer in the drug store of Taylor & Cutler at a salary of \$4 per week. Greatly to the surprise of his friends, and somewhat to the annoyance of his family, he accepted the latter offer, believing that a business career offered more inducements to him than a professional one. He remained a year with Taylor & Cutler, during which time he received one or two promotions, when his father engaged in the grocery and provision business, and he joined his fortunes with his father for about a year and a half, when he returned to Taylor & Cutler, with whom he remained until 1887, occupying, step by step, every position in the store, until he reached that of book-keeper, credit man and buyer for the jobbing department. In this capacity he came to know nearly every traveling man who visited Ionia carrying kindred lines, by whom he was held in high esteem by reason of his excellent judgment and the courteous manner in which he received his callers. On the withdrawal of the Standard Oil Co.'s line from Taylor & Cutler, that house retired from the jobbing business, and as the retail trade hardly afforded scope for a man of his ability and experience, he sought and obtained employment in the wholesale drug house of Jas. E. Davis & Co., of Detroit. After working seven months in the city department, he was promoted to the position of clerk to Mr. Davis, which position he retained on the consolidation of Jas. E. Davis & Co. and Williams, Sholey & Brooks under the style of Williams, Davis, Brooks & Co., in which institution he was given charge of the country correspondence and the general adjustment of unsettled and questionable matters. During the latter years of his connection with that house, he also had charge of the detail of the specialty department, including the exploitation of new goods and the pushing of preparations already on the market. Realizing that

the chances of further promotion in so large an institution were somewhat remote, Mr. Hutchins availed himself of the opportunity to make a change last June and, although strenuous objections were made to his leaving the house on the part of Mr. Davis and other members of the corporation, Mr. Hutchins finally succeeded in breaking the old ties and taking the position of Secretary and Treasurer of the Hazeltine & Perkins Drug Co., at the same time acquiring a material stockholding in the corporation.

Mr. Hutchins was married Nov. 26, 1879, to Miss Alice W. Wilson, of Ionia, who with one child comprises the family circle. They reside in their own home at 103 Henry street, which will be remembered as the former residence of Thomas Hill, for many years local representative of the Merchants' Despatch.

him in his new position and realize the excellent opportunity it affords for utilizing the experience he has acquired in the past twenty years rejoice with him that his lines have fallen in pleasant places and that he has finally landed in a position where he is practically supreme in his department. Under the present organization no establishment moves more smoothly or with less friction than the executive and office forces of the Hazeltine & Perkins Drug Co., and this condition is due in no small degree to the suavity and good judgment of the latest acquisition to the force. ✓

Pertinent Hints For the Boys Behind the Counter.

There has been a good deal said at different times about a clerk taking an intelligent interest in his employer's

est a man must have a personal interest; he must feel that he is responsible for something.

* * *
"Say, I have a question to ask of you," said an acquaintance of mine, yesterday. "Can you explain to me why it is that a clerk in an office on a salary of perhaps \$50 a month is so much better, socially, than the clerk in a retail store? Why should a clerk, simply because he is a clerk, be barred any more than an office man?"

This was the question he asked. I did not answer, because I did not know how. What is or should be the social standing of a clerk outside of the store? In small places he is on a plane with every one else, provided he is educated and a gentleman. In a large town or a city he can mix with none outside of his own class, while his friend in the office who is no better educated or no better gentleman and no better off in this world's goods goes in the best society. True, isn't it? It is one of the queer things of this world that nobody seems to know the reason for. I don't. Do you? If you do will you please tell me why it is?

* * *
Don't brag.
Don't bulldoze.
Don't bluff.
Don't give your goods away.
Don't hound a buyer.
Don't know more than your customer.
Don't insist.
Don't lose your temper.
Don't think you can sell everybody.
Don't repeat rumors.
Don't misrepresent.
Don't run down your competitors.
Don't underestimate the intelligence of a buyer.
Don't think you have the only store.
Don't question a buyer's judgment.
Don't think that because ten buyers select a style the eleventh should do so as a matter of course.
Don't turn up your nose at cheap goods customers.
Don't be afraid of being "turned down."
Don't get tired waiting for your turn.
Don't be too modest to refuse a trade discount.
Don't sit down and wait for buyers to come in.
Don't sulk when you get "skunked."
Don't miss an opportunity to show your goods.
Don't push your cheapest grades.
Don't let a buyer put you out of conceit with your line.
Don't run down a buyer because he prefers another line.
Don't dictate to a buyer.
Don't depend on luck alone.
Don't tell hard-luck stories.
Don't forget you're there to talk business.
Don't worry.
Don't trip up over your dignity.
Don't lose your self-respect.
Don't be bluffed.
Don't cut prices.—Cloak Journal.

Family Economy.

Uncle (to the children, who have just had a dose of cod-liver oil all around): Well, do you like cod-liver oil?

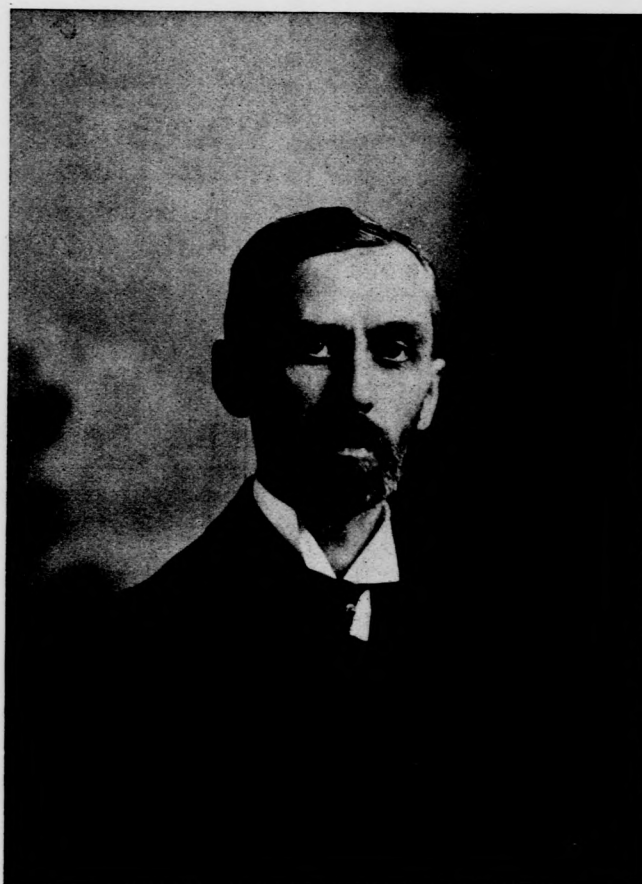
Children: Oh, no; but mama gives us five cents for every spoonful.

Uncle: And then do you buy something nice?

Children: No, mama puts it into the savings bank.

Uncle: And then you buy something by and by?

Children: No, mama buys more cod-liver oil with it!



Mr. Hutchins is a member of the Westminster Presbyterian Church, the A. O. U. W. and the Knights of the Maccabees, but is essentially a home man, having few outside ties and permitting no ordinary attraction to lure him from the place he loves best.

Mr. Hutchins attributes his success to the fact that he has always made his employer's business his business; has made it a point to study the details of the position he occupied until he had mastered them; to so conduct himself that there shall be no clashing of interests and no sore spots among his associates; to carefully study the needs and necessities of his customers, so that he can place himself in the position of the purchaser as well as the seller. These attributes, coupled with absolute diligence and strict attention to business, have placed him in the front rank of business men, and those who have met

business, but I have about come to the conclusion that in nine cases out of ten, if the clerk does not take the proper interest it is not his fault. Clerks nowadays are sharp, well-educated individuals as a rule and they will take just as much interest as they are permitted to take. How is a man—a man, mind you, not a machine—to take an active interest in anything when he is not allowed to make suggestions or to advance his opinion on this matter or that point in connection with his department? Judging from what I have heard some clerks say, some employers would feel insulted if it were insinuated that it would be well for them to consult their clerks about their buying, or about the everyday matters around their store. And yet it is this same class of employers who expect their help to take the most active interest and to work the hardest. To have an active inter-

FLEECE WRAPPERS

A Group of Ladies

All dressed in our celebrated

Triton Wrappers

They may not like it, but the Jobbing Price that the retailers are paying for these is mentioned below each cut.



Lot 162. Made from fleeced material. Shirred front, tight fitting back, ruffled collar, trimmed with imported braid. \$9.00 per Doz.



Lot 165. Made from heavy fleeced chinchilla cloth, trimmed with good velvet, pipe edged revers, tight fitting back. \$19.50 per Doz.



Lot 166. From glendale red flannelette. Loose front, tight fitting back, rolling collar, and trimmed with black satin ruffles. \$10.50 per Doz.



Lot 163. Extra heavy quality fleeced material. Ruffled standing collar. Shirred front, revers on shoulders, trimmed military style, back and front with imported braid. Full range pattern. \$12 per Doz.



Lot 167. Made from heavy twilled cashmere. Ruffled standing collar, revers, gathered at belt, yoke trimmed with imported braid. \$9.00 per Doz.

There must be a good deal of satisfaction to every retailer in having ladies calling over and over again for an article that they are selling, simply because it's the best. This is the case with the retailer who carries

Triton Wrappers

We can cite you many a dealer who has volunteered this information in regard to our wrappers.

Why not (in case you have not) try our line?

STRONG, LEE & CO., DETROIT, MICHIGAN.

DEPARTMENT M

MANUFACTURERS OF TRITON WRAPPERS

Woman's World

The Right to Interfere in a Child's Career.

There is one theory to which most parents cling with a tenacity no amount of experience ever seems to shake, and that is that they have a divine right to decide their children's careers and generally shape their lives for them. The mother, crooning her baby to sleep on her breast, makes up her mind that he shall be a lawyer or doctor or preacher, wholly oblivious of the fact that nature has already been before her and made a merchant or mechanic or banker and that any effort to reverse the decision must inevitably result in disaster.

One of the common observations of life is that success and happiness means merely getting into the right groove and doing the thing destiny intended us to do. This being true, it is passing strange that those who have a child's welfare at heart so seldom really take the trouble to find out what he can do and wants to do and what his bent is. On every hand we are confronted by the unhappy spectacle of round pegs vainly trying to fit themselves into square holes. Every day we see poor doctors going on their death-dealing careers who might have made successful and humane business men. Every Sunday we are bored by tiresome preachers who might have really done some good in the world pounding iron instead of the pulpit. The woods are full of bankrupt merchants who might have made fame and fortune in a profession.

Nine times out of ten these dismal failures are the direct result of some loving parents' determination to decide a son's destiny for him. Because John's grandfather was a distinguished lawyer, or John's mother considers the law a genteel profession for John, who has no more gift at speaking than a stone dummy and no more love of study than a parrot that repeats without understanding what it is told, he is prodded through college and a law course and at last hangs out his shingle and waits for clients. He has no interest nor enthusiasm in his work; he never does it well and consequently never succeeds. Sometimes, after wasted years, he breaks away from bondage and finds his appointed place for himself. Oftenest he loses heart altogether. His first venture has been such a disaster that he has not courage to hoist fresh sail and put about for another port, so he drifts, a helpless and pathetic derelict upon the sea of life. It is the same story, with the same ending, when the man who loves books better than dollars, who would rather speculate in philosophies than grain or real estate, is forced into business because his father has happened to build up a big financial enterprise. He is not fitted for the part, and if he does not actually fail outright, as is generally the case, he misses the best of life in missing a congenial occupation.

Of course, to the parents it seems an unnatural and unnecessary condition of affairs if they are not to make what they please of their child. It is said that when Mr. McKinley's mother was congratulated upon her son's having achieved the greatest honor in the gift of his country, she heaved a sigh of disappointment and said: "Well, my desire for William has always been for him to be a Methodist bishop!" That was what she had dreamed for him over his cradle, and not even the presidency of the United States could make up to

her for it. How often we hear a father say bitterly, "I have spent years of toil building up this business for my son, and now nothing will satisfy him but a profession;" or another cries out that he has spent thousands of dollars in educating a boy for a profession that he refuses to follow. In both cases there is the charge, or implication at least, of ingratitude, and the assertion of the parental right to decide a child's life.

After all, there is no other love so selfish as the love of father and mother. When it errs it is through ignorance of tender than willfulness and through sheer impossibility of understanding that the child that was yesterday a helpless baby has become a creature with thoughts and feelings and desires that are not yours, possibly even with needs you can not comprehend. The situation is not without its pathos for both sides, but at the beginning of every school year, when the fate of so many children is being decided, I am always struck a-fresh with the folly and hardship of forcing girls and boys to tread paths they were never intended to tread and that they never will tread with profit or pleasure.

Perhaps there is a kind of egotism at the bottom of it all, a feeling that my child is an all-around universal genius who has only to select among glorious careers and try on halos of fame until he finds one that fits him, as one picks and chooses among the bats in a shop. Unfortunately, this cheerful confidence is only justified in about one case in a million, and the odds against this paragon being your son are so tremendous they are hardly worth considering. The average boy is good for one thing, and one thing only. Moreover, he is not so good for that but what he needs all the training and help he can get. And he needs a good start. There is no time nowadays for experimenting. The man who must retrieve the mistakes of his parents and who goes in middle life at the occupation he should have started at as a boy rarely achieves anything worth having.

Few parents are tyrannical and the number of boys forced into uncongenial work is comparatively small, but there are sins of omission as well as commission, and one can but wonder that the mother and father, thrown for years in daily close companionship with a child, never think it worth their while to try to find out in what line he is most likely to succeed. Traits of character, a deftness in this, a lack in that, strength here, weakness there, should surely be sufficient guides to those who know life to indicate the direction of his talents, but those to whom he has a right to look for guidance take no heed, and the boy, God help him, so often flounders, if he is not pushed, into the wrong thing. It is pitiful to think how little intelligence is brought to bear on so important a subject.

Girls, too, have their grievances along this line. In spite of all the progress we have made we have never gotten over the idea that all women ought to be as much alike as peas in a pod, and to that end, no matter how much their talents may really vary, we give them the same education. I am persuaded that when the roll of the noble army of martyrs is called it will be led by little girls in pinafores, with pig-tails of hair hanging down their backs, who were forced to spend hours of torture learning scales and exercises, when they had no better voice nor ear for music than the cat that caterwauls on the back fence. The question of the girl's ability

cuts no figure in the matter. It is a tradition that she must have "accomplishments," and so we have her taught music and painting and drawing, and she murders sonatas and daubs up canvases and executes monstrosities on good china, and we complacently reflect that we have done our full duty by Mary or Sallie, when the truth is we have never taken the trouble to find out her real talent at all. It may have been that the girl who could never learn to draw could fashion divine harmonies with a needle, and the one who was as tone deaf as Trilby might have found herself an artist in the arranging and furnishing of a home. If all the money that is foolishly wasted in trying to make musicians and artists out of girls who have no talent were put into a fund it would give them, everyone, a respectable dowry, and furnish their homes with hand-organs and old masters besides.

It is a hard thing for parents to realize—and harder still to gracefully accept—the fact that the time must come when their child, like all the other children of men, has to live his own life and work out his own destiny. Counsel has its limitations. Love can go no further. We have no right even to interfere, since every soul must be a profound mystery, even to those nearest and dearest to it, and we can not know all its needs and possibilities. But as we love the child committed to our care it is a solemn duty to study him, to try to find out his bent and develop that, instead of forcing him into something else of our fancy and choosing. So shall we train, and not handicap, him for the race he must run. DOROTHY DIX.

Will the Street Fair Replace the Agricultural Exhibition.

Every town and city that has a reputation for enterprise to sustain must have some sort of an out-door festivity at least once a year. It may be a Fourth of July celebration, a soldiers' reunion, an old settlers' picnic, a county fair, or a free street fair, the requirement being that it draw crowds, entertain them, and incidentally advertise the town. Some cities can swing two or three such enterprises in a single year, but most are content to have one, which is held preferably late in the summer or in the fall, and is supported and managed by the business men. In deciding upon what the nature of the festal occasion shall be circumstances govern somewhat, but wherever possible something novel, and with possibilities of direct profit to the town and its merchants, is favored. These, apparently, are the prime reasons for the growing popularity of free street fairs.

The "Street Fair," "Street Carnival," or "Carnival of Fun" (the several names apply to one and the same thing), is a comparatively new institution. It may be a short-lived fad, but it seems to have characteristics peculiar to itself which will give it a firm footing. The oldest and most famous of street fairs is the one held annually at Nijni Novgorod, in Russia, and perhaps it furnished the inspiration for the first one to be held in this country. So far as can be learned, the idea was first Americanized in Pennsylvania about ten years ago, but not until within the last two or three years has it been generally adopted. Last year several of the leading cities in the Central Western States held street carnivals or fairs, and the success they made of them has caused scores of rival cities and smaller towns to follow their example. This year,

therefore, the fall street fair is so common as to give its novelty a severe test, and it will probably be decided whether or no the idea will longer flourish.

The advantages of the street fair over the county fair, to which it is similar and which in many cases it has superseded, are numerous and important. One that has great weight with merchants is that the county fair is held on grounds remote from the business center of the town, and during the day the streets are deserted and business is at a standstill. The opportunities for advertising on the fair grounds are not the best, and necessitate considerable expense, while the sale of goods is never attempted. On the other hand, when the fair is held on the business streets goods can be advertised by means of exhibits with only a slight extra expense, and when the streets are thronged with people sales are sure to be quickened. For these and other reasons the fair behind a high board fence has given way to the free and open street carnival.

The attractions that the street fair offers to the public at large are a combination of those seen at a county fair, a Fourth of July celebration and a circus. In fact the scope of the street fair is very wide, and very flexible, accommodating anything that instructs, interests or amuses. Judging from the reported plans for the numerous fairs to be held this fall, the greatest effort is made to amuse. In all but a few cases the agricultural exhibits are overlooked or made of minor importance, manufacturing and commercial displays rank about the same, while the amusement features are secured at considerable expense and are widely heralded as the chief attractions. The policy is not sanctioned by some, but it is undoubtedly best for the success of the fair. The farmer and the general populace, after a long summer of work and monotony, want to be amused. It is pardonable in them that they enjoy most the antics of the comedians, the tricks of the magician and the feats of the acrobat and aerial performers. These attractions, mingled with parades and pageants, profuse decorations and an abundance of music, produce a "carnival of fun" that is a fitting annual jubilee and that spreads afar the reputation of a city for hospitality and enterprise. —Chicago Dry Goods Reporter.

Plenty of Time.

"Gertrude," said the old gentleman in an earnest, thoughtful tone.

"Yes, father," replied the beautiful girl.

"That young man of yours who has just returned from the war is going to stay here some time now."

"Why, of course, he is, father," answered the beautiful girl. "I guess I know that."

"Do you?" asked the old gentleman in surprise. "I thought you didn't. I gathered from your actions that you thought he was going back again in the course of fifteen or twenty minutes and that it was consequently necessary to unload your entire stock of kisses within that time."

Then the old gentleman looked at the beautiful girl, and the beautiful girl blushed and said he was a mean thing and she didn't care anyway.

Doubtful Statement.

She—Where were you so late that you couldn't get home until after midnight? "I was down at Jack Barney's office helping him to make out some statements."

"Oh, you were, eh? Well, let me tell you this: If Mr. Barney's statements aren't any more reliable than the one you have just made there will be some tall kicking among his customers."

LYON BROTHERS

Successors to
H. Wolf & Co.

Begin Right and You Will End Right.

Start your Cloak season under the proper bargain-stimulating auspices by advertising a few of these Capes that we are offering you at prices that will enable you to sell cheaper than your competitor can buy them. Investigate this special offering, as it is worthy of your best attention. The garments are carefully made, and for style, fit and finish are equal to many grades of Capes sold at twice our price. Order out a few samples. You need not keep them if they are not satisfactory.



C101

TWO SPECIALS IN LADIES' CLOTH CAPE

STYLE C100 - \$1.25 EACH

STYLE C101 - \$1.55 EACH



C100

The Greatest Value
Ever Offered in
Ladies' Capes

DESCRIPTION OF CAPE.

C100. Sizes 32 to 42, made of good weight English beaver cloth, in black and navy blue, full 23 inches long, 95-in. sweep, 11-in. cape, trimmed with 3 rows of Hercules braid, 5½-in. collar and top cape edged with black Coney fur, braid trimmed collar. Each, \$1.25.

C101. Sizes 32 to 42. The most elaborate cape on the market at the price; made of heavy, winter weight English beaver, in black and navy; 10-in. shoulder cape, trimmed with fancy braid and worked with jet trimming in applique patterns, entire cape trimmed with Coney fur, 5-in. fur and jet trimmed collar, full 23 inches long, 83-in. sweep. Each, \$1.55.

LYON BROTHERS, SUCCESSORS TO
H. WOLF & CO.
Wholesale General Merchandise,

246-252 E. Madison St., Chicago, Ill.

STUPID SCHEME.

Revolutionary Plan of Co-operative Buying.

Stroller in Grocery World.

It would be a source of great satisfaction to me if I could escape grocers with schemes. There are lots of 'em, and they all seem to find in me a sympathetic listener. I've listened to more schemes, good, bad and indifferent, than you could get in a year's issues of the "Grocery World."

One reason why I don't like to get up against the grocer who has a scheme with millions in it is because it always irritates me. He's nearly always a shiftless fellow who would much better be hustling than scheming. I'm such a hard worker myself that I don't like to see anybody else loafing. I'm hardly willing to go to sleep at nights, I'm so industrious.

Well, to come to the point, I had another scheme unloaded on me last week, and while it's hairbrained, I still consider it decidedly worth printing. The author of it is a clever fool; clever, because well educated and brainy—fool, because he wastes at scheming time that ought to be employed pushing his business.

"I see by the 'Grocery World,' " he said last week, "that you're going to have another chain of stores up there—Peerless Tea Co., or something like that. They're going to start twenty-five stores."

I hadn't seen the paper, and I expressed curiosity.

"Yes," he said. "How many stores has Hunter now—forty, hasn't he?"

I thought he had.

"And Butler has nearly fifty?" he asked.

"Somewhere thereabouts," I replied.

"That makes about 115, with the twenty-five new stores," he said, "and there are a lot more of these chain stores, too, aren't there?"

"Yes."

"Well, we'll say there are 200 cheap, cash-cutting chain stores in Philadelphia," this grocer went on. "Your everyday grocer with one store can't compete with any of 'em. Now I've got a scheme by which the Philadelphia grocers and others who have to meet the competition of the cutter can simply leave these cut stores away behind."

"Indeed?" I said, politely, but incredulously. "There's money in your scheme if it will work."

"If it will work?" he repeated. "Certainly it will work. The scheme is this: I'll take the retail grocers in Pennsylvania, say, I suppose there are probably 10,000 all told. Well, I'll organize them into an incorporated company, with headquarters at Philadelphia, and maybe Pittsburg. At those headquarters I'll have buyers who will buy for every one of the members. Say we get 8,000 in the thing; these buyers will buy for every one. They will buy in enormous quantities, necessarily, and consequently will get goods very cheap, and the members will get their goods at cost, plus the actual cost of conducting the business, which will be low, because everything will be done for cash."

"Now, don't you see," went on the schemer, enthusiastically, "what an advantage the members of my company would have? They would buy cheaper than even the large jobber, and they could sell cheaper, too. Hunter and Butler are big buyers, but what they buy would be a drop in the bucket compared with what this incorporated company would buy. They'd all pay cash for such a chance. The biggest expense would be the salaries of the buyers."

"Admit that you think you'd about as manager," I observed.

He laughed rather sheepishly. "Well," he said, "I think I'd be capable, for that matter."

"Do you see any objections at all to your scheme?" I asked.

"None that can't be overcome."

"Well, see here," he said. "While your scheme is in some respects a good thing, you couldn't get eight-tenths of the total number in it, because too many 'em are tied up with the jobber."

"And they can't get loose, either. Why,

lots and lots of small grocers never have their accounts squared up to date. They always owe something. They pay something along on account, and the jobbers carry them. These fellows would be glad enough to go in your scheme, but how would they do it? They couldn't unless they paid up, which they couldn't do."

"Put it to yourself," I said. "If this scheme were to begin next week, could you join it yourself?"

He reddened eloquently, so much so, in fact, that I didn't have to wait for an answer.

Just then the store boy, carrying a jug of molasses, tripped over a rotten board in the floor which ought to have been mended three months before, and sprawled flat. The jug was gathered to its fathers with a loud squash. You want to walk very gingerly in the store of a schemer.

"And then what would the jobbers be doing all this time?" I went on. "You would have to get your supplies from the manufacturer, just as the jobber does. It's a question whether he could afford to sell you. If he did he would lose the trade of the jobbers, which together would amount to far more than yours. One Philadelphia jobber, for instance, carries 1,500 names on his books. Ten jobbers would sell more than what your 8,000 would buy, and all the other jobbers would be against you, too. The manufacturer would have to choose between you, and it wouldn't take him long to see where his bread was buttered."

"Another thing is: who's going to finance this scheme? Are you going to guarantee the responsibility of all of your 8,000 members who couldn't pay cash if they wanted to, and who wouldn't if they could?"

"But—" he started, feebly, but I waived him aside.

"And then what complications you'd get into through buying by mail," I said. "You couldn't use salesmen, because that would bring your expenses up too high, so that all your customers' buying would have to be done by mail. I can imagine the kicking letters you'd get from little fellows who hadn't got what they ordered."

"I'll tell you the sort of scheme you want," I said, "a scheme to make your business better; a scheme to increase your trade—to give better satisfaction. If you'll do that you won't need such schemes as this."

"Well, all the same," he said, doggedly, "I believe that scheme a good thing. Why, every state could have an incorporated company to take care of its own trade," he said, with a faint returning flare of enthusiasm. "Something's got to be done, anyhow. Business is going to the dogs. I'm doing nothing—barely making a living. What am I going to do—starve?"

I looked back to where the store boy was still sopping up the molasses, kneeling on the floor by the hole where the rotten board was. I could have said much, but it's never a pleasant thing to tell an unsuccessful man it's his own fault. So I left. You mark my words, that grocer will scheme himself into bankruptcy.

Getting Even with the Landlord.

Down at Atlantic City, so a girl fresh from there tells me, there is a Washington family the maternal head of which is locally famed for her thrift. Her young son one day at dinner declined the waiter's offer of a second dish of ice cream.

"Take it," said the mother.

"I don't want it," said the boy.

"Take it, I say," persisted the mother.

"I don't want it," yelled the boy in a tone that suggested the prompting of a maternal pinch.

"You take that ice cream," commanded the mother in a stage whisper.

"Your father's paying \$15 a week for your board, and I won't have you taking only one dish of cream. Take it, I say."

Just when a man needs his nerve the most, he can't find it.

Making Money in Frame and Picture Business.

There is no need of disguising the purpose for which we are doing business. It is only the hope of making some money which induces any of us to put time and capital and brains (if we have any) into a stock of goods.

The hope often proves elusive, and the riches do not accumulate very fast in a great many cases, but the hope still encourages us.

And, frankly acknowledging our purpose, how are we to plan our business so that we may tempt the coy dollars out of our neighbors' pockets and into our own?

It may be set down as one of the premises that no attempt will succeed which does not include the giving of the full equivalent in return for the aforesaid dollars.

Still, even if you have ever so good a dollar's worth of value, you can not force the owner of the dollar to exchange with you; and so again we lay down the rule that you must offer what the people want, or rather what they think they want.

I have known dealers who threw away the opportunity of making money by refusing to keep what the people wanted and persistently offering them something they didn't want; and I've known others who accomplished the same result by pretending to give a dollar's worth, and making it up out of 50 cents' worth of value and the balance of brag, bluster and big type.

Giving full value for the money does not mean that goods should be sold at cost price, but that the profit should be reasonable, the goods as represented, and the price the same to all.

The dealer is often deterred from making the profit which he feels he should make by the fear that his competitors will undersell him, and he will lose patronage. It is well to remember that there are other things besides the price of goods which attract customers, and if your store is attractive, stock full and well assorted, orders are turned out promptly, and attention is paid to the individual characteristics of your customers you can ask a little more than competitors do, and still give value received for your customers' money, for these things are a part of your stock, and the better class of customers are willing to pay for them. It takes some nerve to put in stock the high-priced goods, like the finer pictures or the best quality mouldings, but if judiciously done it will pay. It also takes nerve to mark your goods where you know they ought to be marked, and in the face of the fierce competition of the auction, department, dry goods and other stores to attempt to get prices which will make business pay.

Right here I want to say a word about studying the tastes and the whims of your customers. Much has been said about studying the picture to be framed, with a view to suggesting an artistic combination which will harmonize with the color scheme, and carry out the artist's idea. With all of this I fully agree, but it is no less important to study the tastes of your customer. The frame which may appeal to your sense of the artistic may not please your customer, because he is not educated to it. In that case you had better strive to please his taste, even at the sacrifice of the best effect in the framing, for he is paying his money for it and has a right to have what he wants.

If a lady brings a water color sketch to you which seems to you to require a wide mat and narrow frame, do not make her feel that she is violating all the rules of good taste if she selects something else. You gain nothing by it, and you run the risk of losing her patronage.

We all like to feel that our judgment is about right, and it flatters us to have our opinions confirmed by others.

"Josh Billings" said: "When a man comes to me for advice, I find out what kind of advice he wants and then I give him that kind of advice. This convinces him that he and I are two of the smartest men living."

I do not mean that a salesman should

go as far as that, but I should not openly oppose my customers' wishes even if I did not approve of them.

As a rule the salesman's opinion is asked, and his judgment accepted, but I am speaking now of those who form the exceptions to the rule. I think this matter is one in which salesmen often err, but it is a serious error, because a pleased customer is the best kind of an advertisement. Some of the best and most profitable customers have strong and peculiar notions and to please such people you must humor them. The selling of a stock of goods of this kind at a profit is not the only problem; the buying constitutes quite as difficult a question and one which can only be solved by considering the ability, tastes and resources of the community, and even then must be held subject to continual correction as experience suggests.

Above all, don't be afraid to have the impression get out that you are making money, for "Nothing succeeds like success."

Profits Stolen by Pilfering Customers. Correspondence Spectator.

I happened to be passing through Washington, Pa., and, standing in a Main street grocery store chatting with the proprietor, noticed a customer who had been purchasing a pound of sugar walk out of the store. In the short distance from the counter to the door she managed to abstract a small cake from a box and an apple from a barrel, not slyly, but openly, pausing to eat the cake and then picking up the apple, which she carried away with her, to feast upon at her leisure.

"There goes my profit on the sugar, remarked the grocer. "The cake and the apple cost me more than I make on a pound of sugar. Oh, this is a profitable business!"

We have all been in grocery stores often enough to know that this style of shoplifting is not rare. Purchasers seem to think they have a proprietary right to any merchandise in the store in sample lots. Suppose this practice were carried on in all lines of trade. The profit on the pound of sugar referred to above was one cent, or one sixth of what it cost the customer. On the same principle she had just as much right to purchase a \$30 silk dress at a dry goods store and carry off a \$5 umbrella; or a \$60 watch at a jeweler's and purloin a \$10 ring.

This persistent petty thieving has so long been one of the annoyances to which grocers are subjected that it has ceased to be, if it ever was, regarded as wrong-doing. I have never heard a merchant attempt to estimate the percentage of loss of this kind. It may not be much—it certainly is something.

The practice is no doubt aggravated and encouraged by the habit of many tradesmen and their clerks of treating themselves to a bite of this or that article which they happen to be selling. They pick up a cracker, or a prune, or a piece of candy, and enjoy a lunch themselves while waiting on you. In this way an example is placed before the customer to do likewise. To those honest buyers, who do not steal, I might add, it is not pleasant to transact business with a salesman whose mouth is filled with food.

How He Sold His Story.

An author who had been unsuccessful in getting a story accepted, although he had kept it going for three years, noticing that the manuscript was badly worn by constant transmission in the mails, forwarded it by express to the last available publication on his list, valuing it at \$75.

He was in luck this time. The story was lost en route, and no trace of it could be found.

Some time afterward a friend, who knew the unfortunate history of the story, asked:

"Did you ever get that article of yours off?"

"Just sold it!" replied the joyful author.

"And how much did you get for it?"

"Seventy five dollars. It was bought by the express company!"

These Be the Leaders!

Pillsbury Spring Wheat Flour
Emblem Winter Wheat Flour



❁ By Their Fruits You Shall Know Them ❁

Pillsbury's Flour produces more loaves of bread to the barrel than any other Spring Wheat Flour made.

Emblem Flour enables the housewife to make better pastry than any other Winter Wheat Flour on the market.

Pillsbury's Flour is celebrated the world over as the Leader of its class.

Emblem Flour has been on the market but a short time, but the duplicate orders received indicate that it has come to stay.

If you are not already handling one or both of these famous brands, we should be pleased to communicate with you.

Clark-Jewell-Wells Co., Grand Rapids

Clerks' Corner.

Be Master of Your Position.

Written for the TRADESMAN.

How often we see men who are business failures from not having concentration of purpose sufficient to give them proficiency in any one thing; who complain of Fate, when their own aims are to blame for the condition they find themselves in. This lacking is the cause of so much "room at the top" in mercantile pursuits, where really good, efficient help commands good pay, always has and always will. Then why will those who enter this field merely seek to become passable, but never proficient in their chosen calling of clerkship? The lower rounds in the ladder of store service are already full to overflowing, the middle rounds pretty well filled, while plenty of room exists "at the top," to fill which should be the aim of every young person who enters life through the portals of clerkship, while the greatest "boost" one can have is to be a master of his position; and, be that what it may, the complete mastery of it means success in life.

This sense of mastery has a world of admonishing command to those thus starting life when we make emphatic the first word of "Be master of your position." One can be if he will. Be a thorough and complete master of whatever you select as your life work.

No one can rise to the sublimest heights of attainment if he allow setbacks or discouragements to turn him away from the mastery of his position into something that promises to be more profitable or congenial, for one must follow some stated line of labor until that be mastered, before he can command for his services the highest market price. And here we may be allowed to cast in an interjection, that, if there are some positions more easily mastered than others, it is because the persons mastering them are better adapted to those positions, rather than that the mastery of them is more easily attained. Again, one might spend years in comprehending the first rudiments of a specific position which another with talents adapted to that end had readily mastered in a short time.

"Be master of your position," accentuating the third word; not a slave to it, allowing it to have control over your actions; nor yet following exactly in the groove others have worn by following, but be original and master it in your own way, forcing the world to recognize in yours the right way.

There is now before us the central thought, the predominating idea, when we read this same sentence with emphasis on the fourth word, "Be master of your position." Know your own business or calling. Let it rivet your entire attention. It is easy to be master of some other position than yours, in your mind, while its actual mastery would present greater difficulties than your own had to overcome, for if duty to self were done in selecting a calling, you chose that for which you had the greatest inherent liking, that for which your strength and ability were best adapted, and your environments fitted you best to fill. Your choice having been made, go at it with a stick-to-itiveness earnest enough to convince the public you have gone to the limit of human endurance in completely mastering one, and that your own chosen position, when the world must and will set its seal of fullest approval on you and your efforts. When this time comes

to any man he can look on himself with satisfaction and say with the approval of his inner conscience, "I am master of my position!"

Let us follow investigation a step further and read this sentence in an advisory sense, giving the last word the most strength: "Be master of your position." Here is a new reading, which, though last, is greatest of them all; for, when one has made choice of that position in the business world he is best adapted to fill, he should be so fully imbued with the very essence of that calling that every obstacle to the complete mastery of it will be swept aside like down before the wind. This means that one would have his position so completely in hand that no thought would be given it as a possession. He would consider it as the master does the man—good for service only when thoroughly interested in the master's welfare. The master keeps the man. The man serves the master. He cares not if the man break from him, his money can obtain another. Similarly, the master of a position keeps it, giving no thought to when it may leave him, for such a one knows his business talent will secure him another, and that at once if he can truly say, "I am complete master of this one thing."

In first finding one's true calling and then thoroughly mastering it, rather than trying several, will the results show the public that you are master of your position; and only by this showing are the best results to the individual achieved.

One may know of many a little, and gain thereby the notoriety of being a "jack at all trades." That will last for a day, but he who would have his name go down to futurity as a matter of history must find his calling, then stick to it until mastery be complete; nor yet desist, but still pursue the fleeting, fantastic form called Fortune, on this single line, until the business world shall ring with the full measure of your individual success.

Thomas Edison is probably the greatest electrician the world has ever known, which world-wide fame was reached by studious and unremitting work in one direction; and yet, great as he is in his calling, he is not master of it, simply a great master in his profession. Yet his name will go down to the remotest day to which profane history reaches as one who most nearly won the distinction of being a master of his calling; for, although not having won a complete mastery over electrical science, he stands with the foremost of the great among that profession, a perfect mastery of which could not be had because of its limitations—its dimensions are beyond comprehension by the finite mind. His aims were high, but although beyond his reach, shall we say they were too high, or shall we attempt to set them lower for him or ourselves? No, a thousand times No. Let our aims be to the very heights of human attainment, and if we fail in gaining our ends there remains for us this satisfying reflection: We aimed at an end we saw, but could not reach, simply because our humanity had not the resources of the Infinite Mind.

Let the young beginner in a mercantile life say to himself, "The foremost aim of my life shall be to thoroughly master whatever special calling I turn my hand to."

Finally, we would say, enter into a complete co-partnership and fellowship with your position the same as would two trusty friends, each working for the other's welfare and their mutual good, knowing that from such a union each extends to, as well as receives from, the other benefits that are permanent, that will last forever.

L. A. ELY.

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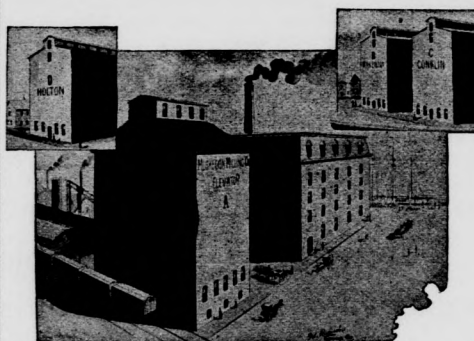
Lily
White

is
"The Flour the Best
Cooks Use"

And the kind you ought to Sell.

Made only by a
Valley City
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Manufacturers of

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Write or wire us for anything needed
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MIXED CARLOADS
A SPECIALTY.

Mills and Office:
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Who Gets the Oyster Trade?

The man whose oysters are the
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The man who sells fishy oysters
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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.



ZACH'S EXPERIENCE.

How He Vanquished an Unruly Customer.

Written for the TRADESMAN.

As time went by and Mrs. Von Blatter's health made an overloaded stomach an impossibility, the proprietors of the Santa Fe avenue grocery wondered how long it was going to take Zach to hook onto Col. Bickerstoff. They were wasting a great deal of anxiety. The Colonel never was long in making his presence felt, and the young clerk's blue eyes soon took the pompous little soldier all in, labelled him and he went around for several days with his hat on one side of his head.

"Bickerstoff another one of your old customers?"

"Never had a better."

"Pretty well off?"

"Got it to burn."

"Always been that way?"

"Ever since we've been here, and that's something like ten years."

"Can't help it. He's got to stop it. Just as sure as he comes in here again and tries that onto me, he's going to find that there's a God in Israel. After that, if you think best, you can get another clerk."

For several days afterwards, it began to look as if Zach was keeping out of the way. With military exactness the Colonel stepped over the threshold of the store at 9 30 a. m. sharp, when chance or calculation found Zach somewhere else. The other clerk simply declared up and down that he "wouldn't wait on that man for double the wages he was getting," and that left the proprietors a job they always shirked if they could. The new clerk had given them a respite; but he was evidently getting tired of it, and it began to be pretty well understood that one or the other would have to call the fellow to account for it, if he didn't soon come to time.

The boy, however, kept on in the even tenor of his way. He wasn't so sure in this case that his method could be carried out with such promising results as those which had crowned his efforts with Mrs. Von Blatter. She was his best friend. That was because she was a woman. The Colonel was a man, with a testy temper, and those who knew him—the Weighsons, for instance—were simply afraid of him, a condition of things which awakened in Zach's heart, who didn't know fear, something strongly akin to contempt.

At last one Saturday morning when patience on the part of the proprietors ceased to be a virtue and when every man in the establishment was up to his eyebrows in work, the Colonel at his

worst, or best, came in. In times of excitement his short step became shorter, his pugnacious chin was bent sharply towards his left shoulder, his cane tapped viciously on the floor, the center of which he took for his battlefield, where with quick, nervous steps he described circle after circle, making the atmosphere dense with lurid and sulphurous oaths. The other clerk saw him and ran; and the proprietors happened to think just then of an important job in the back store. The Colonel didn't care for that. He was used to routing the enemy. It was a part of his profession and when they disappeared he turned his artillery to the only foe in sight. That foe was Zach.

"What in the infernal regions does this supernally condemned corner grocery mean by charging me a half a cent more on yesterday's bill than I agreed to pay? Don't I pay my bills to a dot, on time, you blankety blank blank clumsy-fisted gawk? What do you mean by it?"

Zach, the person addressed, at that particular moment had finished tying the package of sugar he had put up, and, in the interim while he broke the string, looked down on the four foot and a half Colonel, "hopping about the floor, like a pea on a hot griddle," very much as one looks down on the antics of an excited poodle.

"You seem to be excited this morning. What's the matter? A man of even your size shouldn't let half a cent upset him in that way; and, besides, if you are charged a whole cent on your bill, you don't want to call me down for it. I've nothing to do with bills and prices. The man you are after is in the office there, or will be. Go in and give it to him. I don't want to listen to your nonsense."

"What's that, sir? You don't want to listen to my nonsense, sir? I'll have you to understand, you blanked whipsnapper that I say what I please to whom I please and when I please, by dash! You don't seem to understand the situation. You don't seem to know whom you are talking to. I am Col. Bickerstoff. I am a man with authority. I say to this man 'Go and he goeth and to another come and he cometh,' by dash, and the sooner you get that through your thick skull the better."

The Colonel stopped to take breath and scowled into Zach's face to see what impression he was making. What he saw was far from encouraging. The eyes were mild as a summer morning and the mouth corners exhibited a strong tendency to turn upward, while the monotonous filling of paper bags

went industriously on. Couldn't he intimidate the chump? Lifting his cane, he was preparing to attack, when the same imperturbable look and voice remarked, "Can you swim, Colonel? Because if you can't, I want to tell you right here, if you come an inch nearer with your cane up in that fashion, there'll be a drowned Colonel to mourn for over to your house. Do you hear?"

The Colonel heard but he did not heed. Never in the whole fifty-five years of his existence had he known the like of this; and without a thought of fear, he passed what Zach had fixed upon for the death line with shut teeth and determined frown. The terrific blow which he aimed at Zach's unprotected head did not reach its destination. Even before it had begun its downward path of destruction, the Colonel's cane flashed through the doorway, zigzagged its way across the street and landed in the gutter, and the Colonel, with each arm pinioned to his body by the giant hands of the clerk, was lifted into the air and held there suspended, like a baby in the hands of a playful nurse—only the Colonel's swearing took the place of the accustomed cooing and his belligerent legs in their intense activity were not at all suggestive of infantile delight.

"This is the way my teacher took me once, when I was a kid," remarked the young man, with unruffled tone, "just like this. I thought I could lick 'er and kicked a good deal livelier than you do. She took me just as I have got you, and before I could guess what was coming she lifted me up like this and brought me down like so much lightning on the top of one of the desks, like this"—here the Colonel came down upon the counter with the force and speed of a pile-driver—"and she kept that thing a-going until the hammer of that driver was about used up. Jarred? Well, I should say! My teeth haven't got over rattling yet. I kept up my kicking, though, livelier than you do, and when she saw that I couldn't be made to give in, she brought me down the last time plump into the water pail—to cool me off" she said, confounding her! I've wondered a good many times whether she planned all that"—the Colonel all this time was vigorously pounding the counter. "I haven't any bucket of water to cool you off with, but here's this pickle barrel. There you are!"

Suiting the action to the word, the Colonel came down the last time not upon the counter, which began to show signs of giving way under its unusual treatment, but into the pickle barrel, at that time something over half full of pickles and brine. It doubled him up.

It brought his head and his shins together, all three looking skyward; and the force with which his legs struck the chime of the barrel hurt as well as deeply abraded the skin. It stopped the kicking, however, and the pain and the crowding together of head and heels brought every effort of speech and action to a sudden standstill. The strong brine seemed to understand what was required of it and went actively to work upon the Colonel's bruised and abraded flesh, while every attempt of the man to free himself from his uncomfortable position was thwarted by the unyielding grip of Zach, who held his victim immovable.

When the squirming stopped, the master of the situation began:

"Got enough?"

"Let me out of this or I'll brain you."

"Hain't got enough. I'll wait."

The explosion which followed was too dreadful to record. The position and the brine were both as relentless as the strong-handed clerk and the Colonel came to terms.

"I've had enough, sir. Let me up."

"Do you understand that we are to have no more such business and that hereafter you are to behave like the gentleman heaven intended you should be?"

"Yes, sir."

Then and not until then was Colonel Bickerstoff pulled dripping from the brine. He drew a deep breath of relief as he gained his perpendicular, rubbed with a smothered oath his smarting legs, as the power of rubbing returned, and then without a word left the grocery. It took him two days to regain his wonted activity of mind and body, and then promptly at the appointed hour he went on with his daily visit and order. He never in any way referred to his misunderstanding, he never entertained any ill-will towards Zach, and once, when an offended customer expressed an opinion not at all complimentary to the clerk, the Colonel not only stood up for the young man, but confidentially advised that if he knew what was good for himself, he wouldn't get into a quarrel with that fellow.

The pickles? No, the Weighson brothers concluded they wouldn't charge them up to Zach.

RICHARD MALCOLM STRONG.

Safety Pins.

A Washington girl wrote to her brother, in camp at Chickamauga, asking him what he and his comrades stood most in need of. His answer was brief but full of meaning to every volunteer who has suffered from the modern girl's brass-button craze. "Dear sister," it ran, "send me safety pins. I've just met fifteen new girls."

ALL THINGS COME TO HIM WHO HUSTLES WHILE HE WAITS



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

SODIO THE CHEMICALLY PURE SALERATUS

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

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

MICHIGAN CHEMICAL CO., DETROIT, MICH.

ACETYLENE LAMPS.

Impossible Conditions Imposed by Fire Underwriters.

It is to be greatly deplored that, at the present stage of investigation of the manufacture and use of acetylene, the insurance companies should be so strenuous and at the same time impose such impossible conditions as are set forth in the set of rules approved by the National Board of Fire Underwriters, at its recent annual meeting.

It has been conclusively proved that in no single instance have any of these explosions taken place at the hands of other than so called experts; and, moreover, these explosions have all been the results of work conducted on experimental bases; and, in all but one instance (explosion at Wilmington, Del.), these disasters have taken place as the result of attempts to liquefy the gas and to control it under pressure; and in each and every case said disasters have taken place solely through either carelessness or gross ignorance on the part of the operators. Of course, as is well known, acetylene will combine with air in certain proportions to form mixtures which are extremely explosive under certain conditions, but even these mixtures, when intelligently handled, are not dangerous, and in properly constructed apparatus explosions can not occur.

The most dangerous form of acetylene is its liquid state, when it requires a pressure of 600 pounds per square inch to keep it in its normal condition. These points were very strongly brought out at the investigation following the explosion in Jersey City, December 4, 1897, as published in The Progressive Age of May 2, 1898.

As per Dr. Henry Morton's testimony at the above mentioned enquiry, acetylene in its native and quiescent state is no more dangerous than our ordinary illuminating gas, which, indeed, contains a certain amount of acetylene.

Some of the most distinguished and expert chemists of all time have experimented with this gas, and such men as Berthelot, Le Chatelier, Moissan, and Pictet have all arrived at the same conclusion, and this independent of each other, that gaseous acetylene at atmospheric pressure is absolutely harmless as regards spontaneous decomposition and subsequent explosion.

The dangerous qualities are not developed in the slightest particular until the gas is compressed or liquefied, in which condition, when subjected to a rise in temperature, it becomes an exceedingly dangerous compound, owing to its great liability to decompose.

As regards the wholesale generation and liquefaction of acetylene, strong measures should be taken to bring these operations within the safety limit, and the proposed legislation on this point should by all means be adopted.

In such small amounts of acetylene as are generated in a bicycle lamp, or, in fact, in any lamp having a portable generator and operating at atmospheric pressure, no dangerous conditions can, under any circumstances, occur.

Regarding the paragraph in the proposed insurance regulations which relates to the construction of a lamp, it is sufficient to state that it is an utter impossibility to so construct a portable generator that it will not disengage gas for some little time after the water has been turned off. Any lamp that has been constructed with this principle in view would be absolutely worthless as a continual light giver, and at the same

time would become a dangerous instrument.

The proviso is, in my opinion, ridiculous in its entirety, and, if enforced, would practically mean the complete prohibition of the manufacture of all kinds of portable generator lamps.

Regarding the regulation restricting the material of which the lamps should be constructed, there seems to be a misunderstanding among scientists on this point.

It is asserted by many experimenters that acetylene, upon coming in contact with metallic copper, will form a compound which is highly explosive when heated or struck; while, on the other hand, there are an equal number who claim the contrary.

The result of my experiments in this direction are as follows: A copper tube 4 feet in length, 4 inches in diameter, was thoroughly pickled and cleaned. This tube was filled with the gas taken direct from a generator without being cleaned or purified in any manner, and the tube was then hermetically sealed and allowed to lie on its side for two months. It was then opened, and the compound formed was scraped off and dried and then tested for explosibility, with the result that it was found to be perfectly harmless.

My second experiment was to pass the gas through, first, water, then through a lead salt solution, thence through a quantity of calcic chloride, in order to dry it, and then through a saturated ammonia solution of cuprous chloride. When free acetylene was observed to be issuing from the escape tube of the last bottle, the experiment was taken to be concluded; the precipitate formed was then filtered and dried at 100 deg. Fahrenheit. This compound was found to be extremely explosive when confined.

From these experiments I draw the following conclusions:

1. Acetylene in contact with a metallic surface of either pure copper or of any alloy containing copper does form a compound which is not explosive or at all dangerous.

2. When acetylene gas, in a free state, is brought in contact with copper held in solution in an alkaline form, a chemical reaction takes place, whereby the true acetylde of copper is formed, which is explosive in a dry form when confined; or, in other words, there must be opportunity for cuprous oxide to form before we can have the acetylde.

3. That the compound formed in experiment No. 1 is different in its physical deportment from that formed in experiment No. 2, and although it appears to have the same chemical construction, it really is not the acetylde of copper.

Regarding the last paragraph of the recommendations, "It is also recommended that the generator be so designed that it can be supplied with calcium carbide, and the residuum withdrawn without the escape of gas or the admission of air, in order to insure the prevention of dangerous explosive admixtures of air with the gas in the generator," it is not at all clear in my mind how such an arrangement can be designed without making a complicated and expensive form of generator.

L. J. KROM.

Waterbury, Conn.

Getting Ready

"When you go to heaven, Grandma, will you play a harp?"
"I suppose so, dear."
"Then why don't you take lessons?"

Be sure you are right, then go ahead.



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.

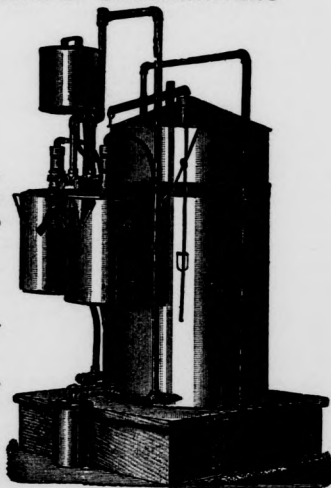
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THE "KOPF" ACETYLENE GAS MACHINE

HAS DOUBLE LIGHTING CAPACITY
COSTS NO MORE TO GET THE BEST
SEND FOR DESCRIPTIVE CATALOGUE,
PRICE LIST AND DISCOUNT SHEET
AND YOU WILL SEE WHY

THE "KOPF" IS THE BEST

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



THE OWEN ACETYLENE GAS GENERATOR

Fife Lake, Mich., April 29, 1898.

Gentlemen—We are very much pleased with your Acetylene Gas Generator. It gives the best light we ever saw, easy to take care of and uses but five pounds of carbide to light two stores, one 26 x 80, other 20 x 60, of an evening.

Yours truly,
FIFE LAKE HARDWARE CO.

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

WE WOULD LIKE TO

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REGULAR CUSTOMER OF OURS IN

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.

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.

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. WILSON, Marquette.

Committees Appointed and Preliminary Arrangements Effected.

Saginaw, E. S., Oct. 10.—At a well-attended meeting of Post F, M. K. of G., held last Saturday evening at the Vincent Hotel, arrangements were made for the coming annual meeting by the selection of the following committees:

Executive—S. E. Simons, Theodore S. Hill, Herman Vassold, A. W. Webster, J. C. Sonnenberg, C. H. Smith, O. C. Gould, Graham Moorehouse, A. E. Smith, M. S. Brown.

Finance—S. E. Simons, Fred Fox, Theodore S. Hill, Charles Smith, M. V. Foley, A. R. Thayer.

Hall—Herman Vassold, Rudolph Otto, Michael Guider, C. M. Edelman, William Scarroeder.

Banquet and Ball—Theodore S. Hill, Seth Davis, A. R. Thayer, C. E. Cornwell, Jerry Ryan, A. W. Webster, O. D. Fisher, M. V. Foley.

Music—A. W. Webster, George Dice, Graham Moorehouse, J. C. Sonnenberg, Frank Holman, Thomas Watson.

Hotel, Carriage and Transportation—Charles Smith, O. P. Biles, Thomas Denton, Alix Wallace, E. D. Roberts, Decoration—J. C. Sonnenberg, Thos. Watson, A. W. Webster, W. B. Wiley, H. P. Goppelt, Fred Leonard, E. J. Fitzharris, W. G. Wilsterman.

Entertainment—O. C. Gould, A. J. McIntyre, John Martin, Fred Motley, Fred Fox, H. P. Goppelt, M. V. Foley.

Printing—Graham Moorehouse, Chas. Cornwell, E. H. McPherson, Thomas Downs, George Perry, J. B. Sheridan, P. R. Proctor.

Badges—A. E. Smith, S. E. Simons, Otto Schoop, A. R. Williams, John Martin.

Reception—M. S. Brow, Fred Fox, Walter Lewis, M. V. Foley, Rudolph Otto, B. N. Mercer, O. F. Reeves, R. N. Bivley, E. M. Dennis, J. P. Sheridan, Seth Davis, H. F. Moeler.

Conference—Thomas Downs, C. E. Cornwell, Charles Smith, S. E. Simons, John Martin, E. H. McPherson.

These committees comprise the best material of the Post, each member being chosen on account of his particular fitness for the duties imposed.

The Conference Committee was instructed to confer with the various organizations of the city, such as the Board of Trade, Jobbers and Manufacturers', Retail Merchants', etc., all of whom have a friendly feeling for the boys, to unite in some kind of a demonstration to show their appreciation of Saginaw being selected as the city in which to hold their annual meeting.

At the next meeting we hope to furnish you with data concerning the progress made by some of these committees. O. C. GOULD, Sec'y.

Movements of Lake Superior Travelers.

Marquette, Oct. 10.—A. T. Van Allstyn, who has represented Carson, Pirie, Scott & Co. (Chicago) in this territory for years, is about to open an up-to-date dry goods house at this place.

Charles Doty has transferred his services from Edson, Moore & Co. (Detroit) to Carson, Pirie, Scott & Co. Mr. Doty will cover his old territory.

J. C. Buckland (Cudahy Packing Co.) will leave this territory and take one

near Milwaukee. F. W. Marcott succeeds him.

A. A. Muldrew is succeeded by Mr. Courtney in this territory for Strong, Lee & Co. (Detroit.)

H. E. Gilmore (Western Express Co.) has gone to Cleveland, associating himself with the Ohio Merchant.

Will C. Brown (Lake Superior Knitting Works) has just returned from a trip to the Coast, with a side trip to the gold mining districts of Idaho, where he is interested. He rode so much horseback that he purchased a new pair of trousers upon his return home and eats his meals standing.

L. W. Hoffman offers a novelty in the way of suits made to order, lined with feathers. Lew says they are a great thing for travelers who get broke. They can fly home.

Wm Shea (I. E. Swift Co.) and a party of friends spent a week in the woods. Although partridges were scarce, it was necessary to send a rig to Ishpeming a couple of times for the various kinds of ammunition used.

E. B. Baldwin (Marshall-Wells Hardware Co.) lost a large letter full of change sheets on a Soo Line train. It was found near Minneapolis. The finder knew of the Lake Superior Commercial Travelers' Club, so mailed the package to the Secretary, with instructions to forward to the proper party. Note the benefits of organization!

He Will Do.

A certain wealthy man of this city has set his nephew up in business three times, but the young man lacks something essential to success in the mercantile line, and failed with each effort. When he came with the fourth request for financial backing, the uncle demurred.

"You must learn to lean on yourself," he said. "I can't carry you all your life. It would be an unkindness in me to keep supplying you with money to carry on enterprises that invariably end in assignment. I'll tell you what I'll do. You owe a good deal as the result of that last failure. Pitch in on your own hook, and go it alone until you pay those debts off. When you've done that I'll give you a check for all they amount to. Such an experience would do you more good than all the money I could give you now."

Three months later the nephew walked in with every claim receipted in full, and the uncle was delighted as he gave the promised check.

"That's something like it now, and I warrant you feel all the better for the hard training. How did you manage, Tom?"

"Borrowed the money, uncle."

Now the old gentleman is telling about that there is the making of a great financier in his nephew.

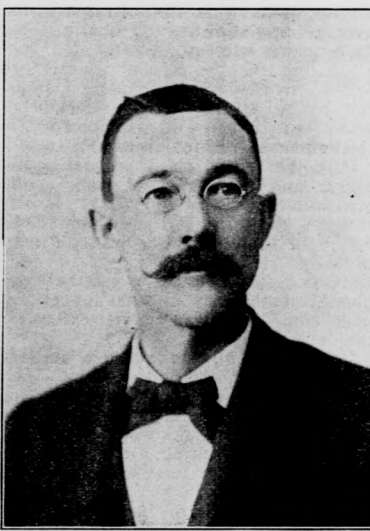
Albion Leader: A jewelry salesman who traveled from Chicago was here recently and to a reporter made the statement that in his sixteen years' experience on the road he never saw business so good, or nearly so, as it is this fall, and his order book bears him out in the statement. As he travels through Michigan, Indiana, Illinois, Iowa, Nebraska and South Dakota he gets a pretty good idea of things in the Middle West. When it is taken into consideration that his line is luxuries and not necessities, it goes to show that the people of these States feel as though they have money they can afford to spend, and indicates a prosperous condition of affairs.

The Tradesman is informed that Paddy Walsh has voluntarily relinquished his determination to stand as a candidate for the presidency of the Michigan Knights of the Grip, which leaves but one candidate in the field—Charles L. Stevens, of Ypsilanti. The action of Mr. Walsh is creditable alike to his head and his heart and the Tradesman congratulates him on his rare discernment.

SUCCESSFUL SALESMEN.

O. C. Gould, Secretary of Post F, M. K. of G.

O. C. Gould was born on a farm near Coldwater, Mich., Sept. 17, 1858. When 8 years old the family removed to the village of Ionia, where they lived seven years. They then moved on a farm two miles north of town, where Mr. Gould lived until he was 21 years old, attending school part of the time at Ionia and part of the time at the district school located on the farm of his father. At the age of 19 he engaged in teaching district school at Shiloh and taught five terms in the same district. At the age of 21 he began his business career as salesman for the local implement firm of Hubbell & Cheney, of Ionia, for whom he worked one season. The next year he engaged with the Warder, Bushnell & Glessner Co. as traveling salesman for the Champion harvesting machines through the southern and west-



ern part of the State. He held this position for three years, when he was promoted to the position of general agent and given a territory in Northern Minnesota, with headquarters at St. Cloud, where he lived three years. He was then induced, by an increase of salary, to take a territory in Southern Minnesota, with Winona for headquarters. He lived there three years, when he accepted a position with Aultman, Miller & Co. to handle South Dakota and manage their branch house at Sioux Falls. This position he held three years and then returned to his old house and native State and located at Saginaw, handling one-fifth of this State, of which Saginaw was the center. He has never suffered a cut in his salary and always received his share of orders from the trade. He is a member of the following societies: Royal Arch Chapter, No. 31, F. & A. M.; Modern Woodmen of America; United Commercial Travelers' Association; Michigan Knights of the Grip. He is not a member of any church, but is a regular attendant at the Methodist Episcopal. He is not an orator, but has often spoken in public as an entertainer.

Mr. Gould was married in 1879 to Miss Sarah E. Francis, a farmer's daughter living near Ionia, who was also a teacher and an estimable young lady, and who has tried to keep her husband in the straight and narrow path, having presented him with three of the finest boys in the State.

Mr. Gould is on excellent terms with

his fraters of the Saginaw Valley and was the unanimous choice of the members of Post F for Secretary at their last annual meeting. So faithfully has he discharged the duties of this office that his friends in the fraternity have formed a coalition to boom him for the position of Treasurer of the Michigan Knights of the Grip at the coming annual convention. His Post has given him the unanimous endorsement of its members, and all that hearty good fellowship can do in an honorable way to enable him to reach the coveted goal will be done. It is needless to remark that Mr. Gould is in every way qualified to discharge the duties devolving upon the office with credit to himself and with satisfaction to the organization.

China is a great big laundry shop, at which the bad boys of all nations are throwing bricks, with the knowledge that there is no one inside who can beat off the gang.

MANY LAKES AND STREAMS about Whitehall, Mich. afford fine fishing and delightful pastime. Special attention and rates for such parties. Write to Mears Hotel, Wm Cherryman, Prop.

REMODELED HOTEL BUTLER

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

HOTEL WHITCOMB

ST. JOSEPH, MICH.
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Drugs--Chemicals

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| | Term expires |
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Examination Sessions.

Lansing—Nov. 1 and 2.

STATE PHARMACEUTICAL ASSOCIATION.

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Manufacture of Ginger Beer.

In the first place, the ginger in a bruised state and lemon peel are put in a vat of from 100 to 1,000 gallons' capacity, and boiling water is poured upon it, means being taken to agitate it or otherwise keep it suspended in the liquid. After a period of infusion, ranging from two to six hours, the liquid is drained off and filtered through twill bags, or other suitable filter (some makers use flannel, others felt, and so on), through percolators or hoppers containing the sugar and cream of tartar. When the infusion is made in large quantities, it remains sufficiently hot to dissolve the sugar and the cream of tartar quickly, so that the liquor has to stand some time before it is cold enough (70 to 80 deg. F.) for the yeast. The ferment may then be added, one ounce of German yeast sufficing for from five to ten gallons, according to the time you ferment the beer. Six hours at the most should suffice, but if the yeast is allowed to act on a few gallons of the brew for three hours before adding to the bulk, three hours' fermentation is sufficient. The yeast should be skimmed off and used for another brew if the factory is in continuous operation, as the second and third brewings are better than the first. The beer should again be filtered through twill, and that quickly, and bottled or racked in barrels at once. Barrel beer is not usually fermented with yeast, and some of the largest makers do not use yeast at all. The fermenting vats are generally made of wood, and may be either circular or bin-shape. The foregoing method is varied in some factories—for example, the ginger infusion may be allowed to stand until quite cold, and the almost clear liquor is then mixed with the acidified sugar solution, and the lemon added as tincture.

The Drug Market.

Trade continues very large in this line, showing a very handsome increase over the same month of 1897. Collections are also good. There are few changes to note in prices.

Opium—Is unchanged, although high in the primary market.

Morphine—Is steady at the late decline.

Quinine—Is in active demand and firm.

Citric Acid—Manufacturers reduced price 1c per pound last week, on account of lack of demand.

Balm Gilead Buds—Are scarce and the price has been advanced.

Cocaine—Crude is scarce and higher and an advance is looked for in muriate.

Cocoa Butter—Has advanced, on account of scarcity.

Beech-wood Creosote—Has been advanced 10c per pound by the manufacturers.

Glycerine—Is much firmer, under the increased demand at this season of the year and on account of higher prices for crude. We consider glycerine a good purchase at the present low prices.

Hops—Short crop, both in the East and West, has advanced prices and growers are very firm in their views.

Sugar Milk—Has been reduced by the manufacturers, on account of competition.

Balsam Copaiba—Is lower, on account of large arrivals in the primary market.

Gum Camphor—Crude has been advanced abroad and refined gum is very firm here and an advance is looked for.

Linseed Oil—Has been advanced 1c per gallon.

Turpentine—Is higher.

The Drug Business of To-day.

In a brochure entitled, "The Calling of the Pharmacist," by Prof. Oscar Oldberg, occurs a paragraph with the above heading. We extract the following with the hope that "the shoe does not fit" the reader:

"Let us see what kind of a place the average drug store is, and what are the daily scenes witnessed in it.

"At the 'ice-cream soda' counter we find a mirthful, noisy company clamoring to be served by the waiters, who, when not busy serving ice cream, are the dispensers of medicines.

"Another drug clerk is handing out cigars and cigarettes to some young men who discuss such topics as usually interest the idle while they watch the members of the party at the soda fountain.

"One customer wants to use the telephone; another has an order for the express company, or an advertisement for the daily paper.

"One wants a postage-stamp, and another calls for the city directory.

"One clerk is selling chewing-gum, and another a pocket-knife, a comb, a lead pencil, a nickel's worth of candy, a box of shoe-blackening, a bottle of some quack nostrum, a baseball club, or a bicycle.

"Can this bedlam be a fit place for such responsible and important work as the careful and accurate dispensing of medicines?

"Signs are placed everywhere about the place announcing a 'slaughter' in prices of various articles, and proclaiming the virtues of patent medicines known to the druggist to be shameless impositions.

"Is the picture overdrawn?

"And how is it possible that pharmacy can survive amid such surroundings?

"Stop and reflect upon it.

"Is not this condition of things sure to destroy all respect for both pharmacy and the pharmacist?"

Think Before You Leap.

From the Pharmaceutical Era.

There seems to be at present quite a fad among retail druggists in the way of window displays of patent medicines. There are several manufacturers of some of the most popularly known proprietaries who offer quite large money prizes for the best window exhibits of their particular products. The druggists tumble all over themselves in their eagerness to win these prizes, and many go to an expense entirely disproportionate to the largest prize they could hope possibly to win, in making a show of Blank's Liver Rejuvenator. Of course, all this is a good thing for the proprietor, but is it good for the druggist? This is a question which will stand a vast deal of argument. The druggist helps the other man's business by this sort of advertising, and probably makes a few dollars himself, but the demand thus created for this particular medicine is but temporary and largely artificial. The same amount of time, labor and expenditure to advertise his own business and his own preparations might bring the druggist far more satisfactory returns. It is a matter worth thinking over, at any rate.

What Is Your Husband Doing

about decorating those rooms?

Do You Know

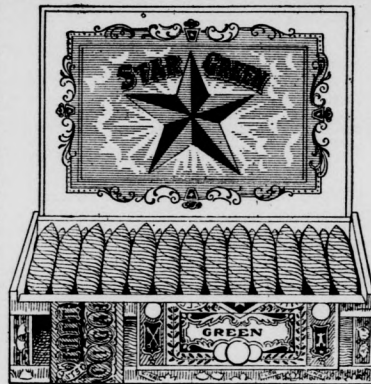
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For Interior and
Exterior Use





WHOLESALE PRICE CURRENT.

Advanced—
Declined—

| | | | | | | | | | | | | | |
|---------------------------|--------------|--------------------------|-------------|---------------------|------|--------------------------|-----------|----------------------------|-------------|------------------------|-------------|--------|-------|
| Acidum | | Conium Mac. | 35 50 | Scilla Co | 50 | Os Sepia | 15 18 | Soda Boras, po. | 9 11 | Paints | | BBL | LB |
| A. eticum. | 60 3 | Copaiba. | 1 15 1 25 | Tolutan | 50 | Pepsin Saac, H. & P. | 15 18 | Soda et Potass Tart | 26 28 | Red Venetian | 1 1/2 2 1/2 | 2 1/2 | 2 1/2 |
| Benzoleum, German | 70 15 | Cubeba. | 90 1 00 | Prunus virg. | 50 | D. Co. | 1 00 | Soda, Carb. | 1 1/2 2 1/2 | Ochre, yellow Mars. | 1 1/2 2 1/2 | 2 1/2 | 2 1/2 |
| Boracic. | 45 42 | Exechthitos | 1 00 1 10 | | | Picis Liq. N.N. 1/2 gal. | 1 00 | Soda, Bi-Carb. | 3 1/2 5 | Ochre, yellow Ber. | 1 1/2 2 1/2 | 2 1/2 | 2 1/2 |
| Carbolicum. | 35 41 | Erigeron | 1 00 1 10 | Tinctures | | Picis Liq., quarts. | 2 00 | Soda, Ash. | 3 1/2 4 1/2 | Putty, commercial. | 2 1/2 3 1/2 | 2 1/2 | 2 1/2 |
| Citricum. | 45 42 | Gaultheria | 1 50 1 60 | Aconitum Napellis R | 60 | Picis Liq., pints. | 1 00 | Soda, Sulphas. | 3 1/2 4 1/2 | Putty, strictly pure. | 2 1/2 3 1/2 | 2 1/2 | 2 1/2 |
| Hydrochlor. | 30 5 | Geranium, ounce | 50 60 | Aconitum Napellis F | 50 | Pil Hydrarg. po. 20 | 30 | Spts. Cologne. | 2 60 | Vermilion, Prime | 1 1/2 2 1/2 | 2 1/2 | 2 1/2 |
| Nitrosum. | 80 10 | Gossypii, Sem. gal. | 50 60 | Aloes. | 50 | Piper Nigra. po. 35 | 30 | Spts. Ether Co. | 50 55 | American. | 1 1/2 2 1/2 | 2 1/2 | 2 1/2 |
| Oxalicum. | 120 14 | Hedeoma. | 1 00 1 10 | Aloes and Myrrh. | 50 | Piper Alba. po. 22 | 30 | Spts. Vini Rect. bbl. | 2 55 | Vermilion, English. | 70 75 | 70 | 75 |
| Phosphorium, dil. | 15 15 | Juniper. | 1 50 2 00 | Arnica. | 50 | Pilx Burgun. | 10 12 | Spts. Vini Rect. 1/2 bbl. | 2 60 | Green, Paris. | 18 1/2 22 | 18 1/2 | 22 |
| Salicylicum. | 60 65 | Lavendula. | 90 2 00 | Assafetida. | 50 | Plumbi Acet. | 10 12 | Spts. Vini Rect. 10gal | 2 63 | Green, Peninsular. | 13 16 | 13 16 | 16 |
| Sulphuricum. | 1 1/2 5 | Limonia. | 1 30 1 50 | Atrape Belladonna | 50 | Pulvis Ipecac et Opil | 1 10 1 20 | Spts. Vini Rect. 5gal | 2 65 | Lead, Red. | 5 1/2 6 1/2 | 5 1/2 | 6 1/2 |
| Tannicum. | 1 25 1 40 | Mentha Piper. | 1 60 2 20 | Auranti Cortex. | 50 | Pyrethrum, boxes H. | 1 10 1 20 | Less 50 gal. cash 10 da's. | | Whiting, white Span | 70 | 70 | 70 |
| Tartaricum. | 38 40 | Morhuus, gal. | 1 10 1 25 | Benzoin. | 50 | & P. D. Co., doz. | 1 25 | Strychnia, Crystal. | 1 40 1 45 | Whiting, gliders | 30 | 30 | 30 |
| Ammonia | | Myrica. | 4 00 4 50 | Benzoin Co. | 50 | Pyrethrum, pv. | 25 30 | Sulphur, Subl. | 2 1/2 4 | White, Paris Amer. | 1 00 | 1 00 | 1 00 |
| Aqua, 16 deg. | 40 6 | Olive. | 75 3 00 | Cantharides. | 50 | Quassia. | 80 10 | Sulphur, Roll. | 2 1/2 3 1/2 | Whiting, Paris Eng. | 1 00 | 1 00 | 1 00 |
| Aqua, 30 deg. | 60 8 | Picea Liquida. | 10 12 | Cardamon. | 50 | Quinia, S. P. & W. | 29 31 | Tamarinds. | 8 10 | cliff | 1 00 | 1 00 | 1 00 |
| (arbores) | 120 14 | Picea Liquida, gal. | 10 12 | Castor. | 50 | Quinia, S. German. | 29 31 | Tereenth Venice. | 26 30 | Universal Prepared. | 1 00 1 15 | 1 00 | 1 15 |
| Chloridum. | 120 14 | Ricin. | 9 1 10 | Catechu. | 1 00 | Quinia, N.Y. | 29 31 | Theobromae. | 46 48 | Varnishes | | | |
| Aniline | | Rosmarini. | 1 00 | Cinchona. | 50 | Rubia Tinctum. | 12 14 | Vanilla. | 9 00 16 00 | No. 1 Turp Coach. | 1 10 1 29 | 1 10 | 1 29 |
| Black. | 2 00 2 25 | Rose, ounce. | 6 50 8 50 | Cinchona (Co | 50 | Saccharum Lactis pv | 18 20 | Zinci Sulph. | 7 8 | Extra Turp. | 1 60 1 70 | 1 60 | 1 70 |
| Brown. | 30 1 2 | Succini. | 40 45 | Cinchona | 50 | Salacin. | 3 00 3 10 | | | Coach Body. | 2 75 3 00 | 2 75 | 3 00 |
| Red. | 45 50 | Sabina. | 90 1 00 | Columba. | 50 | Sanguis Draconis. | 40 50 | | | No. 1 Turp Furn. | 1 00 1 10 | 1 00 | 1 10 |
| Yellow. | 2 50 3 00 | Santal. | 2 50 7 00 | Cubeba. | 50 | Sapo, M. | 10 12 | | | Extra Turk Damar. | 1 55 1 60 | 1 55 | 1 60 |
| Bacca. | | Sassafras. | 55 60 | Cassia Acutifol | 50 | Sapo, G. | 15 | | | Jap. Dryer, No. 1 Turp | 70 75 | 70 | 75 |
| Cubeba. | po. 18 13 15 | Sinapis, ess., ounce. | 55 60 | Cassia Acutifol Co | 50 | Siedlitz Mixture. | 20 22 | | | | | | |
| Juniperus. | 60 8 | Tigil. | 1 70 1 8 | Legalis. | 50 | | | | | | | | |
| Xanthoxylum. | 25 30 | Thyme. | 40 50 | Bag. 25. | 50 | | | | | | | | |
| Balsamum | | Thyme, opt. | 40 50 | Bag. 25. | 50 | | | | | | | | |
| Copaiba. | 50 55 | Theobromae. | 15 20 | Bag. 25. | 50 | | | | | | | | |
| Peru. | 2 75 | Potassium | | Bag. 25. | 50 | | | | | | | | |
| Terabin, Canada. | 15 50 | Bi-Carb. | 15 18 | Bag. 25. | 50 | | | | | | | | |
| Tolutan. | 50 55 | Bichromate | 13 15 | Bag. 25. | 50 | | | | | | | | |
| Cortex | | Bromide. | 50 55 | Bag. 25. | 50 | | | | | | | | |
| Abies, Canadian. | 18 | Carb. | 12 15 | Bag. 25. | 50 | | | | | | | | |
| Cassia. | 12 | Chlorate, po. 17@19c | 16 18 | Bag. 25. | 50 | | | | | | | | |
| Cinchona Flava. | 18 | Cyanide. | 35 40 | Bag. 25. | 50 | | | | | | | | |
| Euonymus atropurp | 30 | Iodide. | 2 60 2 65 | Bag. 25. | 50 | | | | | | | | |
| Myrica Cerifera, po. | 20 | Potassa, Bitart, pure | 2 30 30 | Bag. 25. | 50 | | | | | | | | |
| Prunus Virgini. | 20 | Potassa, Bitart, com | 15 15 | Bag. 25. | 50 | | | | | | | | |
| Quillaja, gr'd. | 12 | Potass Nitras, opt. | 10 12 | Bag. 25. | 50 | | | | | | | | |
| Sassafras. | po. 18 12 12 | Potass Nitras. | 10 12 | Bag. 25. | 50 | | | | | | | | |
| Ulmus... po. 15, gr'd | 15 | Prussiate. | 9 25 | Bag. 25. | 50 | | | | | | | | |
| Extractum | | Sulphate po | 15 18 | Bag. 25. | 50 | | | | | | | | |
| Glycyrrhiza Glabra. | 24 25 | Radix | | Bag. 25. | 50 | | | | | | | | |
| Glycyrrhiza, po. | 28 30 | Aconitum. | 20 25 | Bag. 25. | 50 | | | | | | | | |
| Hamatox, 15 lb box. | 11 12 | Althea. | 22 25 | Bag. 25. | 50 | | | | | | | | |
| Hamatox, 1s. | 13 14 | Anchusa. | 10 12 | Bag. 25. | 50 | | | | | | | | |
| Hamatox, 1/4s. | 14 15 | Arum po. | 20 25 | Bag. 25. | 50 | | | | | | | | |
| Hamatox, 1/8s. | 16 17 | Calamus. | 20 25 | Bag. 25. | 50 | | | | | | | | |
| Ferru | | Gentiana, po. 15 | 12 14 | Bag. 25. | 50 | | | | | | | | |
| Carbonate Precip. | 15 | Glycyrrhiza, pv. 15 | 16 18 | Bag. 25. | 50 | | | | | | | | |
| Citrate and Quina. | 2 25 | Hydrastis Canaden. | 60 60 | Bag. 25. | 50 | | | | | | | | |
| Citrate Soluble. | 75 | Hydrastis Can., po. | 18 20 | Bag. 25. | 50 | | | | | | | | |
| Ferrocyanidum Sol. | 40 | Heliolebo, Alba, po. | 15 20 | Bag. 25. | 50 | | | | | | | | |
| Sol. Chloride. | 15 | Inula, po. | 15 20 | Bag. 25. | 50 | | | | | | | | |
| Sulphate, com'l. | 2 | Ipecac, po. | 2 80 3 00 | Bag. 25. | 50 | | | | | | | | |
| Sulphate, com'l, by | 50 | Iris plox... po. 35@38 | 35 40 | Bag. 25. | 50 | | | | | | | | |
| bbl, per cwt. | 7 | Jalapra, pr. | 25 30 | Bag. 25. | 50 | | | | | | | | |
| Sulphate, pure | 50 | Maranta, 1/4s. | 25 30 | Bag. 25. | 50 | | | | | | | | |
| Flora | | Podophyllum, po. | 22 25 | Bag. 25. | 50 | | | | | | | | |
| Arnica. | 12 14 | Rhei. | 75 1 00 | Bag. 25. | 50 | | | | | | | | |
| Aurethemia. | 30 35 | Rhei, cut. | 75 1 35 | Bag. 25. | 50 | | | | | | | | |
| Matricaria. | 30 35 | Rhei, pv. | 75 1 35 | Bag. 25. | 50 | | | | | | | | |
| Folia | | Spigelia. | 35 38 | Bag. 25. | 50 | | | | | | | | |
| Barosma. | 23 28 | Sanguinaria, po. 15 | 30 35 | Bag. 25. | 50 | | | | | | | | |
| Cassia Acutifol, Tin | 18 25 | Serpentaria. | 30 35 | Bag. 25. | 50 | | | | | | | | |
| nevely. | 18 25 | Senega. | 40 45 | Bag. 25. | 50 | | | | | | | | |
| Cassia Acutifol, Alx. | 25 30 | Similax, officinalis H | 40 45 | Bag. 25. | 50 | | | | | | | | |
| Salvia officinalis, 1/4s | 12 20 | Smilax, M. | 10 12 | Bag. 25. | 50 | | | | | | | | |
| and 1/8s. | 12 20 | Scilla. | 10 12 | Bag. 25. | 50 | | | | | | | | |
| Ura Ursi. | 10 10 | Symplocarpus, Foti- | 40 44 | Bag. 25. | 50 | | | | | | | | |
| Gummi | | us, po. | 25 30 | Bag. 25. | 50 | | | | | | | | |
| Acacia, 1st picked. | 40 65 | Valeriana, Eng. po. 30 | 15 20 | Bag. 25. | 50 | | | | | | | | |
| Acacia, 2d picked. | 40 65 | Valeriana, German. | 15 20 | Bag. 25. | 50 | | | | | | | | |
| Acacia, 3d picked. | 40 65 | Zingiber a. | 12 16 | Bag. 25. | 50 | | | | | | | | |
| Acacia, sifted sorts. | 40 65 | Zingiber j. | 25 27 | Bag. 25. | 50 | | | | | | | | |
| Acacia, po. | 60 60 | Semen | | Bag. 25. | 50 | | | | | | | | |
| Aloe, Barb. po. 18@20 | 12 14 | Anisum... po. 15 | 13 15 | Bag. 25. | 50 | | | | | | | | |
| Aloe, Cape... po. 15 | 12 14 | Apium (grapeleons) | 40 6 | Bag. 25. | 50 | | | | | | | | |
| Aloe, Socotri. po. 40 | 12 14 | Bird, ls. | 10 12 | Bag. 25. | 50 | | | | | | | | |
| Ammoniac. | 55 60 | Carul... po. 18 | 10 12 | Bag. 25. | 50 | | | | | | | | |
| Assafetida... po. 30 | 25 25 | Cardamon. | 1 25 1 75 | Bag. 25. | 50 | | | | | | | | |
| Benzoinum. | 50 55 | Coriandrum. | 80 10 | Bag. 25. | 50 | | | | | | | | |
| Catechu, ls. | 40 13 | Cannabis Sativa. | 40 44 | Bag. 25. | 50 | | | | | | | | |
| Catechu, 1/4s. | 40 14 | Cyonium. | 75 1 00 | Bag. 25. | 50 | | | | | | | | |
| Catechu, 1/8s. | 40 16 | Chenopodia. | 10 12 | Bag. 25. | 50 | | | | | | | | |
| Camphora. | 38 42 | Dipterix odorata. | 1 40 1 50 | Bag. 25. | 50 | | | | | | | | |
| Euphorbium, po. 35 | 10 10 | Foeniculum. | 70 9 | Bag. 25. | 50 | | | | | | | | |
| Galbanum. | 65 70 | Lini. | 3 1/2 4 1/2 | Bag. 25. | 50 | | | | | | | | |
| Guaiacum... po. 25 | 30 30 | Lini, gr'd... bbl. 3 1/2 | 40 44 | Bag. 25. | 50 | | | | | | | | |
| Kino... po. 83.00 | 3 00 | Lobelia. | 35 40 | Bag. 25. | 50 | | | | | | | | |
| Mastic. | 60 60 | Pharlaris Canarian. | 40 44 | Bag. 25. | 50 | | | | | | | | |
| Myrrh. | po. 45 3 75 | Rapa. | 4 1/2 5 | Bag. 25. | 50 | | | | | | | | |
| Optil... po. 85.20@5.40 3 | 3 75 | Sinapis Alba. | 90 10 | Bag. 25. | 50 | | | | | | | | |
| Shellac. | 40 45 | Sinapis Nigra. | 110 12 | Bag. 25. | 50 | | | | | | | | |
| Shellac, bleached. | 40 45 | Spiritus | | Bag. 25. | 50 | | | | | | | | |
| Tragacanth. | 50 40 | Frument. W. D. Co. | 2 00 2 50 | Bag. 25. | 50 | | | | | | | | |
| Herba | | Frument. D. F. R. | 2 00 2 25 | Bag. 25. | 50 | | | | | | | | |
| Absinthium, oz. pkg | 25 | Frument. | 1 25 1 50 | Bag. 25. | 50 | | | | | | | | |
| Eupatorium, oz. pkg | 20 | Juniperis Co. O. T. | 1 65 2 00 | Bag. 25. | 50 | | | | | | | | |
| Lobelia. | 25 | Juniperis Co. | 1 75 3 50 | Bag. 25. | 50 | | | | | | | | |
| Majorum. | 25 | Saacharum N. E. | 1 90 2 10 | Bag. 25. | 50 | | | | | | | | |
| Mentha Pip. oz. pkg | 23 | Spt. Vini Galli. | 1 75 6 50 | Bag. 25. | 50 | | | | | | | | |
| Mentha Vir. oz. pkg | 25 | Vini Oporto. | 1 25 2 00 | Bag. 25. | 50 | | | | | | | | |
| Rue. | 25 | Vini Alba. | 1 25 2 00 | Bag. 25. | 50 | | | | | | | | |
| Rue, po. pkg | 25 | Sponges | | Bag. 25. | 50 | | | | | | | | |
| Tanacetum Voz. pkg | 22 | Florida sheeps' wool | 2 50 2 75 | Bag. 25. | 50 | | | | | | | | |

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 Fraser'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 Credit Checks. 500, any one denom'n.....3 00 1000, any one denom'n.....5 00 2000, any one denom'n.....8 00 Steel punch.....75 DRIED FRUITS—DOMESTIC Apples. Sundried.....2 Evaporated 50 lb boxes.....2 California Fruits. Apricots.....2 84 Blackberries.....2 74 Nectarines.....2 74 Peaches.....2 74 Pears.....2 74 Raspberries.....2 74 California Prunes. 100-120 25 lb boxes.....2 5 90-100 25 lb boxes.....2 5 80-90 25 lb boxes.....2 5 70-80 25 lb boxes.....2 5 60-70 25 lb boxes.....2 5 50-60 25 lb boxes.....2 5 40-50 25 lb boxes.....2 5 30-40 25 lb boxes.....2 5 1/2 cent less in 50 lb cases Raisins. London Layers 3 Crown.....1 40 London Layers 4 Crown.....1 40 Dehesias.....3 4 Loose Muscatels 2 Crown.....3 4 Loose Muscatels 3 Crown.....4 4 Loose Muscatels 4 Crown.....4 4 FOREIGN. Currents. Patras bbls.....2 64 Vostizkas 50 lb cases.....2 64 Cleaned, bulk.....2 74 Cleaned, packages.....2 74 Peel. Citron American 10 lb bx.....2 13 Lemon American 10 lb bx.....2 12 Orange American 10 lb bx.....2 12 Raisins. Ondura 28 lb boxes.....2 Sultana 1 Crown.....2 Sultana 2 Crown.....2 Sultana 3 Crown.....2 Sultana 4 Crown.....2 Sultana 5 Crown.....2 Sultana 6 Crown.....2 Sultana package.....2 FARINACEOUS GOODS. Farina. 24 1 lb. packages.....1 50 Bulk, per 100 lbs.....3 50 Grits. Walsh-DeRoo Co.'s Brand.  | Salt Fish. Cod. Georges cured.....2 4 Georges genuine.....2 5 Georges selected.....2 5 1/2 Strips or bricks.....6 2 9 Herring. Holland white hoops, bbl. 8 00 Holland white hoop 1/2 bbl. 4 50 Holland, 3/4 bbl.....2 60 Holland white hoop, keg 6 00 Holland white hoop mchs 70 Norwegian.....2 75 Round 100 lbs.....1 30 Round 40 lbs.....1 14 Sealed.....14 Flackerel. Mess 100 lbs.....15 00 Mess 40 lbs.....6 30 Mess 10 lbs.....1 65 Mess 8 lbs.....1 35 No. 1 100 lbs.....13 25 No. 1 40 lbs.....5 60 No. 1 10 lbs.....1 48 No. 1 8 lbs.....1 20 No. 2 100 lbs.....8 50 No. 2 40 lbs.....3 70 No. 2 10 lbs.....1 00 No. 2 8 lbs.....83 Trout. No. 1 100 lbs.....5 25 No. 1 40 lbs.....2 40 No. 1 10 lbs.....2 48 No. 1 8 lbs.....57 Whitefish. No. 1 No. 2 Fam 100 lbs.....6 65 2 00 40 lbs.....3 00 1 10 10 lbs.....81 35 8 lbs.....88 31 | GUNPOWDER. Rifle—Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb. cans.....30 1/2 lb. cans.....18 Choke Bore—Dupont's. Kegs.....4 25 Half Kegs.....2 40 Quarter Kegs.....1 35 1 lb. cans.....34 Eagle Duck—Dupont's. Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb. cans.....45 JELLY. 15 lb pails.....35 30 lb pails.....65 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 LICORICE. Pure.....30 Calabria.....25 Sicily.....14 Root.....10 MINCE MEAT. Ideal, 3 doz. in case.....2 25 PATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 10 No. 2 Home.....1 10 Export Parlor.....4 00 MOLASSES. New Orleans. Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 Half-barrels 25 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.....4 00 Penna Salt Co.'s.....3 00 PICKLES. Medium. Barrels, 1,200 count.....4 50 Half bbls, 600 count.....2 75 Small. Barrels, 2,400 count.....5 50 Half bbls 1,200 count.....3 25 RICE. Domestic. Carolina head.....6 1/2 Carolina No. 1.....5 Carolina No. 2.....4 Broken.....3 1/2 Imported. Japan, No. 1.....5 1/2 @ 6 Japan, No. 2.....4 1/2 @ 5 Java, fancy head.....5 @ 5 1/2 Java, No. 1.....5 @ Table.....@ SALERATUS. Packed 60 lbs. in box. Church's.....3 80 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 00 SODIO 60 lb. case \$3.15 SAL SODA. Granulated, bbls.....75 Granulated, 100 lb cases.....90 Lump, bbls.....75 Lump, 145 lb kegs.....85 | SNUFF. Scotch, in bladders.....37 Macaboy, in jars.....35 French Rappee, in jars.....48 SEEDS. Anise.....9 Canary, Smyrna.....3 1/4 Caraway.....8 Cardamon, Malabar.....60 Celery.....11 Hemp, Russian.....3 1/4 Mixed Bird.....3 1/2 Mustard, white.....5 Poppy.....10 Rape.....4 1/4 Cattle Bone.....20 SALT. Diamond Crystal. Table, cases, 24 3-lb boxes.....1 50 Table, barrels, 100 3 lb bags.....2 75 Table, barrels, 40 7 lb bags.....2 40 Butter, barrels, 280 lb, bulk.....2 25 Butter, barrels, 20 14 lb bags.....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.....60 Higgins. 56-lb dairy in linen sacks.....60 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 JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd.....2 65 Dome.....2 65 Cabinet.....2 30 Savon.....2 50 White Russian.....2 35 White Cloud, laundry.....2 25 White Cloud, toilet.....3 50 Dusky Diamond, 50 6 oz.....2 10 Dusky Diamond, 50 8 oz.....3 00 Blue India, 100 1/2 lb.....3 50 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 |
| BAKING POWDER. Absolute. 1/2 lb cans doz.....45 1/4 lb cans doz.....85 1 lb can doz.....1 50 Acme. 1/2 lb cans 3 doz.....45 1/4 lb cans 3 doz.....75 1 lb can 1 doz.....1 00 Bulk.....10 Arctic. 6 oz. Eng. Tumblers.....85 El Purity. 1/2 lb cans per doz.....75 1/4 lb cans per doz.....1 20 1 lb cans per doz.....2 00 Home. 1/2 lb cans 4 doz case.....35 1/4 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90 JAXON 1/2 lb cans, 4 doz case.....45 1/4 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 1/4 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.....4 00 5 lb., 1 doz. case.....9 00 BATH BRICK. American.....70 English.....80 BLUING. CONDENSED PEARL BLUING Small, 3 doz.....40 Large, 2 doz.....75 BROOMS. No. 1 Carpet.....1 90 No. 2 Carpet.....1 75 No. 3 Carpet.....1 50 No. 4 Carpet.....1 15 Parlor Gem.....2 00 Common Whisk.....70 Fancy Whisk.....80 Warehouse.....2 25 CANDLES. 8s.....7 16s.....8 Paraffine.....8 Wickling.....20 CANNED GOODS. Hamletown 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 1/2 Butternut.....10 Carson City.....10 Emblem.....10 Gem.....11 Ideal.....10 Jersey.....10 1/2 Lenawee.....10 Riverside.....10 1/2 Brick.....12 Edam.....10 Leiden.....17 Limburger.....13 Pineapple.....50 Sap Sago.....17 Chicory. Bulk.....5 Red.....7 CHOCOLATE. Walter Baker & Co.'s. German Sweet.....23 Premium.....35 Breakfast Cocoa.....46 | COCOA SHELLS. 20 lb bags.....2 1/4 Less quantity.....3 Pound packages.....4 CREAM TARTAR. 5 and 10 lb. wooden boxes.....30 Bulk in sacks.....29 COFFEE. Green. Rio. Fair.....9 Good.....10 Prime.....11 Golden.....12 Peaberry.....13 Santos. Fair.....12 Good.....13 Prime.....14 Peaberry.....15 Mexican and Guatamala. Fair.....15 Good.....16 Fancy.....17 Maracalbo. Prime.....19 Milled.....19 Java. Interior.....19 Private Growth.....20 Mandehling.....21 Mocha. Arabian.....22 Roasted. Clark-Jewell-Wells Co.'s Brands Fifth Avenue.....29 Jewell's Arabian Mocha.....29 Wells' Mocha and Java.....24 Wells' Perfection Java.....24 Sanchabo.....21 Breakfast Blend.....18 Valley City Maracalbo.....18 1/2 Ideal Blend.....14 Leader Blend.....12 Package. Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 1/2 c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. Arbuckle.....10 50 Jersey.....10 50 McLaughlin's XXXX.....10 50 McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract. Valley City 1/2 gross.....75 Felix 1/2 gross.....1 15 Hummel's foil 1/2 gross.....85 Hummel's tin 1/2 gross.....1 42 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 COUPON BOOKS. Tradesman Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Economic Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Superior Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1000 books.....17 50 | ONE CENT COUPON Universal Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Credit Checks. 500, any one denom'n.....3 00 1000, any one denom'n.....5 00 2000, any one denom'n.....8 00 Steel punch.....75 DRIED FRUITS—DOMESTIC Apples. Sundried.....2 Evaporated 50 lb boxes.....2 California Fruits. Apricots.....2 84 Blackberries.....2 74 Nectarines.....2 74 Peaches.....2 74 Pears.....2 74 Raspberries.....2 74 California Prunes. 100-120 25 lb boxes.....2 5 90-100 25 lb boxes.....2 5 80-90 25 lb boxes.....2 5 70-80 25 lb boxes.....2 5 60-70 25 lb boxes.....2 5 50-60 25 lb boxes.....2 5 40-50 25 lb boxes.....2 5 30-40 25 lb boxes.....2 5 1/2 cent less in 50 lb cases Raisins. London Layers 3 Crown.....1 40 London Layers 4 Crown.....1 40 Dehesias.....3 4 Loose Muscatels 2 Crown.....3 4 Loose Muscatels 3 Crown.....4 4 Loose Muscatels 4 Crown.....4 4 FOREIGN. Currents. Patras bbls.....2 64 Vostizkas 50 lb cases.....2 64 Cleaned, bulk.....2 74 Cleaned, packages.....2 74 Peel. Citron American 10 lb bx.....2 13 Lemon American 10 lb bx.....2 12 Orange American 10 lb bx.....2 12 Raisins. Ondura 28 lb boxes.....2 Sultana 1 Crown.....2 Sultana 2 Crown.....2 Sultana 3 Crown.....2 Sultana 4 Crown.....2 Sultana 5 Crown.....2 Sultana 6 Crown.....2 Sultana package.....2 FARINACEOUS GOODS. Farina. 24 1 lb. packages.....1 50 Bulk, per 100 lbs.....3 50 Grits. Walsh-DeRoo Co.'s Brand.  | Salt Fish. Cod. Georges cured.....2 4 Georges genuine.....2 5 Georges selected.....2 5 1/2 Strips or bricks.....6 2 9 Herring. Holland white hoops, bbl. 8 00 Holland white hoop 1/2 bbl. 4 50 Holland, 3/4 bbl.....2 60 Holland white hoop, keg 6 00 Holland white hoop mchs 70 Norwegian.....2 75 Round 100 lbs.....1 30 Round 40 lbs.....1 14 Sealed.....14 Flackerel. Mess 100 lbs.....15 00 Mess 40 lbs.....6 30 Mess 10 lbs.....1 65 Mess 8 lbs.....1 35 No. 1 100 lbs.....13 25 No. 1 40 lbs.....5 60 No. 1 10 lbs.....1 48 No. 1 8 lbs.....1 20 No. 2 100 lbs.....8 50 No. 2 40 lbs.....3 70 No. 2 10 lbs.....1 00 No. 2 8 lbs.....83 Trout. No. 1 100 lbs.....5 25 No. 1 40 lbs.....2 40 No. 1 10 lbs.....2 48 No. 1 8 lbs.....57 Whitefish. No. 1 No. 2 Fam 100 lbs.....6 65 2 00 40 lbs.....3 00 1 10 10 lbs.....81 35 8 lbs.....88 31 FLAVORING EXTRACTS.  Jennings'. D. C. Vanilla.....2 00 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....2 40 No. 8 4 00 No. 10 6 00 No. 2 T 1 25 No. 3 T 2 00 No. 4 T 2 40 D. C. Lemon.....2 00 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....2 40 No. 8 4 00 No. 10 6 00 No. 2 T 1 25 No. 3 T 2 00 No. 4 T 2 40 Northrop Brand. 2 oz. Taper Panel.....1 20 2 oz. Oval.....1 20 3 oz. Taper Panel.....1 35 4 oz. Taper Panel.....1 60 Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. 2 oz.....75 4 oz.....1 50 Regular Vanilla. 2 oz.....1 20 4 oz.....2 40 XX Grade Lemon. 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla. 2 oz.....1 75 4 oz.....3 50 HERBS. Sage.....15 Hops.....15 INDIGO. Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50 | GUNPOWDER. Rifle—Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb. cans.....30 1/2 lb. cans.....18 Choke Bore—Dupont's. Kegs.....4 25 Half Kegs.....2 40 Quarter Kegs.....1 35 1 lb. cans.....34 Eagle Duck—Dupont's. Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb. cans.....45 JELLY. 15 lb pails.....35 30 lb pails.....65 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 LICORICE. Pure.....30 Calabria.....25 Sicily.....14 Root.....10 MINCE MEAT. Ideal, 3 doz. in case.....2 25 PATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 10 No. 2 Home.....1 10 Export Parlor.....4 00 MOLASSES. New Orleans. Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 Half-barrels 25 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.....4 00 Penna Salt Co.'s.....3 00 PICKLES. Medium. Barrels, 1,200 count.....4 50 Half bbls, 600 count.....2 75 Small. Barrels, 2,400 count.....5 50 Half bbls 1,200 count.....3 25 RICE. Domestic. Carolina head.....6 1/2 Carolina No. 1.....5 Carolina No. 2.....4 Broken.....3 1/2 Imported. Japan, No. 1.....5 1/2 @ 6 Japan, No. 2.....4 1/2 @ 5 Java, fancy head.....5 @ 5 1/2 Java, No. 1.....5 @ Table.....@ SALERATUS. Packed 60 lbs. in box. Church's.....3 80 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 00 SODIO 60 lb. case \$3.15 SAL SODA. Granulated, bbls.....75 Granulated, 100 lb cases.....90 Lump, bbls.....75 Lump, 145 lb kegs.....85 | SNUFF. Scotch, in bladders.....37 Macaboy, in jars.....35 French Rappee, in jars.....48 SEEDS. Anise.....9 Canary, Smyrna.....3 1/4 Caraway.....8 Cardamon, Malabar.....60 Celery.....11 Hemp, Russian.....3 1/4 Mixed Bird.....3 1/2 Mustard, white.....5 Poppy.....10 Rape.....4 1/4 Cattle Bone.....20 SALT. Diamond Crystal. Table, cases, 24 3-lb boxes.....1 50 Table, barrels, 100 3 lb bags.....2 75 Table, barrels, 40 7 lb bags.....2 40 Butter, barrels, 280 lb, bulk.....2 25 Butter, barrels, 20 14 lb bags.....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.....60 Higgins. 56-lb dairy in linen sacks.....60 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 JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd.....2 65 Dome.....2 65 Cabinet.....2 30 Savon.....2 50 White Russian.....2 35 White Cloud, laundry.....2 25 White Cloud, toilet.....3 50 Dusky Diamond, 50 6 oz.....2 10 Dusky Diamond, 50 8 oz.....3 00 Blue India, 100 1/2 lb.....3 50 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 rolls | 25 |
| Cassia, Saigon in rolls | 25 |
| Cloves, Amboyna | 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, Amboyna | 14 |
| Cloves, Zanzibar | 12 |
| Ginger, Ceylon | 18 |
| Ginger, Java | 13 |
| Mace, Batavia | 35 |
| Mustard | 12@18 |
| Nutmegs | 40@20 |
| Pepper, Sing., black | 12 |
| Pepper, Sing., white | 20 |
| Pepper, Cayenne | 20 |
| Sage | 15 |

SYRUPS.

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

STARCH.



Kingsford's Corn.

| | |
|-------------------|-------|
| 40 1-lb. packages | 6 |
| 20 1-lb. packages | 6 1/2 |

Kingsford's Silver Gloss.

| | |
|-------------------|-------|
| 40 1-lb. packages | 6 1/2 |
| 6-lb. boxes | 7 |

Diamond.

| | |
|---------------------------|------|
| 64 10c packages | 5 00 |
| 125 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 25 |
| Cut Loaf | 5 50 |
| Crushed | 5 50 |
| Powdered | 5 13 |
| XXX Powdered | 5 15 |
| Cubes | 5 13 |
| Granulated in bbls. | 5 00 |
| Granulated in bags | 5 00 |
| Fine Granulated | 5 00 |
| Extra Fine Granulated | 5 13 |
| Extra Coarse Granulated | 5 13 |
| Mould A | 5 25 |
| Diamond Confec. A | 5 10 |
| Confec. Standard A | 4 88 |
| No. 1 | 4 63 |
| No. 2 | 4 43 |
| No. 3 | 4 63 |
| No. 4 | 4 56 |
| No. 5 | 4 50 |
| No. 6 | 4 44 |
| No. 7 | 4 38 |
| No. 8 | 4 31 |
| No. 9 | 4 25 |
| No. 10 | 4 19 |
| No. 11 | 4 08 |
| No. 12 | 4 00 |
| No. 13 | 3 84 |
| No. 14 | 3 88 |
| No. 15 | 2 88 |
| No. 16 | 3 88 |

TOBACCOS.

Cigars.

Clark-Jewell-Well's Co.'s brand.
New Brick 33 00

H. & P. Drug Co.'s brand.

Quintette 35 00

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



S. C. W. 33 00

Rube Bros. Co.'s Brands.

| | |
|------------------------------------|-------|
| Double Eagle's, 6 sizes, \$5.70 00 | |
| Gen. Maceo, 5 sizes, \$5.70 00 | |
| Mr. Thomas | 35 00 |
| Cuban Hand Made | 35 00 |
| Crown Five | 35 00 |
| Sir William | 35 00 |
| Club Five | 35 00 |
| Gen. Grant and Lee | 35 00 |
| Little Peggy | 35 00 |
| Signal Five | 35 00 |
| Knights of Pythias | 35 00 |
| Key West Perfects, 2 sz 55@60 00 | |

TABLE SAUCES.

| | |
|-----------------------|------|
| Lea & Perrin's, large | 4 75 |
| Lea & Perrin's, small | 2 75 |
| Halford, large | 3 75 |
| Halford, small | 2 25 |
| Salad Dressing, large | 4 55 |
| Salad Dressing, small | 2 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 |
| Long Island Wafers | 11 |
| L. I. Wafers, 1 lb. carton | 12 |
| Zephyrette | 10 |

Oyster.

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

SWEET GOODS—Boxes.

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

Oils.

Barrels.

| | |
|---------------------|--------|
| Eocene | 11 1/2 |
| XXX W. W. Mich. Hdt | 9 1/2 |
| W W Michigan | 9 |
| Diamond White | 9 |
| D. S. Gas | 9 |
| Deo. Naptha | 9 1/2 |
| Cylinder | 25 |
| Engine | 21 |
| Black, white | 21 |

Candies.

Stick Candy.

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

Mixed Candy.

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

Fancy—in Bulk.

| | |
|-------------------|-----------|
| Lozenges, plain | 6 @ 8 1/2 |
| Lozenges, printed | 6 @ 9 |
| Choc. Drops | 6 @ 14 |
| Choc. Monumentals | 6 @ 11 |
| Gum Drops | 6 @ 6 |
| Sour Drops | 6 @ 8 |
| Moss Drops | 6 @ 8 |
| Imperial | 6 @ 9 |

Fancy—in 5 lb. Boxes.

| | |
|----------------------|------------|
| Lemon Drops | 250 |
| Sour Drops | 250 |
| Peppermint Drops | 250 |
| Chocolate Drops | 250 |
| H. M. Choc. Drops | 250 |
| Gum Drops | 250 |
| Licorice Drops | 250 |
| A. B. Licorice Drops | 250 |
| Lozenges, plain | 250 |
| Lozenges, printed | 250 |
| Imperial | 250 |
| Molasses Bar | 250 |
| Hand Made Creams | 80 @ 21 00 |
| Plain Creams | 60 @ 20 00 |
| Decorated Creams | 60 @ 20 00 |
| String Rock | 60 @ 20 00 |
| Burnt Almonds | 1 25 |
| Wintergreen Berries | 250 |

Caramels.

| | |
|----------------------------|-----|
| No. 1 wrapped, 2 lb. boxes | 235 |
| No. 1 wrapped, 3 lb. boxes | 250 |
| No. 2 wrapped, 2 lb. boxes | 250 |

Fruits.

Oranges.

| | |
|----------------|-------|
| Late Valencias | 23 75 |
|----------------|-------|

Lemons.

| | |
|-----------------------|-------|
| Strictly choice 300s. | 26 00 |
| Strictly choice 300s. | 26 00 |
| Fancy 300s or 300s. | 27 00 |
| Ex. Fancy 300s. | 27 00 |
| Ex. Fancy 300s. | 27 00 |

Bananas.

| | |
|----------------|-----------|
| Medium bunches | 1 00 @ 25 |
| Large bunches | 1 50 @ 25 |

Foreign Dried Fruits.

| | |
|--------------------------------|-------|
| Californias | 14 |
| Choice, 10 lb. boxes | 15 |
| Extra choice, 10 lb. boxes new | 15 |
| Fancy, 12 lb. boxes | 16 |
| Imperial Mikados, 18 lb. boxes | 16 |
| Pulled, 6 lb. boxes | 16 |
| Naturals, in bags | 7 |
| Figs in 10 lb. boxes | 8 |
| Figs in 60 lb. cases | 8 |
| Persians, 6 lb. cases | 8 |
| Sais, 60 lb. cases | 4 1/2 |

Nuts.

| | |
|-----------------------------------|-------|
| Almonds, Tarragona | 215 |
| Almonds, Ivaca | 215 |
| Almonds, California, soft shelled | 13 |
| Brazils new | 8 1/2 |
| Filberts | 11 |
| Walnuts, Grenoble | 14 |
| Walnuts, Calif No. 1 | 12 |
| Walnuts, soft shelled | 12 |
| Calif | 12 |
| Table Nuts, fancy | 11 |
| Table Nuts, choice | 10 |
| Pecans, Med. | 10 |
| Pecans, Ex. Large | 10 |
| Pecans, Jumbo | 12 |
| Hickory Nuts per bu. | 12 |
| Ohio, new | 1 60 |
| Cocoanuts, full sacks | 3 50 |
| Peanuts. | |
| Fancy, H. P., Suns | 7 |
| Fancy, H. P., Flags | 7 |
| Roasted | 7 |
| Choice, H. P., Extras | 4 1/2 |
| Roasted | 5 1/2 |

Grains and Feedstuffs

Wheat.

Wheat 61

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.

Spring Wheat Flour.

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

| | |
|------------------------------|------|
| Pillsbury's Best 1/2s | 4 10 |
| Pillsbury's Best 1/4s | 4 00 |
| Pillsbury's Best 1/8s | 3 90 |
| Pillsbury's Best 1/16s | 3 80 |
| Pillsbury's Best 1/32s | 3 70 |
| Pillsbury's Best 1/64s | 3 60 |
| Pillsbury's Best 1/128s | 3 50 |
| Ball-Barnhart-Putnam's Brand | |

Worden Grocer Co.'s Brand.

| | |
|--------------|------|
| Quaker, 1/2s | 3 50 |
| Quaker, 1/4s | 3 50 |
| Quaker, 1/8s | 3 50 |

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

| | |
|------------------------------|------|
| Pillsbury's Best 1/2s | 4 10 |
| Pillsbury's Best 1/4s | 4 00 |
| Pillsbury's Best 1/8s | 3 90 |
| Pillsbury's Best 1/16s | 3 80 |
| Pillsbury's Best 1/32s | 3 70 |
| Pillsbury's Best 1/64s | 3 60 |
| Pillsbury's Best 1/128s | 3 50 |
| Ball-Barnhart-Putnam's Brand | |

Worden Grocer Co.'s Brand.

| | |
|--------------|------|
| Quaker, 1/2s | 3 50 |
| Quaker, 1/4s | 3 50 |
| Quaker, 1/8s | 3 50 |

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

| | |
|------------------------------|------|
| Pillsbury's Best 1/2s | 4 10 |
| Pillsbury's Best 1/4s | 4 00 |
| Pillsbury's Best 1/8s | 3 90 |
| Pillsbury's Best 1/16s | 3 80 |
| Pillsbury's Best 1/32s | 3 70 |
| Pillsbury's Best 1/64s | 3 60 |
| Pillsbury's Best 1/128s | 3 50 |
| Ball-Barnhart-Putnam's Brand | |

Worden Grocer Co.'s Brand.

| | |
|--------------|------|
| Quaker, 1/2s | 3 50 |
| Quaker, 1/4s | 3 50 |
| Quaker, 1/8s | 3 50 |

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

| | |
|------------------------------|------|
| Pillsbury's Best 1/2s | 4 10 |
| Pillsbury's Best 1/4s | 4 00 |
| Pillsbury's Best 1/8s | 3 90 |
| Pillsbury's Best 1/16s | 3 80 |
| Pillsbury's Best 1/32s | 3 70 |
| Pillsbury's Best 1/64s | 3 60 |
| Pillsbury's Best 1/128s | 3 50 |
| Ball-Barnhart-Putnam's Brand | |

Worden Grocer Co.'s Brand.

| | |
|--------------|------|
| Quaker, 1/2s | 3 50 |
| Quaker, 1/4s | 3 50 |
| Quaker, 1/8s | 3 50 |

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

| | |
|------------------------------|------|
| Pillsbury's Best 1/2s | 4 10 |
| Pillsbury's Best 1/4s | 4 00 |
| Pillsbury's Best 1/8s | 3 90 |
| Pillsbury's Best 1/16s | 3 80 |
| Pillsbury's Best 1/32s | 3 70 |
| Pillsbury's Best 1/64s | 3 60 |
| Pillsbury's Best 1/128s | 3 50 |
| Ball-Barnhart-Putnam's Brand | |

Worden Grocer Co.'s Brand.

| | |
|--------------|------|
| Quaker, 1/2s | 3 50 |
| Quaker, 1/4s | 3 50 |
| Quaker, 1/8s | 3 50 |

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

| | |
|------------------------------|------|
| Pillsbury's Best 1/2s | 4 10 |
| Pillsbury's Best 1/4s | 4 00 |
| Pillsbury's Best 1/8s | 3 90 |
| Pillsbury's Best 1/16s | 3 80 |
| Pillsbury's Best 1/32s | 3 70 |
| Pillsbury's Best 1/64s | 3 60 |
| Pillsbury's Best 1/128s | 3 50 |
| Ball-Barnhart-Putnam's Brand | |

Worden Grocer Co.'s Brand.

| | |
|--------------|------|
| Quaker, 1/2s | 3 50 |
| Quaker, 1/4s | 3 50 |
| Quaker, 1/8s | 3 50 |

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

| | | |
|----------------------|-----|----|
| Whitefish | @ | 8 |
| Trout | @ | 8 |
| Black Bass..... | 8 @ | 10 |
| Halibut | @ | 15 |
| Ciscoes or Herring.. | @ | 4 |

Hardware

The Problem of Heating the Store.

An important subject which every merchant must soon take up for consideration is the best means by which the store may be heated. Everything depends, of course, on the amount of space which is to be kept warm—for warm it must be if customers are expected to frequent the place; otherwise it better be shut up. If the store is small a good heating stove will answer the purpose quite well. But as it frequently happens a large floor space is required, and in buildings having two or more stories it has been found by experimenting that furnaces are most satisfactory in heating the different departments equally well, while at the same time they are more economical and require less care. It has not been many years since furnaces were regarded as great luxuries, but their price has gradually been reduced, owing to competition and improved facilities for making them. In the store, too, a great deal of dust and soot is raised when the fire is attended to, unless it is carefully done or hard coal is used in the stoves. On cold or rainy days customers can warm themselves or dry their garments more satisfactorily over registers in the floor than they could by a stove. For small buildings hot air is preferred to live steam or hot water, as it requires less attention, and no skill is necessary to manipulate it as in the steam heating. Whatever method of heating is used, however, should be sufficiently large, for a small furnace or heater running up to its full capacity consumes more fuel than a larger one giving out the same amount of heat. Makers of furnaces respectively contend that the steel furnace is preferable to the iron and vice versa. It is not purposed to go deeply into the subject here, as the merchant can tell which is more desirable by making comparisons between them.

Who Invented the Bicycle?

The Pope, a few years ago, in granting permission to priests to use bicycles, took occasion to announce that the wheel was invented by Abbe Painton, who used it in 1845. About the same time Leo XIII. made this statement. E. R. Shipton, Secretary of the Cyclists' Touring Club of England, asserted that the first machine was invented by a Scotchman in 1846. Another correspondent asserts that, strictly speaking, no one invented the bicycle—"it just grew." The bicycle is the developed result of a long series of mechanical contrivances for the acceleration of individual motion, and its beginnings are probably of older date than many people have imagined.

In August, 1655, Mr. John Evelyn, on his way back to London from his home at Wotton, called at Durdano, near Epsom, and afterward noted in his diary that he had found Dr. Wilkins, Sir William Petty and Mr. Hook "contriving chariots, new rigging for ships, a wheel for one to run races in, and other mechanical inventions. Perhaps three such persons together were not to be found elsewhere in Europe for parts and ingenuity." What was this wheel in which one could run races? It is impossible now to say, but the description is curiously suggestive of some contrivance of the cycling kind.

Another one hundred years was to pass before anything resembling the modern cycle was to be invented. The first velocipedes, as they were so long called, appear to have been made in France. In the Journal de Paris of July 27, 1779, there is an account of a velocipede invented by MM. Blanchard and Magurier, which seems to have been a clumsy affair of four wheels, carrying two people and heavy to work. This

invention was a false start. No one followed it up or improved upon it, and no further attempt in this direction was made for some thirty or forty years. Then appeared the "dandy horse," upon which our fathers and great-grandfathers disported themselves gayly, albeit at times a trifle laboriously, for a brief season. When the crank was first invented is quite uncertain. The date must have been early in the present century, but who first hit upon it is quite unknown. It was possibly first attached to a three-wheel machine.

Queer Place to Hide a Bag of Gold.

W. R. Johnson, hardware dealer at Havelock, Neb., recently received a call from a customer who paid him \$200 in gold. His plans were already made to go to the Omaha Exposition the next morning, and being a wise man, he knew better than to tempt fate by taking that sum along with him to the river town. It was too late to deposit the sum in the bank, and for a while it was a puzzler to know just what to do with it. Finally a neat thought struck him. In his store were a number of stoves; what better than to hide it in one of the cooking variety? Accordingly he thrust it down the flue underneath the oven, having previously tied all the pieces up in one bag. He left the next morning with the just consciousness that he had the funds in about the last place an evil-minded person would look for them. He left on the Tuesday morning train and came home on the late train the same evening, but thought nothing of the matter until the next day. Then he went to look for the cook stove containing the sum. Making enquiries at once, he learned that his workman, Stitzer, had sold that identical stove the day he was gone to James McNurlin. Going further in his investigations, he learned that the family had the stove up and a fire in it. He secured permission to explore the range and found the money just where he had left it, and none the worse for the wear, although the bag was considerably charred. One gold piece showed the effects of the heat and smoke in its close quarters, but its commercial value was by no means deteriorated.

There were several remarkable things about the incident, not the least of which was that one particular stove out of all the number on hand should be selected by a customer.

Dining Room Lamps.

Although there are many people who use banquet lamps in the dining-room, there are still more who prefer the kind which hang from the ceiling. They do not obstruct the view across the table and thus they enable the master of the house to commend or criticise the steak or roast, as the case may be, to his wife without hindrance of any kind. Many attractive styles are seen this year which are artistic and varied enough to suit the most fastidious or the most discriminating customers. Many of these lamps are especially adapted to houses with low ceilings and are made so that they will run up high and close to them. Some have blue, pink or white dome shades, and are finished in rich gold with crystal founts. This style is reasonable in price and artistic in appearance. Where desired, such lamps may be also used for reading purposes, although it is evident that they do not give so good a light as those which stand on the table, as the latter are brought nearer and thus light the page more brightly. Those lamps in the higher priced goods which can be lighted without removing the flue are especially convenient and desirable. Many of these are quite elaborate in design and, in their special way, quite artistic. A good assortment of all these lamps from medium-price up should be in stock in readiness to meet the requirements in this line of trade.

Her Diagnosis Was Correct.

"I told my wife I had to stay down town late to get a balance."
"What did she say?"
"She said I seemed to have lost it before I got home."

\$30.00 Per Dozen

To the Trade



Bargain Oil Heater

This Heater is rightly named. It is the greatest bargain ever offered in this line. It is made entirely of polished steel, polished brass and polished aluminum; nicely japanned and nickel-plated. There are no castings to break, consequently it is practically indestructible.

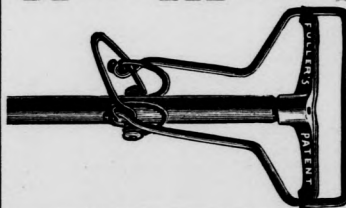
Burns a clear white flame without smoke or odor.

Every Stove guaranteed.

DIMENSIONS: Height, 26 inches; size base, 13½ inches; size drum, 7 inches; circular wick, 8 inches; weight, 10 pounds.

FOSTER, STEVENS & CO., 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.

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

HENRY M. GILLETT

Manufacturers' Agent for Advertising Specialties.

State Agent Regent Manufacturing Co.

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



Home Trade Controlled by Domestic Glass Manufacturers.

American plate glass has during recent years won a new field—annexed new territory, as it were. Blown looking glass plates, silvered, were formerly imported in large numbers for use in the manufacture of furniture. American polished plate is now used almost exclusively in this department, and with the advent of "thin plates," which the Pittsburgh Plate Glass Co. will soon be prepared to turn out in abundance, the entire home trade will be controlled by the domestic producers.

This vast revolution in the silvering industry has not been wrought without injury to the French and German glass industry, which regarded the American market as its mainstay and chief support. It is now admitted that the French and German factories are being operated without profit and the problem how to live under the new conditions imposed upon them by recent changes in trade is one that is eliciting their most profound thought and painstaking consideration. Manufacturers of silvered looking glass plates in the Fuerth district, it is authoritatively stated, have been losing money for six consecutive years, and exports to the United States have been largely abandoned because wholly unprofitable.

The production of plate glass and mirrors in Bohemia is also rapidly declining. A German paper endeavoring to reconcile itself to German losses recounts the critical position in which it finds the Bohemia industry. It states that Bohemia manufactures mirror glass in such quantities that Austria-Hungary only consumes about one-half of it, and hence that country is compelled to depend for exportation upon foreign markets, especially the American market.

In recent years the production of plate glass in the United States has largely increased, and since the factories in that country manufacture cheaper, owing to their more favored location, they not only make our export trade more difficult, but in spite of the Austro-Hungarian tariff of twelve gulden they are able to compete with us in the home market, thereby bringing about a large reduction in the prices of raw materials and finished product. The prospects for the future in this special industry are therefore decidedly unfavorable, necessitating a reduction of the output and a partial discharge of the working force.

Status of Fruit and Produce at St. Louis.

St. Louis, Mo., Oct. 11—During the past week the accumulation of potatoes on track cleaned up quite rapidly. A better demand developed with the advent of cool weather. The dealers along the Produce street here manifested more interest and while poor stock, of which there was quite an accumulation, was slow sale, anything in bright, clean white potatoes was in good demand, and before the end of the week was quite scarce. The market opened this morning with but very few carloads of anything nice on track. There was a good enquiry for the best grades of white potatoes, especially for Rurals and Burbanks, which two varieties of a good quality seem hard to find, and we want to assure all shippers having any potatoes of this description that we can market them at good prices and find them a buyer readily.

It seems to be the impression of shippers of potatoes that anything will sell in a big market. It will, except when stock is plentiful, as it has been so far this season, and if loaders and shippers persist in shipping poorly culled and inferior potatoes they will keep the market down and find it very hard to

dispose of what they ship. A shipper who will sort his potatoes thoroughly, load each variety to itself, and keep them separate, will get top prices, whereas a shipper who loads anything that farmers may bring in will find that the party who is selling his potatoes for him can never make good returns.

We sold two carloads of Michigan Rurals for shipment from the central part of the State to-day at 38c per bushel, delivered at East St. Louis. We can sell more fine, bright, clean Rurals of uniform size if they are offered us. We have received quite a number of communications from Michigan to-day offering potatoes, and from the prices they are naming, and the tenor of their letters, we judge that Michigan can this year compete favorably with any of the potato districts in the Northwest, and we believe, generally speaking, that Michigan raises better potatoes than are raised in the Northwest.

The summer varieties of apples are now almost out of the way, and packers are offering winter stock. The trade here are anxious to secure some well-packed choice winter apples and we can sell such stock to advantage. There is a good demand here for all red varieties. New handpicked pea beans are offered and a number of cars have been sold during the last few days at \$1.10 per bushel, delivered at East St. Louis. We can sell a few more cars on this basis if the market remains steady.

There is a good demand here also for Red Globe and Red Weathersfield onions, and we can sell choice, bright, clean, well-matured stock, that has been handled carefully and is not bruised, and not under size, at 40c@45c per bushel on track.

Now that the weather is settled and the fall festivities are over, there will be a better demand for all heavy fruits and produce suitable for shipping, and we are anxious to be in touch with loaders and shippers, as it is our business to sell these commodities.

MILNER & TEASDALE CO.

Art of Making Friends.

Dullerton: Prigster is always picking me up on my grammar.

Smarte: And you and he don't get on together at all?

Dullerton: Of course not. How could we?

Smarte: By doing as I do. When I speak to him I use bad grammar purposely to give him an opportunity to correct me. Then I thank him and say how much obliged to him I am. We get along together beautifully.

Character is the poor man's capital.

FOLDING TABLE



CASH WITH ORDER.



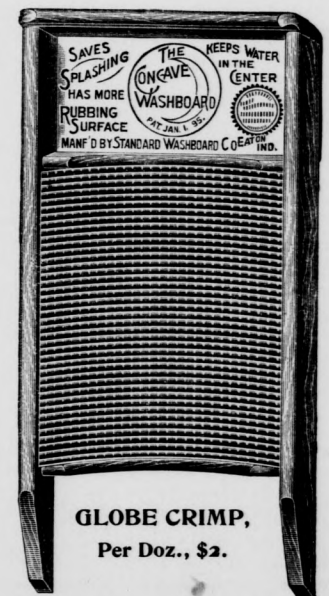
STERLING FURNITURE CO.
GRAND HAVEN, MICH.

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, \$20..... | 30&10 |
| Ives', 1, \$18; 2, \$24; 3, \$30..... | 25 |
| FILES—New List | |
| New American..... | 70&10 |
| Nicholson's..... | 70 |
| Heller's Horse Rasps..... | 65&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..... | 65 |
| 8 advance..... | 10 |
| 6 advance..... | 20 |
| 4 advance..... | 30 |
| 3 advance..... | 45 |
| 2 advance..... | 70 |
| Fine 3 advance..... | 50 |
| Casing 10 advance..... | 15 |
| Casing 8 advance..... | 25 |
| Casing 6 advance..... | 35 |
| Finish 10 advance..... | 25 |
| Finish 8 advance..... | 35 |
| Finish 6 advance..... | 45 |
| Barrel 1/2 advance..... | 85 |
| MILLS | |
| Coffee, Parkers Co.'s..... | 40 |
| Coffee, P. S. & W. Mfg. Co.'s Malleables..... | 40 |
| Coffee, Landers, Ferry & Clark's..... | 40 |
| Coffee, Enterprise..... | 30 |
| MOLASSES GATES | |
| Stebbin's Pattern..... | 60&10 |
| Stebbin's Genuine..... | 60&10 |
| Enterprise, self-measuring..... | 30 |
| PLANES | |
| Ohio Tool Co.'s, fancy..... | @50 |
| Sciota Bench..... | 80 |
| Sandusky Tool Co.'s, fancy..... | @50 |
| Bench, first quality..... | @50 |
| Stanley Rule and Level Co.'s wood..... | 60 |
| PANS | |
| Fry, Acme..... | 60&10&10 |
| Common, polished..... | 70& 5 |
| RIVETS | |
| Iron and Tinned..... | 60 |
| Copper Rivets and Burs..... | 60 |
| PATENT PLANISHED IRON | |
| "A" Wood's patent planished, Nos. 24 to 27..... | 10 20 |
| "B" Wood's patent planished, Nos. 25 to 27..... | 9 20 |
| Broken packages 1/2c 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 |
| 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..... | 90&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. 32 70 |
| Nos. 15 to 17..... | 2 70 2 40 |
| Nos. 18 to 21..... | 2 80 2 45 |
| Nos. 22 to 24..... | 3 00 2 55 |
| Nos. 25 to 26..... | 3 10 2 65 |
| No. 27..... | 3 20 2 75 |
| All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra..... | |
| SAND PAPER | |
| List acct. 19, '86..... | dis 50 |
| SASH WEIGHTS | |
| Solid Eyes..... | per ton 20 00 |
| TRAPS | |
| Steel, Game..... | 60&10 |
| Oneida Community, Newhouse's..... | 50 |
| Oneida Community, Hawley & Norton's..... | 70&10 |
| Mouse, choker..... | per doz 15 |
| Mouse, delusion..... | per doz 1 25 |
| WIRE | |
| Bright Market..... | 75 |
| Annealed Market..... | 75 |
| Coppered Market..... | 70&10 |
| Tinned Market..... | 62 1/2 |
| Coppered Spring Steel..... | 50 |
| Barbed Fence, galvanized..... | 2 05 |
| Barbed Fence, painted..... | 1 75 |
| HORSE NAILS | |
| Au 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, Cistern..... | 30 |
| Screws, New List..... | 85 |
| Casters, Bed and Plate..... | 50&10&10 |
| Dampers, American..... | 50 |
| METALS—Zinc | |
| 600 pound casks..... | 6 1/2 |
| Per pound..... | 6 1/2 |
| SOLDER | |
| 1/2 @ 1/4..... | 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 IC, 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, } | |

The "Concave" Washboard



SAVES THE WASH.
SAVES THE WASHER.

How Steel Ranges Are Sold to Gullible Farmers.

St. Louis, Oct. 11.—This part of the State is being scoured by a new kind of peddler in the shape of wily chaps selling steel ranges from wagons. These men travel in pairs, for the better handling of their staple, carrying one of the ranges with them, such as can be obtained of the legitimate dealer at about \$35, and selling it to the farmer for \$65. In payment, of course, a note is taken, but to make the matter easier for the farmer, these agents (properly called "road agents" in the Western sense) take \$10 to \$20 out in board and as much more is allowed for the farmer's stove. Of course, these two items are properly endorsed on the back of note. The agents secure board for such time as suits their convenience, leaving the old stove where it was. Finally, they sell the old stove back to the original owner at from one-fourth to half its value, getting \$5 to \$8 therefor in cash and possibly \$2 to \$5 more for unexpired board bill. In this way, they usually manage to get three days' to a week's board, five to ten dollars in cash and the farmer's note, which turns up in due course of time at full face value, but with no endorsement on the back, the latter change being probably accomplished by there being two notes with the edges securely pasted together, the front one duly signed while the rear one carries the endorsements. If this in time becomes separated from its former associate, who could be blamed for not putting together again the divorced halves? These notes are discounted at what they will bring, while the agents seek green pastures for new exploits.

The Boys Behind the Counter.

Otsego—W. S. Dowe, of White Pigeon, has taken a position in the dry goods store of A. W. Hartman.

Bay Shore—C. E. Dell is now stenographer for the Petoskey Line Co.

Owosso—Miss Frankie Allen, who recently started in the millinery business at St. Charles, has closed out her stock to accept a position offered her by Osburn & Sons.

Stanton—Harry McGowan, prescription clerk for E. D. Hawley, has resigned to take a similar position with H. Van Allen, the Ionia druggist.

St. Ignace—Thos. Green has relinquished his clerkship in the First National Bank, on account of ill health. His successor is Eugene Therrien.

Owosso—One day last week a tall, aged gentleman slowly entered the dry goods store of Geo. R. Black & Son and approaching the senior member of the firm, solemnly asked the question: "Is the Lord in?" "Yes," said Mr. Black quickly, "right back there," pointing to his new clerk, Rol'a Lord. The solemn stranger smiled and enjoyed several minutes' conversation with the dry goods merchant and walked on to see the object of his search.

Coral—W. D. Day, manager of the H. M. Gibbs drug stock, went to Belding one day last week and returned home two days. In other words, he married Miss Alta Baney, an estimable young lady of Belding, who will hereafter share his joys and sorrows.

Flour and Feed.

The flour market for the past two weeks has been very active, buyers having come to the conclusion that it is time to purchase fall stocks. The city mills have all been running full time and have booked orders freely for October and November shipment. Prices are low, considering all the conditions which are likely to affect both wheat and flour in the near future. The export demand has been steady and strong and seems likely to continue so throughout

the crop year. Other exporting countries—especially Russia, our chief competitor—have but little surplus this year for export. The great shortage of rye crops abroad will also be likely to greatly increase the consumption of wheat. Every indication now points to the maintenance of good fair prices for breadstuffs in this country for the remainder of the crop year.

Millstuffs are in good demand at an advance of about \$1 per ton. Feed and meal are nominally unchanged, with a fair volume of business passing.

WM. N. ROWE.

Bay City—Jonathan Boyce, who has operated a large saw mill plant at Essexville for several years, is evidently closing out his business in that line, having sold the timber on four sections in Roscommon county to Eddy Bros. & Co., of this city, the consideration being \$8 stumpage. Mr. Boyce also sold the timber on two sections to the Michigan Pipe Co. at the same price, and this company had previously purchased 20,000,000 feet of the Boyce timber. H. W. Savage has an option on the remainder of the timber owned by Mr. Boyce in Roscommon county—all of which indicates that he intends going out of business in this locality.

Cheboygan—Thompson Smith's Sons' sawmill, which was recently destroyed by fire, was one of the largest in Michigan, being 180x250 feet in size. It was equipped with all modern machinery, the plant representing an investment of \$200,000. It was erected on the site of the mill burned June 10, 1879, and began operations in the spring of 1880. The origin of the fire is a mystery. The rebuilding of the mill will hinge upon the result of the log question, as the stock mostly comes from Canada. When the fire occurred the mill was cutting logs for Alger, Smith & Co.

Saginaw—Mitchell & Co., who purchased several thousand acres of timber land in Presque Isle county of Isaac Bearinger, of this city, are erecting an extensive sawmill plant on the east side of the Ocqueoc River. The plant will be connected with the Detroit & Mackinac Railroad by a spur track, and a village is to be laid out at this point.

Detroit—The Davey & Wool Manufacturing Co. has filed articles of incorporation with the County Clerk and will manufacture cornucopias, bottle covers, paper bags and boxes, etc., in this city on a cash capital of \$10,000. The incorporators are Charles Davey, George W. Wool and Frederick Canny.

The demand for sardines has run so far short of the supply that the French factories are closing their doors and the government has been asked to come to the relief of this important national industry by making a ration of five or ten sardines daily part of the regular fare of the French soldier.

The men behind the guns fight the battles of the navy; but there must be a wealthy and powerful nation behind the men who are behind the guns.

The soldiers have quit licking the Spaniards, and the country is now licking revenue stamps to square things.

October appears to be in love with Summer, which lingers in Fall's lap.

It is better for a man to brag of his prosperity than to tell of his troubles.

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—STOCK OF HARDWARE IN one of the best towns of 800 people in the State. Good farming country. No competition nearer than twelve miles. This is a forced sale. For particulars address Hardware, care Michigan Tradesman. 731

WOULD LIKE TO EXCHANGE STOCK farm of 60 acres, located in Ionia county, for general merchandise. Address Box 2, Mahterton, Ionia county, Mich. 730

FOR SALE—A GENERAL STOCK OF MERCHANDISE valued at \$5,000. Have cleared \$1,000 annually for the past two years; easy payments. Address 729, care Michigan Tradesman. 729

DRUG STOCK FOR SALE OR EXCHANGE—Located in best city in Michigan; no cutting; invoices \$2,750. Will take good real estate as part payment. The more cash the more liberal discount from invoice. Business is now a good paying investment. Address B. B., care Michigan Tradesman. 727

FOR SALE CHEAP—DEIRABLE 4-ACRE farm, new barn 1,000 fruit trees; good location; owner must sell, cannot look after property. Address Box 206, Trufant, Mich. 732

BIG BARGAIN—A HOUSE AND LOT ON Pleasant avenue which has come into my possession by foreclosure. Good barn on premises. Place is well worth \$2,500, but I will sell for \$2,000, on payment of \$500 down and balance on time to suit purchaser. Such a bargain comes only once in a lifetime. Address Zeno, care Michigan Tradesman. 735

I HAVE A DWELLING HOUSE AND TWO lots on Arthur avenue, Grand Rapids, which I wish to exchange for dry goods, groceries or shoes. As I am in business in Northern Michigan and cannot look after the property, I am disposed to make a favorable deal for a clean stock. Nemo, care Michigan Tradesman 733

FOR SALE OR EXCHANGE—\$5,000 TO \$10,000 in notes and judgments. Address H. G. Cobbs, Rome City, Ind. 725

FOR SALE FOR CASH ON ACCOUNT OF ill health—\$4,000 stock of general merchandise; new stock; cash trade last year \$18,500; will bear inspection. Address Box 231, Swazee, Ind. 724

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

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

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, practical 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. 69

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

CENTRALLY LOCATED DRUG STORE, DOING a good business in the city, for sale. Good reasons for selling. Address I. Frankford, Fire Insurance and Real Estate Agent, Phone 136, 53 West Bridge Street, Grand Rapids. 676

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

FOR SALE—DRUG, BOOK AND STATIONERY stock, invoicing \$4,500, and fixtures invoicing \$800, which includes show cases, shelving and bottles. Daily cash sales in 1891, \$2,192.30; 1893, \$3,184.34; 1895, \$2,518.96; 1896, \$2,120. and 1897, \$2,413. Located in manufacturing town. No cut prices. Rent reasonable, \$29 per month. Living rooms in connection. Address No. 668, care Michigan Tradesman. 668

FOR SALE—FURNITURE AND UNDERTAKING business in the most enterprising town in Northwestern Michigan. Best location in the city. Address No. 673, care Michigan Tradesman, for particulars. 673

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

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

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

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

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

COUNTRY PRODUCE

WANTED—BUTTER, EGGS AND POULTRY; any quantities. Write me. Orrin J. Stone, Kalamazoo, Mich. 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., shipper and wholesale dealers, Lansing, Mich. 716

MISCELLANEOUS.

PHYSICIAN, HONOR GRADUATE AND gold medalist Canadian University, waits practice, partnership or information concerning suitable location. Alex. Wilson, 49 Spruce St., Toronto, Ont. 733

WANTED—REGISTERED PHARMACIST, single man. Address 150 So. Jefferson St., Battle Creek, Mich. 728

WANTED—SITUATION IN A CLOTHING or general store by an A No. 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

WORLD'S BEST



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

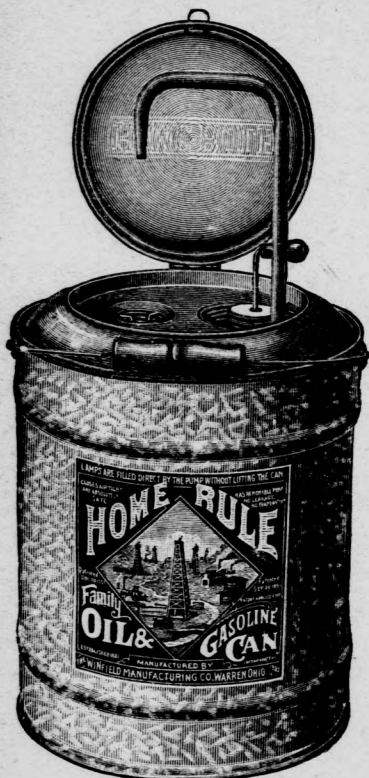
FIRE PROOF ASPHALT
PAINT AND VARNISH

We are offering to the trade the genuine article, and at a price that all can reach.
Our paints are suitable for any use where a nice raven black is required. Contains no Coal Tar, and will not crack, blister or peel. Sold in quantities to suit purchasers.

H. M. REYNOLDS & SON, Grand Rapids, Mich.
Detroit Office foot of First Street.

Who urges you to keep **Sapolio**? Is it not the public? The manufacturers, by constant and judicious advertising, bring customers to your stores whose very presence creates a demand for other articles.

THE "HOME RULE" OIL AND GASOLINE CAN



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

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

Sold by jobbers everywhere

Manufactured by

THE WINFIELD MANUFACTURING CO., Warren, Ohio.

A Business Proposition

You have something to sell to the merchants. You are not at all particular where you sell it—where the orders come from so long as you get the money and freight rates do not interfere with the delivery of the goods. You only want to get before a prosperous people—those who have money with which to buy—in a direct and forcible way, with an argument that will turn their dollars into your pocket. Isn't that true? Well, just here is where the

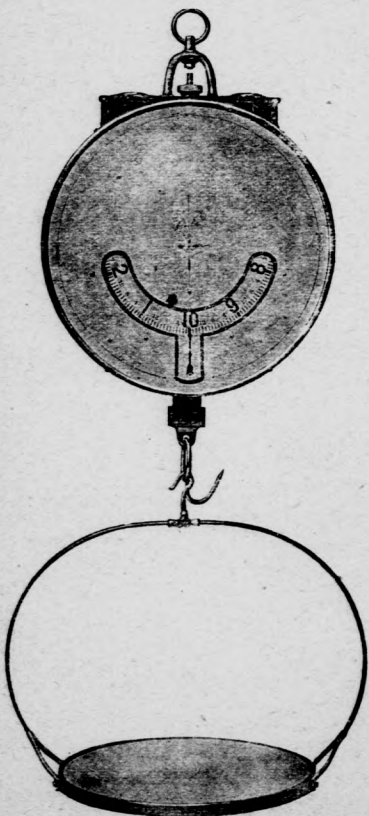
Michigan

Tradesman

can help you. We are in the prosperous territory with a strong, well-conducted paper that reaches the majority of all those to whom you wish to sell within that territory. You make your business argument—we will lay it before our people. It pays others to do this—wouldn't it be strange if it didn't pay you also?

Grand Rapids, Mich.

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.

